



Please attach to Agenda Item 11.i for the September 30, 2025 Hermosa Beach City Council meeting

From jimnholt [REDACTED]
Date Tue 9/30/2025 12:45 PM
To City Clerk <cityclerk@hermosabeach.gov>
Cc Mayor Rob Saemann <rsaemann@hermosabeach.gov>; Mayor Pro Tem Mike Detoy <mdetoy@hermosabeach.gov>; Councilmember Ray Jackson <rjackson@hermosabeach.gov>; Councilmember Michael Keegan <mkeegan@hermosabeach.gov>; Councilmember Dean Francois <dfrancois@hermosabeach.gov>; Steve Napolitano <snapolitano@hermosabeach.gov>

2 attachments (8 MB)

Hawaii+County+STVR+Study.pdf; HBCC 3.25.2025 17d Transcript.pdf;

You don't often get email from [REDACTED]. [Learn why this is important](#)

City Clerk,

Please attach the body of this email and the three attachments listed below to [Agenda Item 11.i for the September 30, 2025 Hermosa Beach City Council meeting](#), and distribute to the Council as supplemental correspondence.

Attachments:

- County of Hawai'i: Economic Impact Study on Short-Term Vacation Rentals (June 2025)
- Hermosa Beach City Council Transcript (March 25, 2025, Item 17.d)

Thank you for adding these materials to the agenda record for tonight's meeting.

Sincerely,
Jim Holtz

Honorable Mayor, Councilmembers, and Staff

I am writing this after reviewing the County of Hawai'i: **Economic Impact Study on Short-Term Vacation Rentals (June 2025)**.

This **neutral, public, data-driven government study stands in contrast to advocacy materials promoted by [Better Neighbors LA](#) a regional coalition created by hotel workers' union [Unite Here Local 11](#) with the goal of eliminating short-term rentals (STRs) through complete bans.**

My goal is to identify where the study's evidence **counters claims made in recent Hermosa Beach City Council discussions** and advocacy testimony.

Background: Neutral Study vs. Advocacy Claims

Unite Here Local 11 is motivated by their belief that removing STRs strengthens job security for its members and formed Better Neighbors LA to pursue that objective, calling for outright bans.

Better Neighbors LA commissioned Professor David Wachsmuth of McGill University, selected for alignment with their anti-STR policy stance, to produce research supporting their position.

Both Unite Here Local 11 and Better Neighbors LA regularly appear at city and California Coastal Commission meetings whenever STR policy is on the agenda, promoting the McGill analysis and repeating the same claims.

These submissions are advocacy pieces, not neutral evaluations.

Hermosa Beach Context: Unsubstantiated

Assumptions vs. Data

At the **March 25, 2025 HBCC meeting ([Agenda item 17.d](#))**, the Council read in full a letter from Mr. Anthony Higgins supporting the ban on STRs in Hermosa Beach.

The author is entitled to his views, but the letter relied on unsubstantiated assumptions and was treated as factual.

For example, it asserted that allowing STRs would 'further reduce [housing] supply and drive-up costs' and implied that STRs are predominantly corporate-owned.

The neutral Hawai'i study tests such assumptions with surveys and measured data.

Where the Higgins letter asserts, the study provides evidence.

Notably, this perspective is reinforced by the California Coastal Commission's recent findings.

In public briefings, Commission staff have noted that findings from big-city STR research, including the Better Neighbors LA-commissioned McGill study, **do not map cleanly to coastal settings**, and they emphasized that cutting STRs alone **does not produce affordable housing**.

In other words, data-backed analysis, not assumptions, should guide policy.

Summary of Hawai'i County Visitor Demand and Economic Impact Report

STRs are a major part of the visitor economy: In 2023, **43.7%** of Hawai'i Island visitors stayed in STRs, **contributing roughly \$1.3 billion to the local economy and generating over \$17.7 million in Transient Accommodations Tax (TAT) and \$7.1 million in General Excise Tax (GET) revenues.**

Hawai'i STR guests currently pay a combined 17.75% tax. (10.25% state TAT + 3% county TAT + 4.5% GET)

The combined rate is scheduled to rise to 18.5% on January 1, 2026.

- Visitor demand is not fully replaceable by hotels:** Survey data show that if STRs were unavailable, **24% of STR visitors would not have made the trip at all**, a loss of nearly one-quarter of the lodging, food, transportation, shopping, and entertainment spending those visitors bring.

The remaining visitors would disperse among accommodations (26% to luxury/full-service hotels, 19% to timeshares/condos, 14% to limited-service hotels, etc.), meaning there is no one-for-one replacement. In short, prohibiting STRs would **turn away a significant share of visitors outright** and redistribute others in a way that leaves a gap in demand.
- Visitor behavior and spending:** Over 60% of Hawai'i STR guests engage in nature-based recreation (hiking, watersports, etc.), similar to what visitors to a beach town like Hermosa value.

Many trips are **family or group-oriented**: nearly **40% of travel parties have 4+ guests and 73% of visitors stay 3–7 nights**.

On recent trips, a majority of STR users (around 74%) rented an entire home/unit, while smaller shares chose a hosted or shared unit.

Eight in ten STR guests reported being **more likely to frequent local shops, restaurants, and attractions** during their stay, reflecting how STRs drive business to local establishments.

Visitors staying in STRs spend **~\$131.50 per person per day** off-site on food, transport, shopping, and entertainment – directly benefiting local businesses.
- Market scale and accommodation gaps:** There were **8,008 active STR listings on Hawai'i Island as of March 2025, compared to 6,816 hotel rooms**.

Both the STR sector and hotel sector each generate over \$700 million in annual room revenues.

This shows that a large STR sector can co-exist with traditional lodging. STRs tend to serve budget-conscious travelers and larger groups **that hotels may not fully accommodate** (hotels on the island skew toward high-end resorts).

Housing Market and Community Impacts

- STRs are geographically concentrated (not in every neighborhood):** Most STRs on Hawai'i Island are located in designated resort zones or high-tourism submarkets, rather than being spread uniformly through residential neighborhoods.

In Hermosa, by analogy, when STRs were legal, they were largely in the Coastal Zone rather than in strictly residential zones.

This targeted concentration means STR impacts (and regulations) can

be focused where tourism activity already exists, rather than assuming a citywide neighborhood disruption.

- **Minimal conversion to long-term housing if STRs are banned:** A key finding is that **only 4% of Hawai'i STR owners would definitely convert their unit to a long-term rental if STR use were eliminated, while 68% said they would not.**

In other words, more than two-thirds of owners simply **would not put their homes into the long-term market** if they couldn't use them for STRs.

This data-driven evidence strongly refutes the assumption that banning STRs would free up a significant number of units for local housing, *it would not.*

The vast majority of these homes would **likely sit unused, sporadically used by the owners, or otherwise remain off the long-term rental market.**

- **Local buyers still dominate home sales:** Despite claims that STR investors are buying up all the homes, the data show local residents are still the primary home buyers.

In 2024, **60% of homes on Hawai'i Island were purchased by local buyers** (down slightly from 64% in 2023).

Mainland buyers accounted for most of the remainder, while foreign buyers were around 1% of purchases.

This counters the narrative that STR-focused outsiders are taking over the housing stock, the majority of real estate transactions remain local.

Outside the Hawai'i study: Hermosa Beach could evaluate a minimum ownership period before STR eligibility (for example, three years) as a policy option.

This would stifle prospects from buying up homes to convert to STRs.

- **Community sentiments and neighborhood character:** According to resident surveys, **53% of Hawai'i Island residents said STRs have *not* changed their neighborhood's character or dynamics.** Similarly, **61.82% said STRs have not affected their ability or decision to rent or purchase a home.**

A majority of residents (~60.66%) report experiencing **no noise, traffic, or disruption** due to STRs in their vicinity.

For perspective, a family of four living in a home might use three or four cars, whereas the same family on vacation in one STR typically rents only one car, visitor groups are not necessarily louder or more traffic-heavy than residents.

Most residents also do not link STRs to infrastructure strain or environmental degradation: **57.47% see no strain on local infrastructure from STRs**, and ~60% do *not* associate STRs with negative impacts on natural resources.

These findings suggest that the often-cited "nuisances" of STRs are not a universal experience and that **many residents do not perceive**

STRs as undermining neighborhood livability.

Because Hermosa Beach's housing is significantly denser than on Hawai'i Island, limiting STRs to a capped number in the Coastal Zone would likely produce fewer neighborhood impacts.

Outside the Hawai'i study (illustrative): Limiting STRs to 2% of roughly 10,000 homes citywide (~200 units) and dispersing them only within the Coastal Zone would average **~0.8 STR per block face** in the Coastal Zone, or **~2 per block face** if limited to addresses west of Hermosa Avenue.

- **Public favors rules, not blanket bans:** Significantly, the community supports **targeted regulations** to address STR impacts **rather than prohibitions**.
Roughly 67% of residents would support STRs if the associated taxes and fees were dedicated to local infrastructure and community programs, and 65% would support STRs if strong noise control rules were enforced.
In other words, **about two-thirds of people favor a regulated approach** (with benefits to the community and quality-of-life safeguards) **over a ban**.
This mirrors the policy direction many jurisdictions take: allow STRs within reasonable limits, enforce rules against bad actors, and reinvest STR tax revenue locally.

STR Owners and Operations

- **Profile of STR owners:** The Hawai'i study finds that the **STR market is dominated by "mom-and-pop" operators**, not large corporations. **More than 75% of STR owners operate just one rental unit**, and **54% rely on their STR income to cover housing costs**.
Only 20% view their property purely as an investment.
This proves that **the vast majority of STRs are not corporate-owned**, they are owned by individuals or families, often renting out their primary or second home to make ends meet.
- **Management and local spending: 69% of owners self-manage their STRs** (as opposed to using a property manager). This means the revenue and upkeep expenditures flow directly through local owners, who in turn hire local services.
STR operations routinely engage a wide array of local vendors between guest stays, creating steady demand that typical long-term rentals do not.
These services include house cleaners and turnover teams, maintenance techs and handypeople, locksmiths, window cleaners and power-washers, electricians, plumbers, appliance repair technicians, renovation contractors, Wi-Fi/IT specialists, professional photographers, interior designers, commercial laundry services, property managers, accountants, and more.

The cadence of frequent guest turnover translates into more regular work for these local service providers (much more than an owner-occupied or long-term rental home would generate).

In essence, **each STR supports a mini-ecosystem of local jobs** for hospitality support.

- **Jobs supported:** Every STR unit sustains approximately **1.6 full-time jobs and 4 part-time jobs** on the island, when considering direct and indirect employment (cleaners, repair services, retail, dining, etc.). This figure is derived from economic modeling in the study. By comparison, a single hotel room does not necessarily generate the same level of distributed local employment (hotels centralize some services on-site, whereas STRs hire out in the community). The takeaway is that STRs meaningfully contribute to employment across various sectors.
- **Resident participation:** It's also worth noting that most residents are not personally involved in STR activity. **About 77% of Hawai'i County residents have no affiliation with any STR** (neither owning nor operating one). And there is not a big wave of new STR operators waiting in the wings: **72% of residents say they are unlikely to make their home available as an STR in the next 12 months.** These figures indicate that the pool of STR hosts is limited and relatively stable, the majority of homeowners are not suddenly turning their houses into STRs, contrary to some fears. This also explains why there are only nine STRs out of a small pool of 212 homes in the Hermosa Beach Commercial Zone. (per City staff, HBCC September 9, 2025, Item 16.a)

Broader Evidence and Case Studies

Experience from other jurisdictions reinforces these findings.

Comparative research and real-world case studies have found **no clear evidence that STR bans lead to significant housing affordability gains.**

Even where thousands of STR listings have been removed, the housing market outcomes have not improved as advocates suggest.

- **New York City's STR crackdown:** New York's implementation of Local Law 18 (a strict STR registration and enforcement regime) two years ago effectively eliminated most short-term rentals in the city almost overnight. Before the law, NYC had roughly 40,000 Airbnb listings. As of mid-2024, only ~2,200 registrations had been approved, a massive drop in STR supply. **After two years, there has been no meaningful increase in long-term rental supply or vacancies, and rents remain near record highs.** In fact, analysts found that *rental growth continued in neighborhoods*

that had high Airbnb concentrations, even after the STR listings were removed.

In short, **New York's STR ban did not improve housing availability or affordability**, it simply removed one option for visitors, with no measurable benefit for local renters.

- **Bans don't solve the housing crisis:** This conclusion is echoed by housing experts and acknowledged even by officials who favor STR restrictions.

Hawai'i's Governor Josh Green noted that if O'ahu "got rid of vacation rentals entirely, rents and prices would drop by ~5%.

So even if we achieve that, O'ahu would still have among the highest housing prices in the country, which wouldn't solve the housing crisis." In other words, eliminating STRs is at best a minor tweak to housing economics in high-demand areas, it is **not a silver bullet for affordability**.

The California Coastal Commission's staff reached a similar bottom line in 2024: **reducing or restricting STRs alone will not create affordable housing** in coastal communities.

Complex housing shortages require broader solutions; scapegoating STRs does not materially expand affordable inventory.

Economic risks of STR bans: It's important to recognize the economic trade-offs of prohibition.

The Hawai'i study modeled the impact of an outright STR ban on the island's economy.

The results are eye-opening: a full ban would forfeit **over \$110 million in annual lodging revenue and \$135 million in annual visitor spending** that STR guests currently generate.

The County would lose more than **\$3.35 million in TAT revenue each year**. Such a ban would also eliminate an estimated **12,000+ full-time jobs and 30,000+ part-time jobs** tied to the STR sector.

While some of this activity might be recaptured by hotels, the study concludes it is *unlikely that all employment would be regained*.

In sum, banning STRs comes at a **steep cost** to the local economy and workforce, costs that must be weighed against speculative housing benefits that, as data shows, are minimal.

Fiscal benefits of better compliance: Rather than bans, the Hawai'i study points to strengthening registration and tax compliance as a win-win approach.

Hawai'i County discovered a large compliance gap: **~3,500 units are registered out of ~7,925 estimated STR units**, indicating roughly 4,400 unregistered STRs.

Due to under-reporting, the County is **missing out on an estimated \$12 million in TAT and \$1.6 million in GET revenues annually** from STRs.

This gap can be addressed through better enforcement tools.

California's new **SB 346** law, for example, allows cities to require hosting platforms to share address-level listing information and display local permit and tax IDs.

Implementing SB 346 in Hermosa Beach could enable the City to identify illegal STR listings and ensure all operators are remitting Transient Occupancy Tax (TOT).

In other words, **effective regulation and data sharing can close the revenue gap** without resorting to a ban.

Because residential STRs are currently prohibited, homeowners lack a practical path to register and remit TOT for short stays.

Creating a compliant remittance pathway would allow the City to capture revenue if policy changes.

This is something the City should address before SB 346 goes into effect in order to capitalize on the unrealized TOT payments to the city.

Conclusion and Attachments

Hermosa Beach is, of course, not the Island of Hawai'i.

The markets differ in scale and context.

However, there are instructive parallels: **Both are coastal visitor economies where family and group access matters.**

Both have high-value coastal housing and a prevalence of second homes, meaning automatic conversion of STRs to long-term rentals is unlikely.

Both face questions about neighborhood quality-of-life that should be answered with *data*, not assumptions.

And both can improve fiscal outcomes through better registration, data-sharing, and practical compliance measures.

Thank you for considering a data-driven approach. The attached documents provide the complete context and source data behind these points. I am available to discuss any detail you wish.

