



# THE HARPETH HOTEL, A CURIO BY HILTON

*Franklin, Tennessee USA*

## Rate, Revenue, RevPAR and RGI Exceeded Luxury Boutique Competitors in First Year

This new 5-star, 119-room luxury hotel opened in 2021 and stabilized performance within 3 months. With purposeful positioning and branding that resonates with guests and locals alike, The Harpeth Hotel outperformed first year projections through the expertise of our Corporate Marketing & Sales, Operations and Revenue Management teams and diligence of our Hotel Management team.

To learn more about this hotel, visit [valorhospitality.com/global portfolio](https://valorhospitality.com/global-portfolio).

# CASE STUDY

NEW DEVELOPMENT + EXPANSION

**TOTAL REVENUE +10%**  
– vs. year two projections –

**ADR GROWTH +17%**  
– vs. year two projections –

**F+B REVENUE +\$5M**  
– by year-end 2021 –

**+240 RGI**  
– by year-end 2021 –

**NOI UPLIFT TO ~\$680**  
– by year-end 2021 –



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The Harpeth Hotel continues to exceed ADR premiums and achieve RGI 100+ versus its luxury competitive set. The property drives outstanding F&B revenue with 75% of business coming from the local market despite guest capture of almost 100%.



119 GUEST ROOMS  
18 SUITES  
5,000 SQ. FT. MEETING SPACE  
3 RESTAURANT OUTLETS  
24-HOUR FITNESS CENTER

CONTACT US  
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