NEWS

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Hotel Brokers International Honors Top Sales Performances, Recognizes Member Contributions

KANSAS CITY, Mo—February 15, 2005—Hotel Brokers International, the world's leading organization of hotel brokers, honored its top-performing brokers, sales associates and brokerage offices of 2004 at their awards ceremony held on Saturday, Jan. 29, in Las Vegas. The ceremony was part of the organization's 2005 Annual Meeting held at the Stratosphere Hotel & Casino.

"These awards recognize the important contributions made by our leading sales achievers this year," said Dick Lopez, CHB, HBI president. "We are proud of the accomplishments achieved by all of our members and look forward to future successes."

Chuck Nester, CHB, president of Los Angeles-based Brown Hotel Group, received HBI's highest honor—Broker of the Year. Nester, who last year closed more than 10 transactions, earned the honor based on outstanding sales volume and participation in HBI programs and activities.

Matthew Hamilton, vice president of Austin-based Spectrum Hotel Group, received the organization's most prestigious award for a sales associate—Salesperson of the Year—for his involvement in six hotel sales.

HBI's Noah L. Canfield Distinguished Service Award was presented to Dick Lopez, CHB, president of Lodging Property Brokers, a Napa, Calif.-based brokerage firm, who has played an active leadership role in the organization for over 10 years.

"As an HBI member and leader, Dick has dedicated countless hours toward helping the organization execute its vision and reach its goals," Noah Canfield said. "He always has HBI's best interests at heart and truly is committed to serving the general membership and fulfilling its wants and needs."

HBI presented its New Associate of the Year Award to Chad Cooper, of Minneapolis-based Westgor & Associates. Obtaining five listings and participating in four hotel sales in 2004, he was the top-performing sales associate to have completed his first year with the organization.

HBI also honored the most successful brokers in each region. Joe McCann, CHB, president, Optimum Hotel Brokerage located in Fairfield, Conn., topped the New England/Mid-Atlantic Region. Charles Fritsch, V, CHB, president of MBA Hotel Brokers located in Glenwood, Md., topped the South Atlantic Region. Errol D'Souza, CHB, president of Columbus, Ohio-based Laurel Real Estate Company, topped the North Central Region. Brandt Niehaus, CHB, president of Huff Niehaus & Associates in Louisville, Ky., topped the South Central Region. Steve Blue, CHB, president of Las Cruces, N. Mex.-based Scoggin Blue, topped the Mountain/Pacific Region.

HBI presented Regional Salesperson Awards to the most successful sales associates. Teague Hunter, CHB, of Atlanta-based Hunter Realty Associates, won for the South Atlantic Region. Lili Gewargis, Brash Realty Co. located in Chicago, won for the North Central Region. Darin Brock, CHB, Alan Brock and Associates located in Dallas, won for the South Central Region. Chuck LaPorte, Brown Hotel Group, won for the Mountain/Pacific Region.

Greer Lee, CHB, Scoggin Blue, received the Record Number of Transactions Award, which recognizes the achievement of personal bests in transactions produced.

Record Dollar Volume Awards for personal bests went to Chuck LaPorte, Brown Hotel Group; Lili Gewargis, Brash Realty Co.; Michael Mason, MBA Hotel Brokers; and Mike Thomas, Brown Hotel Group.

Record Number of Transactions and Dollar Volume Awards for combined personal bests went to Darin Brock, CHB, Alan Brock and Associates; Matthew Hamilton, Spectrum Hotel Group; John Svec, MBA Hotel Brokers; Laurel Real Estate Company; MBA Hotel Brokers; and Optimum Hotel Brokerage.

Fred Ferrarini, CHB, and Steve Ferrarini, CHB, ProCom Lodging Brokers located in Paso Robles, Calif., received the 2004 Largest Single Hotel Sale Award based on dollar volume for brokering the sale of a 133 unit property in Solvang, Calif.

The awards for the Most Unique Deal of the Year and Largest Portfolio Sale were given to Joe McCann, CHB, Optimum Hotel Brokerage, for overcoming the complexity and unique challenges of the nearly $30 million portfolio sale that consisted of the Crowne Plaza in Hartford, Conn., and the Crowne Plaza in Secaucus, N.J.

Huff Niehaus & Associates received the Most Co-Op Sales Award, which recognizes the HBI brokerage office involved in the most cooperative sales with fellow HBI offices.

Hotel Brokers International, with more than 100 brokerage specialists, is the world's leading hotel sales organization. The organization annually accounted for the greatest market share of all transactions in the United States last year. 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 hotelbrokersinternational.com.

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