

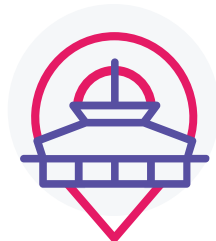
The Impact Of Short-Term Rentals On Seattle

Internet Association’s newest research paper examined four of the biggest claims made by opponents of short-term rentals (STRs) in Seattle and found no evidence to support those claims. In fact, IA found that STR markets may actually safeguard home ownership in Seattle by sparking investment and consumer spending in local neighborhoods. *Key findings include:*



THERE IS NO EMPIRICAL EVIDENCE TO SUPPORT THE TWO BIGGEST OPPOSITION CLAIMS ABOUT STRS IN THE SEATTLE MARKET.

IA found no statistically significant relationship between STRs and reduced owner-occupancy or increased commercial property listing activity.



STRS AND HOTELS SERVICE GEOGRAPHICALLY AND ECONOMICALLY DISTINCT AREAS OF SEATTLE.

Our research found no evidence of hotels and STRs occupying similar markets in Seattle; they serve different communities at different price points.



STRS DO ENORMOUS GOOD FOR CITIES LIKE SEATTLE AND THEIR RESIDENTS.

An Airbnb host in Seattle typically earns an extra \$9,000 per year and nationally, 70 percent of HomeAway owners are able to cover at least half of their mortgage through rentals.

Opposition Myth: STRs cause higher rents forcing individuals out of their homes

 **Fact: STRs help Seattleites stay in their homes, not force them out.**

- As STRs grew in Seattle, so did owner-occupancy
- As STRs grew in Seattle, housing vacancy decreased

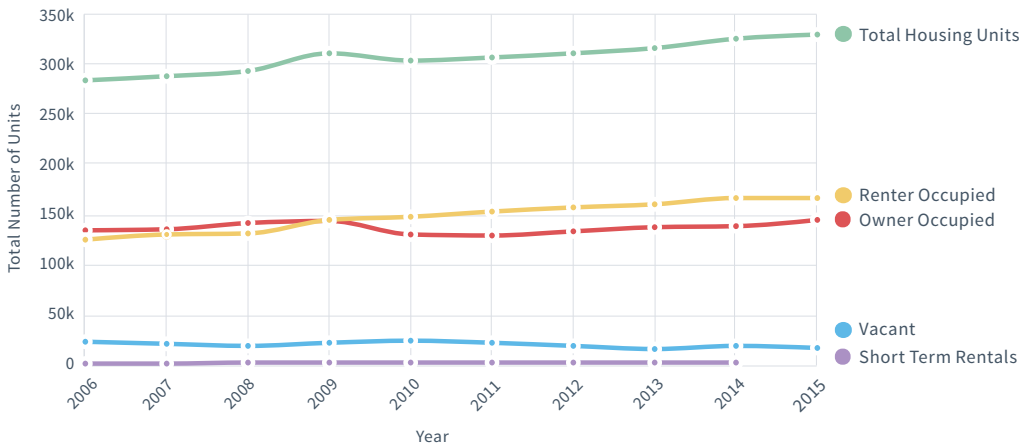
Opposition Myth: STRs increase the number of commercial properties in Seattle, turning residential areas into de facto hotels

 **Fact: More STRs in Seattle corresponds with less commercial real estate activity.**

- As STRs grew in Seattle, commercial real estate applications and originations decreased



Seattle Housing Units By Type

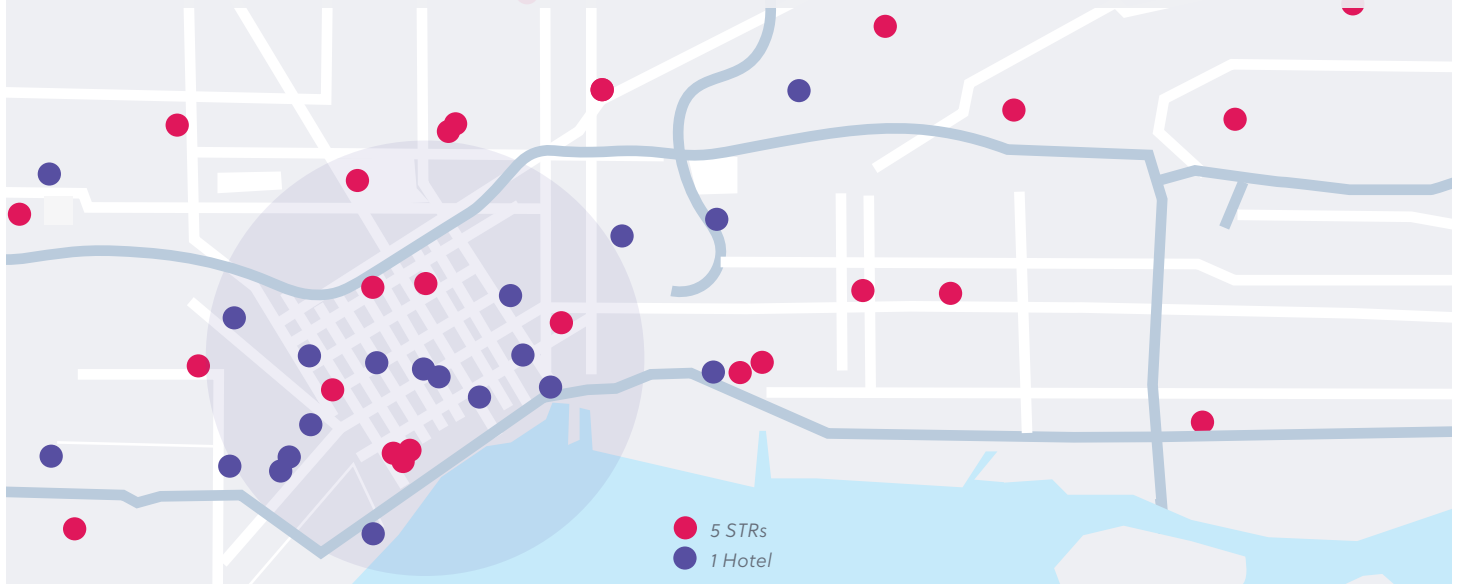


There's no statistical evidence that STRs depress home ownership – in fact the opposite appears to be true

Opposition Myth: STRs are only in commercial areas of Seattle and don't serve local neighborhoods

✓ Fact: STRs appear all over Seattle, especially in areas underserved by hotels.

→ STRs are highly spatially diversified, and concentrated outside traditional hotel zones



Opposition Myth: STRs take away business from hotels, hurting the sector and its employees'

✓ Fact: STRs serve different people and different markets than hotels.



→ There is very little geographic overlap between hotels and STRs. Out of 239 geographic block groups in Seattle with STR listings, only 35 – less than 15 – also had hotels

→ There's no statistical evidence that hotel pricing and STR Pricing have similar pricing models, based on geography

REFERENCES AND OTHER INFORMATION

The information presented here is from "A Comprehensive Look At Short-Term Rentals" by Nestor Garza, Ph.D. & Christopher Hooton, Ph.D., and published by the Internet Association (www.internetassociation.org). Research and references can be found in that source document and online.