

## **Turkey Hospitality - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2026 - 2031)**

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### **Report description:**

Turkey Hospitality Market Analysis

The Turkey Hospitality Market was valued at USD 79.89 billion in 2025 and estimated to grow from USD 84.83 billion in 2026 to reach USD 114.45 billion by 2031, at a CAGR of 6.18% during the forecast period (2026-2031).

The robust growth signals durable structural strength despite currency volatility and shifting global travel patterns. In 2024, strong performance is attributed to record-breaking tourism revenues, an expanded network of long-haul routes, and the government's strategic objective of achieving USD 65 billion in tourism revenue and visitor numbers by 2025. This goal is designed to position the country among the top three global destinations. Independent hotels remain the dominant supply pillar, yet chain brands pursue asset-light franchising to compress payback periods, while service apartments gain traction as extended-stay formats favoured by digital nomads and medical tourists. Expanded international air connectivity via Istanbul Airport's 120 million-passenger capacity upgrade spreads investment beyond traditional sun-and-sea resorts and deepens geographic diversity. Direct-digital booking adoption accelerates as the EU Digital Markets Act dismantles rate-parity, enabling hotels to recoup distribution margins and build first-party guest data ecosystems.

Turkey Hospitality Market Trends and Insights

Diversification of Inbound Source Markets

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Turkey hospitality market operators have actively expanded beyond traditional European feeders, recording double-digit gains in arrivals from Latin America, India, and South-East Asia during 2024, which cushions seasonal dips tied to Western recessions. The Ministry of Culture and Tourism's roadmap underscores gastronomy, faith, cruise, winter, and nature segments, prompting hotels to translate websites into nine languages and adopt culturally nuanced guest protocols that uplift conversion rates among long-haul travellers. These new markets elongate the demand curve into shoulder months, stabilizing occupancy ratios at cultural hubs such as Nevsehir while also raising average length-of-stay metrics that enhance gross operating profit per available room. Data analytics investments allow hoteliers to target micro-segments, such as millennials seeking heritage walks or Latin American foodies, through pay-per-click campaigns optimized for regionally specific social-media platforms. As demand widens, the Turkey hospitality market nurtures a healthier revenue mix that buffers idiosyncratic shocks from any single geography.

#### Government Investment & VAT-Rebate Incentives for New Builds

A network of 18 free zones grants full VAT exemptions on first-time property purchases by foreigners, while Law No. 7524 retains targeted corporate-tax holidays for hotel developments in structurally underserved areas, encouraging capital to flow beyond Istanbul and Antalya. Adaptive-reuse projects that convert caravanserais and Ottoman mansions into boutique lodgings qualify for rebates, stimulating heritage conservation and differentiated supply that commands premium ADR in niche experiential markets. Foreign exhibitors recover VAT on trade-fair expenses, knitting MICE events to hotel room-night growth by incentivizing multinational firms to host product launches in Ankara or Konya. These fiscal tools dovetail with digital-nomad and tech-visa schemes, elevating the attractiveness of mid-scale service apartments near science parks and co-working hubs. Collectively, the incentive ecosystem lowers the weighted average cost of capital, accelerating pipeline delivery timelines and underpinning the long-term expansion of the Turkey hospitality market.

#### Turkish-Lira Volatility Compressing RevPAR

The depreciation of the lira in early 2025 escalated costs for import-reliant inputs, including linen and food & beverage staples. Concurrently, the rising burden of servicing hard-currency loans significantly impacted hotels that had secured financing for pre-pandemic renovation projects. Average hotel rates spiked 49.18% in January 2025 against a year earlier, yet real RevPAR gains lagged as occupancy dipped, reflecting weakened domestic purchasing power despite inbound-currency tailwinds. Operators reliant on domestic corporate travel face heightened cancellation risk, and some independents defer maintenance cycles to conserve cash, inadvertently eroding product quality. Currency hedging remains under-penetrated, leaving margins exposed to further depreciation, and lenders raise interest-rate spreads on new facilities due to country-risk premiums. Collectively, exchange-rate gyrations undermine capital-expenditure planning and weigh on near-term profitability across the Turkey hospitality market.

Other drivers and restraints analyzed in the detailed report include:

Expanded International Air-Route Connectivity via Istanbul Airport  
Advanced Revenue-Management & Dynamic-Pricing  
Adoption  
Elevated Insurance Premiums After 2023 Kahramanmaraş Quakes

For complete list of drivers and restraints, kindly check the Table Of Contents.

#### Segment Analysis

Independent hotels commanded 67.92% of Turkey hospitality market share in 2025, reflecting deep-rooted entrepreneurial culture where family businesses operate centuries-old mansions in Bursa, seaside pensions in Samsun, and cave dwellings in Goreme. These owners leverage agile decision-making to tailor guest touchpoints, think farm-to-table Anatolian breakfasts or guided silk-road walks, that cultivate authenticity and Tripadvisor advocacy. Nevertheless, limited procurement scale heightens

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exposure to input-cost spikes, and manual rate-setting constrains revenue-yield capacity during sudden demand surges linked to flight diversions or regional events. Chain affiliation remains a tempting avenue, promising international distribution, standardized hygiene protocols, and access to low-cost central reservation systems, yet loyalty fees and brand-standard capex can deter cash-constrained proprietors. Even under sustained chain expansion, the Turkey hospitality market will likely preserve a broad independent backbone that enriches destination character and offers travellers heterogeneous price-value choices.

