



The Airbnb Community in Washington

Executive Summary / 2

Taxes / 4

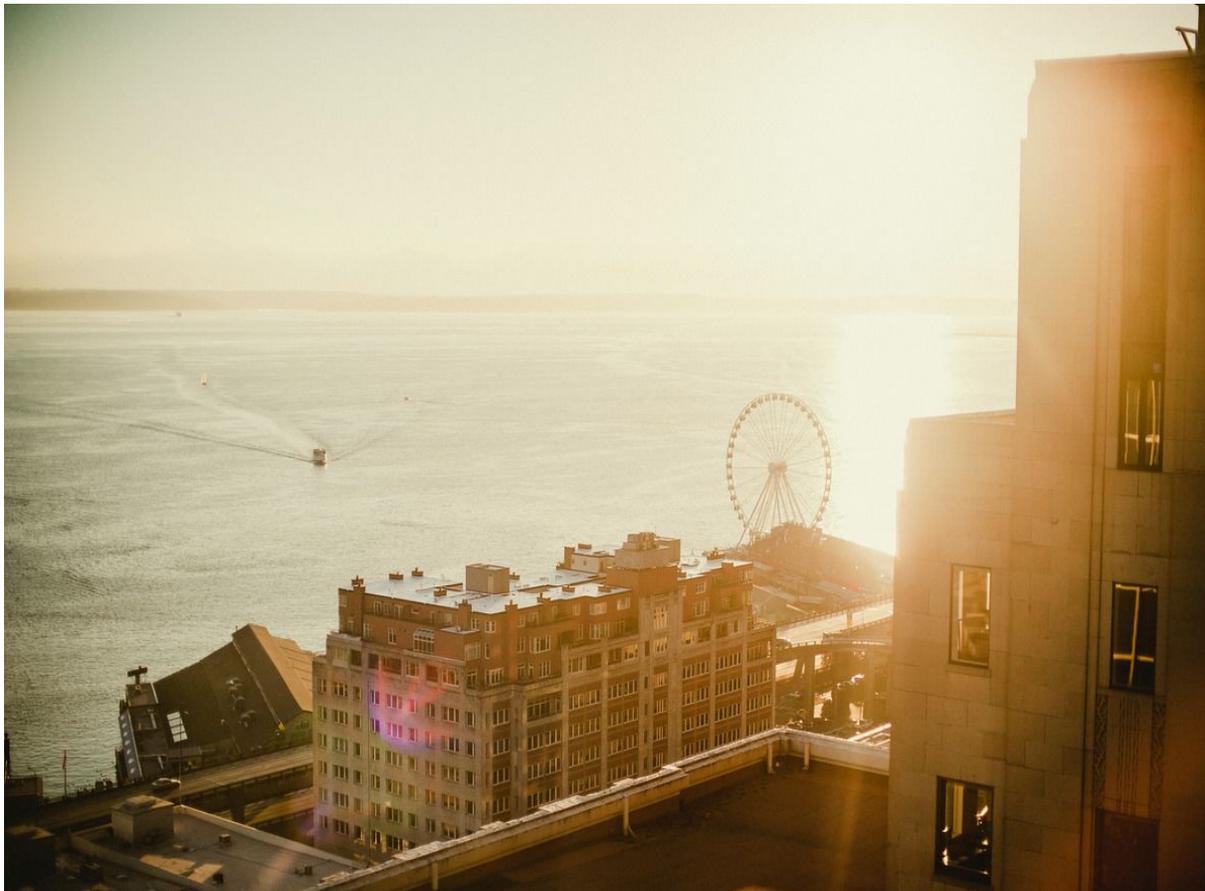
Washington / 5

Seattle / 6

Tacoma / 7

Spokane / 8

Yakima / 9





Introduction

For thousands of Washington families, Airbnb makes it possible to pay their bills, stay in their homes and make ends meet. At the same time, Airbnb is democratizing travel by creating an affordable way for travelers to authentically explore every corner of the world. To date, more than 100 million people have stayed in Airbnb listings around the globe. Home sharing is also a powerful economic tool for communities. These guests generate sustainable, local economic activity that supports small businesses.

