



Marriott International Expands Homesharing Pilot

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After Success in London, Industry Leader Extends Homesharing Pilot to Paris, Rome and Lisbon, Giving Guests Access to 340+ Curated Homes

BETHESDA, Md., Oct. 2, 2018 /PRNewswire/ -- Marriott International (NASDAQ: MAR) today announced the expansion of its homesharing pilot to include Paris, Rome and Lisbon in addition to London. Beginning today, travelers can choose from more than 340 properties across four European markets with the ability to earn and redeem points across Marriott's award-winning loyalty platform, including Marriott Rewards and Starwood Preferred Guest (SPG). This follows on the heels of a 5-month pilot initiated earlier this year in collaboration with Hostmaker, a London-based home rental sharing management company.



"Following the positive customer feedback from our pilot in London, we are excited to extend Tribute Portfolio Homes to new markets together with Hostmaker," said Adam Malamut, Chief Customer Experience Officer, Marriott International. "We are always innovating to meet the evolving needs of travelers, and expanding into homesharing is an opportunity to deepen relationships with our most loyal guests by delivering new experiences designed to reflect how they travel."

Broadening the reach of Tribute Portfolio Homes to Paris, Rome and Lisbon, Marriott International extended its collaboration with Hostmaker, which currently operates in these European cities, to identify and curate a portfolio of homes that complements the quality, aesthetic and service values of Marriott. Homes are chosen based on their overall design, functionality and location. Having also met high quality, safety and security standards, selected properties feature 1- bedroom or more, full kitchens and in-unit laundry. Guests also have access to 24/7 support as well as an in-person welcome/check-in experience through Hostmaker.

Tribute Portfolio Homes allows travelers to experience destinations with a new and local lens. Residences are as diverse as: a 3-bedroom Parisian atelier with floor-to-ceiling French doors and views of the Eiffel Tower; an impeccably designed, Italian mid-century style apartment on a charming street in Rome; a minimalist yet rustic home in the vibrant heart of Lisbon; and a bright and airy flat in London with a chef's kitchen, reading nook and multiple, well-appointed bedrooms.

"The introduction of Tribute Portfolio Homes into some of Europe's most celebrated cities enables us to provide travelers with an even greater choice of accommodation along with the reassurance of Marriott International's exacting design standards, world-class loyalty programs and commitment to customer service," said Belinda Pote, Chief Sales & Marketing Officer, Europe, Marriott International. "The London pilot complements our current hotel portfolio and drives incremental business. We look forward to expanding our homesharing offering to Paris, Rome and Lisbon."

With its powerful pilot in London, Marriott International found that travelers are drawn to Tribute Portfolio Homes for the curated selection of homes, ease of booking, and service level. Some insights from the pilot include:

- Staying longer: On average, guests stayed more than 2x the typical hotel length of stay
- Needing more space: Most guests sought units with multiple bedrooms and were appreciative of features such as full kitchens and in-unit laundry.

More than 75% of guests staying at Tribute Portfolio Homes were traveling for leisure with friends and family or extending business travel to include their friends and family; and overall, the pilot indicated that Tribute Portfolio Homes resonated with loyalty members.

"We are very excited to bring Hostmaker's experience of operating in Paris, Lisbon and Rome to Tribute Portfolio Homes," said Nakul Sharma, CEO and founder of Hostmaker. "These brilliant destinations were the natural next step for a European expansion, and we can't wait to welcome guests into our homes."

Guests can book directly on TributePortfolioHomes.com as well as Marriott.com. Homeowners with premium homes in London, Lisbon, Paris or Rome can go to TributePortfolioHomes.com to learn about the consideration and listing process for Tribute Portfolio Homes.

Marriott International, Inc. (NASDAQ: MAR) is based in Bethesda, Maryland, USA, and encompasses a portfolio of more than 6,700 properties in 30 leading hotel brands spanning 130 countries and territories. Marriott operates and franchises hotels and licenses vacation ownership resorts all around the world. The company also operates award-winning loyalty programs: Marriott Rewards®, which includes The Ritz-Carlton Rewards®, and Starwood Preferred Guest®. For more information, please visit our website at www.marriott.com, and for the latest company news, visit www.marriottnewscenter.com. In addition, connect with us on [Facebook](https://www.facebook.com/marriottintl) and @MarriottIntl on [Twitter](https://twitter.com/MarriottIntl) and [Instagram](https://www.instagram.com/marriottintl).

HOSTMAKER is the leading European home rentals management company, born with the vision to unlock the potential of every home. HOSTMAKER offers an end-to-end management service infused with hospitality expertise, smart algorithmic pricing technology and thoughtful interior design. Founded by entrepreneur Nakul Sharma in 2014, HOSTMAKER has expanded its operations to nine international destinations to date: London, Paris, Rome, Madrid, Barcelona, Lisbon, Cannes, Florence and Bangkok, managing over 2,000 uniquely curated homes across these markets. Since 2014, HOSTMAKER has hosted more than 200,000 successful stays and has generated over £50 million of profits for homeowners. For more information, please visit: www.hostmaker.co and follow our story at @hostmakerco on [Facebook](https://www.facebook.com/hostmakerco) and [Twitter](https://twitter.com/hostmakerco) and @hostmaker on [Instagram](https://www.instagram.com/hostmakerco).

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Katie Roberts, Katie.Roberts@westin.com