



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

*For immediate release*

**Joseph P. Kennedy, Crystal Investment Property, Named Hotel Broker of the Year**

KANSAS CITY, Missouri, USA – March 15, 2017 – Hotel Brokers International, the nation’s leading hotel brokerage network, announces top sales performers of 2016. HBI President Diana Alt presented the following hotel real estate sales achievement awards during the organization’s 58<sup>th</sup> Annual Meeting held last month in Las Vegas:

**Joseph P. Kennedy**, president of Crystal Investment Property, LLC located in Portland, Oregon, received HBI’s highest honor – **Broker of the Year**. Kennedy received this recognition of excellence in hotel real estate brokerage based on outstanding sales volume and participation in the industry. Kennedy was also recognized for the firm’s collective best in both **Number of Sales and Dollar Volume of Transactions** produced during the year.



*Joseph P. Kennedy, Pres.  
Crystal Investment Property  
Broker of the Year*

**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 third year to receive this top individual sales honor.



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

Awards were given to the **Top Producers by U.S. Region** in 2016. **Charlotte Seale**, Director/Associate Broker of Donohoe Real Estate Services/CORFAC, Bethesda, Maryland and **Bill Moyer**, Vice President of Donohoe Real Estate Services/CORFAC – **U.S. Eastern Region**; the broker professionals with **Donohoe Real Estate Services/CORFAC** were also recognized for their structure of the **Single Asset Sale of the Year**.

**Errol A. D’Souza**, Laurel Real Estate Company, Columbus, Ohio and Darin Brock, Brock Hotel Group, Dallas, Texas – **U.S. Central Region**; D’Souza was also recognized for achieving his company’s record best in sales volume during the awards period.

**Dick Lopez**, Lodging Brokers Network, Inc. of Napa, California – **U.S. Mountain/Pacific Region.**

**Edward P. Walsh**, president of Alpine Realty Capital, Inc. located in Ann Arbor, Michigan, earned recognition for the firm's collective best in **Dollar Volume of Transactions** produced during the 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 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](http://www.hbihotels.com).

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