Chain hotels are on track for a 5.71% CAGR to 2031 as brands like Marriott, Hilton, and Radisson deploy asset-light franchising that converts legacy city-centre buildings into flagged select-service formats. Franchise agreements generally allocate a percentage of gross room revenue as base and marketing fees. Despite the resulting margin dilution, property owners accept these terms, as the associated brand equity significantly enhances the ADR and reduces payback periods to less than seven years. Pipeline projects concentrate in secondary airports such as Trabzon and Kayseri, where brand recognition mitigates perceived security or language barriers for first-time international guests. Soft-brand collections appeal to upscale independents wanting distribution muscle without forfeiting architectural individuality, as illustrated by The Union Han joining IHG's Vignette Collection in 2025. Over time, selective consolidation may nudge the Turkey hospitality market toward a moderate concentration level, though independent plurality will endure.

The Turkey Hospitality Market is Segmented by Type (Chain Hotels and Independent Hotels), Accommodation Class (Luxury, Mid & Upper-Mid-Scale, and More), Booking Channel (Direct Digital, Otas, and More), and Geographic Region (Marmara (incl. İstanbul), Aegean, and More). The Market Forecasts are Provided in Terms of Value (USD).

List of Companies Covered in this Report:

Accor S.A. Marriott International Inc. Hilton Worldwide Holdings Inc. InterContinental Hotels Group PLC (IHG) Wyndham Hotels & Resorts Inc. Radisson Hotel Group Dedeman Hotels & Resorts International Rixos Hotels Divan Group Barut Hotels Limak Hotels Titanic Hotels Elite World Hotels Gloria Hotels & Resorts Crystal Hotels NG Hotels Kaya Palazzo Hotels & Resorts Sherwood Resorts & Hotels Kervansaray Hotels ETS Tur (Voyage Hotels)

Additional Benefits:

The market estimate (ME) sheet in Excel format  
3 months of analyst support

## **Table of Contents:**

- 1 Introduction
  - 1.1 Study Assumptions & Market Definition
  - 1.2 Scope of the Study
- 2 Research Methodology
- 3 Executive Summary
- 4 Market Landscape
  - 4.1 Market Overview
  - 4.2 Market Drivers
    - 4.2.1 Diversification of inbound source markets
    - 4.2.2 Government investment & VAT-rebate incentives for new builds
    - 4.2.3 Expanded international air?route connectivity via Istanbul Airport

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- 4.2.4 Advanced revenue-management & dynamic-pricing adoption
- 4.2.5 Medical & wellness tourism filling shoulder seasons
- 4.2.6 Halal-certified hotel demand from GCC travellers
- 4.3 Market Restraints
  - 4.3.1 Turkish-lira volatility compressing RevPAR
  - 4.3.2 Rising labour & energy costs outpacing ADR growth
  - 4.3.3 Elevated insurance premiums after 2023 Kahramanmaraş quakes
  - 4.3.4 EU Digital Markets Act raising OTA distribution costs
- 4.4 Value / Supply-Chain Analysis
- 4.5 Regulatory Landscape
- 4.6 Technological Outlook
- 4.7 Porter's Five Forces
  - 4.7.1 Threat of New Entrants
  - 4.7.2 Bargaining Power of Suppliers
  - 4.7.3 Bargaining Power of Buyers
  - 4.7.4 Threat of Substitutes
  - 4.7.5 Rivalry Among Existing Competitors

## 5 Market Size & Growth Forecasts

- 5.1 By Type
  - 5.1.1 Chain Hotels
  - 5.1.2 Independent Hotels
- 5.2 By Accommodation Class
  - 5.2.1 Luxury
  - 5.2.2 Mid & Upper-Mid-scale
  - 5.2.3 Budget & Economy
  - 5.2.4 Service Apartments
- 5.3 By Booking Channel
  - 5.3.1 Direct Digital
  - 5.3.2 OTAs
  - 5.3.3 Corporate / MICE
  - 5.3.4 Wholesale & Traditional Agents
- 5.4 By Geographic Region
  - 5.4.1 Marmara (incl. Istanbul)
  - 5.4.2 Aegean
  - 5.4.3 Mediterranean
  - 5.4.4 Central Anatolia
  - 5.4.5 Black Sea
  - 5.4.6 Eastern Anatolia
  - 5.4.7 Southeastern Anatolia

## 6 Competitive Landscape

- 6.1 Market Concentration
- 6.2 Strategic Moves
- 6.3 Market Share Analysis
- 6.4 Company Profiles (includes Global level Overview, Market level overview, Core Segments, Financials as available, Strategic Information, Market Rank/Share for key companies, Products & Services, and Recent Developments)

- 6.4.1 Accor S.A.
- 6.4.2 Marriott International Inc.
- 6.4.3 Hilton Worldwide Holdings Inc.
- 6.4.4 InterContinental Hotels Group PLC (IHG)
- 6.4.5 Wyndham Hotels & Resorts Inc.
- 6.4.6 Radisson Hotel Group
- 6.4.7 Dedeman Hotels & Resorts International
- 6.4.8 Rixos Hotels
- 6.4.9 Divan Group
- 6.4.10 Barut Hotels
- 6.4.11 Limak Hotels
- 6.4.12 Titanic Hotels
- 6.4.13 Elite World Hotels
- 6.4.14 Gloria Hotels & Resorts
- 6.4.15 Crystal Hotels
- 6.4.16 NG Hotels
- 6.4.17 Kaya Palazzo Hotels & Resorts
- 6.4.18 Sherwood Resorts & Hotels
- 6.4.19 Kervansaray Hotels
- 6.4.20 ETS Tur (Voyage Hotels)

## 7 Market Opportunities & Future Outlook

- 7.1 Adaptive reuse of heritage buildings in secondary Anatolian cities into lifestyle boutique hotels
- 7.2 Extended-stay serviced-apartment concepts targeting digital nomads under Turkey's new remote-work visa

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