



2024 Women in CRE: Katie Vivian, Largo Capital

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Katie Vivian
Hotel Loan Originator
Largo Capital

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight?

“Katie Vivian has excelled in the predominantly male-dominated commercial real estate finance industry. Her career began over a decade ago at Largo as a Marketing Assistant, where she advanced to Marketing Director before transitioning to Hotel Loan Originator. She successfully balances a demanding full-time career with family life, raising two young girls while traveling frequently to attend hotel conferences nationwide. She is committed to building lasting client relationships rather than just completing one-time transactions and prioritizes her clients’ needs with honesty and integrity.” - Andrea Taboni, Marketing Director at Largo Capital.

What recent project, transaction, or accomplishment are you most proud of?

In an environment where hotel lending is constrained, I take pride in successfully securing financing for hoteliers nationwide at competitive rates and favorable terms. Over the past 12 months, I’ve arranged \$50m in permanent debt to refinance or acquire hotel properties across prominent brands such as Hilton, Marriott, IHG, and Wyndham. Whether the focus was obtaining the lowest interest rate, non-recourse debt, or prepayment flexibility, I delivered tailored solutions to meet each client’s unique needs. By leveraging Largo’s longstanding lender relationships, including correspondent LifeCo lenders, I am confident hotel transaction volume will remain strong in the latter half of 2024.

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