



Hotel Brokers International hbihotels.com

For immediate release

Hotel Brokers International Recognizes Top Sales Performers

KANSAS CITY, Missouri, USA – March 3, 2016 – Hotel Brokers International, the nation’s leading hotel brokerage network, announced its top sales performers of 2015. HBI President Brandt Niehaus presented the following hotel real estate sales achievement awards during the organization’s 57th Annual Meeting held last week in Las Vegas:

Errol D’Souza, CHB, president of Laurel Real Estate Company located in Galena, Ohio, received HBI’s highest honor – **Broker of the Year**. D’Souza received this recognition of excellence in hotel real estate brokerage based on outstanding sales volume and participation in the industry. D’Souza was also recognized for achieving his record best in sales volume during the awards period.

Kathryn Seo, vice president of Napa, California-based Lodging Brokers Network, Inc. received HBI’s most prestigious award for a sales associate – **Salesperson of the Year**. This is Seo’s second straight year to receive this top individual sales honor.

Awards were given to the **Top Producers by U.S. Region** in 2015. **Tony DeGeorge**, CHB, Greene, Canfield, DeGeorge, LLC and **Ken Olipra**, Greene, Canfield, DeGeorge, LLC of Clearwater, Florida – **U.S. Eastern Region**; **Ken Olipra** was also recognized for his best performance in both **Number of Sales & Dollar Volume of Transactions** produced during the year. And, the Greene, Canfield, DeGeorge sales team was awarded **Hotel Transaction of the Year** for structuring the sale of the Best Western International Drive, Orlando, Florida.

H. Brandt Niehaus, Huff, Niehaus & Associates, Inc., Louisville, Kentucky – **U.S. Central Region**; Niehaus was also recognized for structuring 2015’s most **Unique Deal of the Year** - the sale of the Clarion Hotel Conference Center Lexington.



*Errol D’Souza, CHB, Pres.
Laurel Real Estate Company
Broker of the Year*



*Kathryn Seo, V.P.
Lodging Brokers Network, Inc.
Salesperson of the Year*

Richard Ehmer, The Ehmer Group of San Francisco – U.S. Mountain/Pacific Region.

The Ehmer Group also earned recognition for the firm's collective best in both **Number of Sales & Dollar Volume of Transactions** produced during the year – The Ehmer Group outperformed their record setting achievements of last year.

Founded in 1959, Hotel Brokers International members lead the industry in hotel real estate sales. HBI hotel brokerage specialists have successfully negotiated nearly 10,500 hotel real estate transactions and consistently account for the largest share of all select-service and economy hotel sales in the United States. The organization's database currently comprises more than 100 property listings and the HBI website attracts more than 55,000 monthly site visitors. Founder and host of the popular Hotel Investor's Marketplace Webcast, HBI also developed the Certified Hotel Broker professional designation program. In addition to hospitality real estate advisory 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.

#

Contact:
Glenda J. Webb
Managing Director
Hotel Brokers International
+1.816.505.4315
gwebb@hbihotels.com