Sincerely,

Jim Holtz

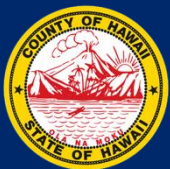

Attachments:

- **County of Hawai'i: Economic Impact Study on Short-Term Vacation Rentals (June 2025).** Government-commissioned analysis of STR impacts on the Hawai'i Island economy, housing market, and community.
- **Hermosa Beach City Council Transcript (March 25, 2025, Item 17.d).** Meeting transcript where STR regulations and the Anthony Higgins letter were discussed.

hunden partners

COUNTY OF HAWAI'I
Economic Impact
Study on Short-Term
Vacation Rentals

June 2025



COUNTY OF
HAWAII



Who we are

We are the leading global advisor in place strategy—where tourism development, economic development, and real estate development intersect.

With professionals in Chicago, New York, Dallas, and Minneapolis, Hunden provides a variety of services for all stages of destination development.



\$20B

in projects successfully developed and/or in progress

>1K

studies & processes. Of these, **over 80%** are for public sector or DMO clients



200+

youth sports complex, professional stadium & arena studies



600+

conference, convention, event center & hotel studies



Table of Contents

Executive Summary	04
Hotel Market & Visitor Trends	13
Short-Term Vacation Rental Overview	20
Housing Market Overview	26
Survey & Interview Feedback Analysis	32
Case Studies	37
Impact	56
Implications	59
Appendix	64



Executive Summary Overview



Process
overview



Data
analysis



Survey &
interview
feedback



High-level
recommendations
& implications

Project Introduction

The County of Hawai'i has engaged Hunden Partners to conduct an economic impact study focused on the role and implications of short-term vacation rentals (STVRs) across Hawai'i Island. Directed by Hawai'i County Council Resolution 556-24, the study is designed to provide a data-driven understanding of how STRs affect the local housing market, economy, tourism dynamics, and residents' quality of life.

The Project will incorporate the latest legislative developments, housing and tourism trends, and stakeholder perspectives to assess the current and future impacts of STRs. Hunden's work will include housing affordability and availability analysis, economic and fiscal modeling, visitor behavior research, and case study comparisons, to inform policy decisions. The study will support County leaders in evaluating the optimal approach to STVR regulation and long-term community development strategy.



Resolution 556-24

Hawai'i County Council Resolution 556-24 directs the County's Department of Research and Development to procure a comprehensive study on the economic and fiscal impacts of the transient accommodation rental industry, commonly known as short-term vacation rentals (STVRs), within Hawai'i County.

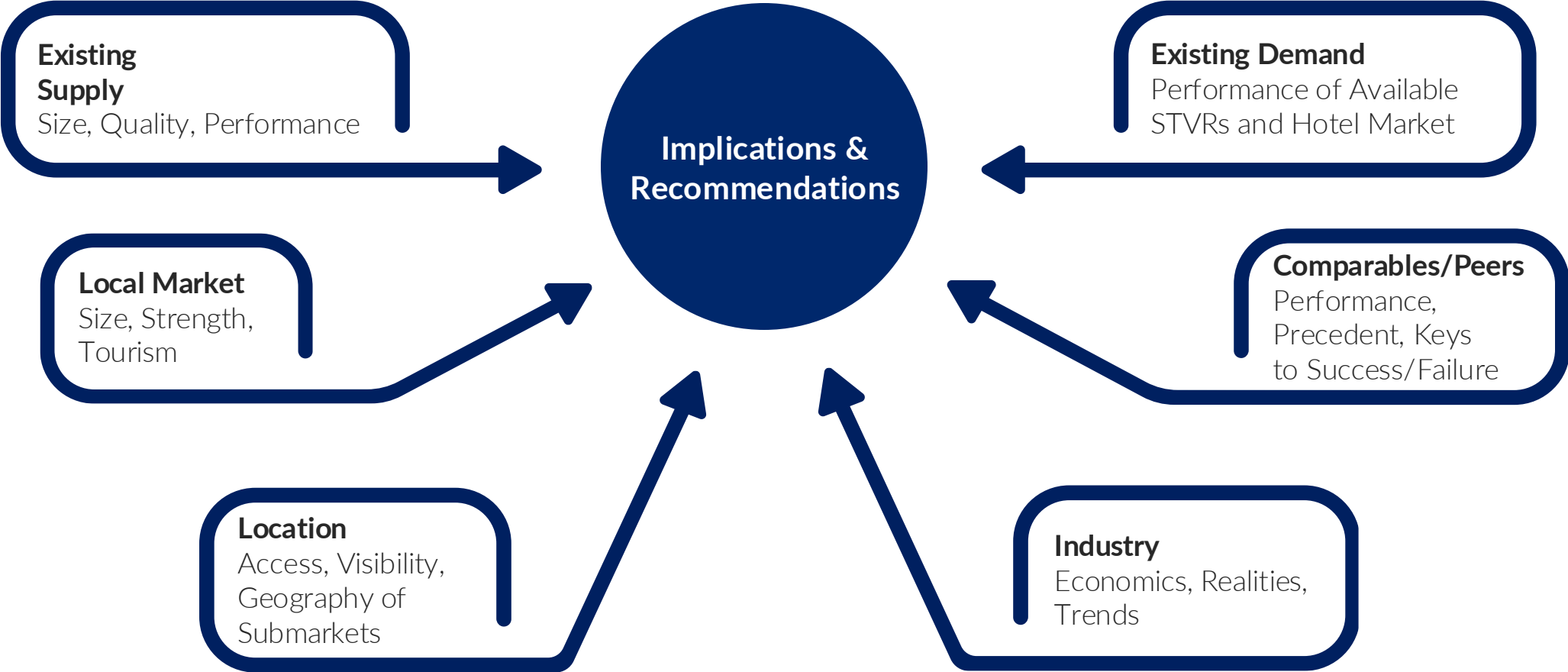
Over time, Hawai'i's tourism industry has expanded through the rise of hosting and booking platforms, offering a wider range of accommodations to meet diverse visitor needs. STVRs have allowed residents to become entrepreneurs, generating income that supports families and local reinvestment. A 2024 report by Kloninger & Sims found that in 2023, 43.7 percent of visitors to Hawai'i Island stayed in STVRs, contributing an estimated \$1.3 billion to the local economy and generating more than \$17.7 million in Transient Accommodations Tax and \$7.1 million in General Excise Tax revenues.

Given the presence of STVRs in Hawai'i County, there is a need to evaluate their economic and fiscal impacts, including effects on tax revenue, employment, economic activity, housing affordability, neighborhood character, infrastructure, public services, and local businesses. The assumption that existing STVRs could be converted to long-term housing if phased out or restricted requires further assessment. To support informed policymaking, the County seeks a comprehensive economic and fiscal impact study to assess these issues from all stakeholder perspectives.

The study is expected to evaluate the following:

- **Data Analysis Using AirDNA:** Examine daily listings, occupancy, pricing, geographic distribution, ownership proximity, number of structures, market value, and other metrics.
- **Economic Contributions:** Measure direct and indirect contributions of STVRs to the County's economy.
- **Housing Market Impact:** Analyze the influence of STVRs on housing availability and affordability.
- **Conversion Feasibility:** Assess whether STVR units could realistically be converted into long-term rentals.
- **Stakeholder Engagement:** Involve STVR hosts, local businesses, housing advocates, and industry reps to ensure well-rounded input.

Study Methodology



Market Snapshot

Below is a snapshot of Hawai'i Island's housing market, visitor statistics, hotel market, and short-term vacation rental (STVR) sector, based on data from the Department of Business, Economic Development & Tourism (DBEDT), Azira, Smith Travel Research, AirDNA, and other sources. Further details on each section are provided throughout the study.



HOUSING

Housing Units: 92,660
Median Sale Price: \$610K
Homes for Sale: 1,247
Homes Sold: 159



VISITOR

Visitor Arrivals: 1,735,821
Visitor Spending: \$3.23B
Non-Lodging Visitor Spend:

- **F&B:** \$52.10
- **Ent & Rec:** \$23.00
- **Transportation:** \$22.80
- **Shopping:** \$25.00
- **Other:** \$8.60

Total: \$131.5



HOTEL

Hawai'i County Hotels: 55
hotel properties totaling
6,816 rooms

Occupancy Rate: 68.2%

Average Daily Rate (ADR):
\$429.80

**Revenue Per Available
Room (RevPAR):** \$293.17



STVR

Active Listings: 8,008
Occupancy Rate: 65%
Average Length of Stay: 4.3
Days

Average Daily Rate (ADR):
\$379.05

Top Markets by Listings:

- Kailua Kona
- Waikoloa
- Keaau

Survey Findings

As part of this study, Hunden Partners surveyed residents, visitors, and property owners to capture perceptions, behaviors, and impacts of STVRs. The findings reveal key trends in housing, tourism, and quality of life that directly inform the study's economic, social, and policy analyses. A detailed breakdown of each survey's results is provided in a later section of this report.

RESIDENT SURVEY

1,726 RESPONSES

87%

Identified as Full-Time Residents

12%

Identified as Native Hawaiian

41%

Reside in Hawai'i County for more than 20 years

77%

Do not affiliate with an STVR unit in any way

SUPPLY SURVEY

688 RESPONSES

40%

Rent a unit that is their secondary home

28%

Rent their primary residency

20%

Rent out a unit as an investment

69%

Self-manage their STVR unit(s)

DEMAND SURVEY

101 RESPONSES

41%

Stayed in STVRs

24%

Would not come if there was not STVRs

60%

Took part in nature-based experiences

40%

Were groups of four people or more

Summary of STVR Impacts

The following section outlines the economic impact of STVRs on Hawai'i Island in 2024, drawing from survey data, market research, and state economic benchmarks:

- In 2024, STVR lodging revenue on Hawai'i Island is estimated at approximately \$710 million, comparable to total hotel room night revenue on the island.
- According to the demand-side survey, 41 percent of visitors surveyed stayed in STVRs.
 - STVRs contribute significantly to the island's tourism economy through spending on food & beverage, transportation, shopping, and entertainment. According to the DBEDT, average per-person daily spending outside of lodging is \$132.
 - Based on AirDNA data and survey responses, this equates to a total estimated economic impact of \$565 – \$862 million on the island from STVR spending outside of lodging.
- Survey results show that 24 percent of STVR users would not travel to Hawai'i Island if this lodging option were unavailable.
 - This would represent a loss of \$112 million to \$170 million in annual STVR lodging revenue that would not be recaptured.
 - For Hawai'i County, this equates to \$3.35 million to \$5.11 million in foregone Hawai'i County Transient Accommodations Tax (HCTAT) revenue annually.
 - Non-lodging visitor spending losses would range from \$136 million to \$207 million if STVR restrictions were implemented.
- From a labor perspective, the supply-side survey found that each STVR unit supports an average of 1.6 full-time and 4 part-time employees. Limiting STVR operations would not only reduce visitor spending and owner income, but also eliminate jobs and wages tied to the STVR sector.
 - Based on average 2024 listings, this would equate to a loss of more than 12,000 full-time jobs and more than 30,000 part-time jobs. While some of these jobs may be absorbed into the hotel market, it is unlikely that all employment would be recaptured.

Implications

Based on comprehensive market research, including three separate surveys targeting supply (STVR owners and operators), demand (visitors), and residents (Hawai'i County residents), Hunden has triangulated the findings to assess the impacts and implications of the STVR industry on the County.

- Survey results show that if STVRs were unavailable, **24 percent of visitors would not have made the trip**, 26 percent would have stayed in a full-service or luxury hotel, 19 percent would have rented a timeshare or condo, and 14 percent would have chosen a limited-service hotel. **This indicates that restricting STVRs would result in a loss of close to one fourth of the lodging, food & beverage, transportation, shopping, and entertainment spending attributed to STVRs.**
- The Hawai'i County STVR market primarily appeals to budget-conscious travelers, larger groups, and frequent STVR users, while the hotel market is dominated by luxury properties catering to more affluent visitors.
- All visitors surveyed, regardless of lodging type, prioritized nature-based outdoor recreation. **STVR visitors were more likely by 79 percent to engage in these activities as well as local culture.** With the growth in wellness tourism and related trends nationally, Hawaii County is poised to continue to grow in this space, as wellness and community well-being remain central to the Hawai'i Island Tourism Strategic Plan.
- If STVRs were restricted on the island, only **4 percent of owners and operators would definitely convert their listed units to long-term rentals**, while 68 percent indicated they would not. **This suggests that the likelihood of STVRs converting to long-term housing for residents is minimal.**
- Both **hotel and STVR lodging revenues exceed \$700 million annually on Hawai'i Island**, with additional daily visitor spending averaging more than \$130 per person. Most STVRs are concentrated within designated Resort Zones.
- **Resident sentiment toward tourism is largely positive**, with respondents recognizing its importance to the local economy, job creation, and cultural vibrancy. Most do not believe STVRs have negatively impacted their neighborhood or quality of life. While 56 percent perceive that housing costs and availability have increased due to tourism, 61 percent said STVRs have not deterred them from renting or purchasing property.
- More than 75 percent of STVR owners operate only one rental unit, and **54 percent rely on the income to cover housing-related costs**. Only 20 percent of owners view their property as a pure investment, **suggesting that most STVRs are operated by individuals with a personal financial stake rather than large-scale investors.**

Recommendation

Based on this study's findings, STVRs contribute significant economic value to Hawai'i County and its communities. Resident survey respondents indicated that the community is largely in support of tourism and understands the importance of visitor spending to local economy and quality of life. Additionally, case studies of STVR policies worldwide have not identified substantial data that proves bans successfully addressed housing issues. The economic value of the STVR industry is substantial, and a county-wide ban would not be in the best interest of the county's economy and community at large.

Instead, Hunden recommends that Hawai'i County continues to enable STVRs while building on the existing 2020 – 2025 Hawai'i Island Tourism Strategic Plan, which seeks to align tourism growth with residents' quality of life in a sustainable, community-based manner. Drawing on demand and supply survey results, Hunden proposes the following four goals:

1. Continue to closely monitor STVR usage and supply growth on a bi-annual basis

2. Achieve 100% compliance with STVR registration to ensure the economic benefits are captured on the island and to the County

3. Consider implementing strategic development guidelines for STVRs located within resort zones versus those located outside of such zones

4. Explore public-private partnerships to develop housing for local residents, ensuring that community members receive prioritized access to inexpensive housing

These initiatives would strive to achieve balance between the economic benefits of the STVR industry with community well-being and neighborhood integrity. No single finding should be interpreted in isolation; readers must consider the systemic context—including Hawai'i Island's unique geographic, cultural, and economic conditions—and acknowledge that no ideal model exists and many uncertainties remain.

Hotel Market & Visitor Trends



Luxury Hotel Market



REVENUE GROWTH

As of 2024, U.S. RevPAR is 16 percent above 2019 levels, driven primarily by price increases, with ADR now 21 percent higher than in 2019.



BRANDED HOTELS

Since 2019, major branded hotel groups have seen double-digit growth in market share, driven by operational efficiencies, loyalty programs, and acquisitions of independent hotels.



DEMAND FOR QUALITY

Luxury and Upper Upscale hotels have experienced increased room demand. Meanwhile, economy hotels have experienced a decline in RevPAR and room demand.



