

## 2020 HOTEL MANAGEMENT SURVEY

# TOP BROKERS

Company name	Website	Contact name	Contact email	No. of lodging properties estimated to sell in 2020	Lodging sales revenue from 10/1/18-9/30/19	No. of lodging properties sold from 10/1/18-9/30/19
Amber Hotel Company	<a href="http://www.amberhc.com">www.amberhc.com</a>	Steve Post	<a href="mailto:spost@amberhc.com">spost@amberhc.com</a>	45	NA	48
Apex Commercial Real Estate Services @ KW South Valley Keller Williams	<a href="http://www.apex-cre.com">www.apex-cre.com</a>	Trent Bright	<a href="mailto:trent@apex-cre.com">trent@apex-cre.com</a>	30	NA	24
Avison Young	<a href="http://www.avisonyoung.com">www.avisonyoung.com</a>	H. Keith Thompson	<a href="mailto:keith.thompson@avisonyoung.com">keith.thompson@avisonyoung.com</a>	100	NA	NA
Baltes Commercial Realty	<a href="http://www.1bcr.com">www.1bcr.com</a>	Terry Baltes	<a href="mailto:tbates@1bcr.com">tbates@1bcr.com</a>	24	NA	22
Brock Hotel Group	<a href="http://www.brockhotelgroup.com">www.brockhotelgroup.com</a>	Alan Brock	<a href="mailto:alan@brockhotelgroup.com">alan@brockhotelgroup.com</a>	NA	NA	NA
Buffalo Hotel-Realty	<a href="http://www.hotel-realty.com">www.hotel-realty.com</a>	Larry Best	<a href="mailto:lbst@hotel-realty.com">lbst@hotel-realty.com</a>	6	NA	5
CBRE Hotels	<a href="http://www.cbrehotels.com">www.cbrehotels.com</a>	Kevin Mallory	<a href="mailto:kevin.mallory@cbre.com">kevin.mallory@cbre.com</a>	150	NA	NA
Crystal Investment Property	<a href="http://www.crystalip.com">www.crystalip.com</a>	Joseph Kennedy	<a href="mailto:info@crystalip.com">info@crystalip.com</a>	30	NA	25
Davis Hotel Capital	<a href="http://www.dhotelcap.com">www.dhotelcap.com</a>	Geoff Davis	<a href="mailto:gdavis@dhotelcap.com">gdavis@dhotelcap.com</a>	10	NA	7
DC Hospitality	<a href="http://www.dch1.com">www.dch1.com</a>	Douglas Collins	<a href="mailto:dcollins@dch1.com">dcollins@dch1.com</a>	8	\$10,000,000	4
Hotel Brokers International	<a href="http://www.hbihotels.com">www.hbihotels.com</a>	Jennifer Church	<a href="mailto:info@hbihotels.com">info@hbihotels.com</a>	NA	NA	NA
Hotel Brokers of Austin		Jay Weir	<a href="mailto:jayweir@austin.rr.com">jayweir@austin.rr.com</a>	8	NA	4
HotelBrokerOne	<a href="http://www.hotelbrokerone.com">www.hotelbrokerone.com</a>	Bruce Holmes	<a href="mailto:bruceh@hotelbrokerone.com">bruceh@hotelbrokerone.com</a>	15	\$1,300,000	15
HREC Investment Advisors	<a href="http://www.hrec.com">www.hrec.com</a>	Michael Cahill	<a href="mailto:mcahill@hrec.com">mcahill@hrec.com</a>	90	\$1,000,000,000	85
Huff, Niehaus & Associates	<a href="http://www.huffniehaus.com">www.huffniehaus.com</a>	Brandt Niehaus	<a href="mailto:hotels@huffniehaus.com">hotels@huffniehaus.com</a>	10	NA	NA
Hunter Hotel Advisors	<a href="http://www.hunterhotels.net">www.hunterhotels.net</a>	Teague Hunter	<a href="mailto:teague.hunter@hunterhotels.net">teague.hunter@hunterhotels.net</a>	95	\$1,380,000,000	115
Intergroup Realty	<a href="http://www.intergroupcompanies.com">www.intergroupcompanies.com</a>	Tandy O. Lofland	<a href="mailto:tandy@intergroupcompanies.com">tandy@intergroupcompanies.com</a>	5	NA	3

