

TORONTO, ON

- Revenue generated by multi-unit entire-home hosts increased by 146% to now total \$38 million.
- 82% of Greater Toronto's Airbnb revenue is generated by entire-home rentals.
- 35% of Greater Toronto's units were rented out for more than 90 days in past 12 months, earning 76% of total revenues.
- Approximately 7% of Greater Toronto's Airbnb inventory was rented out for more than 180 days and generated 28% of total revenues.
- Greater Toronto's hotel sector supports approximately 17,900 full-time equivalent jobs at an average salary of \$57,000.
- Based on an analysis of cleaning revenues, it is estimated that Greater Toronto's Airbnb sector supports 248 jobs, of which 216 jobs are derived from entire-home rentals.
- In addition to 13% HST, participating hotels in Greater Toronto remit an additional 2.66% of room revenue through a voluntary DMF. It is estimated that hotel room sales generate \$271 million in consumer taxes and fees.
- Applying the same rates to Greater Toronto's Airbnb sector has the potential to generate an estimated \$17 million in consumer taxes and fees.
- Over the past 4 years, Greater Toronto's hotel sector has invested just under \$600 million in new hotel development. There is no comparable capital investment in new built Airbnb properties, as these properties are largely repurposed residential units.

GROWTH IN AIRBNB AND HOTEL SUPPLY

HOTEL ROOM SUPPLY

Year	Rooms	Y-o-Y Change
2014	42,644	
2015	43,483	2.0%
2016	43,622	0.3%
2017 F	44,157	1.2%
		1.2% CAGR

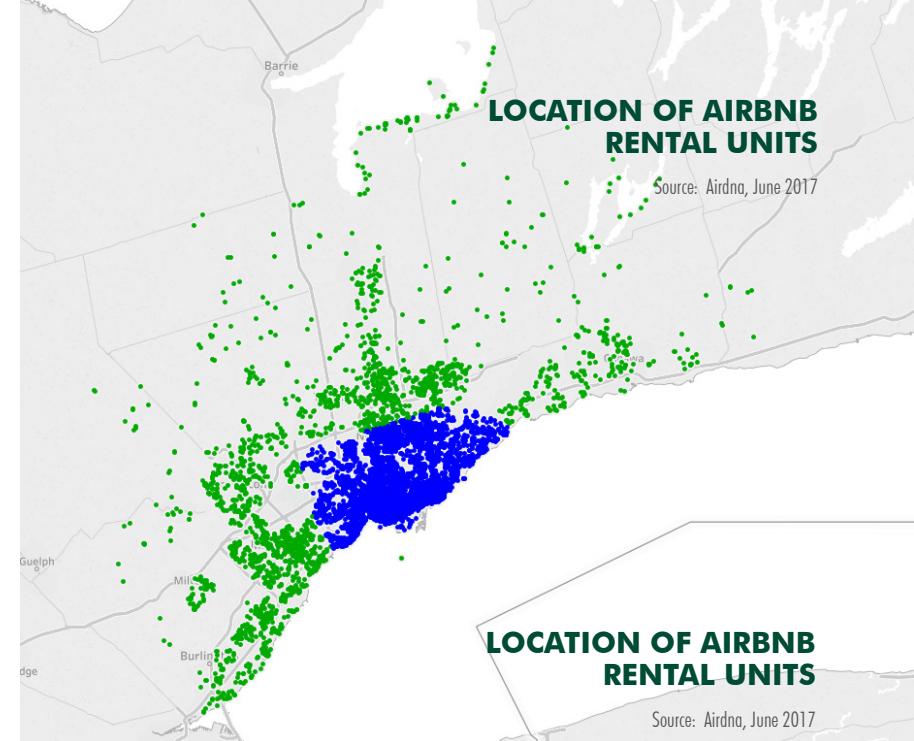
Source: CBRE Hotels

AIRBNB UNIT SUPPLY

Year	Rooms	Y-o-Y Change
2015	11,680	
2016	20,875	79%

Source: Airdna, CBRE Hotels, June 2017

OF THE 11 CANADIAN CITIES ANALYZED, TORONTO RANKS:



HOTEL/MOTEL ACCOMMODATION SUPPLY

	2014		2015			2016			2017		
	Props	Rooms	Props	Rooms	% Δ in Rooms	Props	Rooms	% Δ in Rooms	Props	Rooms	% Δ in Rooms
Toronto Downtown	65	16,605	64	17,027	3%	63	16,879	-1%	66	17,154	2%
Other Toronto	190	26,039	192	26,456	2%	194	26,743	1%	196	27,003	1%
Greater Toronto Area	255	42,644	256	43,483	2%	257	43,622	0%	262	44,157	1%

Source: CBRE Hotels

OF UNITS RENTED OUT MORE THAN 90 AND 180 DAYS

	TOTAL		UNITS		REVENUE		% UNITS			% REVENUE		
	Units	Revenue	>90 days	>180 days	>90 days	>180 days	<90 days	>90 days	>180 days	<90 days	>90 days	>180 days
Greater Toronto	20,875	\$120,369,117	7,256	1,532	\$91,899,237	\$33,720,362	65.2%	34.8%	7.3%	23.7%	76.3%	28.0%
TOTAL CANADA	100,543	\$553,618,753	32,207	5,034	\$395,333,190	\$108,349,235	68.0%	32.0%	5.0%	28.6%	71.4%	19.6%

