

[REDACTED]

[REDACTED]

From: Roy Curnow [REDACTED]
Sent: 14 March 2017 16:55
To: Simon Davis
[REDACTED]
Subject: Fw: The Old Stables

Dear Simon,

I have been asked by my clients to forward this information regarding airbnb to you, to assist you in your deliberations. Could I ask that it be placed on file as well, please?

Regards,

Roy

Roy Curnow MA, BSc(Hons), MRTPI
Chartered Town Planner

[REDACTED]
Sent: 10 March 2017 10:00

[REDACTED]
Subject: The Old Stables

Hi Roy

I have been looking online with some facts.

Hoseasons state they have 22,000 properties in the uk, Airbnb have 40,000 active listings.

Hoseasons take 20-22% commission plus vat. Airbnb take approximately 3% plus vat. Amberley house take 17% plus vat.

I have attached a couple of screen shots to show Airbnb growth I think they have got it so wrong n it's clear they are working in a dark room. Would you pass this info to them as then if it goes to committee the councillors will see it?

Best

Frances

Sent from AOL Mobile Mail

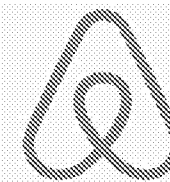
Airbnb

Online platform for rental accommodations.

Airbnb is an online marketplace and hospitality service, enabling people to list or rent short-term lodging including vacation rentals, apartment rentals, homestays, hostel beds, or hotel rooms. The company does not own any lodging; it is merely a broker and receives percentage service fees (commissions) from both guests and hosts in conjunction with every booking.^{[3][4][5]} It has over 3,000,000 lodging listings in 65,000 cities and 191 countries,^[6] and the cost of lodging is set by the host. Like all hospitality services, Airbnb is a form of collaborative consumption and sharing.

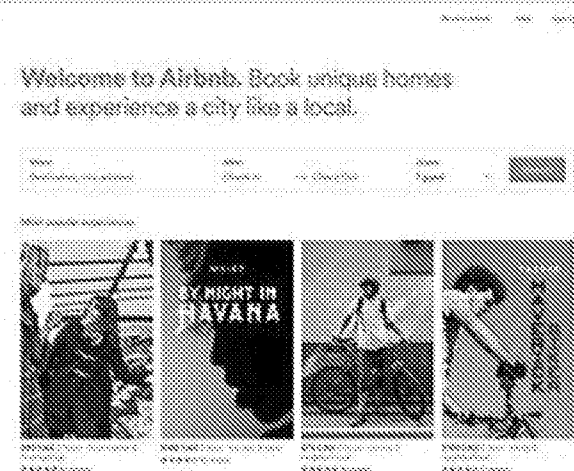


Airbnb, Inc.



airbnb

Screenshot



Type of site Privately held company^[1]

Available in 26 languages

List of languages

Bahasa Indonesia, Bahasa Melayu, Català, Dansk, Deutsch, English, Español, Ελληνικά, Français, Italiano, Magyar, Nederlands, Norsk, Polski, Português, Suomi, Svenska, Türkçe, Íslenska, Čeština, Русский, ภาษาไทย, 中文 (简体), 中文 (繁體), 日本語, 한국어

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So Airbnb is riding high, with 40,000 active listings in the UK. It soared 73% between 2013 and 2014. Accountancy firm PwC has forecast that the P2P accommodation sector will grow 31% this year, compared with 4% for B&Bs and hotels. By 2025 '50% of holiday accommodation' could be P2P.

'More than 35 million people have now had safe, positive experiences on Airbnb,' says an Airbnb spokesperson. 'In 2014 we averaged over one million guests per month.' Figures from UBS bank reckon that Airbnb had over 3% of the accommodation market in London last year, with 8% in Paris and 11% in Barcelona. A recent valuation of the company puts it at \$20bn.

Good for Airbnb. But hoteliers and B&B owners are unhappy. Airbnb and other P2P sites are leeching their clients, making hotels look old hat. 'Hotels emerged when people expected to be served,' says Greg Marsh of upmarket P2P provider onefinestay, adding: 'P2P suits the new mood of independence, autonomy and self-reliance.'

Hotels are so 20th century and P2P is fresh and exciting - but it has had a baleful influence, says David Weston, chief executive of the Bed and Breakfast Association. 'Airbnb is the global "ad in the window" and seems fluffy,' he says. 'But with breakneck growth it's trying to be the only player in the market. It has huge cash and marketing resources and is now lobbying politicians.'