LEISURE & GROUP DYNAMICS

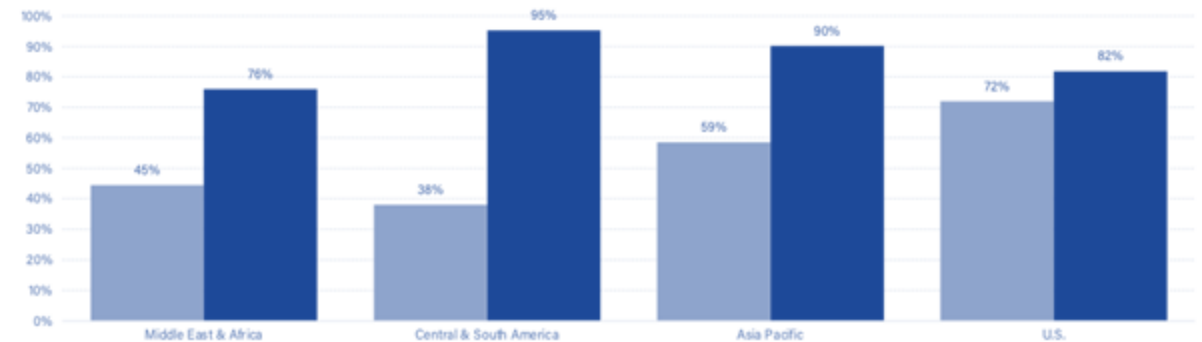
Leisure travelers are increasingly drawn to international destinations due to the strong dollar and pent-up demand following Covid-19. However, group demand for domestic high-end hotels also continues to rise.

Global hotel revenues (\$ billions)

Global hotel revenues have exceeded 2019 levels for the first time since the pandemic.



Hotels: Branded existing supply vs. future pipeline



■ Brands as % of total current supply

■ Brands as % of total future pipeline

Source: Skift Research, Costar, Various

Hotel Development & Demographic Trends

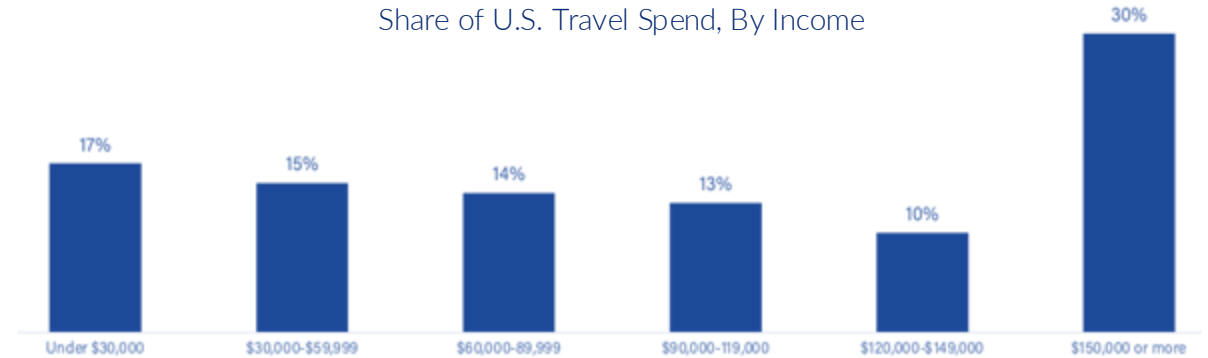
Luxury travel demand surged in 2023 and continues to increase, with travel being the top priority for higher-income households.

- Higher-income households dominate the U.S. travel market, with those earning \$150,000 or more accounting for 30 percent of total travel spending.
- High-income travelers are most likely to view their trips as luxury experiences, with 93 percent of travelers who took a luxury trip at an income level of \$500,000 or more.
- Today's luxury travel, highly personalized, offers exclusive, intellectually stimulating, and engaging experiences.
- Investors are responding to these trends, with new luxury hotel construction outpacing all other chain scales, according to Smith Travel Research data.

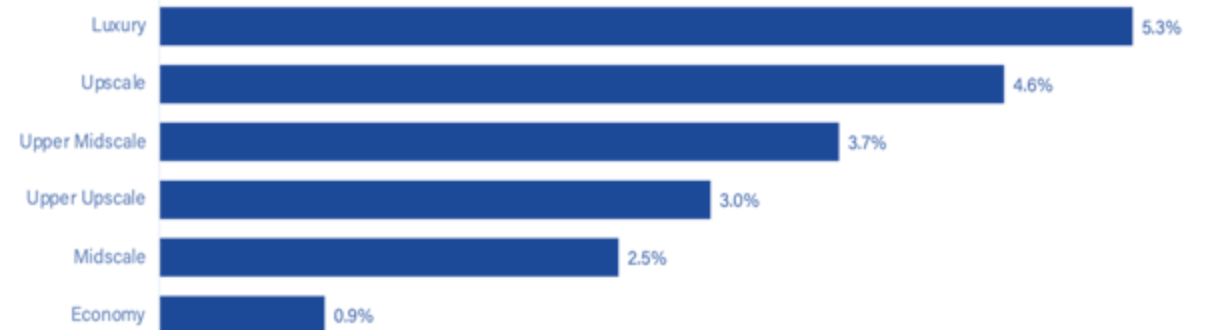
Source: Skift Research, Smith Travel Research

Share of U.S. Travel by Household Income

Share of U.S. Travel Spend, By Income



U.S. Room Supply: Future Pipeline Under Construction as a % of Existing Supply



Wellness Tourism Trends



WELLNESS GROWTH

Wellness tourism is expected to experience robust growth, with a CAGR* of 36.2 percent from 2020 to 2022, reflecting a strong, post-pandemic recovery.



HIGHER EARNERS

Higher income earners are increasingly likely to prioritize their physical and mental well-being when making travel decisions.



OUTDOOR ACTIVITIES

When planning a wellness vacation, 79 percent of people prioritize accessible nature and outdoor activities.



WELLNESS OUTSPENDING

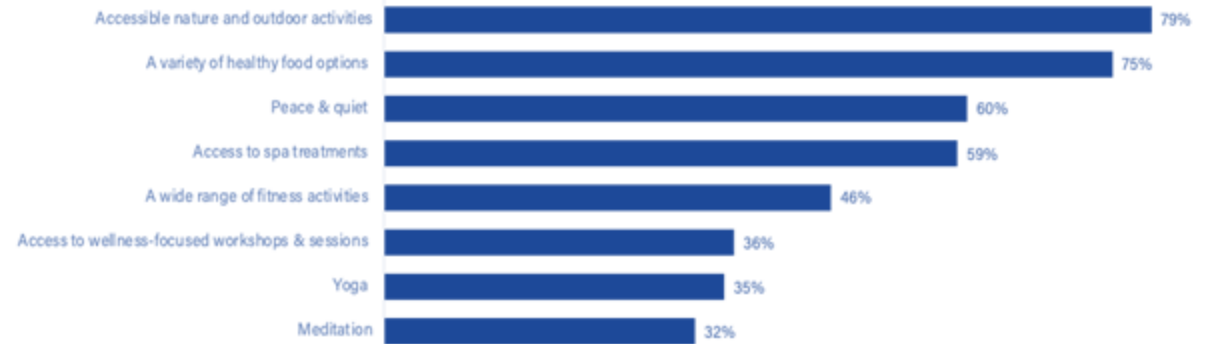
Most travelers seek a reboot during wellness vacations, with wellness tourists outspending non-wellness travelers by 175 percent domestically and 41 percent internationally.

*Compound Annual Growth Rate

Source: Skift Research

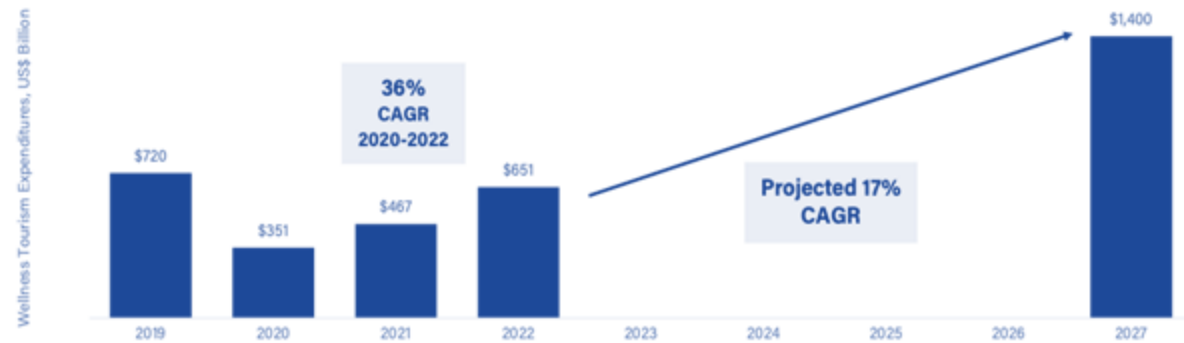
Top Must-Haves for a Personal Wellness Vacation

Consumer Preferences for Wellness Vacation Essentials, Share of Respondents



Wellness Tourism is Set to Quadruple by 2027

Wellness Tourism Growth Projections, 2019–2027



Hotel Market Overview

68.2%
OCCUPANCY

\$429.80
ADR

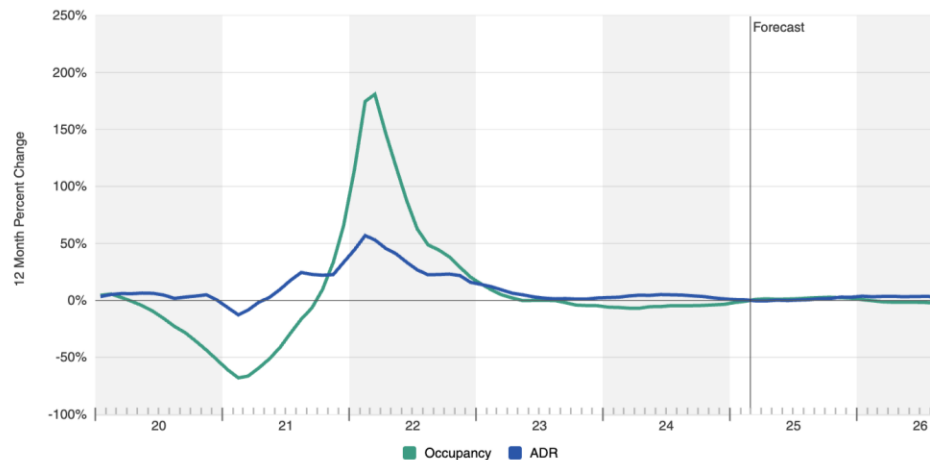
\$293.17
REVPAR

2.45M
SUPPLY

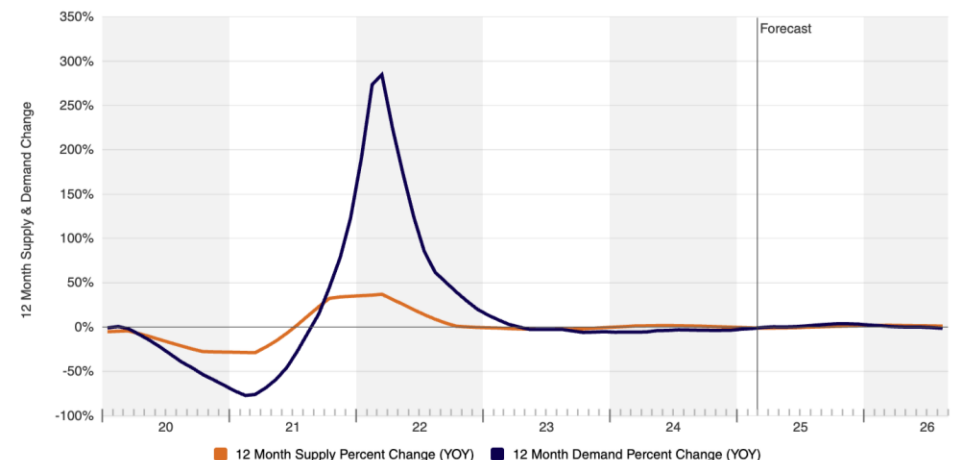
Hunden's key takeaways from the hotel market are as follows:

- Hawai'i County contains 55 hotel properties totaling 6,816 rooms. The supply consists of 58 percent Luxury and Upper Upscale properties, 32 percent Upscale and Upper Midscale properties, and 10 percent Midscale and Economy properties. This composition reflects a hospitality market oriented toward affluent leisure travelers and higher-spending visitors.
- Year-over-year occupancy, ADR, and RevPAR on the Island of Hawai'i declined significantly during the pandemic, followed by a sharp increase in early 2022 due to pent-up demand. Since then, performance metrics have returned to pre-pandemic levels and have remained relatively stable.
- Hawai'i County has a stagnant development pipeline, with no hospitality products under construction and no hotel properties delivered in the past four years, potentially due to increased competition from alternative lodging options.

OCCUPANCY & ADR CHANGE



SUPPLY & DEMAND CHANGE



Visitation Trends

Hunden used Hawai'i's Department of Business, Economic Development and Tourism (DBEDT) and Azira data from 2024 to identify visitor trends on the Island of Hawai'i.

- Hawai'i County's total visitation exceeded pre-pandemic levels in 2023, with more than 1.78-million visitor arrivals. However, a slight decline occurred in 2024.
- The Island of Hawai'i remains heavily reliant on domestic tourism, with more than 82 percent of visitors originating from the United States. More than half of all visitors come from the Western United States.
- Canada continues to be the leading international source market, contributing more than 74,000 arrivals in 2024. Japan and other Asian countries follow, although these markets have not yet fully recovered since the pandemic.
- Since 2019, U.S.-based visitation to the Island of Hawai'i has increased by 14 percent; however, international travel remains down by 40 percent. Had international travel experienced a comparable rebound, total visitation to the island would have exceeded 2 million in 2024.

