

For Immediate Release

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Hotel Brokers International Celebrates 50th Anniversary

KANSAS CITY, Mo., February 11, 2009—Hotel Brokers International (HBI), the nation's largest hotel brokerage organization with more than 30 offices from coast to coast, today announced they will hold a year-long celebration to commemorate their 50th anniversary. HBI was founded in Chicago on September 11, 1959 as the Motel Brokers Association of America (MBAA) by seven men and one woman.

Since its founding HBI has been the leader in hotel real estate brokerage, a highly specialized subsection of commercial real estate. "Because hotels 'lease' their space every night compared to multi-year leases for other real estate classes, the risks and the rewards are substantially different," said Jeff Westgor, HBI president and president of Minneapolis-based Westgor & Associates Inc. "Buyers and sellers also have to deal with franchise brands, management companies, lenders, government officials and a host of others." Westgor is the son of one of two surviving founding members, Wayne Westgor.

HBI has been at the forefront of hotel brokerage since its founding. It has introduced innovations in marketing, technology, research and education. By the late 1980s, the organization accounted for approximately 40 percent of all hotel sales in the U.S., a percentage that now ranges between 40 and 50 percent. The organization has changed names several times as it grew, adopting its present name to reflect its international reach.

HBI Today

Hotel Brokers International, with more than 100 hotel brokerage specialists, is the world's leading hotel sales organization. With a database comprising more than 150 property listings, the HBI website attracts some 30,000 monthly site visitors from approximately 40 different countries. Founder and host of the popular Hotel Investor's Marketplace, HBI also developed the Certified Hotel Broker program and publishes *TransActions Recap*, the industry's leading source of hotel real estate sales data.

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.