



# NEWS

**Hotel Brokers International**  
**1420 NW Vivion Road, Suite 111**  
**Kansas City, MO 64118**  
**+1.816.505.4315 • Fax +1.816.505.4319**

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*Contact: Carmen Barros*  
*1.609.468.2016*

## **Hotel Brokers International Announces Impressive Sales Results in First Four Months of 2005**

KANSAS CITY, Mo.— Hotel Brokers International, the world’s leading hotel brokerage organization, completed 32 sales during the first four months of 2005 with a value of over \$117 million. The properties sold at an average price per room of \$39,300.

“2005 is proving to be another successful year for the hotel industry,” said Dick Lopez, CHB, President of Hotel Brokers International. “We have had a 13 percent increase in our sales volume over the comparable time period in 2004. The properties we sold during the past four months included such well-known brands as Courtyard by Marriott, Best Western, Holiday Inn and Comfort Inn and Suites. In addition to commanding strong selling prices, the properties averaged a cap rate of 9.61% down from 10.54% in 2004.”

The largest number of sales occurred in the Mountain/Pacific region, with California generating seven sales with an aggregate value of \$30.9 million and an average price per room of \$67,000. Sales were also active in the North Central region with a total of nine properties transferring at an average price per room of \$25,000. The South Atlantic region had one of highest priced sales of the quarter – the 100-room Hampton Inn in Bluffton, SC, which sold for \$9.6 million.

“We currently have over 200 properties for sale, primarily in the economy through mid-market segments,” added Lopez. “We believe these segments will continue to offer buyers a profitable investment.”

Hotel Brokers International, with more than 100 brokerage specialists, 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.

In addition to broker services, HBI offers affiliate membership to professionals in related fields, including franchising, lending, appraisal and investment services. For additional information visit HBI on the Internet at [www.hotelbrokersinternational.com](http://www.hotelbrokersinternational.com).

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