



## **HBI Participates in International Real Estate Congress**

KANSAS CITY, MO, July 21, 2005 — Hotel Brokers International (HBI), the hotel industry's oldest real estate sales and consulting organization, continues to expand its international presence and recently participated in the 56<sup>th</sup> World Congress of the International Real Estate Federation (FIABCI) held in Athens, Greece. Greer Lee, Vice President, Scoggin Blue LLC, Las Cruces, NM, represented HBI at the event.

FIABCI, the International Real Estate Federation, is a multi-disciplinary, multi-sector and multi-lingual federation serving the interests of real estate professionals in 60 countries around the world. "FIABCI's mission is to open the international community to its members on local, national and international levels," said Lee. "HBI currently has offices in Australia, New Zealand, and Mexico as well as throughout the United States. As we continue our globalization efforts, the contacts we made at the meeting will prove invaluable."

The congress attracted over 1,000 participants from 39 countries. "One of the highlights of the meeting was the acceptance of the membership application from the Chinese Real Estate Association which will open a significant market to members," added Lee. Lee participated in various marketing sessions on leisure properties and services, including presentations on hotels for sale in Greece, France, Belgium, Poland and Panama.

Hotel Brokers International, with more than 100 brokerage specialists, has been a Principal Member of FIABCI since 2001. HBI 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 may be accessed on the web at [www.hotelbrokersinternational.com](http://www.hotelbrokersinternational.com).

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