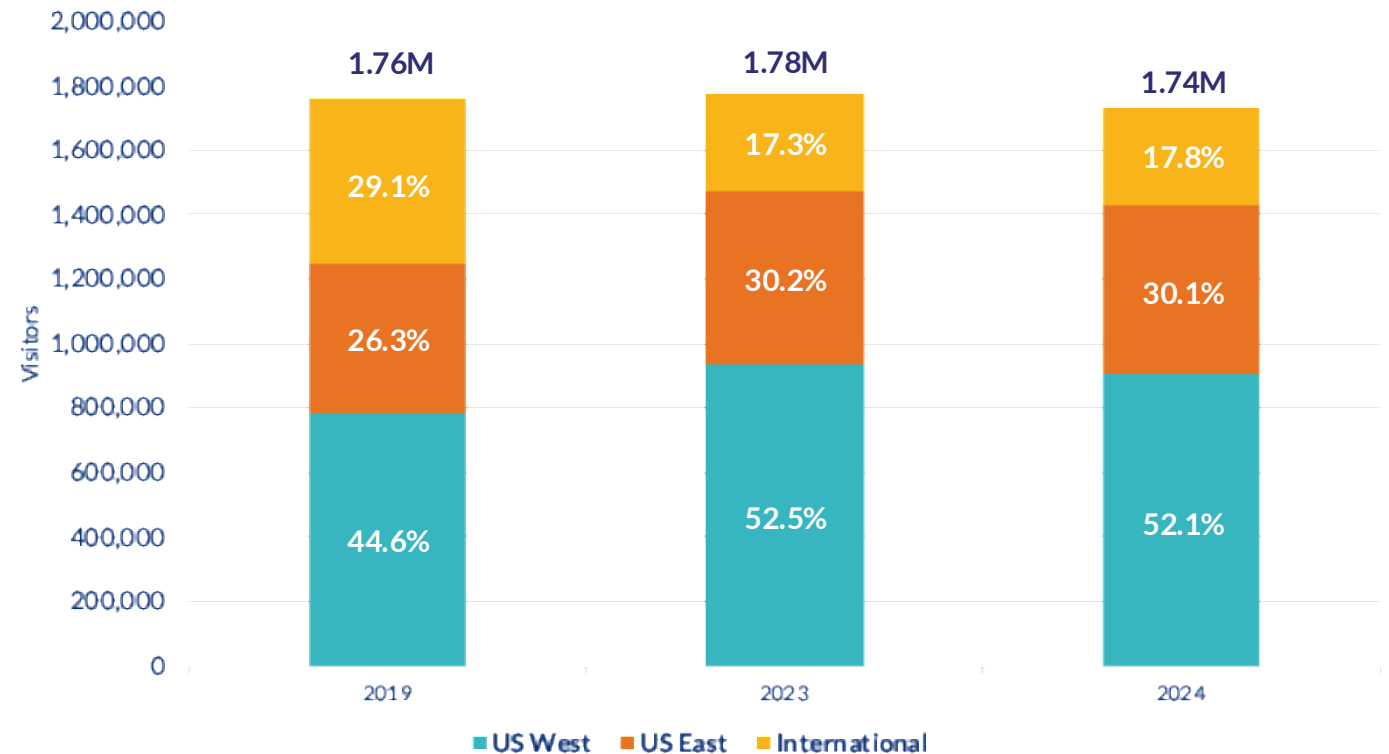
 **1.74M**
Visitor Arrivals

 **\$3.23B**
Visitor Spending

 **7.4 Days**
Avg Length of Stay

Market Share by Origin Markets

Percent Share of Total Visitors to Hawai'i Island



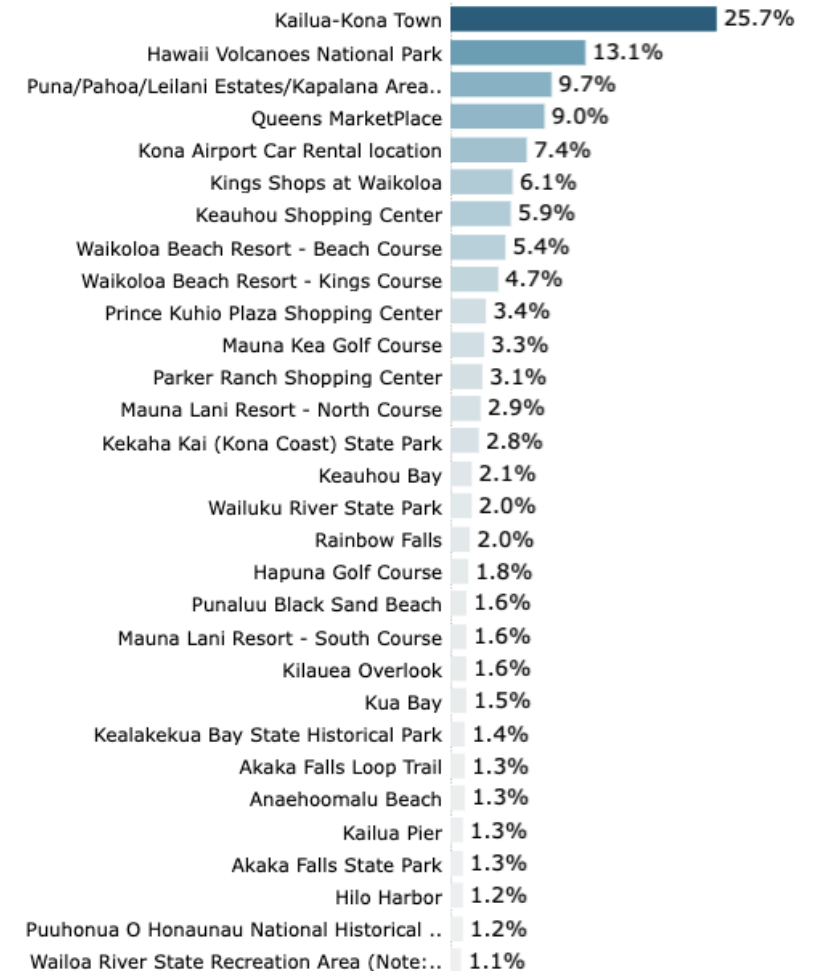
Visitation Trends (Con't.)

Hunden used Azira data from 2024 to identify visitor trends to various points of interest on the Island of Hawai'i.

- Of the top 30 points of interest on Hawai'i Island, more than half of all visits occurred at the top four locations, with Kailua-Kona Town receiving the largest share at 25.7 percent.
- The top locations include local neighborhoods, national parks, and retail districts, indicating that visitors prioritize cultural experiences, outdoor recreation, and retail spending during their vacations.
- Of all non-resident visits to points of interest on Hawai'i Island, 97 percent originated domestically from other parts of the United States, while only 3 percent were international visitors.
- The average number of visits to all points of interest, across both domestic and international visitors, was 5.9 times.
- The top origin state for domestic visits was California (28.9 percent), while the leading origin countries for international visits were Canada and Japan, at 27.9 percent and 25.5 percent, respectively

Top 30 Points of Interest on Hawai'i Island

Percent Share of Visits by Visitors to Hawai'i Island



Source: Azira (formerly Near)

Short-Term Vacation Rental Overview



Short-Term Vacation Rental Overview

Hawai'i County's Bill 121 establishes a registration requirement for all transient accommodation rentals (TARs) operating for fewer than 180 days. As part of this regulatory framework, the bill introduces a classification system that defines three types of short-term vacation rentals based on the presence and role of the host or operator. Each classification is subject to distinct zoning, operational, and compliance requirements.

Owner-Hosted Short Term Vacation Rentals are operated by a property owner who resides on the premises as their primary residence. These rentals are permitted in any zoning area, provided the owner lives on the property and certifies that the accommodations meet all applicable safety and code requirements.

Operator-Hosted Short-Term Vacation Rentals are managed by an on-site operator who is not necessarily the property owner. These rentals are allowed in resort and commercial zones. Operator-hosted rentals located outside these zones as of January 1, 2024, will be grandfathered in; however, no new operator-hosted rentals will be permitted outside the designated zones after the bill's passage.

Unhosted Rentals refer to accommodations without an on-site host or operator. These rentals are subject to specific regulations and restrictions based on zoning and other applicable factors.

STVR Inventory

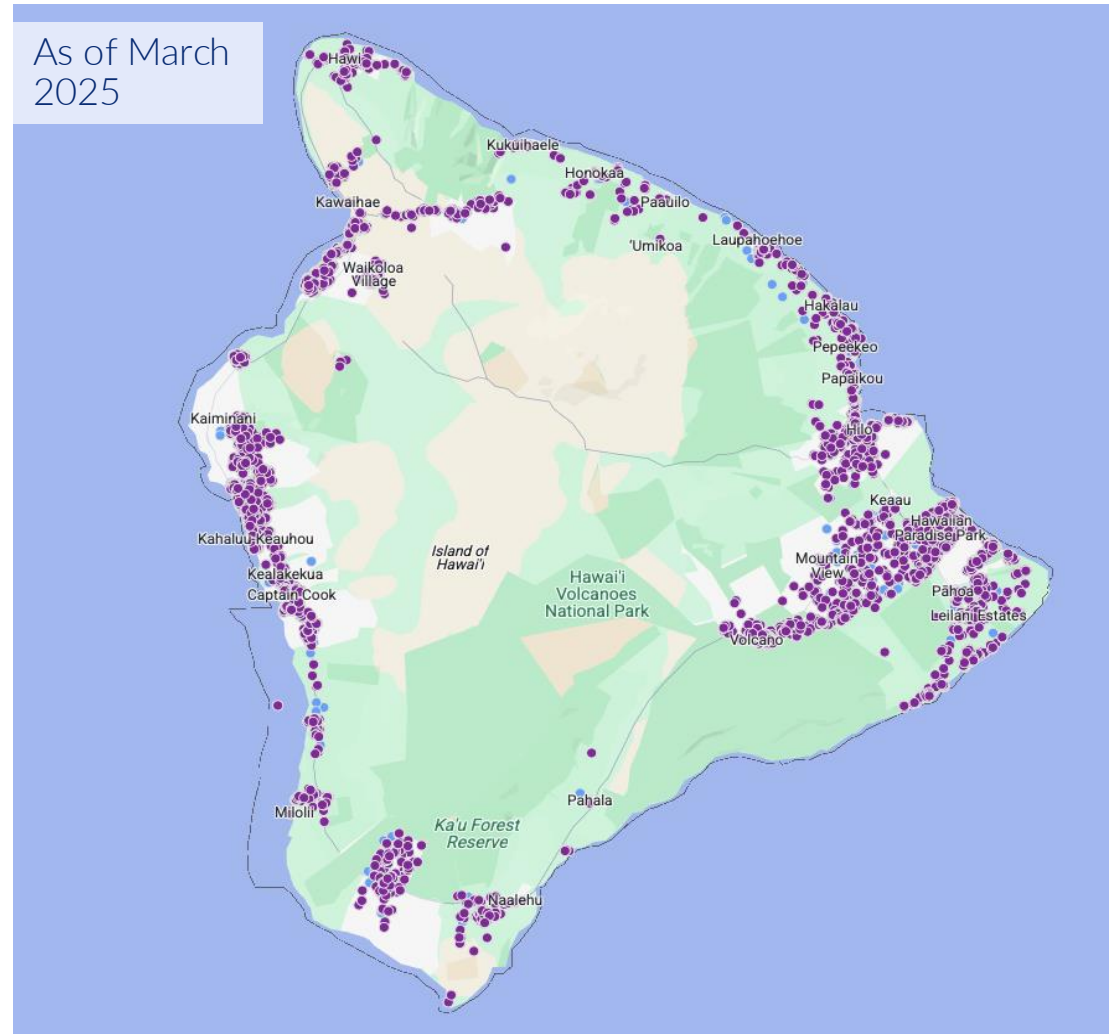
 **8,008**
Active Listings

 **65%**
Occupancy Rate

 **4.3 Days**
Avg Length of Stay

Hunden assessed the short-term vacation rental (STVR) market on the Island of Hawai'i, which includes 8,008 active rentals as of March 2025. Key takeaways from the STVR market are as follows:

- The number of rentals has increased substantially over the past three years, rising from 6,700 in 2022 to more than 8,000 in 2025.
- There are 17 submarkets across the island. Kailua-Kona is the largest, accounting for more than half of the island's supply with 4,324 active rentals. Waikoloa follows with 2,082 active listings.
- Approximately 43 percent of properties are listed exclusively on Airbnb, 19 percent on VRBO, and 38 percent on both platforms.
- Most listings are one-bedroom units (41 percent), followed by two-bedroom units (33 percent) and three-bedroom units (17 percent).
- Roughly 93 percent of listings are entire homes, with the remainder being private rooms, indicating a visitor preference for privacy and self-contained accommodations.

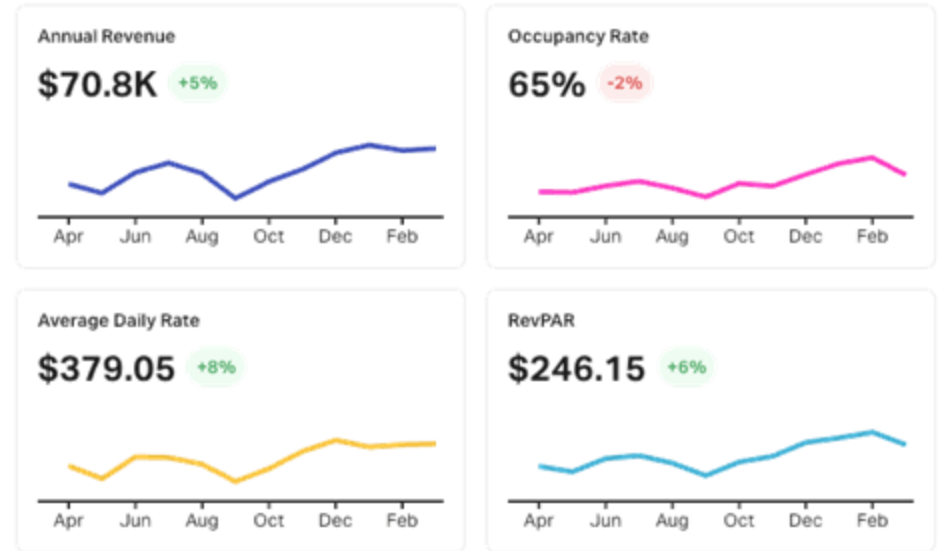


STVR Performance

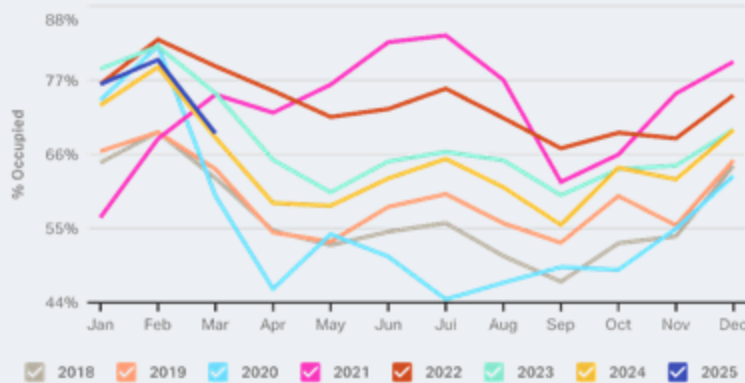
There has been substantial rental growth over the past five years.

- Occupancy rates typically peak in February, averaging 81.2 percent over the past five years. The year 2021 was an outlier due to pent-up demand following the pandemic, with the highest occupancy recorded in July at 83.7 percent.
- Annual revenue averages \$70,800, typically highest in the winter and peaking in December. However, since the pandemic, demand has shifted, with summer months now showing the strongest performance.
- Both the number of listed days and total bookings have increased since 2018, with December 2024 recording the highest monthly total to date.

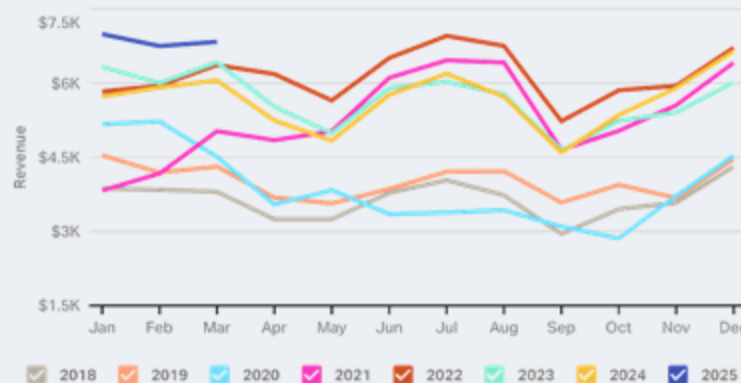
2024 SUBMARKET PERFORMANCE



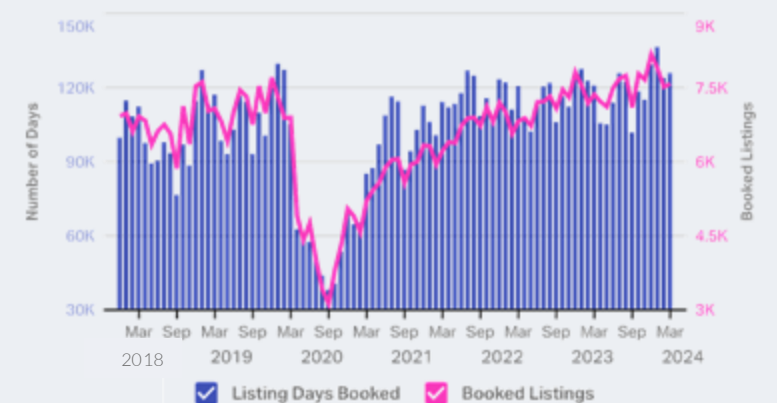
OCCUPANCY



REVENUE



DEMAND OVER TIME



STVR Submarket Highlights

The following highlight the top three STVR submarkets in Hawai'i County as of March 2025, according to AirDNA:

KAILUA KONA

Active Listings: 3,461

Average Length of Stay: 4.6 days

Annual Revenue: \$74,700

Average Daily Rate: \$397.60

Occupancy Rate: 69 percent

- This rental market is robust, with the number of active listings increasing by 21 percent since April 2022
- The Kailua-Kona submarket accounts for 43 percent of the County's total short-term vacation rental inventory
- Performance has remained consistently highest during the winter months, excluding 2021, which was an outlier due to pent-up demand following the pandemic

WAIKOLOA

Active Listings: 1,820

Average Length of Stay: 4.8 days

Annual Revenue: \$103,800

Average Daily Rate: \$673.30

Occupancy Rate: 66 percent

- The rental market has experienced significant growth, with active listings increasing from 1,500 in April 2022 to 1,900 in December 2024
- This submarket has the highest average daily rates on the island at \$673
- Unlike other leading submarkets, Waikoloa has a higher proportion of two-bedroom listings compared to all other units

KEAAU

Active Listings: 439

Average Length of Stay: 3.9 days

Annual Revenue: \$35,600

Average Daily Rate: \$201.10

Occupancy Rate: 62 percent

- This rental market has grown steadily over the past three years, with active listings increasing by more than 45 percent since 2022
- Revenue has risen significantly from pre-pandemic levels, with the annual average daily rate increasing by 46 percent since 2018
- Performance remains strong throughout the year, with the slowest periods occurring in the fall

STVR Submarket Highlights (Con't.)

