

REGINA, SK

- Revenue generated by multi-unit entire-home hosts increased by 126% to now total \$159,000.
- 65% of Regina's Airbnb revenue is generated by entire-home rentals.
- 29% of Regina's units were rented out for more than 90 days in past 12 months, earning 70% of total revenues.
- Less than 1% of Regina's Airbnb inventory was rented out for more than 180 days and generated 2% of total revenues.
- Regina's hotel sector supports approximately 1,300 full-time equivalent jobs at an average salary of \$51,000.
- Based on an analysis of cleaning revenues, it is estimated that Regina's Airbnb sector supports 1 direct FTE job.
- In addition to 5% PST and 5% GST, participating hotels in Regina remit an additional 3% of room revenue through a voluntary DMF. It is estimated that hotel room sales generate \$13 million in consumer taxes and fees.
- Applying the same rates to Regina's Airbnb sector has the potential to generate an estimated \$90,000 in consumer taxes and fees.
- Over the past 4 years, Regina's hotel sector has invested an estimated \$164 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	3,230	
2015	3,362	4.1%
2016	3,720	10.6%
2017 F	3,860	3.8%
		6.1% CAGR

Source: CBRE Hotels

AIRBNB UNIT SUPPLY

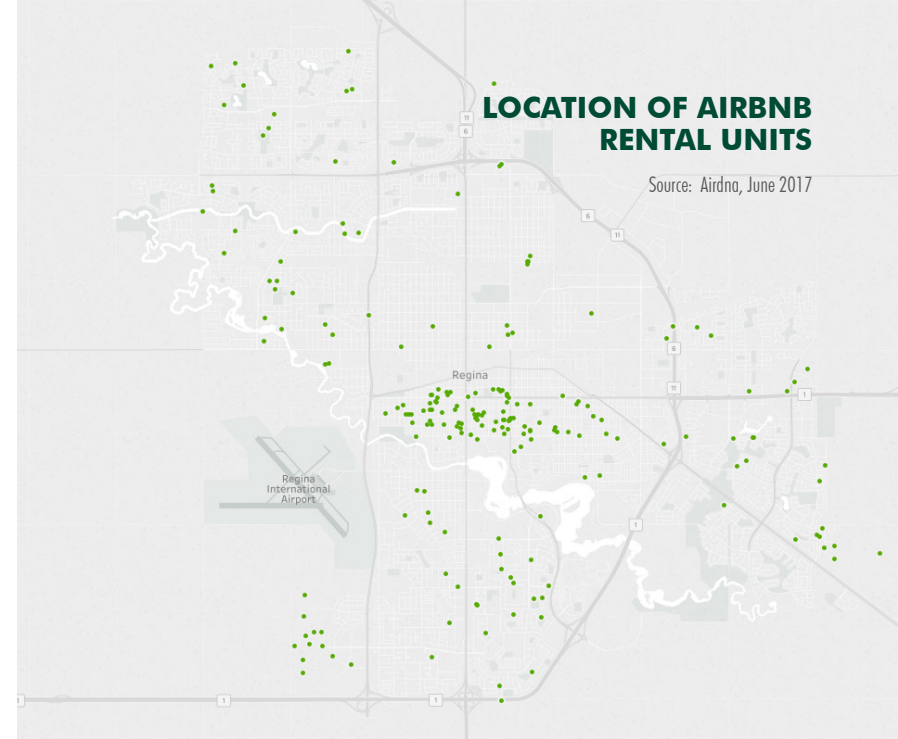
Year	Rooms	Y-o-Y Change
2015	285	
2016	183*	-36%

*Low sample size, may be due to missing months data
Source: Airdna, CBRE Hotels, June 2017

OF THE 11 CANADIAN CITIES ANALYZED, REGINA RANKS:



LOCATION OF AIRBNB RENTAL UNITS



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
Regina	28	3,230	29	3,362	5%	32	3,720	10%	32	3,860	4%

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
Regina	183	\$669,698	53	1	\$471,467	\$16,072	71.0%	29.0%	0.5%	29.6%	70.4%	2.4%
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
Regina	3% DMF, participating hotels	10.00%	13.00%	\$13,000,000	\$90,000

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	29	140	\$130,811	62	67	\$276,674	112%	-52%	112%
Homes	2+	4	20	\$70,457	8	30	\$159,017	92%	47%	126%
	Total	33	161	\$201,268	70	97	\$435,691	109%	-40%	116%
All other		32	125	\$120,401	62	86	\$234,007	96%	-31%	94%
MARKET TOTALS*		65	285	\$321,669	132	183	\$669,698	103%	-36%	108%

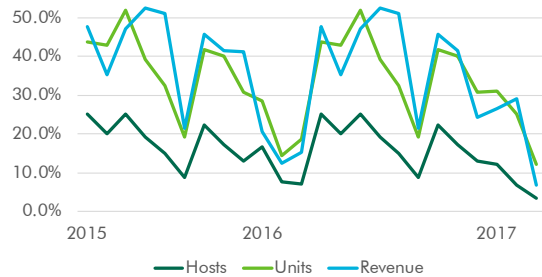
* Includes All Airbnb Rentals, including Entire Home, Private Room, Shared Room and unique property rentals
Source: Airdna, CBRE Hotels, June 2017

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
Regina	\$65,000,000	1,200	1	1
TOTAL CANADA	\$6,889,000,000	191,600	930	1,037

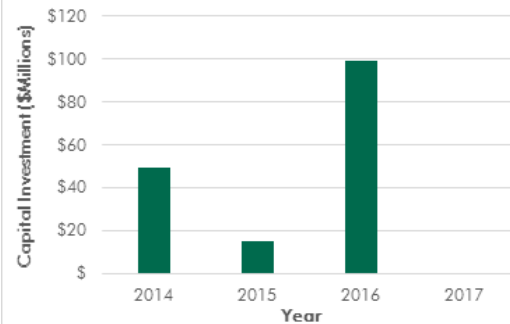
Time Period: Hotels - 2016; Airbnb: April 2016-March 2017
FTE - Full-time Equivalent job based on 2,000 hours worked per year
Source: Airdna, CBRE Hotels, June 2017

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



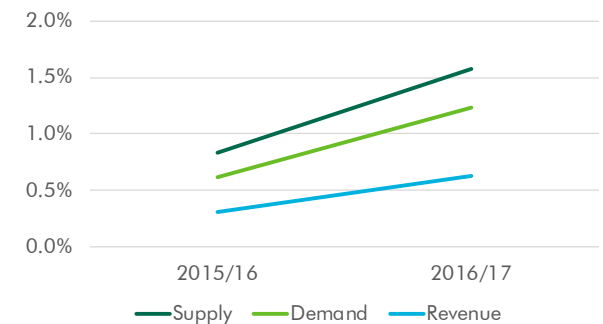
Time Period: April 2015 to March 2017
Source: Airdna, CBRE Hotels, June 2017

TOTAL NEW BUILD HOTEL CAPITAL INVESTMENT



Source: CBRE

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 Regina has grown from less than 1% to 1.6% of Regina's combined hotel and Airbnb supply (2015/16 to 2016/17), with demand representing less than 1% to 1.3% of the city's combined room nights sold. Total Airbnb revenues are approximately 0.6% of the combined room revenues in 2016/17, as compared to an estimated 0.3% in 2015/16.