



NEWS

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February 22, 2005
For Immediate Release
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Hotel Brokers International Reports Dramatic Increase In HBI Brokered Transactions

Kansas City, Mo. –Hotel transaction volume of Hotel Brokers International (HBI) increased 55 percent in the Fourth Quarter of 2004. The world’s leading hotel brokerage organization reported 31 transactions with a total sales volume of \$117,500,000 for the period versus 20 sales totaling \$55 million for the Fourth Quarter of 2003.

In all of 2004, HBI closed 110 transactions for a total sales volume of nearly \$325,000,000 versus 78 transactions with a total sales volume of \$226,000,000 for 2003, an increase of more than 43 percent.

Dick Lopez, CHB, president of Hotel Brokers International, stated, “This heightened deal-making activity is indicative of the current market, as buyers purchase hotels in order to take advantage of the improving economic environment and lodging sector. It is a great time to be a buyer or seller in the lodging real estate business, and, as always, HBI brokers are providing the industry with valuable leadership. We believe this increased transaction activity will continue through 2005.”

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Hotel Brokers International, with more than 100 hotel brokerage specialists, is the world's leading hotel sales organization. The organization annually accounts for the greatest market share of all transactions in the United States. HBI also hosts the Hotel Investor's Marketplace, sponsors the Certified Hotel Broker program in conjunction with Cornell University, and publishes TransActions Recap, the leading source of hotel real estate sales data. HBI currently has more than 500 properties listed for sale in its proprietary database and access to more than 10,000 hotel investors and owners.

In addition to broker services, HBI offers affiliate membership to professionals in allied fields, including franchising, lending, appraisals and investment services. HBI may be accessed on the Internet at www.hotelbrokersinternational.com.