The following highlight the next top three STVR submarkets in Hawai'i County as of March 2025, according to AirDNA:

PAHOA

Active Listings: 411

Average Length of Stay: 3.9 days

Annual Revenue: \$33,300

Average Daily Rate: \$186.30

Occupancy Rate: 58 percent

- The number of active listings in Pahoa peaked in March 2024 at 461, and has since decreased by 15 percent
- Both the number of listed days and booked listings have decreased since 2018, with February 2018 showing the highest month to date
- Average annual revenue peaked in 2022 at more than \$38,000 and has since decreased

VOLCANO

Active Listings: 392

Average Length of Stay: 2.7 days

Annual Revenue: \$39,600

Average Daily Rate: \$220.40

Occupancy Rate: 58 percent

- The number of listings in Volcano has increased by 30 percent since 2022
- Both the number of listed days and booked listings have recovered significantly and surpasses pre-pandemic figures
- Volcano has the shortest average length of stay compared to the top six submarkets in Hawai'i County

HILO

Active Listings: 411

Average Length of Stay: 3.7 days

Annual Revenue: \$42,800

Average Daily Rate: \$241.30

Occupancy Rate: 62 percent

- The total number of active listings has increased by 23 percent since 2022, peaking in April 2024 at 431
- Occupancy rates typically peak in the winter and summer, with slower periods during the spring and fall
- The number of listed days and booked listings has returned to pre-pandemic levels

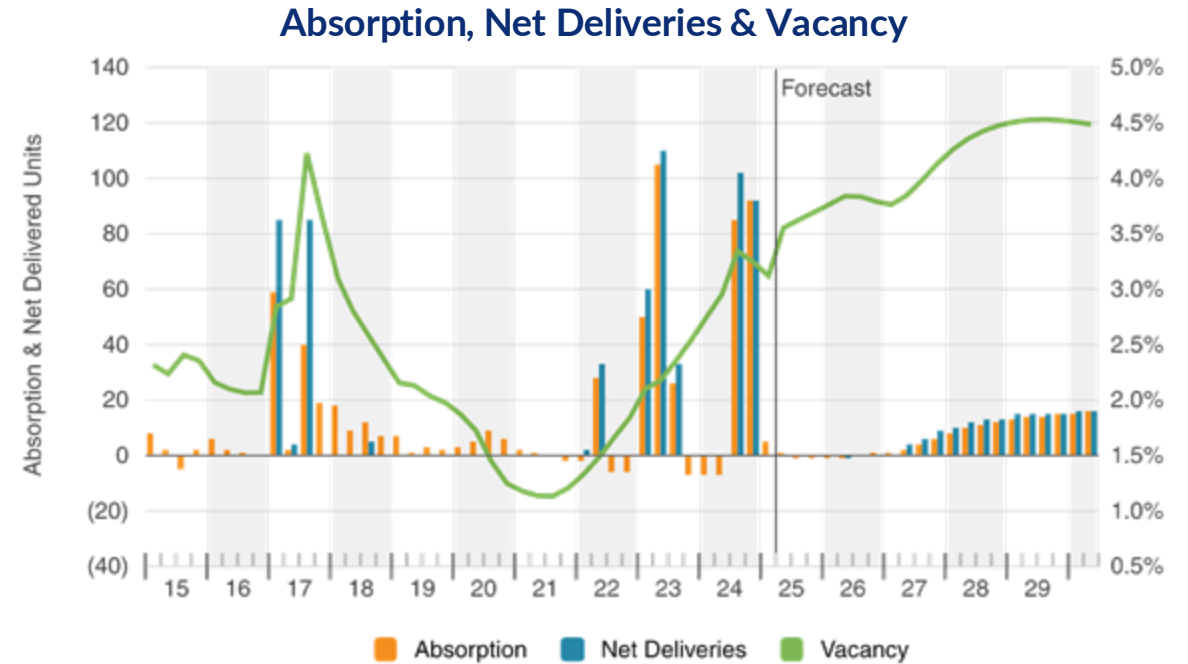
Housing Market Overview



Residential Market Overview

Hunden’s key takeaways from the residential market are as follows:

- In 2017, vacancy rates reached a 10-year high of 4.23 percent following the delivery of 174 new units to the market. This was followed by a period with virtually no new supply, allowing the market to absorb existing inventory and return vacancy rates to typical levels.
- Conversely, in 2021, vacancy rates reached their 10-year low of 1.13 percent. This was likely due to the surge of mainland residents who relocated to Hawai'i in search of a change in scenery and lifestyle while working remotely amid the pandemic.
- Over the past three years, 432 units were delivered, representing an increase of more than 11 percent in the market’s supply. Despite healthy absorption levels, vacancy rates more than doubled following these deliveries.



12-Month Key Market Indicators	Average Rent \$1,442	Absorption 178 Units	Vacancy 3.1%	Rent Growth 3.4%
Development Pipeline	Supply 4,081 Units	Delivered Past 2 Yrs. 337 Units	Under Construction 0 Units	Delivered Next 2 Yrs. 0 Units

Source: Costar

Housing Market Overview

FEBRUARY 2025

\$610K

Median Sale Price

\$483

Median Sale \$/SF

1,247

Number of Homes for Sale

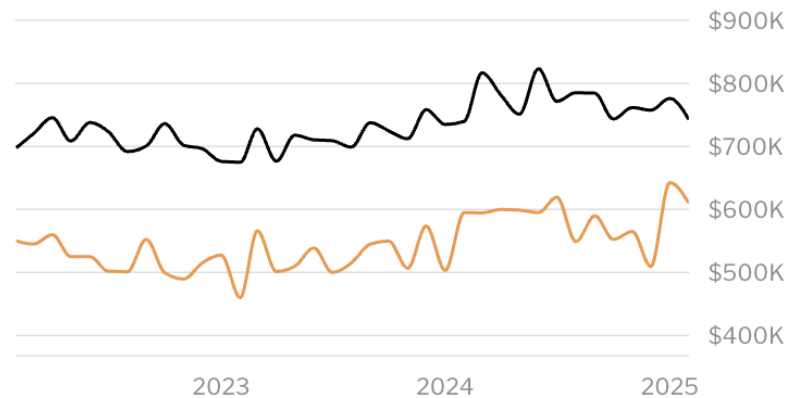
92,660

Total Housing Units

Hunden's key takeaways from the housing market are as follows:

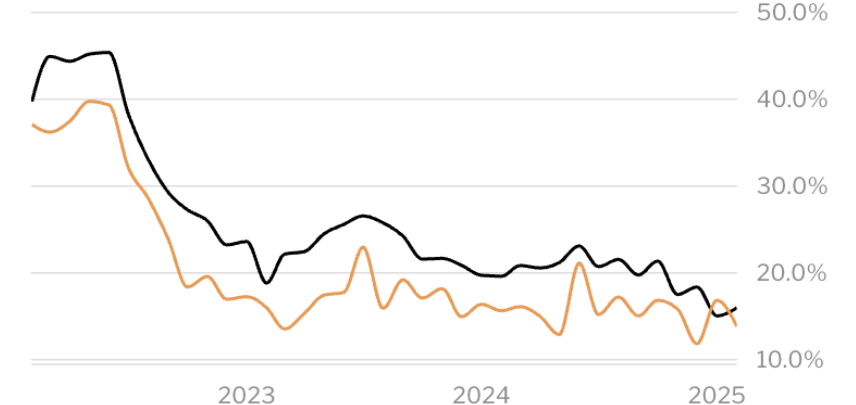
- As of February 2025, Hawai'i County home prices increased by 2.5 percent year-over-year, with a median sale price of \$610,000. This level of growth surpassed that of the State of Hawai'i during the same period.
- The percentage of homes sold above list price has declined significantly since early 2023, indicating a less competitive housing market with fewer bidding wars.
- Median sale prices peaked in January 2025 at \$643,000 – a 27.7-percent increase from the prior year. This figure significantly exceeds the national median sale price of \$431,000.
- The number of homes sold reached a five-year peak in March 2021 at 417 units. Since then, annual sales volumes have declined each year.

MEDIAN SALE PRICE CHANGE



■ Hawai'i County, HI ■ Hawai'i

PERCENT OF HOMES SOLD ABOVE LIST PRICE CHANGE



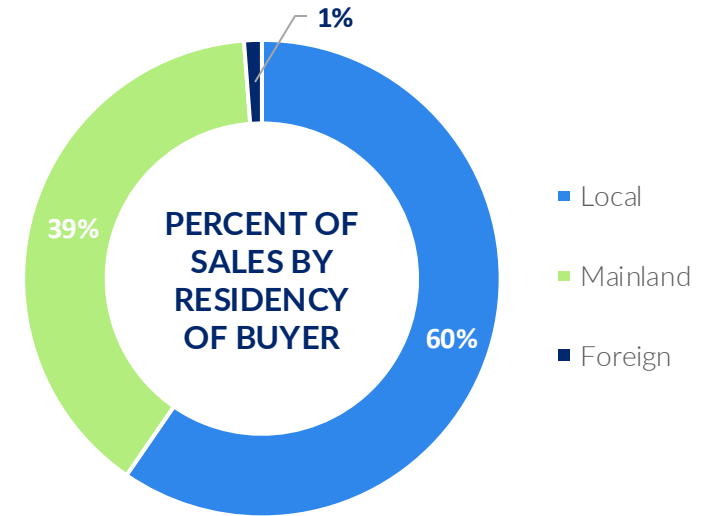
■ Hawai'i County, HI ■ Hawai'i

Source: Redfin (February 2025), US Census (2024)

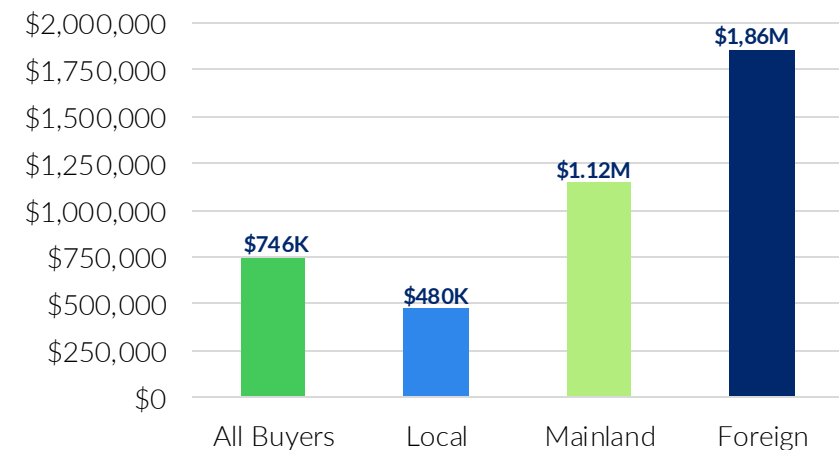
Home Sales Trends

Hunden used 2024 data from the Department of Business, Economic Development and Tourism (DBEDT) to assess home sales trends by buyer residency on the Island of Hawai'i. Key takeaways are as follows:

- In 2024, 4,236 homes were sold at an average price of \$745,000, compared to 3,648 homes sold in 2023 at an average price of \$652,000.
- Mainland and foreign buyers in 2024 primarily sought luxury properties, with average sales prices of \$1.12 million and \$1.86 million, respectively – approximately 1.3 times higher than the average purchase price among local buyers.
- Local buyers accounted for 60 percent of all home sales in 2024, down from 64 percent in 2023.
- South Hilo had the lowest proportion of local buyers, with more than 68 percent of 2024 home sales attributed to mainland buyers.
- The Kohala Coast recorded the second-highest share of non-local purchases in 2024, with 3.3 percent from foreign buyers and 54.6 percent from mainland buyers.
- California accounted for 47 percent of all mainland buyers, while Canada and Japan represented 73 percent and 14 percent of all foreign buyers, respectively.



AVERAGE SALES PRICE BY RESIDENCY OF BUYER

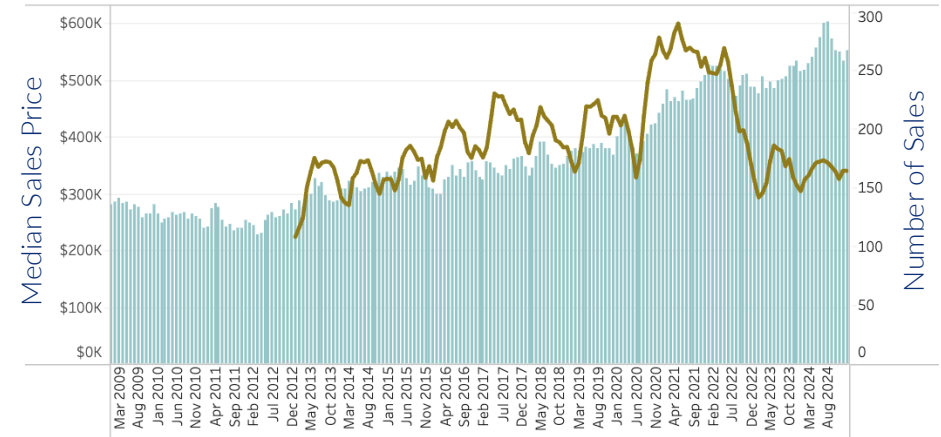


Resale Housing Market

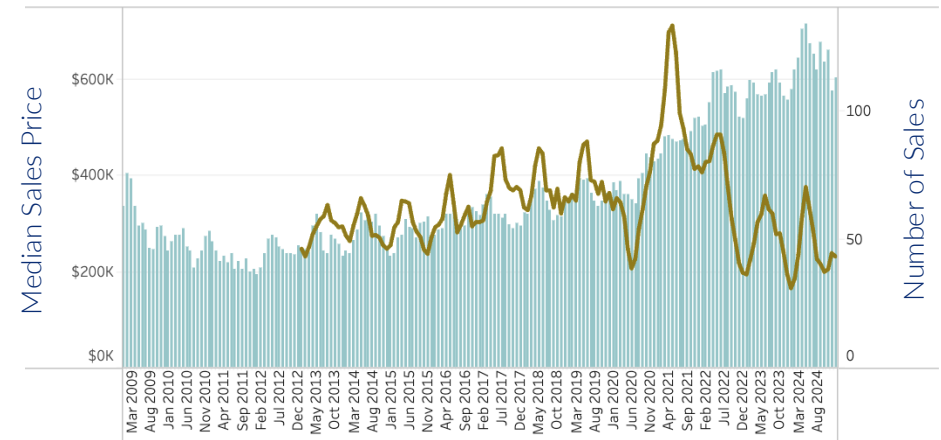
Hunden used 2024 data from DBEDT to assess resale housing market trends in Hawai'i County. Key takeaways are as follows:

- In 2024, the median resale price of single-family homes in Hawai'i County averaged \$553,000 – an 11.1-percent increase from 2023. The median resale price for condominiums averaged \$642,000, reflecting a 16-percent increase.
- Despite this increase, Hawai'i County's median resale price remains well below the average of \$1.1 million across all the state's counties.
- The number of resold single-family homes and condominiums peaked in May 2021, with 261 and 108 sales, respectively. This increase was likely driven by the rise of remote work during the pandemic, during which residents returned to the Big Island to be closer to family, while others sought a change in environment.
- Resale activity for both single-family homes and condominiums follows a seasonal trend, peaking during the summer months and slowing during the winter.

