

Optimum Hotel Brokerage Sells Best Western Berkshire Inn In Danbury, Connecticut

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Optimum Hotel Brokerage announced today that the firm has closed on the sale of the Best Western Berkshire Inn in the Town of Bethel (Danbury), Connecticut. The property includes a 69-room hotel and two commercial office buildings, and occupies a prominent and highly visible location on Interstate 84.



Joe McCann, president of Philadelphia-based Optimum Hotel Brokerage represented the seller in the transaction. The select-service hotel was purchased by a Fairfield County based owner and operator, who will retain the property as a Best Western under membership agreement with Best Western International.

'The Best Western Berkshire Inn has an excellent location. It's well-constructed and has been meticulously maintained by its original owners' explained McCann. 'The Best Western Berkshire Inn will give its new owner excellent opportunities to create value in this strong Fairfield County lodging market. The hotel's quality construction and underlying real estate was a real value-added component of the deal.'

Philadelphia, Pennsylvania-based Optimum Hotel Brokerage is a full service hotel brokerage firm. The firm's recent sales include the 67-room Motel 6 Augusta in Augusta, Maine, 115-room Westport Inn in Westport, Connecticut, the 66-room Holiday Inn Express Plainfield in Plainfield, Connecticut: 153-room Best Western Colonial Hotel in East Windsor, Connecticut, the 1,639-room Palmer House Hilton in Chicago, the 75-unit Comfort Inn & Suites Brandywine Valley in West Chester, Pennsylvania, the 153-room Days Inn Rochester Airport in Rochester, New York, the 197-room Southbury Hilton in Southbury, Connecticut, the 150-unit Best Western Lawton in Lawton, Oklahoma, the 93-room Days Inn in Niantic, Connecticut, the 171-unit Radisson Rochester Airport in Rochester, New York, the 161-unit Holiday Inn Express Waterbury in Waterbury, Connecticut, the 100-room Days Inn in Niantic, Connecticut, the 153-room Best Western Albany Airport in Albany, New York, the 153-unit Days Hotel in Rochester, New York, the 304-room Crowne Plaza Meadowlands in Secaucus, New Jersey and the 350-room Crowne Plaza Hartford in Hartford, Connecticut. Optimum Hotel Brokerage is a primary source for buyers seeking hotels for sale and maintains hotel listings in many northeastern states.

Optimum Hotel Brokerage is also a member of Hotel Brokers International, the world's largest and oldest hospitality real estate organization, which has a rich heritage of experience and expertise in hotel real estate valuation, transactions and other essential services. Comprised of some 75 hotel real estate broker specialists, HBI provides the hospitality industry with its most powerful hotel real estate marketing force, creating greater visibility through a unified and inclusive advertising and marketing approach. Mr. McCann has earned the designation of Certified Hotel Broker, with distinction, from the organization, and was recognized as HBI's Broker of the Year for the Northeast Region in 2003, 2004, 2005, 2006 and 2007. HBI has also awarded McCann with the Portfolio Sale of the Year award in 2004 and Unique Deal of the Year award in 2004 and 2005. More recently, Optimum Hotel Brokerage and Joe McCann were awarded HBI's prestigious Broker of the Year Award in 2006. Joe also serves as secretary on HBI's board of directors.

Optimum Hotel Brokerage's principal is Joe McCann. Joe is a thirty year hotel industry veteran who has held senior management positions with Hilton and Marriott at their largest and most successful corporate and franchised properties. Joe holds a Bachelor of Science Degree in Hotel, Restaurant and Institutional Management from the Pennsylvania State University and a Master of Hospitality Management degree (with concentration in Hotel Finance) from the Conrad N. Hilton College of Hotel and Restaurant Management at the University of Houston. He has also completed advanced Finance, Real Estate Finance, Hotel Valuation, and New Venture Development courses offered by the University of Connecticut, the University of Texas, Cornell University, and the University of Houston's Bauer Graduate School of Business. He has been an active broker and consultant in the hospitality industry, with assignments ranging from hotel feasibility projects to multi-unit restaurant development.

Optimum Hotel Brokerage has endowed a Trustee Scholarship at the Pennsylvania State University. The scholarship provides financial assistance to four students demonstrating financial need at Penn State's School of Hospitality Management.

For complete exclusive listings of hotels for sale, please go to www.optimumbrokerage.com. For a complimentary valuation of your hotel, call 215-572-7711.

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