



**MainStay
SUITES®**



Carlisle, PA

Offering Flexible Solutions for Midscale Extended Stay

A cost-effective way for investors looking to quickly enter the fast-growing midscale Extended Stay sector.



Quickly Capitalizes on Growth

At MainStay Suites, we require a lower level of investment for faster speed to market, allowing owners to take advantage of growing category demand when converting traditional hotels.



Efficient to Run

MainStay delivers a lean operating model that offers significant labor cost savings relative to traditional hotels. We deliver a true Extended Stay experience for midscale guests seeking the comforts of a hotel with the conveniences of home.



Individualized Support

Our franchise-first focus and Extended Stay expertise is unmatched. We cater to the unique needs of franchisees and offer solutions and services based on years of experience.

FAST FACTS

Type:	Conversion
System Size:	126 Open 54 In the Pipeline
U.S. Presence:	Properties in 34 States
Avg. Occupancy Rate:	63.5%*

\$85.33

AVERAGE DAILY RATE*



Ocean City, MD



“We are incredibly excited for the mid-scale Extended Stay segment — particularly MainStay Suites. Within the first 90 days of our operating team implementing the Extended Stay operating model [at our newly converted properties], we were able to lower costs on how we approach expenses within the property— everything from local sales, employee salaries, driving the ESOcc and really accentuating the long-length-of-stay guest.”



IAN McCLURE
CEO, Gulf Coast Hotel Management, Inc.



Joliet, IL

The Easy Way to Extended Stay.

MainStay Suites is proud to be part of Choice Hotels, an industry-leading brand in hospitality. Leveraging the scale and backing of a global brand along with deep experience in Extended Stay, we champion performance, unmatched collaboration and category leadership.



Efficient Operating Model

Our operating model is designed to help maximize profitability while delivering a true Extended Stay experience and product that exceeds guest expectations.



Dedicated, Expert Support

Our team of 70+ experts offers real estate expertise, critical site analysis, key supplier relationships and day-to-day sales, marketing and operations support.



Category Investment & Growth

We continue to invest in new programs, resources and technology capabilities to grow our leadership position within this high-growth sector.

EXTENDED STAY vs. TRADITIONAL HOTELS

	EXTENDED	TRADITIONAL
ESOcc*	54%	13%
Housekeeping	Weekly	Daily
Food + Beverage	For purchase	Includes breakfast
Full-Time Employee	1-12	Up to 20

*Source: Highland Kalibri Report -- ESOcc ALOS Data, 2023



SCAN TO LEARN MORE
choicehotelsdevelopment.com/extended-stay



The Radisson brands, including Park Plaza, Country Inn & Suites, and Park Inn by Radisson, are owned in the Americas region by Choice Hotels. Outside of the Americas, the brands are owned by Radisson Hotel Group, an unaffiliated company headquartered in Belgium.

*Source: See Mainstay Suites Franchise Disclosure Document dated April 1, 2024, Item 19. Data stated above reflects year-end 2023 figures, and it is based on a performance sample of 112 hotels that were open and operating as of December 31, 2023. Of the hotels in that sample, 59 hotels or 52.7% met or exceeded the Average Occupancy Rate; 58 hotels or 51.8% met or exceeded the Average Daily Rate. YOUR INDIVIDUAL RESULTS MAY VARY. Unless otherwise noted, all statistics are from internal data of Choice Hotels International, Inc. This advertisement is not an offering. For New York: An offering can only be made by a prospectus filed first with the Department of Law in the State of New York. Such filing does not constitute approval by the Department of Law. A copy of the Franchise Disclosure Document may be obtained through contacting Choice Hotels International at 1 Choice Hotels Circle, Suite 400, Rockville, MD 20850 or at Development@ChoiceHotels.com.