Hawai'i County – Single Family Homes
Median Price & Number of Sales



Hawai'i County – Condominiums
Median Price & Number of Sales



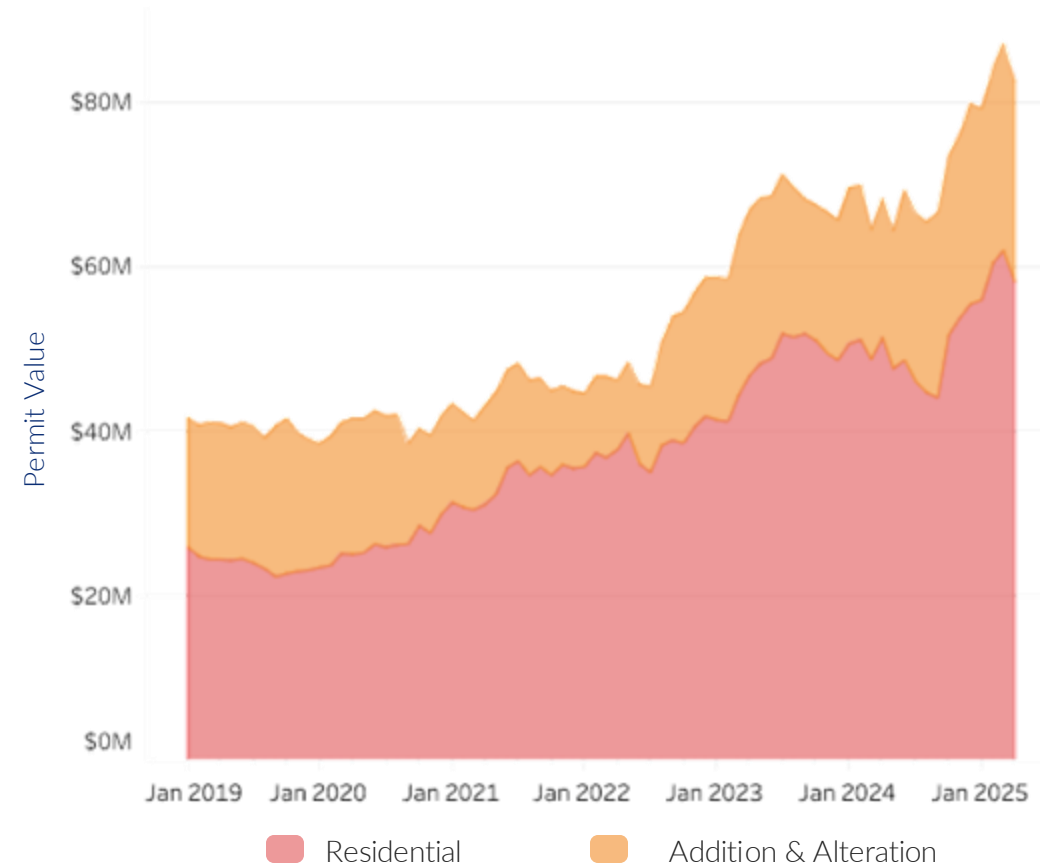
■ Number of Sales ■ Median Sales Price

Building Permits

Hunden used data from the Hawai'i County Permit Office to assess private building permit value trends in Hawai'i County. Key takeaways are as follows:

- In early 2019, the combined monthly permit value for residential properties and additions and alterations totaled approximately \$40 million. By early 2025, this figure had increased to more than \$80 million, more than doubling over six years.
- Permit values for additions and alterations began at approximately \$15 million per month in early 2019 and increased to about \$25 million by 2025. Although this category accounts for a smaller share of total activity, it has shown steady year-over-year growth, particularly since 2022.
- Total permit values showed a notable plateau or slight decline in mid-2020, likely due to the pandemic, and again from early to mid-2024. Since that period, values have rebounded sharply, peaking in March 2025.
- The increase in residential permit values reflects a robust housing demand in Hawai'i County, potentially driven by demographic shifts, relative affordability compared to other Hawaiian Islands, or post-pandemic relocations.

Hawai'i County – Private Building Permit Values
12-Month Moving Averages



Survey & Interview Feedback Analysis



Stakeholder Interviews

Hunden Partners conducted a series of in-depth interviews with a range of local stakeholders and industry professionals to gather insights into the STVR industry and impact. Below is a list of groups Hunden engaged:

- County Representatives
- STVR Owners, Operators, and Management Companies
- Local Realtors and Brokers
- Hotel and Hospitality Groups
- Event Organizers (including Merrie Monarch Festival)
- Indigenous Data Science Representatives

Across conversations, stakeholders were split on the impacts of STVRs to the local economy and overall quality of life. A summary of the key themes follows:

STVR market tensions persist over neighborhood impacts, non-local ownership, and perceived threats to cultural and community identity.

STVRs are vital to the livelihood of thousands of families on Hawai'i Island. Many Kama'āina* rely on the STVR market for employment or assistance in affording their homes.

Geography is important. STVR regulation should look closely at sensitive residential zones and areas such as homestead lands.

Lack of government oversight and enforcement can lead to inequality between STVRs and compliant hotels and resorts. This issue is mainly present in registration fees and tax collection.

Communities support tourism when it reflects local culture, offers economic opportunity, and respects place. Stakeholders back indigenous-led lodging and a shift toward more responsible, locally grounded tourism.

Lodging shortages can occur during major Island-wide events such as the Merrie Monarch Festival and IRONMAN World Championship in Kona. However, these sellouts are rare.

**Native-born, longtime, or permanent residents*

Resident Survey Findings

FROM 1,726 RESPONSES

87%

Identified as Full-Time Residents

12%

Identified as Native Hawaiian

41%

Reside in Hawai'i County for more than 20 years

77%

Do not affiliate with an STVR unit in any way

Source: Hunden Partners

Hunden conducted a resident survey to assess the local residents' perception of STVRs' impacts on social and environmental effects. Key takeaways from the resident survey are as follows:

- On average, 77 percent of residents are not affiliated with an STVR, and 72 percent are unlikely to rent their unit in the next year, compared with 17 percent who are likely. This underscores a low propensity among homeowners to convert existing housing stock into short-term rentals, despite perceived benefits.
- The responses are significantly supportive of tourism, with 96 percent of residents believing tourism is important to Hawai'i County's economy, and the majority agree that tourism positively impacts jobs for residents, local businesses, and community well-being.
- The perception of impact on housing is evenly split among the respondents, with 53 percent feeling neighborhood character has not changed due to STRs, and 55 percent believing restricting STVRs would increase house availability and homeownership for locals. However, data from the supply side survey showed only 4 percent definitely would convert their STVR and 67 percent of owners would not convert their STVR to long-term housing stock.
- Most respondents, 62 percent, say STVRs have not influenced their decisions to rent or purchase a home, and 61 percent have not experienced noise or traffic disruptions linked to STVRs. Similarly, nearly 60 percent do not connect negative infrastructure constraints or impacts to natural resources from STVR activity. This all indicates general resident tolerance or neutrality of STVRs.
- Overall, residents were positive about the impact of tourism on the county. More than 70 percent of respondents stated that tourism generates employment opportunities for locals, attracts new businesses, and provides revenue for existing businesses. The majority of respondents were either neutral or in agreement that tourism creates a positive ambience, introduces diversity, enhances quality of life, supports amenities beyond what the resident base alone could sustain, and is a key factor in making the island a desirable place to live.

Supply Survey Findings

FROM 688 RESPONSES

40%

Rent a unit that is their secondary home

28%

Rent their primary residency

20%

Rent out a unit as an investment

69%

Self-manage their STVR unit(s)

Hunden conducted a supply survey to assess the owners' perspectives of STVR's impacts on social and environmental effects. Key takeaways from the supply survey are as follows:

- A majority of hosts operate just one STVR unit, with 76 percent owning or operating a single property and 24 percent managing multiple units. Approximately 40 percent of respondents rent out a secondary or part-time home, 28 percent rent their primary residence, and 20 percent do so strictly as an investment, indicating most supply comes from individual, non-professional owners.
- Most STRs are concentrated geographically: 40 percent of units are in Kailua-Kona, followed by 11 percent in Waikoloa and 8 percent in Pahoia. Host occupancy patterns vary: 45 percent rent only when they're away, 22 percent rent while present, and 34 percent never occupy the unit themselves, underscoring a mix of owner usage versus full-time visitor rentals.
- Self-management dominates, as 69 percent of hosts manage their own units, 21 percent use a local property manager, and only 5 percent engage a national service. On average, 55 percent of hosts seek incremental earnings, and 54 percent need rental revenue to cover housing costs, highlighting both entrepreneurial and financial necessity motivations.
- If regulations prevented STRs, only 4 percent would definitely convert to long-term rentals, while 68 percent would not and 19 percent are unsure. This suggests minimal impact on long-term housing supply.
- Peak demand occurs from December through February, with a moderate increase during summer months. Nearly half of parties consist of four or more guests, and 41 percent are couples. Typical stays last three to seven nights for 73 percent of visitors. Seventy-five percent of guests come from the U.S.

Source: Hunden Partners

Demand Survey Findings

FROM 101 RESPONSES

41%

Stayed in STVRs

24%

Would not come if there were no STVRs

60%

Took part in nature-based experiences

40%

Were groups of four people or more

Hunden conducted a survey on visitors to get data on their motivations and likelihood to visit if it were not for STVR availability. Key takeaways from the demand survey are as follows:

- From the 41 percent of respondents that stayed in a STVR during their most recent visit to Hawai'i, 67 percent were due to being a larger party size, 57 percent were due cost, and 36 percent were STVR regulars. Additionally, 74 percent of these respondents rented a whole house, 19 percent rented a hosted unit, and 2 percent rented a shared unit. This highlights STVRs' appeal to budget-conscious, larger-group, and loyal rental audiences.
- Outdoor recreation dominated visitor activities, with more than 60 percent of visitors taking part in nature-based experiences, including hiking and watersports. Additionally, 25 percent attended cultural events, and 18 percent took part in agri-tourism. These results reflect a strong priority for active, experiential travel and suggest the need for accommodations and packages that emphasize access to trails, watersports, and cultural programming.
- For visitors who stayed in STVRs, 24 percent would not have made the trip if restrictions prohibited them, 26 percent would have chosen a full-service or luxury hotel experience, 19 percent would have rented a timeshare or condo, and 14 percent would have chosen a limited-service hotel.
- For visitors who stayed in STVRs, close to 79 percent reported a higher likelihood of experiencing local shops, restaurants, and attractions, while 19 percent said it didn't influence how they engaged with the destination. This indicates that STVR visitors have different motives than those staying in other accommodations.

Source: Hunden Partners

05

Case Studies



Case Studies Overview

CASE STUDY ASSESSMENT

Market	AirDNA Market Score* (Investors)	Listings**	License Restrictions	Geographical Restrictions	Ownership/ Resident Requirements	Future Full STRs Ban
Barcelona	90	22,400	✓	✓	✓	✓
Mammoth Lakes	65	4,100	✓	✓	✓	✗
Maui	99	14,800	✓	✓	✓	✗
New York City	65	25,200	✓	✗	✓	✗
O'ahu	99	13,400	✓	✓	✓	✗
Island of Hawai'i	94	8,008				

*It is calculated by comparing each market, provided it has at least 15 listings, across five key metrics. Markets with a higher number of listings carry greater weight in the overall Market Score comparisons.

**Listings as of June 2025.

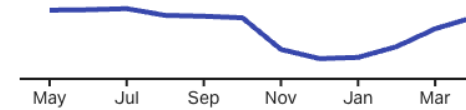
Barcelona

- Occupancy rates typically peak in April and October, averaging more than 80 percent during the past three years
- Annual revenue averages \$51,100, mostly consistent year-round outside of the winter months
- The Barcelona market has 70 submarkets and more than 22,000 listings

MARKET PERFORMANCE

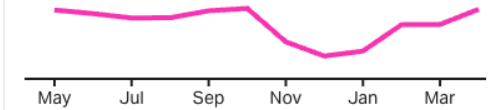
Annual Revenue

\$51.1K +2%



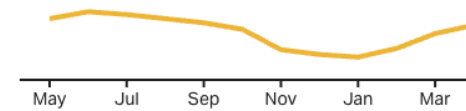
Occupancy Rate

74% -1%



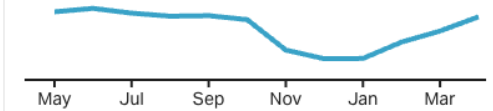
Average Daily Rate

\$217.50 +1%

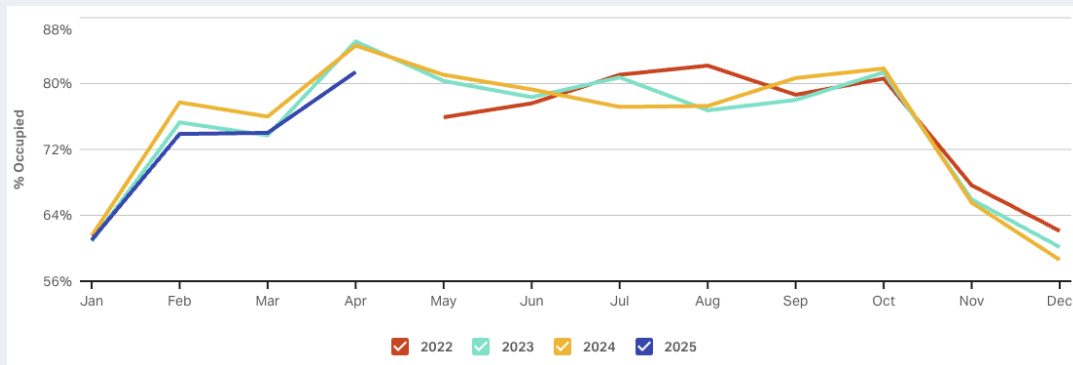


RevPAR

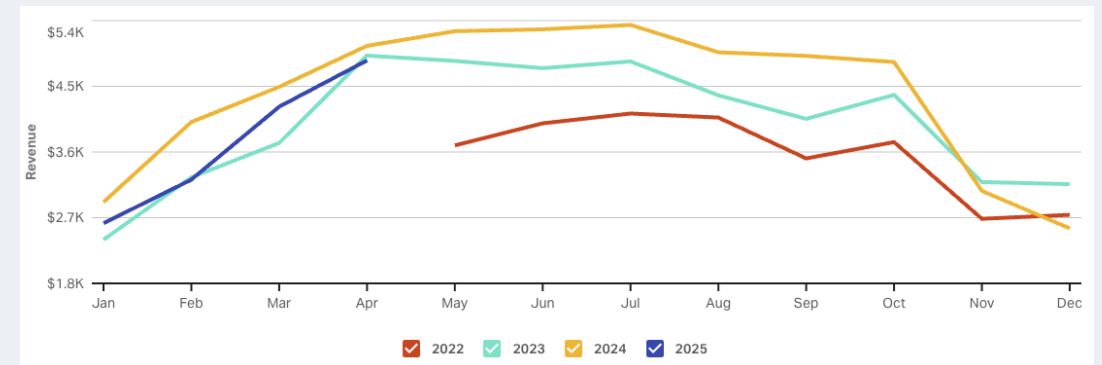
\$161.94 0%



OCCUPANCY



REVENUE



Barcelona

Current STVR Regulations

Barcelona has not issued new tourist licenses for STVRs since 2014. Property owners wishing to operate an STVR must acquire a property that already possesses a valid license.

