

Hotel Brokers International Adds New Members to Worldwide Network

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Buffalo and St. Louis-based Hotel Brokers Join Organization

Hotel Brokers International (HBI), the nation's largest brokerage organization with more than 30 offices from coast to coast, today announced two new members have been elected to the organization: Buffalo Hotel Realty, LLC, headquartered in suburban Buffalo, N.Y., and Cape Girardeau, Mo.-based CRES Hotel Brokers. The two firms' principals, Larry Best and David Donley, bring more than 50 years of combined hotel and real estate experience.

"Their upstate New York and southeast Missouri office locations further diversify our organization geographically, and give our members greater 'on-the-ground' insights," said H. Brandt Niehaus, CHB, of Huff, Niehaus & Associates, Inc. "Larry and David have extensive hotel and real estate backgrounds that reflect the integrity and accomplishment that are characteristic of HBI. Both have proven track records of successful hotel real estate sales and industry knowledge that will augment our current membership. Their savvy and skill will serve as valuable resources to HBI and their clients."

Before acquiring Buffalo Hotel Realty in 2006, Best worked in a variety of hospitality industry segments, including sales and marketing and design and construction. "His extensive background in hotel construction and understanding of hotel operations give his clients -- both buyers and sellers -- an added dimension in hotel real estate," Niehaus noted.

"He is rapidly establishing a strong track record," he added. "Recent sales comprise mid-market hotels with and without food and beverage, including a full-service Holiday Inn and a Comfort Inn."

Donley is the owner and president of CRES Hotel Brokers, as well as two sister divisions in commercial and residential real estate. With more than 20 years experience in commercial real estate, he is a lifetime member of the Realtors Million Dollar Club and has received the Masters Club Award and the Pinnacle Level Award of Excellence.

"David has a broad background in all aspects of real estate, as well as hotels, which will help his clients in locating properties that have greater growth potential," Niehaus said. Recent transactions include several Holiday Inn Express hotels, LaQuinta Hotel and a Comfort Inn in a number of Midwestern states. Additional information about CRES Hotel Brokers is available at www.creshotelbrokers.com.

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. HBI also hosts the Hotel Investor's Marketplace, 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 10,000 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.

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