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Laurel Real Estate Company	<a href="http://www.laurelhotelbrokers.com">www.laurelhotelbrokers.com</a>	Errol D'Souza	<a href="mailto:edsouza@laurelsales.com">edsouza@laurelsales.com</a>	10	NA	9
Leisure Real Estate Advisors	<a href="http://www.leisurerealestate.com">www.leisurerealestate.com</a>	Brent A. Jaynes	<a href="mailto:bjaynes@leisurerealestate.com">bjaynes@leisurerealestate.com</a>	16	\$60,000,000	16
Lodging Partners	<a href="http://www.lodging-partners.com">www.lodging-partners.com</a>	Ford C. Barton	<a href="mailto:ford@lodging-partners.com">ford@lodging-partners.com</a>	9	NA	8
Marcus & Millichap	<a href="http://www.marcusmillichap.com">www.marcusmillichap.com</a>	Skyler G. Cooper	<a href="mailto:skyler.cooper@marcusmillichap.com">skyler.cooper@marcusmillichap.com</a>	220	NA	121
Maxim Hotel Brokerage	<a href="http://www.maxim-hb.com">www.maxim-hb.com</a>	Harry Pflueger	<a href="mailto:harry@maxim-hb.com">harry@maxim-hb.com</a>	15	NA	17
Mazili Hotel Group	<a href="http://www.mazilihotelgroup.com">www.mazilihotelgroup.com</a>	Julian Mazili	<a href="mailto:jmazili@mazilihotelgroup.com">jmazili@mazilihotelgroup.com</a>	20	NA	10
MBA Hotel Brokers	<a href="http://www.mbahotels.com">www.mbahotels.com</a>	Charlie Fritsch	<a href="mailto:info@mbahotels.com">info@mbahotels.com</a>	18	NA	11
Milmark Hotel/Motel Investments	<a href="http://www.milmark.com">www.milmark.com</a>	Jennifer Church	<a href="mailto:jchurch@milmark.com">jchurch@milmark.com</a>	6	NA	4
Mumford Company	<a href="http://www.mumfordcompany.com">www.mumfordcompany.com</a>	Ed James	<a href="mailto:ejames@mumfordcompany.com">ejames@mumfordcompany.com</a>	45	NA	40
Om Realty Finance Company	<a href="http://www.omrealtyfinance.com">www.omrealtyfinance.com</a>	Ashok Daftary	<a href="mailto:omrealtyfinance@gmail.com">omrealtyfinance@gmail.com</a>	5	NA	NA
Pacifica Capital & Brokerage	<a href="http://www.pacificacb.com">www.pacificacb.com</a>	Chris A. Chiotis	<a href="mailto:chris@pacificacb.com">chris@pacificacb.com</a>	NA	NA	NA
Paramount Lodging Advisors	<a href="http://www.paramountlodging.com">www.paramountlodging.com</a>	Jacki Bubis	<a href="mailto:jbubis@paramountlodging.com">jbubis@paramountlodging.com</a>	95	NA	90
Smith Dean Burgett	<a href="http://www.smithdeanburgett.com">www.smithdeanburgett.com</a>	Gary Smith	<a href="mailto:gary.smith@smithdeanburgett.com">gary.smith@smithdeanburgett.com</a>	18	NA	NA
Snyder Nationwide Real Estate	<a href="http://www.brokerhotel.com">www.brokerhotel.com</a>	Jay G. Snyder	<a href="mailto:jay@brokerhotel.com">jay@brokerhotel.com</a>	3	\$145,000,000	1
The Solution	<a href="http://www.thesolutioncapital.com">www.thesolutioncapital.com</a>	Azad Ra	<a href="mailto:info@thesolutioncapital.com">info@thesolutioncapital.com</a>	18	NA	20
SVN Hotels	<a href="http://www.svnhotels.com">www.svnhotels.com</a>	Sanjay Mundra	<a href="mailto:sanjay.mundra@svnhotels.com">sanjay.mundra@svnhotels.com</a>	20	NA	NA
Tri-Point		Michele Saggese	<a href="mailto:tri-point@att.net">tri-point@att.net</a>	2	NA	2
Vauxhall Advisors	<a href="http://www.vauxhalladvisors.com">www.vauxhalladvisors.com</a>	Paul Arena	<a href="mailto:parena@vauxhalladvisors.com">parena@vauxhalladvisors.com</a>	3	NA	2

NA means not answered or not applicable. Participating in Hotel Management surveys is voluntary. Editors do not hold responsibility for companies that fail to report or that report incorrect data. Visit [www.hotelmanagement.net/hotel-management-surveys](http://www.hotelmanagement.net/hotel-management-surveys) for more information on how to participate.