Licensed STVR operators must:

- Obtain a certificate of occupancy.
- Register with the Catalan Tourism Registry.
- Display the registration number on all listings.
- Provide guests with rental contracts, complaint forms, and emergency contact information.
- Collect and remit tourism taxes.
- Limit rentals to a maximum of 120 days per year if the owner does not reside onsite.

Enforcement: The city actively monitors compliance, with fines for violations reaching up to €600,000.



Barcelona

Proposed Regulations and Implications

In 2024, Barcelona announced that it will cease issuance of new licenses and not renew existing licenses upon expiration in 2028. This means that by 2029, no homes in Barcelona will have permission to be rented as tourist accommodations. The policy aims to increase the availability of housing for residents and curb the negative effects of overtourism.

Economic Implications:

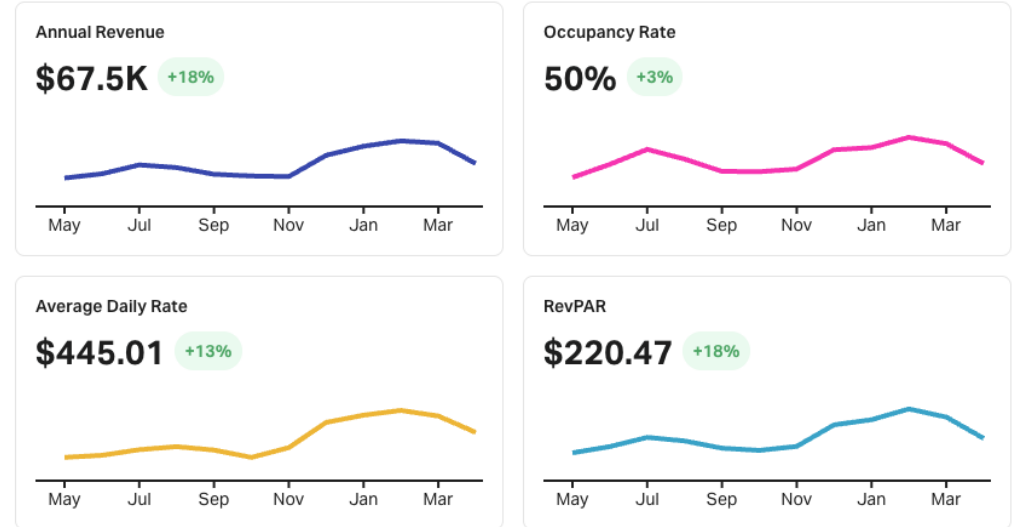
- **Housing Market:** The ban is expected to return approximately 10,000 tourist apartments to the long-term rental market, potentially easing housing shortages and stabilizing rent prices.
- **Tourism:** While the move may benefit residents, it has faced criticism from property owners and the tourism sector, who argue that it could lead to economic drawbacks and a rise in illegal rentals.
- **Legal Challenges:** Property owners' associations have initiated legal actions against the ban, claiming it infringes on property rights and could negatively impact the local economy.



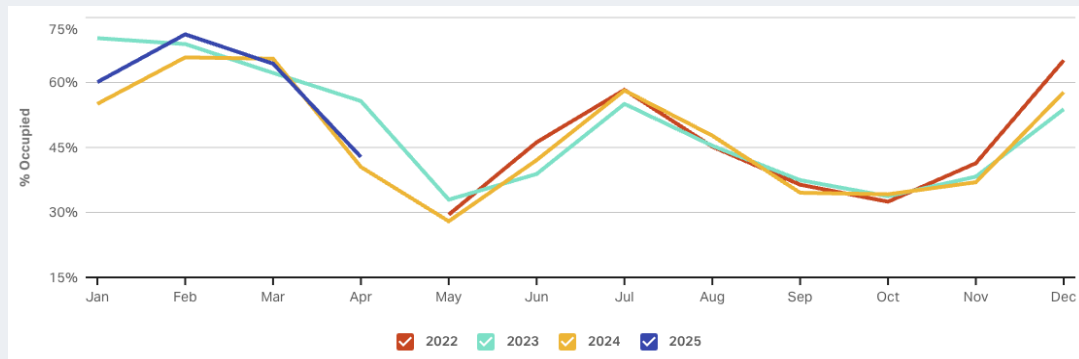
Mammoth Lakes

- Occupancy rates typically peak in the winter months during ski season as well as mid-summer
- Annual revenue averages \$67,500, typically highest in the winter and peaking in February
- Mammoth Lakes has slightly more than 4,000 listings, up just one percent over the past three years

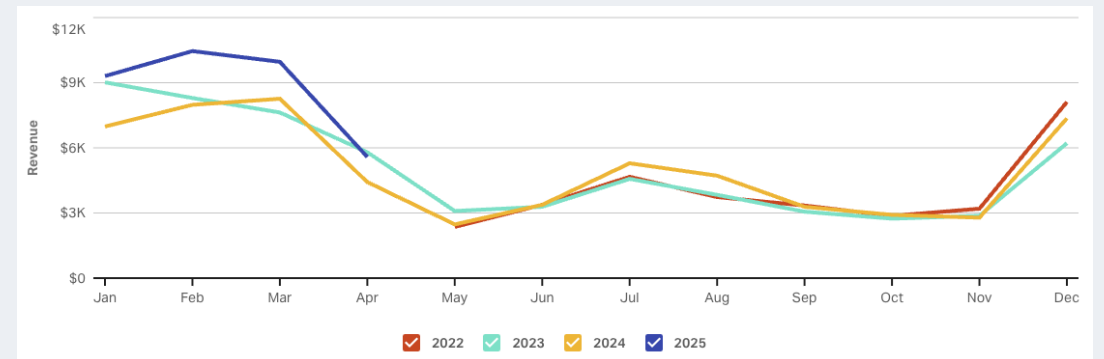
MARKET PERFORMANCE



OCCUPANCY



REVENUE



Mammoth Lakes

Current STVR Regulations

Mammoth Lakes, California, enforces restrictions on STVRs (defined as stays of less than 31 days) by prohibiting certain zoning districts. These zones primarily include single-family and rural residential areas.

Following a moratorium on new STVR permits from October 18, 2023, to April 22, 2024, Mammoth Lakes introduced the “Certified Properties” program to enhance oversight.

Certification Requirements Include:

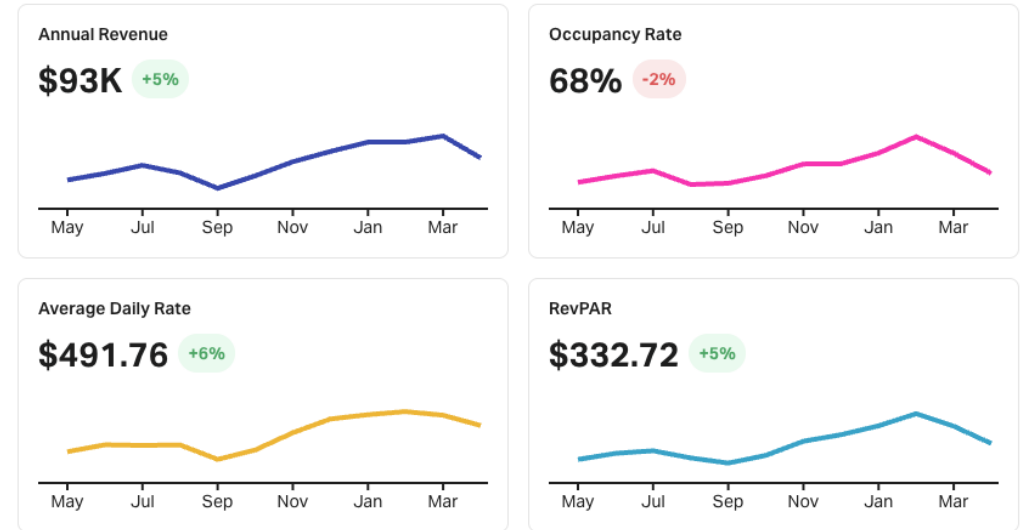
- Property owners must obtain certification, including periodic inspections every four years.
- Provide emergency contact information and identify cleaning services.
- Pay an initial fee of \$125 per property, with an annual renewal fee of \$250 starting in 2025.
- All previously issued Transient Occupancy Tax (TOT) certificates were cancelled and property owners were required to complete the new certification process by June 2024.



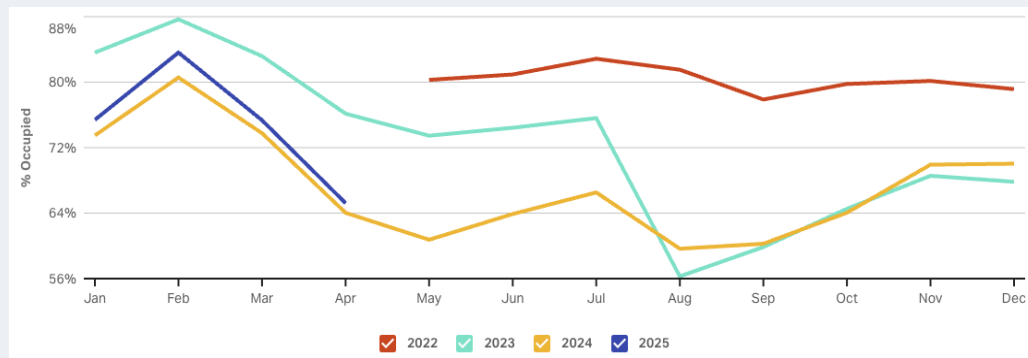
Maui

- Occupancy rates typically peak in February, averaging more than 80 percent over the past three years
- Annual revenue averages \$93,000, typically highest in the winter to early spring and peaking in February and March
- Average daily rate is nearly \$500, up six percent from the previous year
- The Maui market has nearly 15,000 listings across 19 submarkets

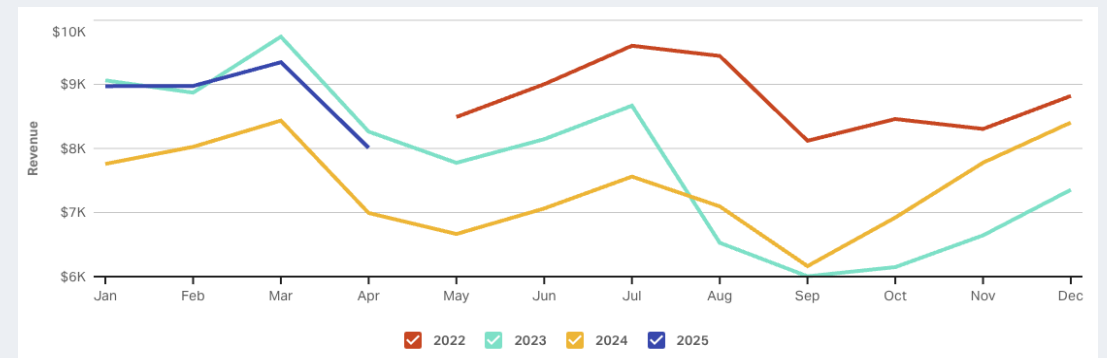
MARKET PERFORMANCE



OCCUPANCY



REVENUE



Maui

Current STVR Regulations

Permitting: Operators must obtain a Short-Term Rental Home (STRH) or Bed & Breakfast (B&B) permit.

Ownership Requirements: A five-year ownership period is required before applying for an STRH permit.

On-Island Representative: An on-island representative must be designated to address any issues that arise.

Tax Obligations: Owners are responsible for paying General Excise Tax (GET) and Transient Accommodations Tax (TAT).

Permit Display: All marketing materials must include the property's permit number.

Fines: Operating an unpermitted STRH can result in fines of up to \$1,000 per day.



Maui

Proposed Regulations and Implications

In July 2024, the Maui Planning Commission unanimously recommended phasing out approximately 7,000 STRs listed on the “Minatoya List.” This list comprises properties in apartment-zoned areas that were grandfathered in for STR use under a 2001 legal opinion. The proposed timeline is as follows:

- West Maui Units: Phased out by July 1, 2025
- Remaining Units: Phased out by January 1, 2026

The initiative aims to convert these vacation rentals into long-term housing for residents. However, the proposal has sparked controversy due to the potentially negative economic impact.

Economic Implications: The University of Hawaii Economic Research Organization completed a study that indicates the phasing out of STRs could result in:

- 6,127 units added back to Maui’s housing supply
- Loss of around 1,900 jobs
- Annual decline of \$60 million in property tax revenues
- Decreased visitor spending and overall economic activity



Maui

“Takings” Lawsuits

One result of regulations in Maui is a federal lawsuit that was filed in May 2024 claiming that the county’s actions violate the Takings Clause in the Fifth Amendment to the U.S. Constitution. They are seeking to stop the enforcement of the ban or receive compensation for lost use and value of the STVRs.

Key Arguments Include:

- **Property value loss:** Plaintiffs say the new rules dramatically devalue their properties, which were bought and managed under the assumption of continued STR income.
- **No compensation offered:** Maui’s policies ended uses without offering buyouts or compensation.

