

*For Immediate Release*

Contact:

Glenda Webb  
Hotel Brokers International  
(816) 505-4315

Melanie Boyer  
Daly Gray Public Relations  
(703) 435-6293

**2008 Sales Achievement Award Winners Announced at  
Hotel Brokers International 50<sup>th</sup> Anniversary Celebration**

***Bill Moyer and Bob Hunter Named Salesperson and Broker of the Year***

KANSAS CITY, Mo., February 9, 2009—At their recent 50<sup>th</sup> anniversary celebration, officials of Hotel Brokers International (HBI) announced the 2008 winners of the organization's prestigious Sales Achievement Awards. The highlight of the ceremony came when Bill Moyer, Donohoe Real Estate Services, was named Salesperson of the Year and Bob Hunter, Hunter Realty Associates, Inc., was named Broker of the Year.

“Despite last year's sagging economy, eight individual sales associates and four brokers finished with a ‘personal best’ sales record,” said Jeff Westgor, HBI's president and president of Westgor & Associates Inc. “In addition, nine other individual members won awards for unique deals and portfolio sales. Errol D'Souza, Laurel Real Estate Company, was recognized for HBI's 10,000<sup>th</sup> transaction, since its founding 50 years ago, with the sale of the 64-room Holiday Inn Express in Newton Falls, Ohio, for \$4.6 million.

“According to information provided at our conference and at ALIS earlier in the week, 2009 will be a difficult year for hotel operators,” Westgor noted. “Many experts, including a consensus of HBI brokers, believe that the hotel real estate market will become increasingly active as the year progresses.

“There are a lot of loans coming due, values have declined due to falling RevPAR, and debt financing is harder to find and at more restrictive terms,” he said. “Owners who have loans

coming due within the next 12 months should seriously consider listing their properties now. We believe there will be more transactions in 2009 than in 2008 when both buyers and sellers were largely on the sidelines. Financing remains available, especially for properties under \$10 million. HBI brokers have strong relationships with many lenders and can help obtain financing.”

Bill Moyer of Donohoe Real Estate Services was named Salesperson of the Year, the organization’s top award for a sales associate. For the third year in a row, Bob Hunter, president of Hunter Realty Associates, Inc. was named Broker of the Year.

Other 2008 winners include:

- **Record Dollar Volume**, awarded to individuals and brokerages that achieved their personal highest dollar volume in 2008:

Individual Sales Associates

- Jennifer Church, CHB – Milmark Hotel/Motel Investments, LLC
- Robert Flake – Western Hotel Brokers, Inc.
- Michael Faridi – Huff, Niehaus & Associates, Inc.
- Lee Hunter, CHB – Hunter Realty Associates, Inc.
- Byron Hinton – Scoggin Blue, LLC
- Charlotte Seale – Donohoe Real Estate Services
- Bill Moyer – Donohoe Real Estate Services
- Elias DePaula – MBA Hotel Brokers

Brokerage Firms

- Laurel Real Estate Company
  - Western Hotel Brokers, Inc.
  - Donohoe Real Estate Services
  - Milmark Hotel/Motel Investments, LLC
- **Most Co-op Sales**, awarded to brokerages that achieved the highest number of joint transactions during the current awards period:
    - Huff, Niehaus & Associates, Inc.
    - Laurel Real Estate Company
  - **Single Asset Sale of the Year** is awarded to the primary listing and/or selling agent.

- Bill Moyer – Donohoe Real Estate Services, for the sale of the 235-room Doubletree Hotel in Charlottesville, Va., for \$23.5 million.
- **Portfolio Sale of the Year**, determined by the merits of the transaction, is awarded to the primary listing and/or selling agent:
  - Errol D’Souza, CHB – Laurel Real Estate Company, for the sale of a two-hotel portfolio, the 77-rooms Holiday in Express in Austinburg, Ohio, and the 64-rooms Holiday Inn Express in Newton Falls, Ohio, for \$11.2 million. This sale was HBI’s 10,000<sup>th</sup> transaction in the organization’s 50-year history.
- **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:
  - Joe McCann, CHB – Optimum Hotel Brokerage, LLC, for the sale of the 112-room Kenilworth Inn, in Kenilworth, N.J., for \$11.6 million.
- **New Associate of the Year**, awarded to the associate who obtains the most exclusive listings and achieves the most outstanding sales record in their first year of hotel brokerage:
  - Suresh Patel — MBA Hotel Brokers, for obtaining six exclusive listings and closing three hotel transactions.
- **Top Broker and Salesperson in Each Region**, criteria include record sales volume for the year and HBI programs and activities participation.

#### Top Regional Brokers

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

- Joe McCann, CHB – Optimum Hotel Brokerage, LLC

##### South Atlantic Region

- Brian Coakley – Donohoe Real Estate Services

##### North Central Region

- Errol D’Souza, CHB – Laurel Real Estate Company

##### South Central Region

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

##### Mountain/Pacific Region

- Steven Blue, CHB – Scoggin Blue LLC

## Top Regional Salespersons

### South Atlantic Region

- Teague Hunter, CHB – Hunter Realty Associates, Inc.

### North Central Region

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

### South Central Region

- Darin Brock, CHB – Brock Hotel Group

### Mountain/Pacific Region

- Robert Flake – Western Hotel Brokers, Inc.

## **About HBI**

Hotel Brokers International, with more than 100 hotel brokerage specialists, is the world's leading hotel sales organization. Now celebrating its 50<sup>th</sup> year of successful hotel real estate transactions, the organization annually accounts for the largest share of mid-market transactions in the United States. With a database currently comprising more than 150 property listings, the HBI website attracts more than 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](http://www.hbihotels.com).