



## HBI Marketplace Features \$300 Million in Investment Opportunities

KANSAS CITY, MO, December 1, 2005 — Hotel Brokers International (HBI) recently held the third of its 2005 Hotel Investor's Marketplace events at the Best Western Hotel and Conference Center in Baltimore, MD. More than 130 brokers, investors and industry specialists attended the event, where 65 hospitality investment opportunities with a total value of nearly \$300 million were presented.

La Quinta/Baymont Inns served as the premier sponsor for the event. Additional event sponsors included Carlson Hotels Worldwide, Choice Hotels International, CIT Small Business Lending and PMC Commercial Trust.

"The Hotel Investor's Marketplace provides an unique marketing opportunity for brokers, lenders, franchisors and suppliers to communicate, network and educate an active group of investors who are currently looking to purchase properties," said Dick Lopez, CHB, HBI President and President of Lodging Property Brokers Inc. "During the event we showcased a number of properties, many of which generated strong interest from prospective buyers."

The Marketplace, developed in joint support with Hotel & Motel Management, featured property listings offered by a number of HBI offices - Brash Realty Company, Brown Hotel Group, Donohoe Real Estate Services, Everest Hotel Brokers, Greene Canfield DeGeorge, Huff Niehaus & Associates, Hunter Realty Associates, Laurel Real Estate Company, Lodging Property Brokers, MBA Hotel Brokers, Milmark Hotel/Motel Investments, Optimum Hotel Brokerage, Scoggin Blue, Swoboda Hospitality Specialists, Western Hotel Motel Brokers and Westgor & Associates. Samples of featured properties included a 159-room independent hotel in North Carolina listed through MBA Hotel Brokers for \$5.9 million; the Best Western Brass Rocks Ocean Inn, Gloucester, MA listed through Optimum Hotel Brokerage for \$7.2 million; and the Ramada Inn in Jacksonville, FL offered by Greene Canfield DeGeorge for \$4 million.

Charlie Fritsch, CHB, President MBA Hotel Brokers, and host of the event, noted that this Marketplace was one of the most successful to date. "The conference room was packed with eager and attentive buyers. While many of these individuals were experienced hoteliers and developers, there were also quite a number of financially strong first time buyers in the room. Many of these buyers currently have other real estate investments and are now interested in moving into the hotel industry."

In addition to highlighting investment opportunities, the Marketplace also provided informational sessions on lending and franchising opportunities. Reggie Heard, National Account Manager, CIT Small Business Lending said, "The Marketplaces are always an excellent platform to educate prospective investors on current lending trends for the hospitality industry. The events are held in strategic markets and attended by resourceful investors who are both active in the hotel real estate market and prepared to consummate a hotel investment transaction."

HBI's 2006 schedule of Hotel Investor's Marketplace events is currently being planned. Information on the events will be available in early January.

Hotel Brokers International, with more than 100 brokerage specialists, annually accounts for the greatest market share of mid-market hotel real estate transactions in the United States. HBI hosts the Hotel Investor's Marketplace, sponsors the Certified Hotel Broker program, and publishes TransActions Recap, the leading source of hotel real estate sales data. In addition to broker services, HBI offers affiliate membership to professionals in related fields. For additional information visit HBI on the web at [www.hotelbrokersinternational.com](http://www.hotelbrokersinternational.com) or by calling 816.505.4315.

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