



Hotel Brokers International [hbihotels.com](http://hbihotels.com)

*For immediate release*

### **Richard Ehmer/The Ehmer Group Joins Hotel Brokers International**

KANSAS CITY, Mo—October 31, 2012— Hotel Brokers International, the industry’s leading hotel real estate sales organization, is pleased to announce that Richard C. Ehmer has joined their experienced network of successful lodging investment advisors. Mr. Ehmer is President and Principal Broker of The Ehmer Group – a full-service hospitality real estate investment and consulting firm, located in San Francisco, California. He is also joined by William J. Dolan, Esq., General Counsel and Business Manager of the firm.

Mr. Ehmer is a seasoned real estate broker with nearly 30 years of experience in the marketing and negotiating of commercial real estate transactions including the closing of more than \$1,500,000,000 in hospitality transactions. Prior to founding The Ehmer Group, Richard was a founding member of the National Hospitality Group at Marcus & Millichap. After an impeccable career of over 25 years with Marcus & Millichap, as a First Vice President and Senior Director of the National Hospitality & Gaming Group,



Richard C. Ehmer, President and Principal Broker, The Ehmer Group, San Francisco

Richard joined NAI Global as Managing Director of the NAI Global Hospitality Group, where he assisted in the formation and management of a network wide brokerage platform designed to assist NAI’s client base with the acquisition and disposition of hospitality assets worldwide.

In 2010, Mr. Ehmer founded The Ehmer Group, which offers a full range of hospitality advisory services and assists a broad range of clients with the acquisition and disposition of hospitality and gaming assets in the United States and abroad, with a primary focus on the West Coast. The Ehmer Group works extensively with key hospitality executives and principals to assist them with the marketing and sales of their assets, led by Mr. Ehmer who has negotiated hundreds of successful transactions on behalf of his clients. The Ehmer Group represents the full

spectrum of hospitality owners, including hospitality REITs, public hotel companies, gaming companies, insurance companies, hotel management companies, offshore investors, and multiple-to-single asset owners. Their experience covers resorts, full service hotels, boutique hotels, select service hotels, limited service hotels, casinos, development projects, and leasehold transactions. The firm also has expertise and experience with the negotiation of franchise agreements and hotel management contracts for their clients.

Founded in 1959, Hotel Brokers International is the industry leader in hotel real estate sales. HBI's more than 75 hotel brokerage specialists have successfully negotiated more than 10,000 hotel real estate transactions and most recently have accounted for 48 percent of all select-service and economy hotel sales in the United States. The organization's database currently comprises more than 150 property listings and the HBI website attracts more than 50,000 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 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](http://www.hbihotels.com).

- ### -

For more information contact:

Richard C. Ehmer  
President  
The Ehmer Group  
1000 Green Street, Suite 105  
San Francisco, CA 94133  
415.225.5176  
[rehmer@ehmergroup.com](mailto:rehmer@ehmergroup.com)

Glenda J. Webb  
Managing Director  
Hotel Brokers International  
1420 NW Vivion Road, Suite 111  
Kansas City, MO 64118  
816.505.4315  
[gwebb@hbihotels.com](mailto:gwebb@hbihotels.com)  
[www.hbihotels.com](http://www.hbihotels.com)

- 30 -