

*For Immediate Release*

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**Hotel Brokers International Announces 2006 Sales Achievement Award Winners**

***Ten Member Firms Set New Records***

LAS VEGAS, Nev., February 2, 2007—Hotel Brokers International (HBI) today announced that its membership organization had achieved significant sales increases for 2006 and concurrently announced the winners of its Sales Achievement Awards, given to the sales associates and hotel brokerage firms whose annual sales performance mark a personal or collective best during the current awards period.

“During 2006, 130 properties were sold, equal to more than \$500 million in dollar volume,” said Charles Fritsch, CHB, HBI president. “Ten member firms set new records for either sales volume or number of transactions in 2006. We see this pace continuing into 2007.”

The organization’s top award, Salesperson of the Year, went to Teague Hunter, CHB, executive vice president of Atlanta-based Hunter Realty Associates, for sales totaling nearly \$65 million. Bob Hunter, president of Hunter Realty Associates, Inc. was named broker of the year for transactions totaling nearly \$100 million.

“The hotel real estate market was strong throughout the country,” Hunter said. “We saw cap rates reach record lows, in the 7.3 to 8.4 range. We think they may rise slightly in 2007, but the appetite for hotel acquisitions remains at extraordinarily high levels, fueled by a strong economy and relatively low levels of new development.”

Other 2006 winners include:

- **Record Dollar Volume**, awarded to individuals and brokerages that achieved their personal highest dollar volume in 2006:

Individual Sales Associates

- Lili Gewargis – Brash Realty Company, Inc.
- Bernie Jaffraint – Greene Canfield DeGeorge Ltd.

Brokerage Firms

- Greene Canfield DeGeorge Ltd.
- Brown Hotel Group, Inc.
- Brock Hotel Group
- Hunter Realty Associates, Inc.
- Donohoe Real Estate Services
- Laurel Real Estate Company

- **Record Number of Transactions**, awarded to individuals and brokerages that achieved their personal highest number of transactions during the current awards period:

Brokerage Firms

- Optimum Hotel Brokerage, LLC
- Western Hotel Brokers, Inc.

- **Record Number of Transactions and Dollar Volume**, awarded to individuals and brokerages that achieved their personal best transaction and dollar volume combined during the current awards period:

Individuals

- Teague Hunter, CHB – Hunter Realty Associates, Inc.
- Chuck LaPorte – Brown Hotel Group, Inc.
- Darin Brock – Brock Hotel Group
- Charlotte Seale – Donohoe Real Estate Services
- Bill Moyer – Donohoe Real Estate Services
- Bob Flake – Western Hotel Brokers, Inc.

Brokerage Firms

- Huff Niehaus & Associates, Inc.
- Westgor & Associates, Inc.

- **Largest Single Hotel Sale**, determined by purchase price and awarded to the primary listing and/or selling agent. Both for the sale of the 259-unit Sheraton Hotel in Cincinnati.

- Brandt Niehaus, CHB – Huff Niehaus & Associates, Inc. and
- Jeff Westgor, CHB – Westgor & Associates, Inc.

- **Largest Portfolio Sale**, determined by total purchasing price, awarded to the primary listing and/or selling agent:
  - Brown Hotel Group, Inc., for the sale of six independent hotel properties totaling 450 rooms and operating under the Pacific Hotels name.
- **Most Co-op Sales**, awarded to the HBI office involve in the most cooperative sales with fellow HBI offices:
  - Optimum Hotel Brokerage – Joe McCann, CHB – Broker
- **Unique Deal of the Year**, awarded based on the unique aspects of the transaction, the complexity of the deal and the challenges presented to the broker:
  - Brandt Niehaus, CHB, Huff Niehaus & Associates, Inc. for structuring the transaction consisting of the Sheraton Hotel Cincinnati, the Comfort Inn Sharonville and a 3+ acre site.
- **Top Broker and Salesperson in Each Region**, awarded based on sales volume and participation in HBI programs and activities.

#### Top Regional Brokers

##### New England/Mid-Atlantic Region

- Joe McCann, CHB – Optimum Hotel Brokerage

##### South Atlantic Region

- Brian Coakley – Donohoe Real Estate Services

##### North Central Region

- Jeff Westgor, CHB – Westgor & Associates, Inc

##### South Central Region

- Brandt Niehaus, CHB – Huff Niehaus & Associates, Inc.

##### Mountain/Pacific Region

- Chuck Nester, CHB – Brown Hotel Group, Inc.

#### Top Regional Salespersons

##### South Atlantic Region

- Bill Moyer – Donohoe Real Estate Services

##### North Central Region

- Jennifer Church, CHB –Milmark Hotel/Motel Investments, LLC

South Central Region

- Darin Brock, CHB – Brock Hotel Group

Mountain/Pacific Region

- Chuck LaPorte – Brown Hotel Group, Inc.

Hotel Brokers International, with more than 100 hotel brokerage specialists, is the world's leading hotel sales organization. The organization annually accounts for the greatest market share of mid-market transactions in the United States. HBI also 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.

HBI currently has more than 150 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. For more information about HBI's hotel listings or to become a broker or affiliate member, HBI may be reached at (816) 505-4315 or via the Internet at [www.hbihotels.com](http://www.hbihotels.com).