



Hotel Brokers International hbihotels.com

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H. Brandt Niehaus Named Hotel Broker of the Year for Second Consecutive Year

Hotel Brokers International, the nation's leading hotel brokerage network, announced top sales performers of 2018. HBI President Jennifer Church presented the following hotel real estate sales achievement awards during the organization's 60th Annual Meeting held last month in Las Vegas:

H. Brandt Niehaus, president of Huff, Niehaus & Associates, Inc. located in Louisville, Kentucky, received HBI's highest honor – **Broker of the Year**. Niehaus received this recognition of excellence in hotel real estate brokerage based on outstanding sales volume and participation in the industry. Mr. Niehaus earned this honor previously in 2017 and in 2004.



*H. Brandt Niehaus, Pres.
Huff, Niehaus & Associates, Inc.
Broker of the Year*

Ronald R. McCord, vice president of Wisconsin-based Milmark Hotel/Motel Investments, LLC, received HBI's most prestigious award for a sales associate – **Salesperson of the Year**.

Awards were given to the **Top Producers by U.S. Region** in 2018. **Ford C. Barton**, Principal of Lodging Partners – a specialized hotel brokerage firm located in Charlotte, North Carolina – was named Top Broker of the **U.S. Eastern Region**. While **Kenneth Olipra**, Vice President of Greene, Canfield, DeGeorge, LLC located in Clearwater, Florida, was named the region's Top Salesperson.



*Ronald R. McCord, V. Pres.
Milmark Hotel/Motel Investments
Salesperson of the Year*

Jennifer Church, President of Milmark Hotel/Motel Investments, LLC, was recognized as the Top Broker of the **U.S. Central Region**.

Joseph P. Kennedy, President of Crystal Investment Property, LLC of Portland, Oregon was awarded Top Broker in the **U.S. Mountain/Pacific Region**. While **Kathryn Seo**, Vice

President of Lodging Brokers Network, Inc. located in Napa, California, was named the region's Top Salesperson.

Founded in 1959, Hotel Brokers International members lead the industry in hotel real estate sales. HBI hotel brokerage specialists have successfully negotiated nearly 10,000 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 visitors from around the world. 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.

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