

Hotel Brokers International to Host Hotel Investor's Marketplace in New Carrollton, Md., October 10  
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More than 100 Hotels Marketed for Sale, Record Attendance Expected

Hotel Brokers International (HBI), the nation's largest hotel brokerage organization with more than 30 offices coast to coast, today announced it will host its final 2007 U.S. Hotel Investor's Marketplace from 12:30 p.m. to 5:00 p.m. on October 10 in New Carrollton, Maryland, just outside Washington, D.C. The event, designed for hotel owners, investors, hotel management company executives and acquisition specialists, will feature more than 100 hotels being marketed for sale, showcasing 40 properties and profiling 20 in detail.

'Due to the continued strength in the hotel industry and the lack of substantial new supply additions, there is significant buyer interest and a relatively small number of quality properties on the market,' said Charles Fritsch, president of HBI and president of MBA Hotel Brokers based in suburban Washington, D.C. 'This is arguably the largest concentration of hotels for sale on the market at one place, and we expect high interest and record attendance.

'Not only is domestic interest in U.S. real estate at an all-time high, we are seeing a rapid acceleration in interest from owners from other countries,' he added. 'We have received registrations from Canada for the first time and won't be surprised if we also see buyers from Asia and Europe. The hotel industry is globalizing rapidly, and HBI is responding by reaching out to brokerage firms in Europe, Latin America, Africa and Asia.'

The Marketplace is a one-day event showcasing full- and limited-service hotel acquisition opportunities, as well as finance and franchise information. The event will feature a special session, facilitated by hotel industry veteran Jim Miller of Jim Miller and Associates, who will outline new strategies to increase direct hotel sales, from front desk to the sales office. 'With the hotel real estate market at or near an all-time high, achieving optimal revenue is critical,' Fritsch said. 'We believe owners and potential owners will find the special session valuable as it focuses on the points that can help make a transaction viable.' Additional sessions will provide insights into franchising and lending trends by key industry officials from LaQuinta Inns, Accor North America, Carlson Hotels Worldwide, Choice Hotels International, CIT Small Business Lending and PMC Commercial Trust.

**About Hotel Brokers International**

Hotel Brokers International, with more than 100 hotel brokerage specialists, is the world's leading hotel sales organization. The organization annually accounts for the greatest market share of mid-market transactions in the United States. In addition to the Hotel Investor's Marketplace, HBI sponsors the Certified Hotel Broker program and publishes Transactions Recap, the leading source of hotel real estate sales data.

HBI currently has more than 150 properties listed for sale in its proprietary database and access to more than 15,000 hotel investors and owners. 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](http://www.hbihotels.com).

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