

*For immediate release*

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## **Hotel Brokers International recognizes top performing hotel industry brokers**

KANSAS CITY, Mo—February 11, 2010—Hotel Brokers International, the leading sales organization of hotel brokers, honored its top-performing brokers, sales associates and brokerage offices of 2009 at an awards ceremony on Thursday, Jan. 28, in Las Vegas, Nevada. The ceremony was part of the organization's 2010 Annual Meeting, held at the Palms Casino Resort, Las Vegas.

“These awards serve as ways to inspire the recipients and the recipients' peers to greater performance levels,” said Tony DeGeorge, CHB, HBI president. “They also help drive the recipients, their peers and the entire organization toward accomplishing their overall goals.”

Bob Hunter, CHB, CEO, Hunter Realty Associates, Inc. received HBI's highest honor—Broker of the Year. Hunter, a four time recipient, earned the honor based on outstanding sales volume and participation in HBI programs and activities.

Kyle Stevenson, Hunter Realty Associates, Inc, received the HBI's most prestigious award for a sales associate—Salesperson of the Year. Stevenson outperformed his peers in sales dollar volume by more than 20 percent.

HBI presented its New Associate of the Year Award to Brandon Farmer, CRES Hotel Brokers. Boasting 28 listings and participating in three hotel sales in 2009, he was the top-performing sales associate to have completed his first year with HBI.

Kenneth Olipra, Greene, Canfield, DeGeorge, Ltd. received HBI's Unique Deal of the Year Award for the distinctive sale of a 50-unit, Super 8, Fort Myers, Florida, a bank owned property that was under contract within three days of listing with the transaction closing on the 10<sup>th</sup> day. This was an all cash transaction which is a must for bank owned properties.

HBI also honored the most successful brokers in each region. Charles H. Fritsch, V, CHB, MBA Hotel Brokers, topped the U.S. Eastern Region. H. Brandt Niehaus, CHB, Huff, Niehaus & Associates, Inc. topped the U.S. Central Region. Fred F. Ferrarini, CHB, ProCom Lodging Brokers, Inc., topped the U.S. Mountain/Pacific Region.

HBI presented Regional Salesperson Awards to the most successful sales associates. Teague Hunter, CHB, Hunter Realty Associates, Inc., won for the U.S. Eastern Region. Jennifer Church, CHB, Milmark Hotel/Motel Investments, won for the U.S. Central Region. Steven Ferrarini, CHB, ProCom Lodging Brokers, Inc. won for the U.S. Mountain/Pacific Region.

Record Dollar Volume Award for personal best went to Elias DePaula, MBA Hotel Brokers and Record Number of Transactions and Dollar Volume Award for combined personal bests went to Elisa Fritsch, MBA Hotel Brokers.

## **About Hotel Brokers International**

Hotel Brokers International, with more than 75 hotel brokerage specialists, is the leading hotel sales organization. Celebrating more than 50 years 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).