Time Period: April 2016-March 2017
Source: Airdna, CBRE Hotels, June 2017

CONSUMER TAXES AND FEES GENERATED BY HOTEL SECTOR VERSUS AIRBNB

	DMF/Hotel/Tourism Tax Levy	PST & GST or HST on Rooms	Total Potential Taxes/Fees to the Consumer	Estimated Tax/Fee Revenue Remitted by Hotels - Rooms Revenue Only	Potential Airbnb Tax/Fee Revenue
Greater Toronto	3% Voluntary DMF	13.00%	14.05%	\$271,000,000	\$17,000,000

Source: Airdna, CBRE Hotels Estimates, Taxes on Lodging in Canada, prepared by City of Toronto, 2016 & Retail Council of Canada

AIRBNB PERFORMANCE

UNIT TYPE	HOST UNITS	April 1, 2015 - March 31, 2016			April 1, 2016 - March 31, 2017			Y-o-Y Δ		
		HOSTS	UNITS	REVENUE	HOST	UNITS	REVENUE	HOSTS	UNITS	REVENUE
Entire	1	5,950	6,245	\$32,866,023	9,346	9,872	\$61,546,560	57%	58%	87%
Homes	2+	579	2,098	\$15,341,432	1,053	4,041	\$37,741,337	82%	93%	146%
	Total	6,529	8,343	\$48,207,456	10,399	13,913	\$99,287,897	59%	67%	106%
All other		1,854	3,337	\$10,225,025	3,780	6,962	\$21,081,221	104%	109%	106%
MARKET TOTALS*		8,383	11,680	\$58,432,480	14,179	20,875	\$120,369,117	69%	79%	106%

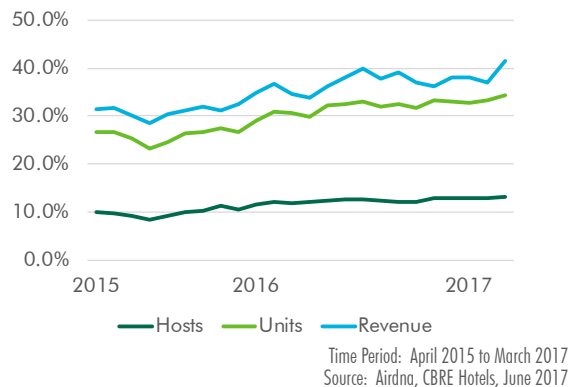
* Includes All Airbnb Rentals, including Entire Home, Private Room, Shared Room and unique property rentals
Source: Airdna, CBRE Hotels, June 2017

JOBS GENERATED BY HOTEL SECTOR VERSUS AIRBNB

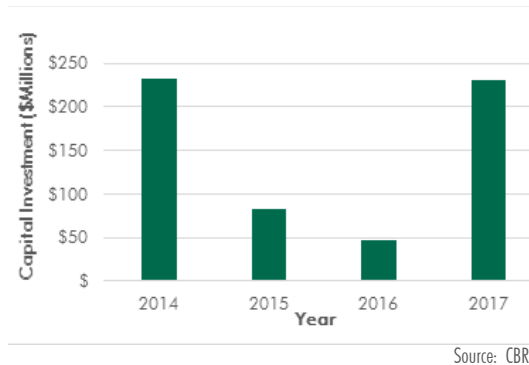
	Hotel Salaries, Wages & Benefits	Hotel FTE Jobs	Airbnb FTE Jobs Supported by Entire-Home Rentals	Total Airbnb FTE Jobs
Greater Toronto	\$1,027,000,000	17,900	216	248
TOTAL CANADA	\$6,889,000,000	191,600	930	1,037

Time Period: Hotels - 2016; Airbnb: April 2016-March 2017
FTE - Full-time Equivalent job based on 2,000 hours worked per year
Source: Airdna, CBRE Hotels, June 2017

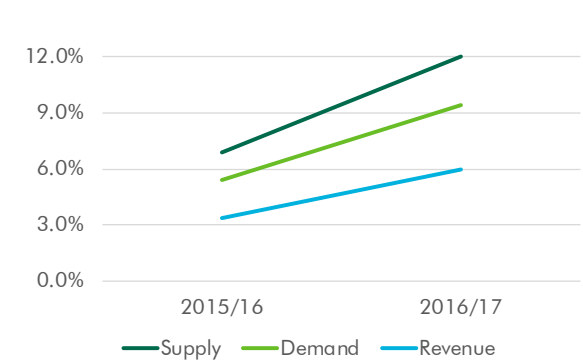
MULTI-UNIT HOSTS AS A % OF ALL ENTIRE-HOME HOSTS



TOTAL NEW BUILD HOTEL CAPITAL INVESTMENT



AIRBNB PERFORMANCE AS A PERCENT OF HOTEL PERFORMANCE



Growth In Supply, Demand & Revenue - Hotel & Airbnb

In terms of the relative size of the 2 sectors, over the past 2 years, Airbnb's performance in Greater Toronto has grown from 7% to 12% of Greater Toronto's combined hotel and Airbnb supply (2015/16 to 2016/17), with demand representing 5.4% to 9.4% of the city's combined hotel and Airbnb room nights sold. Total Airbnb revenues are approximately 6% of the combined room revenues in 2016/17, as compared to an estimated 3.4% in 2015/16.