



## Hotel Brokers International Honors Top Sales Performers of 2005

KANSAS CITY, MO, February 22, 2006 — Hotel Brokers International, the world's leading hotel realtor organization, honored its top-performing brokers, sales associates and brokerage offices of 2005 at an awards ceremony on February 2. The event was part of the organization's annual meeting held at The Palms Casino Resort in Las Vegas.

Joe McCann, CHB, Optimum Hotel Brokerage, received HBI's highest honor - Broker of the Year. McCann closed on four hotel transactions during 2005 totaling nearly \$260 million. He was also recognized for his participation in the sale of the 1,639 room Palmer House Hilton in Chicago, Illinois with HBI's Largest Single Hotel Sale and Unique Deal of the Year awards. "Our firm's success has been the direct result of our affiliation with HBI, and the powerful marketing synergy that the organization's membership creates," noted McCann.

Teague Hunter, CHB, Hunter Realty Associates, received HBI's most prestigious award for a sales associate - Salesperson of the Year - for his involvement in nine hotel transactions totaling \$27.5 million. "Successfully completing nine transactions within 12 months was a challenge," said Hunter. "I took full advantage of HBI's promotional capabilities which helped create greater visibility for our properties through a unified advertising and marketing approach."

HBI's Distinguished Service Award was presented to Tony De George, CHB, Greene, Canfield, De George, for his outstanding contributions to the organization. Dick Lopez, CHB, president, Lodging Property Brokers and retiring president of HBI, honored Tony for his exceptional support of the organization.

Awards were also presented to a number of individuals and brokerage firms for achieving their personal best in terms of dollar volume and number of transactions. The individuals recognized were Greer Lee, CHB, Scoggin Blue, Teague Hunter, CHB, Hunter Realty Associates, Bill Moyer, Donohoe Real Estate Services, and Bob Flake, Western Hotel Motel Brokers. The brokerage firms recognized were Scoggin Blue, Optimum Hotel Brokerage, Donohoe Real Estate Services and Western Hotel Motel Brokers.

Charlie Fritsch, CHB, MBA Hotel Brokers received the award for the largest portfolio sale of 2005. Brash Realty Company was recognized with the Most Co-op Sales award for the firm's involvement in the largest number of collaborative sales with fellow HBI offices.

HBI also recognized its top broker and salesperson in each region. Awards were presented to the following top brokers:

- o Brian Coakley, Donohoe Real Estate Services, South Atlantic Region
- o Jeff Westgor, CHB, Westgor & Associates, North Central Region
- o Brandt Niehaus, CHB, Huff, Niehaus & Associates, South Central Region
- o Steve Blue, CHB, Scoggin Blue, Mountain/Pacific Region.

The top regional salesperson for each region was:

- o Bill Moyer, Donohoe Real Estate Services, South Atlantic Region
- o Lili Gewargis, Brash Realty Company, North Central Region
- o Darin Brock, CHB, Alan Brock and Associates, South Central Region
- o Chuck LaPorte, Brown Hotel Group, Mountain/Pacific Region.

“2005 was a successful year for our organization and its broker members,” noted Teague Hunter, newly-elected president of HBI. “Our sales volume of \$608 million highlights our brokers’ commitment to our clients, their market expertise and in-depth knowledge of the hospitality business. HBI consistently outperforms its competition. Our continually growing national and international coverage, micro-market knowledge and the greatest longevity in hotel real estate have all combined to result in HBI’s outstanding market share.”

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 membership, HBI offers affiliate association to professionals in related fields. For information on HBI’s property listings or to become a broker or affiliate member contact HBI by calling 816.505.4315 or visit the company on the web at [www.hotelbrokersinternational.com](http://www.hotelbrokersinternational.com).

For further information, please contact:

Teague Hunter, CHB

President, Hotel Brokers International

404.355.0880

###