As Airbnb grows globally, the impact is being felt locally. This is particularly true in Washington, where in the last year¹ alone, the platform has empowered some 9,300 hosts to welcome over 610,000 thousand guest arrivals to the State.

The growth of home sharing can be attributed to many factors. But for hosts, the vast majority of whom are middle class families, the opportunity to earn a couple thousand dollars of supplemental income annually is critical in a time of historic income inequality.

Airbnb in Washington State

As part of our Community Compact, released last year, we pledged to share important information about our community so people understand how the Airbnb platform is used. In that spirit, we are sharing information about our host community throughout the State of Washington.

The typical Airbnb host in Washington earns \$6,900 per year by sharing his or her home. This modest amount of supplemental income helps many of them pay their bills, save for emergencies or plan for their own vacation. The vast majority of our host community shares the home in which they live - either renting a spare bedroom, or the entire home when they head out of town for a weekend.

Starting on page 5, we have also included information about the size and growth of our community in Seattle, Tacoma, Spokane and Yakima, as well.

Airbnb Hosts Contribute More than \$7.6M in Taxes to Washington State

Another important tenet of the Airbnb Community Compact was our commitment to ensuring our host community was paying their fair share of hotel and tourist taxes. One year ago, Airbnb

¹ October 1, 2015 - September 30, 2016

started collecting and remitting certain taxes that apply to lodging on behalf of hosts statewide in Washington.

To date, we have collected more than \$7.6m in taxes on behalf of our hosts and guests in Washington State.

Our community of hosts wanted to pay their fair share. Previously, tax rules were written for big hotels with teams of lawyers and accountants, not everyday people sharing the homes in which they live. This made the tax remittance process cumbersome and challenging for our host community. By helping to collect and remit occupancy taxes on behalf of our hosts and guests through an agreement with the State of Washington, the process became easier and more streamlined for everyone.

We are pleased to share we have collected the following amount from guests over the last year:

- Washington State - \$6.6M in state taxes
- Seattle - \$1M in city taxes

The taxes collected include state and local combined retail sales tax, and all city and county-imposed taxes administered by the state on lodging, including special hotel/motel taxes, convention and trade center taxes, regional transit authority taxes, and tourism promotion area charges. This revenue is remitted to the state government on behalf of our hosts and guests on a monthly basis.

Airbnb first began collecting and remitting hotel and tourist taxes from our community in San Francisco and Portland in 2014. Since then, we have worked together with authorities in more than 200 jurisdictions globally to collect and remit more than \$110 million in tax revenue.

Moving Forward

We are proud of our work with policymakers across Washington and look forward to continue working together on collecting and remitting hotel taxes, creating economic opportunity for middle class people, support neighborhood businesses and ensure that more and more travellers can see Washington the way it was meant to be seen: through the eyes of locals.

Taxes in Washington

Collected from guests and hosts October 2015 - October 2016

Washington

\$6.6 M

State tax rate of 6.5%

Seattle

\$1 M

City tax rate of 2.1%

Overview of the Airbnb Community in Washington State

Home sharing is a powerful tool that helps hosts earn meaningful supplemental income and share the cities they love. The following page captures the Airbnb community in Washington State based on the year proceeding October 1, 2016.

Hosts

9,300

Hosts active as of October 1

\$6,900

Annual earnings for a typical host

53

Days hosted annually per typical listing

Guests

610,000

Total inbound guest arrivals

3.2 nights

Average length of stay per guest

705,000

Outbound guest arrivals

Overview of the Airbnb Community in Seattle

Home sharing is a powerful tool that helps hosts earn meaningful supplemental income and share the cities they love. The following page captures the Airbnb community in Seattle based on the year proceeding October 1, 2016.