Airbnb reps went to Downing Street in January to talk 'sharing economy' and Weston followed through to put his case. 'Our issue is fair competition,' he says. 'Our members put in fire doors, emergency lighting, public liability insurance, food allergens, music licensing - a host of regulations. We jump through hoops. Airbnb hosts don't.' So it's doubly irritating that the government promotes P2P and has, dubiously in his view, even recommended that ministers stay in Airbnb. It all adds up to bad news for the hotel business, adds Weston,

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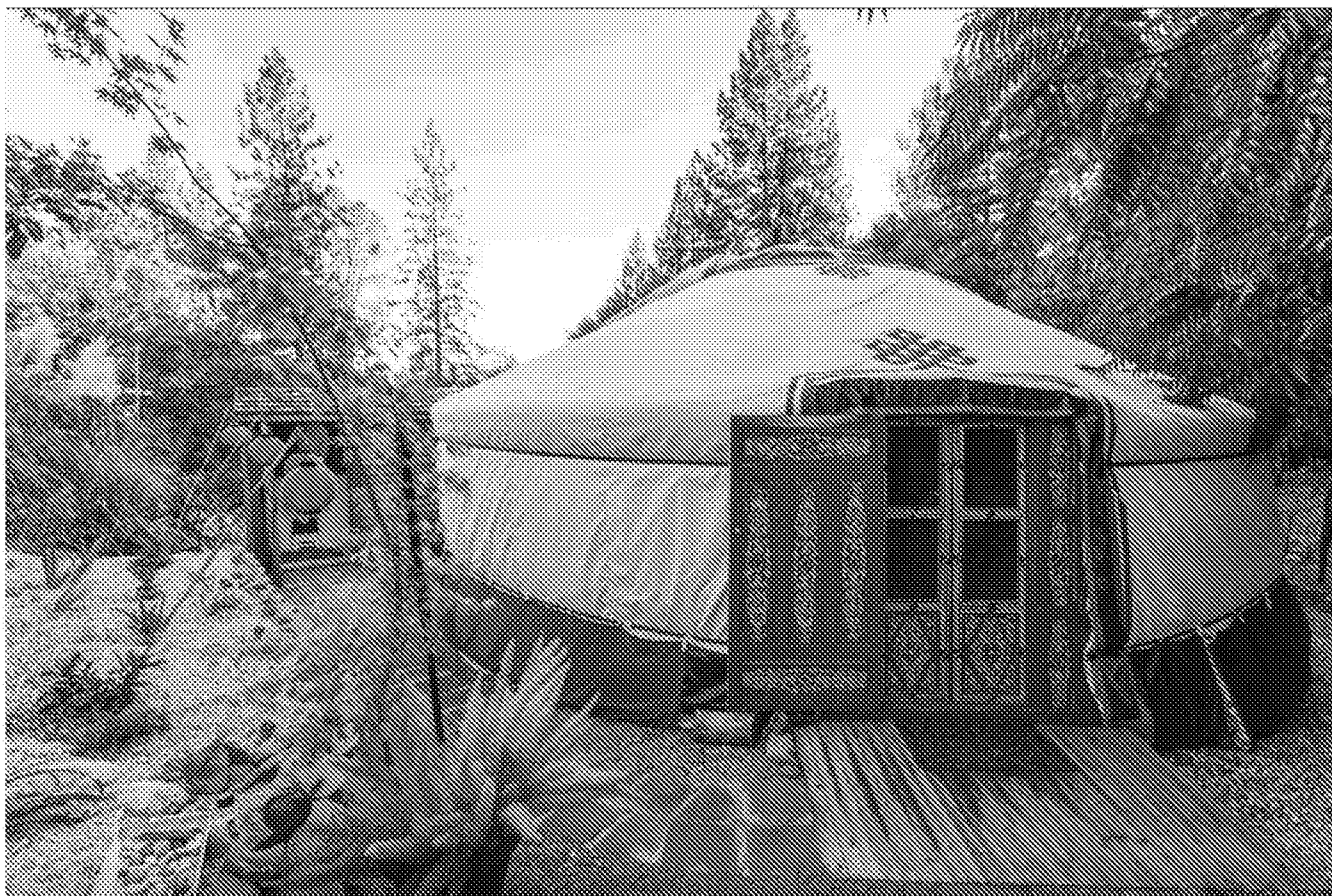
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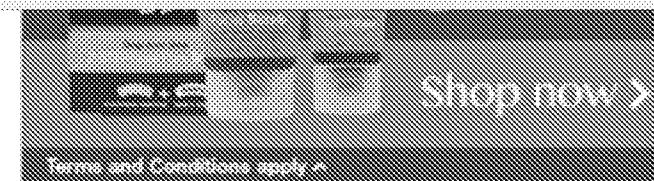
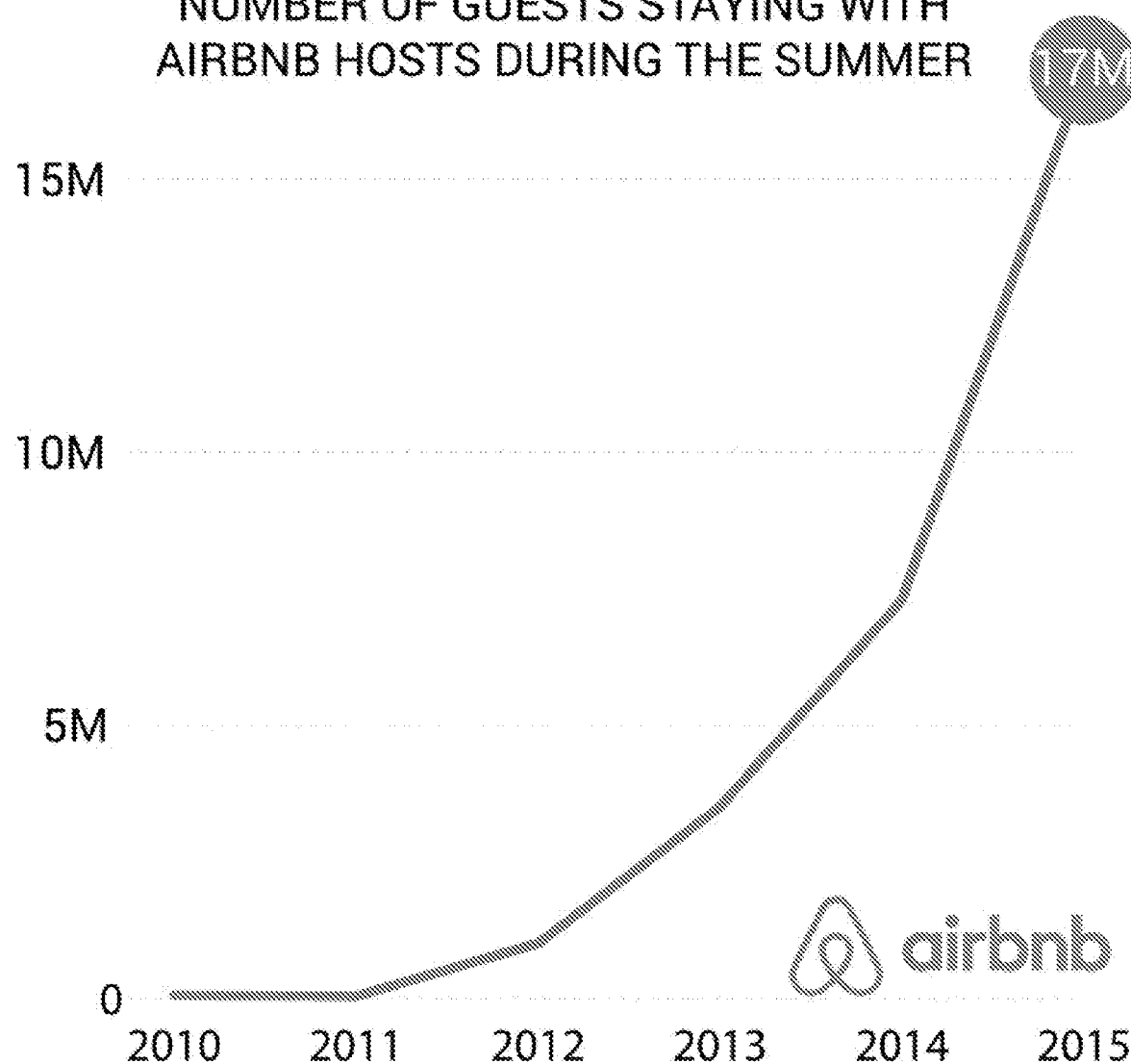
Not too shabby considering that in 2008, Airbnb's founders were turned down by all 7 Silicon Valley investors they were trying to raise just \$150,000 from at a \$1.5 million valuation.

Airbnb also shared some facts about some of its more exotic accommodations. This summer, more than 10,000 people stayed in Airbnb tree houses, over 12,000 stayed in yurts, and almost 13,000 stayed in castles.



This is one of Airbnb's yurts. Airbnb

NUMBER OF GUESTS STAYING WITH AIRBNB HOSTS DURING THE SUMMER



dadaviz.com

Dadaviz

According to the report, August 8 was the biggest night in Airbnb history, with almost one million guests staying worldwide.

Not too shabby considering that in 2008, Airbnb's founders were turned

But now a new report by Airbnb shows just how insane the growth since 2010 has actually been. In the summer of 2010, about 47,000 people stayed with an Airbnb host. Compare that to this summer, which saw almost 17 million people stay at an Airbnb.

That means that Airbnb's summer reach is 353 times what it was five years ago. Dadaviz's León Markovitz visualized what that change looks like. Here it is:

NUMBER OF GUESTS STAYING WITH AIRBNB HOSTS DURING THE SUMMER

15M

17M

10M

Homeaway



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