



## NEWS

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### **Innvest Hotel Brokers Ranked Number 14 Nationwide in the annual Top Hotel Broker Survey by Hotel & Motel Management**

Great Neck, NY: InnVest Hotel Brokers, LLC was ranked number 14 nationwide by lodging transaction volume in the annual Top Hotel Broker Survey for 2007 by trade publication Hotel & Motel Management.

According to Deirdre Ventura, CHB and President of Innvest Hotel Brokers, “We really pride ourselves in the high level of personal service and enjoy long-term relationships with sellers/buyers through cultivating their trust in us by consistently exceeding their goals. We also never shy away taking complicated transactions or assignments. Our ranking among our esteemed peers, which include much larger firms, reflects our continual efforts to be more innovative, efficient, effective, and agile in this fluid and sophisticated marketplace.”

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Innvest Hotel Brokers, LLC is located in Great Neck, New York. The firm has specialized in hotel brokerage since its founding in 1981. The all-women firm provides additional services including, mortgage brokerage, valuation services, and consulting services to owners, operators, builders, and developers. The firm also offers a multiple-listing service which features over 500 hotels for sale at an aggregate value of \$1.6 billion on its website. For more information on the Innvest Hotel Brokers, visit [www.innvesthotelbrokers.com](http://www.innvesthotelbrokers.com)

**Recent transactions include the leasehold sale of the Holiday Inn Express, Paramus NJ and sale and financing of the Ramada, Albany NY, which will be converted to a Holiday Inn Express.**

For more information on the Innvest Hotel Brokers visit [www.innvesthotelbrokers.com](http://www.innvesthotelbrokers.com)

## HOTEL BROKERS

## Hotel &amp; Motel Management's 2007 Top Hotel Brokers Survey

The H&MM Top Hotel Brokers list was gathered from surveys faxed and e-mailed to brokers in February. The list is ranked by 2006 lodging transaction value. To be included in the database for next year's survey, contact Elaine Simon at [esimon@questex.com](mailto:esimon@questex.com).