Hosts

3,900

Hosts active as of October 1

\$8,700

Annual earnings for a typical host

74

Days hosted annually per typical listing

Guests

321,000

Total inbound guest arrivals

3.5 nights

Average length of stay per guest

363,000

Outbound guest arrivals

Overview of the Airbnb Community in Tacoma

Home sharing is a powerful tool that helps hosts earn meaningful supplemental income and share the cities they love. The following page captures the Airbnb community in Tacoma based on the year proceeding October 1, 2016.

Hosts

300

Hosts active as of October 1

\$7,000

Annual earnings for a typical host

63

Days hosted annually per typical listing

Guests

14,000

Total inbound guest arrivals

3.6 nights

Average length of stay per guest

26,000

Outbound guest arrivals

Overview of the Airbnb Community in Spokane

Home sharing is a powerful tool that helps hosts earn meaningful supplemental income and share the cities they love. The following page captures the Airbnb community in Spokane based on the year proceeding October 1, 2016.

Hosts

200

Hosts active as of October 1

\$5,300

Annual earnings for a typical host

44

Days hosted annually per typical listing

Guests

12,000

Total inbound guest arrivals

2.8 nights

Average length of stay per guest

19,000

Outbound guest arrivals

Overview of the Airbnb Community in Yakima

Home sharing is a powerful tool that helps hosts earn meaningful supplemental income and share the cities they love. The following page captures the Airbnb community in Yakima based on the year proceeding October 1, 2016.

Hosts

17

Hosts active as of October 1

\$4,200

Annual earnings for a typical host

59

Days hosted annually per typical listing

Guests

1,000

Total inbound guest arrivals

2.3

Average length of stay per guest

5,000

Outbound guest arrivals

All Definitions

Annual Earnings (Typical Host): Median value of total income earned by host during the one-year study period. Annual earnings are presented for typical hosts.

Average Length of Stay: The average length of stay per guest, rather than per trip.

Guest: Airbnb community members who stay in Airbnb listings.

Host: Airbnb community members who rent space on Airbnb.

Guest Arrivals: All guests visiting a particular location. Inbound guests includes guests who live in the same location they may have stayed in.

Listing (Active): A property listed on Airbnb. Listings may include entire homes or apartments, private rooms or shared spaces. Active Listings are all listings that appear on the website during a search. Active listings do not necessarily have availability on a particular date or at all.

Listing Types: Airbnb classifies listings as three different types: Entire Home / Apartment listings, Private Room Listings, and Shared Room Listings: **Entire Home / Apartment Listing** - A listing where the guest can rent the entire home from the host. The host is not present in the home during the guest's stay. **Private Room Listing** - A listing where the guest can rent a private bedroom within a home. The host may be present in other parts of the home during the guest's stay, and the guest may share common spaces like the kitchen, living room, and/or a bathroom with the host. **Shared Room Listing** - A listing where the guest can rent a communal space, such as a shared bedroom or a living room sofa bed, within a home. The host may be present in the home during the guest's stay, and the guest may share common spaces like the kitchen and/or a bathroom with the host.

Nights Hosted (By Listing): Total number of nights a given listing is rented through Airbnb in the study period. Only listings that were active as of the start of the study period, and had at least one booking during the study period are included, in order to present the most representative annual values for Airbnb hosting activity.

Nights Hosted (Typical Host): Median value of total nights hosted per host during the one-year study period. Nights Hosted are presented for typical hosts.

Outbound Guest: All guests from a particular location who booked an Airbnb listing, regardless of where the listing is. There may be some minor overlap between Inbound Guests and Outbound Guests. All guests associated with a particular reservation are attributed to the location of the booking guest.

Typical Host: The median host for all hosts who had at least one active listing as of the start of

the study period and at least one booking during the study period. Typical host definitions are used to calculate Annual Earnings and Nights Hosted. Presenting the median value for all hosts who were active as of the start of the study period provides the most representative values for the Airbnb host community.