



Hotel Brokers International hbihotels.com

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Hotel Brokers International Holds 54th Annual Meeting in Baltimore

KANSAS CITY, Missouri, USA – April 17, 2013 – Hotel Brokers International, the country’s leading Hotel Brokerage Organization, held its 54th Annual Conference April 12-14th in Maryland at the Royal Sonesta Harbor Court Hotel located in Baltimore’s Inner Harbor.

HBI members and top industry executives participated in the conference events, which included panel discussions and educational sessions. Special guests included: Dan Couture, Senior Director of Product Development for Choice Hotels International, Bob White, President of Hospitality Appraisals, Bernard Holnaider, Principal of R.D. Jones, David Burman, President of First Finish, Inc., Richard A. Gump, Jr., Attorney, Bob Hage, V.P. of The Leasing Experts, Lazarus Potter, President of The Lazarus Group and Colin McGowan, Founder and President of The Frederick Academy of Real Estate.

Charlie Fritsch, President of HBI, and whose company MBA Hotel Brokers has been a long-standing member, said, “Fifty-four years ago, eight hotel brokers from across the country united to build a network of brokers who would exchange listings and referrals, collaborate on sales transactions and share ideas. These relationships have formed the foundation on which HBI was built and remain a cornerstone of the Association’s mission today.”

“Sharpening the Saw” was the theme for the HBI Conference, where meeting participants brushed up on their market expertise and re-tooled their brokerage skills through a variety of guest lectures and roundtable discussions.

“This has been an exceptional meeting,” said Charlotte Seale, Associate Broker of Donohoe R.E. Services. “The educational sessions have been very informative and the networking and exchange of ideas has been invaluable.”

During the meeting’s closing ceremonies, HBI President Charlie Fritsch made a presentation announcing the top-performing hotel brokers and hotel brokerage offices of 2012 as follows:

Danny Givertz, Vice President of Hunter Hotel Advisors was recognized for structuring 2012’s **Unique Deal of the Year** - the sale of a 222-room Clarion located in Jackson, Mississippi. Mr. Givertz was also recognized for his personal best year in terms of both **Record Number & Dollar Volume of Transactions**.

Bill Moyer, Director and Charlotte Seale, Associate Broker of Washington, DC-based Donohoe Real Estate Services, were awarded **Single Asset Sale of the Year** for their involvement in the sale of the 50-room Eldon Hotel located in Washington, DC.

Lee Hunter, COO of Hunter Hotel Advisors, was recognized for achieving his professional best in **Record Dollar Volume** while Hunter Hotel Advisors was recognized for achieving **Record Number & Dollar Volume of Transactions** as a brokerage.

Awards were given to the **Top Salesperson by U.S. Region in 2012**. Recipients included: Lee Hunter, Hunter Realty Associates, Inc. for the U.S. Eastern Region; Darin Brock, Brock Hotel Group for the U.S. Central Region; and Steve Ferrarini, Vice President of ProCom Lodging Brokers, Inc. for the U.S. Pacific Region.

The **Top Brokers by U.S. Region in 2012** were also recognized as follows: Charles H. Fritsch, president of MBA Hotel Brokers, Inc. – U.S. Eastern Region; Brandt Niehaus, president of Huff, Niehaus & Associates, Inc. – U.S. Central Region; and Fred Ferrarini, president of ProCom Lodging Brokers, Inc. – U.S. Pacific Region.

For the fourth consecutive year, Kyle Stevenson, vice president of Hunter Hotel Advisors was named **Salesperson of the Year**.

Broker of the Year 2012 was awarded to Teague Hunter, president of Hunter Hotel Advisors. This is Teague's third year receiving the award and the 7th consecutive year the award has been given to Hunter Hotel Advisors.

Founded in 1959, Hotel Brokers International is the leader in hotel real estate sales. HBI's hotel brokerage specialists have successfully negotiated more than 10,000 hotel real estate transactions and most recently have accounted for 48 percent of all mid-market and economy hotel sales in the United States. The organization's database currently comprises more than 200 property listings and the HBI website attracts more than 45,000 monthly site visitors from approximately 40 different countries. Founder and host of the popular Hotel Investor's Marketplace Webcast, HBI also developed the Certified Hotel Broker designation program. 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, visit www.hbihotels.com.

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