



# A BRAND WITH STAYING POWER



- + Proven performance with RevPAR of **\$65**, and an index over **122%**<sup>1</sup>
- + Total central system contribution over **71%**, with loyalty contribution of **41%**<sup>1</sup>
- + **52%** of hotels have earned a **4+ rating** on TripAdvisor

“Hawthorn Suites by Wyndham **appeals to longer-term** business and leisure guests who are looking for the **comforts of home** when away for an extended period of time. Its loyal guests and focus on **longer stays**, coupled with operational and **labor efficiencies**, make Hawthorn a **strong investment** in the underdeveloped extended-stay market.”

— SCOTT BUCHALTER  
Brand Vice President  
[scott.buchalter@wyndham.com](mailto:scott.buchalter@wyndham.com)

Learn more at  
[wyndhamdevelopment.com](http://wyndhamdevelopment.com)



**CATEGORY**

Midscale Extended Stay



**FOOTPRINT**

110 Global Hotels<sup>2</sup>



**GUEST AMENITIES**

- Well-equipped kitchens
- Free hot breakfast
- Pool
- Fitness center and laundry facilities
- Free high-speed Wi-Fi
- Complimentary social hours



**TYPE**

New Construction & High-Quality Conversions



**ROOMS**

60-150

**HAWTHORN FRANCHISE FEES<sup>1</sup>**

- INITIAL FEES** ▼  
 Greater of \$400 per room or \$44,500 (New Construction)/\$40,000 (Conversion)  
**ROYALTY FEE** ▼  
 5.5% of GRR  
**MARKETING/RESERVATION FEE** ▼  
 2.5% of GRR



**THE WYNDHAM ADVANTAGE**

Access the value of partnering with the world's largest hotel franchise company.<sup>3</sup> We put our owners at the center of everything we do.

- **77 MILLION REWARDS MEMBERS** drive 40% of U.S. stays<sup>4</sup>
- **STRONG NEGOTIATED RATES** with OTA and quality suppliers reduce costs
- **SEAMLESS CLOUD-BASED TECHNOLOGY** enhances owner and guest experience
- **HIGH-IMPACT REVENUE DRIVING SERVICES AND SUPPORT** maximize hotel performance



This is not an offer. Federal and certain state laws regulate the offer and sale of franchises. An offer will only be made in compliance with those laws and regulations, which may require we provide you with a Franchise Disclosure Document. For a copy of the FDD contact us at 22 Sylvan Way, Parsippany, NJ 07054. All hotels are independently owned and operated with the exception of certain hotels managed or owned by a subsidiary of the company. © 2019 Wyndham Hotels & Resorts, Inc. All rights reserved. <sup>1</sup>Hawthorn Suites Franchising, Inc. Franchise Disclosure Document dated March 31, 2019. <sup>2</sup>As of 12/31/18. <sup>3</sup>Based on number of hotels. <sup>4</sup>As of Q2 2019.