

Hotel Brokers International Recognizes Florida Broker for Rapid Sale

Kenneth Olipra is honored by Leading Hotel Sales Organization

KANSAS CITY, Mo—February 17, 2010—Hotel Brokers International, the industry’s leading organization of hotel brokers, recently honored its top-performers of 2009 at an awards ceremony held as a part of the organization’s 2010 Annual Meeting in Las Vegas. 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 10th day. This was an all cash transaction which is a must for bank owned properties.

“This is one of our most coveted awards,” said Jeff Westgor, HBI’s past-president and president of Minneapolis-based Westgor & Associates. “It is an award that recognizes exceptional hotel brokerage skill, and it has to be earned by overcoming great challenges through savvy business practices and an in-depth knowledge of the industry. This is a significant achievement in any economic market.”

“In 2010 brokers will have more bank owned hotels and bank notes for sale,” said Ken Olipra. “The process of buying a bank owned hotel can be complicated, but a qualified hotel broker can help buyers through the process. Experienced hotel brokers have been down this road in previous cycles and they know what things a buyer can do to “stand out” as a serious buyer. A

buyer who is prepared in advance [with the information banks are looking for] has a huge advantage over other buyers.”

About Greene, Canfield, DeGeorge, Ltd.

Greene, Canfield, De George, Ltd., founded in 1970, is the South Atlantic Region’s premier real estate brokerage firm specializing in the listing, sale, financing and evaluation of hospitality properties. In the firm’s nearly 40-year history of exceptional service to the hotel investment community, Greene, Canfield, De George has successfully sold hundreds of hotels ranging from single asset investment sales to strategic portfolio dispositions and acquisitions. The professionals at Greene, Canfield, De George are highly trained specialists and hold the Certified Hotel Broker (CHB) and Certified Hotel Administrator (CHA) designations. Greene, Canfield, De George professionals provide advice to hotel investors to maximize the value of their hotel portfolios. For more information about Greene, Canfield, De George visit the firm online at www.GCDhotels.com.

Greene, Canfield, De George, Ltd. is a member office of Hotel Brokers International, a national professional organization of hotel real estate brokers and consulting specialists.

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.