

HOTEL BROKERS

Hotel & 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.

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 gdavis@hrec.com
2	2	Hotel Brokers International	\$591,000,000	NA	147	NA	NA	Charles H. Fritsch V info@hbihotels.com
3	—	American Hotel Motel Brokers	\$287,000,000	\$287,000,000	51	51	NA	Mike Sprinkle info@amhbnetwork.com
4	—	NAI Global	\$221,000,000	\$221,000,000	11	11	NA	Daniel Beider dbeider@naiglobal.com
5	18	Maxim Hotel Brokerage	\$200,000,000	\$200,000,000	8	8	Midscale w/ F&B, gaming, midscale w/o F&B	Harry Plueger harry@maxim-hb.com
6	—	Mumford Co.	\$158,000,000	NA	49	NA	Midscale w/ F&B, midscale w/o F&B, economy	Jackie L. Wilder jwilder@mumford_company.com
7	16	Intergroup Realty	\$129,000,000	\$129,000,000	4	4	Luxury, upper-upscale, resort	Tandy O. Lofland tandy@intergroupcompanies.com
8	10	Swoboda Hospitality Specialists	\$105,000,000	\$105,000,000	16	16	NA	Greg Meinhold greg@gregmeinhold.com
9	6	Leisure Real Estate Advisors	\$100,000,000	\$100,000,000	20	20	NA	Brent Jaynes info@leisure realestate.com
10	—	Amber Hotel Co.	\$89,000,000	\$89,000,000	27	27	Midscale w/o F&B, midscale w/ F&B, economy	Steve Post spost@amberhotelcompany.com
11	11	Brown Hotel Group	\$76,500,000	NA	15	NA	Midscale w/o F&B, midscale w/ F&B, all-suite	Chuck Nester lnester@brownhotels.com
12	—	Huff, Niehaus & Associates	\$53,500,000	\$53,500,000	11	11	Midscale w/o F&B, economy, upper-upscale	H. Brandt Niehaus hotels@huffniehaus.com
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 billm@donohoe.com
14	21	Invest Hotel Brokers	\$47,000,000	NA	4	7	Midscale w/o F&B, upper-upscale, midscale w/ F&B	Deirdre Ventura deirdre@invest.com
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 brock_alan@hotmail.com
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 joe@optimumbrokerage.com
17	—	Passport Hotel Group	\$24,000,000	\$24,000,000	8	8	NA	Joe Wolosz wolosz@passporthotelgroup.com
tie	12	Greene, Canfield, DeGeorge Ltd.	\$24,000,000	\$24,000,000	6	6	Midscale w/o F&B, extended-stay, economy	Tony DeGeorge info@gcdhotels.com
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 edsouza@laurelhotelbrokers.com
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 rmccord@milmark.com

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