



National Reach Local Knowledge

Hunter's relationship-based marketing delivers results.


HUNTER
Hotel Brokers Since 1978

NATIONAL REACH • LOCAL KNOWLEDGE



Full-service, **national** hotel brokerage services

Hunter is a full-service, national hotel brokerage firm. For the past five decades, we've consistently delivered results in every economic climate. Strategic expansion brings Hunter's industry savvy and personalized service within the reach of hotel buyers and sellers nationwide.

Our core formula of local market knowledge, realistic property evaluation and relationship-based marketing continues to drive results.

Now more than ever, successful transactions demand the market savvy and time-proven strategies developed over five decades of industry leadership.



The cornerstone of the Hunter organization is a team of experienced professionals who possess a thorough understanding of every phase of the brokerage process, from property valuation to closing. Under the leadership of founder Bob Hunter, the firm has guided

their clients to profitable investment results through all economic climates. The Hunter professionals have facilitated transactions involving virtually every type of hotel property. Hunter's service-oriented approach and comprehensive technology helps clients define and achieve their hospitality industry investment goals.



Hunter's Troubled Assets Program and **Distressed Hotel Division** provide timely advisement for sellers and lending institutions.

Our **Troubled Hotel Assets Program** is a valuable resource for lending institutions. Through expert analysis and early advisement, we help lenders identify and manage problematic assets. We aid lending institutions by providing access to an experienced advisor with broad, meaningful knowledge and experience in the hotel industry. Should foreclosure become necessary, a customized success strategy is designed to guide the process to a successful outcome.

Hunter's **Distressed Hotel Division** focuses our special expertise on selling troubled and REO assets. We take an aggressive, results-oriented approach to REO and distressed hotels. As a result, Hunter consistently closes transactions. As broker of choice for distressed hotel properties, we are expanding nationally to accommodate demand.

Hunter's **executive management team** delivers a powerful depth of industry experience and street-wise insight into the local hospitality environment.



Bob Hunter, CHB, ISHC, Chief Executive Officer
bob.hunter@hunterhotels.net

Recognized as a pioneer in the field of hotel specialty brokerage, Bob brings five decades of wisdom to the task of selling virtually every type of hotel property. He is a long-time member of the highly regarded International Society of Hospitality Consultants.



Teague Hunter, CHB, President
teague.hunter@hunterhotels.net

Under Teague's stewardship, Hunter has expanded from a strong regional position to a national hotel brokerage and investment company. Teague was recently the recipient of the prestigious HotelWorld "Ten To Watch" award. He is a graduate of Presbyterian College with a Bachelor of Science degree in Business Administration.



Lee Hunter, CHB, ISHC, Chief Operating Officer
lee.hunter@hunterhotels.net

Lee's industry experience includes hotel asset acquisition, development, refinancing and repositioning for properties affiliated with Marriott, Hilton and IHG. Lee holds a Masters degree in Hotel Finance and Real Estate from The School of Hotel Administration at Cornell University



John Sturgess, Chief Development Officer
john.sturgess@hunterhotels.net

John is responsible for strategic development and implementation of hotel brokerage and investment-related opportunities, as well as recruitment and opening of offices nationally. John earned his MBA from the University of Minnesota's Carlson School of Management. Prior to joining Hunter, he was Corporate Vice President of Development for Carlson Hotels Worldwide.



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For A Personal Consultation
About Your Objectives

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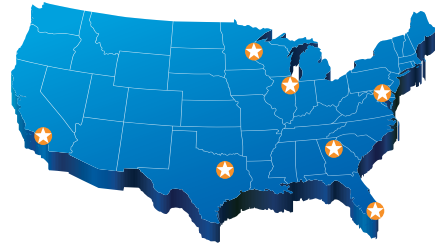
Since 1978, through times of prosperity or economic uncertainty, Hunter's exclusive focus on hotel brokerage and hotel-related investment banking has delivered results for our clients. Now more than ever, successful transactions demand the market savvy and time-proven strategies developed over five decades of industry leadership.

Hotel Brokers Since 1978

Recognized Industry Leaders

Producers of the Hunter Hotel Investment Conference

Exclusive Focus on Hotel Brokerage and Hotel-Related Investment Banking



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Held annually in March, this event addresses the industry's hottest topics.



Founded in 1988 by Bob Hunter, the Hunter Hotel Investment Conference has become one of the top four hotel conferences in the nation. Held in Atlanta in March, the Hunter team has produced and hosted the annual conference since its inception.

A real estate and finance conference designed for hotel owners, the conference addresses the industry's hottest topics. It brings owners real issues and education they can use, presented in an environment geared toward interaction with industry leaders.

Bob Hunter, Conference Chair
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Nancy Petenbrink, Conference Director
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Annette Parisi, Conference Administrator
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Nancy Petenbrink, Conference Director

Nancy has served as Conference Director since she joined Hunter in 1992. Nancy is responsible for the assembly and production of the Hunter Hotel Investment Conference, held annually in March. This "must attend" event attracts hotel owners and investors nationwide. Prior to joining Hunter Realty, Nancy

was Vice President of The Griffin Company, a commercial real estate developer. In addition, Nancy has owned her own service business. Nancy attended Oglethorpe University in Atlanta, Georgia.

www.HunterConference.com

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