

INN-TOUCH

Hospitality News

Brown Nester Hospitality Services

Brown Nester Hospitality Services - California

2393 Townsgate Rd, Suite 100
Westlake Village, CA, 91361
(805)496-9797

Chuck Nester

President, CHB, CHA
cneider@brownnester.com

George E. Brown

Chairman
georgebrown@brownnester.com

Josh Nester

Vice President Sales
jnester@brownnester.com

Steve Lee

Vice President Sales
slee@brownnester.com

Mark Hemstreet

Vice President Sales
mhemstreet@brownnester.com

BJ Fisher

Sales Associate
bj_fisher@brownnester.com

Christina MacPhee

Editor/Realtor/Office Manager
cmacphee@brownnester.com

Brown Nester Hospitality Services - Florida

3300 N. University Dr. Suite 500
Coral Springs, FL 33065
(954)509-7966

Gary Rito

President, Broker
gary.rito@brownnester.com

Brendan Moyle

Sales Associate
brendan.moyle@brownnester.com

www.brownnester.com



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From Our President **Good Things In Store For 2014**



Chuck Nester
President, CHB, CHA

Happy New Year! Hard to believe another year has passed. One of the highlights of 2013 was the Vantage Hospitality Annual Conference & Trade Show. The activity at our booth was spectacular. We were busy, busy, busy!!

Our Educational Seminar was jam packed with enthusiastic owners wanting to know the forecast for 2014. Our panel did a great job at providing valuable information and answering questions.

Golden Singh, Owner of Americas Best Value Inn in Carson City, Nevada, was the lucky winner of our acoustic guitar. Congratulations Golden Singh!

The buzz in the industry is very positive and 2014 looks like it's going to be a great year!



Guitar winner, Golden Singh, in the Brown Nester booth with Chuck Nester



BNHS Sales Team: Brendan Moyle, Gary Rito, and Josh Nester

2014 INDUSTRY CONFERENCES & TRADE SHOWS

- ❑ **The American Lodging Investment Summit on January 27-29**
JW Marriott & Nokia Theatre LA LIVE, Los Angeles, CA
- ❑ **2014 AAHOA Annual Convention & Trade Show on March 19-22**
Pennsylvania Convention Center, Philadelphia, PA
- ❑ **26th Annual Hunter Hotel Investment Conference on March 26-28**
Atlanta Marriott Marquis, Atlanta, GA
- ❑ **ARDA World 2014 Convention & Expo on April 6-10**
The Venetian Resort Hotel & Casino, Las Vegas, NV
- ❑ **24th Annual Meet the Money National Hotel Finance & Investment Conference on May 6-7**
Sheraton LAX, Los Angeles, CA

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It's FREE!

Proudly serving our clients from Coast to Coast



Josh Nester
Vice President Sales

There's good news for 2014, if you follow the hotel market.

"US Group Hotel Sales Opening 2014 with Increased Growth" sang the headline on Hospitalitynet.org. The story reports the North American Hospitality Review projects an improving 2014 outlook, with group sales over the past month outpacing the same period last year by almost 50%. The data came from the October 2013 TravelClick North American Hospitality Review (NAHR).

For the ensuing 12 months, overall committed occupancy is up 7.4 percent when compared with the same time last year. Average daily rate (ADR) is up three percent based on reservations already on the books. (To see all the statistics, with projected increases across markets, go to: hospitalitynet.org/news/4062740.html.)

There's also an enormous pipeline of new projects underway. In the US alone, 2,767 projects totaling 333,775 rooms are under development, according to the September 2013 STR Pipeline Report. This represents a 15.6 percent increase in the number of rooms in the total active pipeline compared with September 2012 and a 29.5 percent increase in rooms under construction.

With an improved economic sector and more travelers on the road, hotel companies poised for growth are in a good spot.

"The Hotel/Motel market is poised for a major change in the coming years, as more product hits the market to satisfy the ever growing demand for inventory". Josh Nester, Vice President Sales, Brown Nester Hospitality Services

Americas Best Value Inn's For Sale



**Americas Best Value Inn
Macomb, IL**

Offered at: \$875,000 • 47 Rooms

ABVI Quality Rating:

Outstanding Score - Best of the Best!

Listing Agent: Brendan Moyle 954-509-7966 x1
brendan.moyle@brownnester.com



**Americas Best Value Inn
Hancock, MD**

Offered at: \$650,000 • 22 Rooms

ABVI Quality Rating:

Outstanding Score - Best of the Best!

Listing Agent: Chuck Nester 805-409-3532
cnester@brownnester.com



ABVI QUALITY RATING
Outstanding Score - Best of the Best



*Do you know what your property is worth?
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805-496-9797*

For more information on these listings and to check out a complete list of our inventory, please visit our website at www.brownnester.com.

SOLD NOVEMBER 2013!



Super 8, Fort Collins, CO
71 Rooms

JUST LISTED



**Quality Inn & Conference Center
Springfield, OH**

Total Consideration: \$4,200,000
150 Rooms • Interior Corridor
Banquet/Meeting Rooms
Restaurant & Lounge
Highway Location



**Sleep Inn
Statesville, NC**

Total Consideration: \$3,800,000
70 Rooms • Interior Corridor
Located near Lowe's Motor Speedway
Indoor Heated Pool
Make Offer!