| 2007 rank | 2006 rank | Company                             | Lodging transaction volume-2006 | Total transaction volume-2006 | Sold hotels 2006 | Total sold properties 2006 | Top lodging segments served                      | Contact                                                                                           |
|-----------|-----------|-------------------------------------|---------------------------------|-------------------------------|------------------|----------------------------|--------------------------------------------------|---------------------------------------------------------------------------------------------------|
| 1         | —         | HREC Investment Advisors            | \$850,000,000                   | \$850,000,000                 | 41               | 41                         | Midscale w/ F&B, upscale, midscale w/o F&B       | Geoff Davis <a href="mailto:gdavis@hrec.com">gdavis@hrec.com</a>                                  |
| 2         | 2         | Hotel Brokers International         | \$591,000,000                   | NA                            | 147              | NA                         | NA                                               | Charles H. Fritsch V <a href="mailto:info@hbihotels.com">info@hbihotels.com</a>                   |
| 3         | —         | American Hotel Motel Brokers        | \$287,000,000                   | \$287,000,000                 | 51               | 51                         | NA                                               | Mike Sprinkle <a href="mailto:info@amhbnetwork.com">info@amhbnetwork.com</a>                      |
| 4         | —         | NAI Global                          | \$221,000,000                   | \$221,000,000                 | 11               | 11                         | NA                                               | Daniel Beider <a href="mailto:dbeider@naiglobal.com">dbeider@naiglobal.com</a>                    |
| 5         | 18        | Maxim Hotel Brokerage               | \$200,000,000                   | \$200,000,000                 | 8                | 8                          | Midscale w/ F&B, gaming, midscale w/o F&B        | Harry Pflueger <a href="mailto:harry@maxim-hb.com">harry@maxim-hb.com</a>                         |
| 6         | —         | Mumford Co.                         | \$158,000,000                   | NA                            | 49               | NA                         | Midscale w/ F&B, midscale w/o F&B, economy       | Jackie L. Wilder <a href="mailto:jwilder@mumford_company.com">jwilder@mumford_company.com</a>     |
| 7         | 16        | InterGroup Realty                   | \$129,000,000                   | \$129,000,000                 | 4                | 4                          | Luxury, upper-upscale, resort                    | Tandy O. Lofland <a href="mailto:tandy@intergroupcompanies.com">tandy@intergroupcompanies.com</a> |
| 8         | 10        | Swoboda Hospitality Specialists     | \$105,000,000                   | \$105,000,000                 | 16               | 16                         | NA                                               | Greg Meinhold <a href="mailto:greg@gregmeinhold.com">greg@gregmeinhold.com</a>                    |
| 9         | 6         | Leisure Real Estate Advisors        | \$100,000,000                   | \$100,000,000                 | 20               | 20                         | NA                                               | Brent Jaynes <a href="mailto:info@leisurerealestate.com">info@leisurerealestate.com</a>           |
| 10        | —         | Amber Hotel Co.                     | \$89,000,000                    | \$89,000,000                  | 27               | 27                         | Midscale w/o F&B, midscale w/ F&B, economy       | Steve Post <a href="mailto:spost@amberhotelcompany.com">spost@amberhotelcompany.com</a>           |
| 11        | 11        | Brown Hotel Group                   | \$76,500,000                    | NA                            | 15               | NA                         | Midscale w/o F&B, midscale w/ F&B, all-suite     | Chuck Nester <a href="mailto:lcnester@brownhotels.com">lcnester@brownhotels.com</a>               |
| 12        | —         | Huff, Niehaus & Associates          | \$53,500,000                    | \$53,500,000                  | 11               | 11                         | Midscale w/o F&B, economy, upper-upscale         | H. Brandt Niehaus <a href="mailto:hotels@huffniehaus.com">hotels@huffniehaus.com</a>              |
| 13        | —         | Donohoe Hotel Advisory Group        | \$51,000,000                    | \$51,000,000                  | 6                | 6                          | Midscale w/ F&B, upscale, midscale w/o F&B       | Bill Moyer <a href="mailto:billm@donohoe.com">billm@donohoe.com</a>                               |
| 14        | 21        | Invest Hotel Brokers                | \$47,000,000                    | NA                            | 4                | 7                          | Midscale w/o F&B, upper-upscale, midscale w/ F&B | Deirdre Ventura <a href="mailto:deirdre@invest.com">deirdre@invest.com</a>                        |
| 15        | 15        | Brock Hotel Group                   | \$42,695,000                    | \$42,695,000                  | 10               | 10                         | Midscale w/o F&B, midscale w/ F&B, economy       | Alan Brock <a href="mailto:brock_alan@hotmail.com">brock_alan@hotmail.com</a>                     |
| 16        | 3         | Optimum Hotel Brokerage             | \$40,000,000                    | \$40,000,000                  | 6                | 6                          | Midscale w/o F&B, upscale, midscale w/ F&B       | Joe McCann <a href="mailto:joe@optimumbrokerage.com">joe@optimumbrokerage.com</a>                 |
| 17        | —         | Passport Hotel Group                | \$24,000,000                    | \$24,000,000                  | 8                | 8                          | NA                                               | Joe Wolosz <a href="mailto:wolosz@passporthotelgroup.com">wolosz@passporthotelgroup.com</a>       |
| tie       | 12        | Greene, Canfield, DeGeorge Ltd.     | \$24,000,000                    | \$24,000,000                  | 6                | 6                          | Midscale w/o F&B, extended-stay, economy         | Tony DeGeorge <a href="mailto:info@gcdhotels.com">info@gcdhotels.com</a>                          |
| 19        | —         | Laurel Real Estate Co.              | \$21,000,000                    | \$22,000,000                  | 9                | 10                         | Midscale w/o F&B, economy, midscale w/ F&B       | Errol D'Souza <a href="mailto:edsouza@laurelhotelbrokers.com">edsouza@laurelhotelbrokers.com</a>  |
| 20        | 17        | Milmark Hotel/Motel Investments LLC | \$7,200,000                     | \$7,200,000                   | 6                | 6                          | Midscale w/o F&B, economy, midscale w/ F&B       | Ronald McCord <a href="mailto:rmccord@milmark.com">rmccord@milmark.com</a>                        |

NA: either not answered or not applicable. Dash (—) indicates company was not ranked in the 2006 survey.