

*Huff, Niehaus & Associates, Inc.*

*Feb. 7, 2006*

Louisville, Kentucky-based Huff, Niehaus & Associates, Inc. earned a Hotel Brokers International award for hotel asset transactions at HBI's annual membership meeting held in Las Vegas recently.

H. Brandt Niehaus, president of Huff, Niehaus & Associates, Inc., was recognized for his firm's outstanding sales achievement and industry involvement during 2005. The award was presented by Dick Lopez, HBI's outgoing president, at HBI's closing awards banquet.

Niehaus was recognized for sales and leadership by winning the Broker of the Year for the South Central Region.

"We are pleased to recognize Brandt Niehaus and Huff, Niehaus & Associates, Inc. for their exceptional sales achievement and contribution to Hotel Brokers International", said Lopez.

"This is the second in a row and fourth Regional Broker of the Year for Mr. Niehaus in the last eight years. The firm has distinguished itself for more than 30 years as one of the most successful hotel brokerage firms in the South Central and Midwest US, and we are proud to have Mr. Niehaus as a broker member in our international organization", he continued. "Mr. Niehaus was in the inaugural class to earn the Certified Hotel Broker designation, Hotel Brokers International has been well represented by Mr. Niehaus's hotel brokerage, finance and transactions expertise. Niehaus has served on HBI's Board of Directors 11 of the last 14 years, president in 1996 and chaired many committees."

Niehaus agrees with Joe McCann, HBI's top Broker of the Year who said, "Our firm's success has been a direct result of our affiliation with all of the members of HBI, and the powerful marketing synergy that the organization's membership creates. When buying or selling a hotel, one should always consult a HBI member broker."

Hotel Brokers International is the world's largest and oldest hospitality real estate organization, with a rich heritage of experience and expertise in hotel real estate valuation, transactions and other essential services. Comprised of nearly 100 hotel real estate broker specialists throughout the United States. HBI provides the hospitality industry with the most powerful hotel real estate marketing force, creating greater visibility through a unified and inclusive advertising and marketing approach. HBI's membership had more than \$600 Million in transactions worldwide in 2005.

Brandt Niehaus is an eighteen-year hotel industry real estate veteran. His firm specializes in hotel asset sales and has handled almost every hotel transaction imaginable, including single asset sales from 24 to 300 rooms to hotel portfolio sales for individuals, corporations and lenders with values up to \$50,000,000.



Besides his CHB designation Mr. Niehaus is a CHA and a CCIM. He holds a Bachelor of Administration and MBA from the University of Kentucky. He has been a speaker at many industry events including industry conferences 1992 to present, most recently Hotel Investment

Conference Atlanta 2003 and 2001; AAHOA Conference Atlanta 2002 and the Best Western District III Conference 2004. In addition Niehaus has been before national and state Appraisal Institute and AHLA organizations, state hotel associations and Indiana University real estate class.

Niehaus can be reached at [hotels@huffniehaus.com](mailto:hotels@huffniehaus.com).