Potential Ramifications Include:

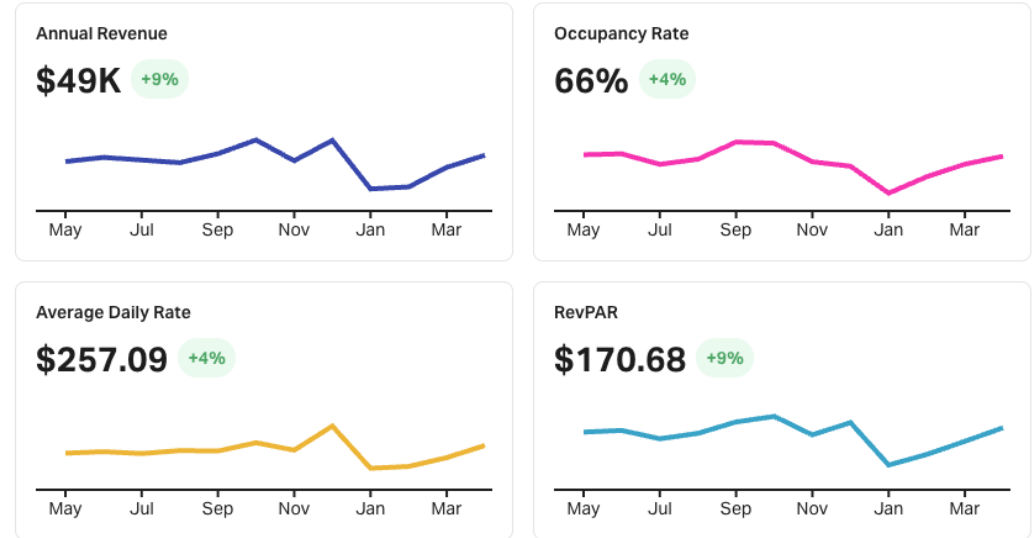
- Financial Risk to Maui County (Compensation Liability)
- Legal Precedent Nationwide
- Investor & Real Estate Market Impact (Increased Risk)
- Housing & Community Impact



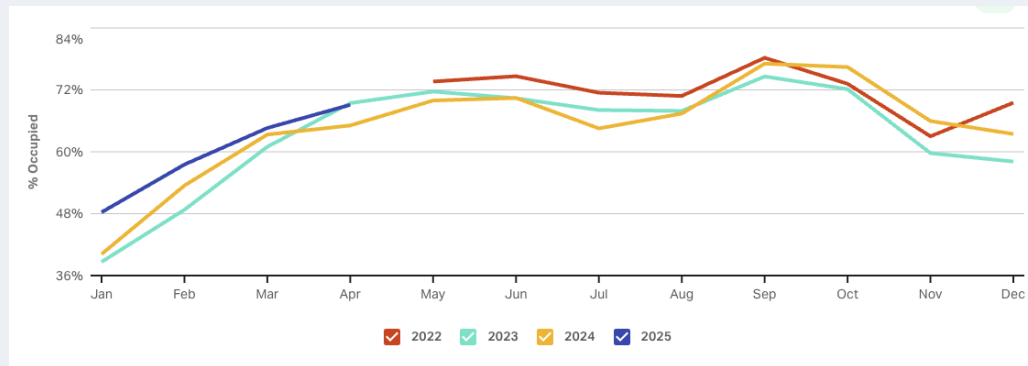
New York City

- Occupancy rates are relatively steady between March and December, dipping in January and February
- Annual revenue averages \$49,000, fluctuating monthly throughout the year
- The New York City market exceeds 25,000 listings across 83 submarkets. Annual occupancy for the market is 66 percent

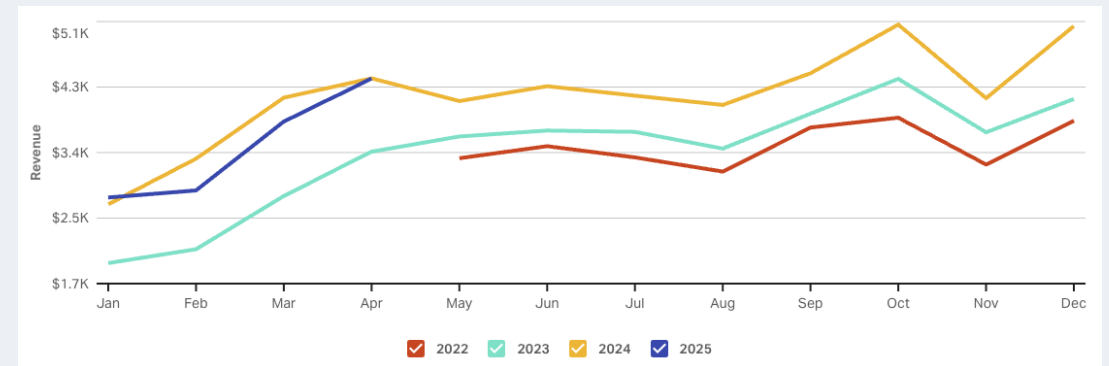
MARKET PERFORMANCE



OCCUPANCY



REVENUE



New York City

Local Law 18 (LL18)

Host Presence Requirement: For rentals shorter than 30 consecutive days, the host must be physically present during the stay.

Guest Limitations: A maximum of two guests are allowed per short-term rental, regardless of the property's size.

Registration Mandate: Hosts must register their properties with the city's Office of Special Enforcement (OSE). Booking platforms like Airbnb, Vrbo, and Booking.com are prohibited from processing transactions for unregistered listings.

Primary Residence Requirement: Only primary residences can be rented out for short-term stays, preventing the use of investment properties or secondary homes for such purposes.

Penalties for Non-Compliance: Hosts face fines of up to \$5,000 per violation while booking platforms can be fined \$1,500 for processing transactions related to illegal rentals.



New York City

Implications

The enforcement of LL18 has led to a decrease in short-term rentals in New York City. As of June 2024, only 2,242 host registrations had been approved. This represents a significant drop from the approximately 40,000 listings available in January 2023.

While the law aimed to increase housing availability and affordability, its effectiveness is debated. Critics argue that rents have continued to rise, and hotel prices have increased due to reduced competition from short-term rentals. Additionally, some travelers are turning to unregulated platforms, potentially undermining the law's objectives.

In response to these challenges, NYC lawmakers have proposed a bill to ease certain restrictions, such as allowing hosts to rent out their homes without being present and increasing the guest limit. However, this proposal has faced opposition from groups concerned about the potential resurgence of illegal hotel operations.

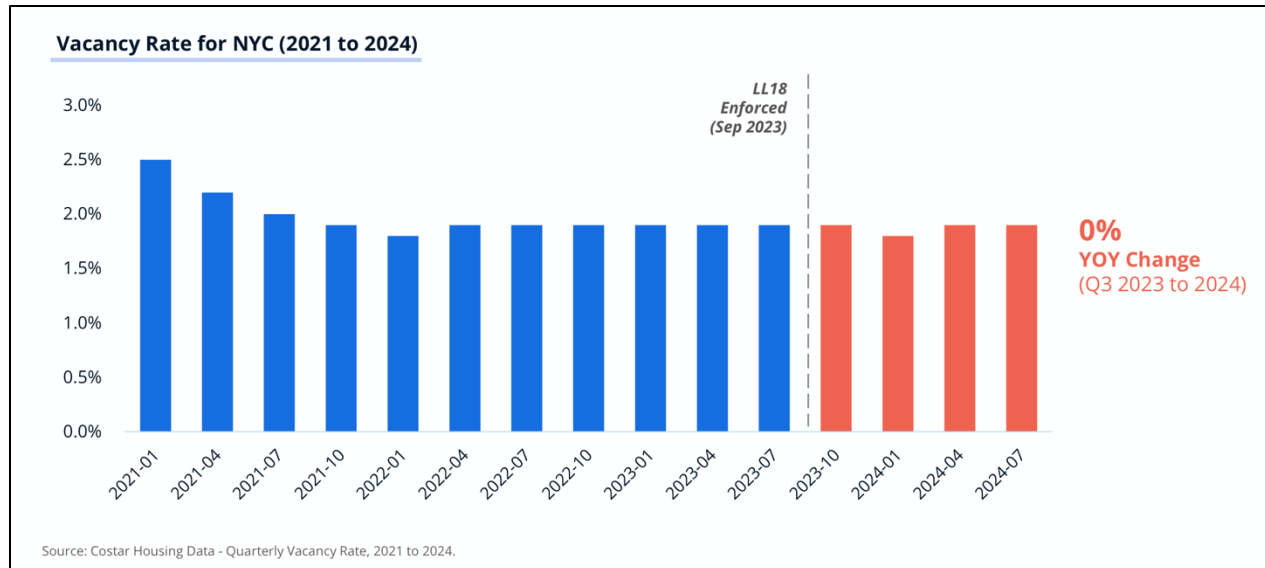


New York City

Aftermath & Statistics

A 2024 third-party study concluded the following results of the LL18 regulations:

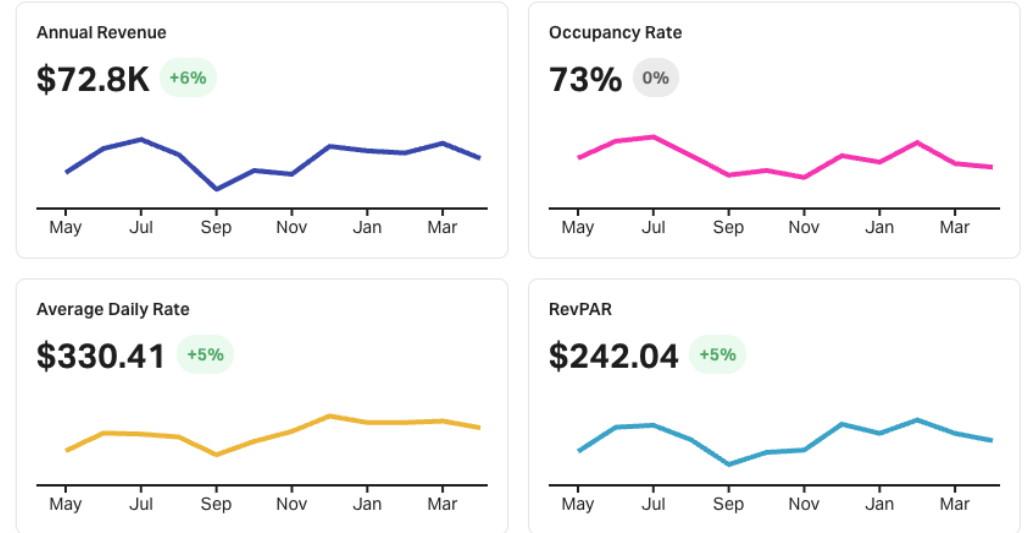
- The pre-LL18 share of Airbnb listings of entire homes or apartments represented just **1%** of all units in New York City.
- “The reduction in Airbnb listings does not appear to have meaningfully increased the supply of long-term rental units, since vacancy has remained stable and inventory growth has been slower in higher Airbnb concentration neighborhoods.”
- Minimal Rental Impact – “rental growth has continued to rise faster in the months post-LL18 compared to pre-LL18 in neighborhoods that had a higher concentration of Airbnbs.”



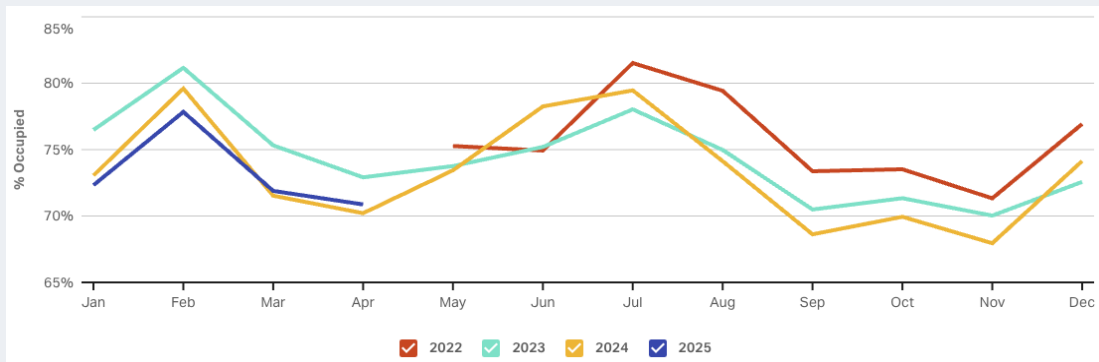
O'ahu

- Occupancy rates typically peak in February and July, and annual occupancy maintains at approximately 73 percent
- Annual revenue averages \$72,800, and monthly performance fluctuates throughout the year
- The O'ahu market has more than 13,000 listings across 30 submarkets

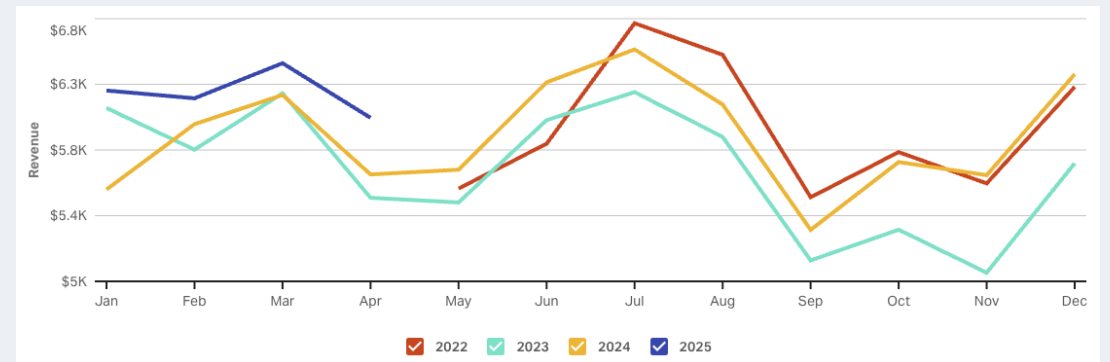
MARKET PERFORMANCE



OCCUPANCY



REVENUE



O'ahu

Current STR Regulations

In June 2019, Honolulu Ordinance 19-18 (Bill 89) was signed into law, restricting STRs to designated resort zones and requiring Nonconforming Use Certificates (NUCs) for operations outside these areas.

STRs, defined as rentals under 30 consecutive days, are generally prohibited outside of specified zones including resort-zoned areas and certain apartment-zoned areas.

To legally operate an STR on O'ahu, owners must meet the following requirements:

Eligibility Check: Verify zoning eligibility via Honolulu's STR eligibility map.

Application: Submit an online application through the DPP website.

Fees: Pay a non-refundable \$1,000 registration fee.

Documentation: Provide proof of GET license, TAT license, O'ahu Transient Accommodations Tax (OTAT) license, \$1 million liability insurance, association approval (if applicable).

Information Binder: Maintain a binder in the unit with emergency contacts, house rules and relevant licenses.



O'ahu

Implications

Housing Implications: Research from the University of Hawai'i Economic Research Organization (UHERO) indicates that for every 2 percent of housing supply converted to STRs, housing costs on O'ahu increase by approximately 5 percent.

Economic Implications:

- **Property Owners:** Many local homeowners who previously relied on income from STRs have faced financial challenges.
- **Tourism:** While hotels may benefit from reduced competition, the overall tourism industry can experience shifts. STRs often cater to budget-conscious travelers or those seeking longer stays, and their reduction might influence visitor demographics and spending patterns.
- **Tax Revenue:** The island anticipated increased tax revenue from registered STRs. However, the decline in legal STR operations may offset these gains, and the full fiscal impact remains to be seen.

Affordable Housing:

- In a February 2024 article published by Hawaii News Now, Governor Josh Green stated "Our best guess for Oahu is if we got rid of vacation rentals entirely, rents and prices would drop by about 5%. So, even if we achieve that, Oahu would still have among the highest housing prices in the country, which wouldn't solve the housing crisis."



Headlines – Case Studies

Key headlines from the case studies are summarized below. These headlines serve as a summary of strategies and impacts of regulations by various comparable destinations, rather than suggesting effectiveness of the regulations.



HOUSING PRIORITY

All case studies prioritize long-term housing for residents over short-term tourism.



GEOGRAPHIC ZONING

STRs are typically limited to specific zones, with restrictions or bans occurring in traditionally quieter residential areas.



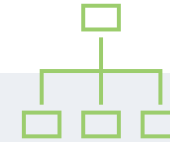
LICENSING AND REGISTRATION

Requiring operators to register, often with strict compliance, can be a key tool. However, enforcement can be a challenge.



TOURISM VS. COMMUNITY BALANCE

Tension exists between supporting tourism (economic benefits) and mitigating impacts on housing, affordability and quality of life.



PROPERTY OWNERS

Property owners face challenges with bans, phase-outs and stricter regulations.



COMMUNITIES

Regulations may alleviate housing shortages but can also lower tourism-related income.

06

Impact



Impact of Restrictions

The following section outlines the economic impact of STVRs on Hawai'i Island in 2024, drawing from survey data, market research, and state economic benchmarks:

- In 2024, STVR lodging revenue on Hawai'i Island is estimated at approximately \$710 million, comparable to total hotel room night revenue on the island.
- According to the demand-side survey, 41 percent of visitors stayed in STVRs.
 - STVRs contribute significantly to the island's tourism economy through spending on food & beverage, transportation, shopping, and entertainment. According to the DBEDT, average per-person daily spending outside of lodging is \$132.
 - Based on AirDNA data and survey responses, this equates to a total estimated economic impact of \$565 – \$862 million on the island from STVR spending outside of lodging.
- Survey results show that 24 percent of STVR users would not travel to Hawai'i Island if this lodging option were unavailable.
 - This would represent a loss of \$112 million to \$170 million in annual lodging revenue that would not be recaptured.
 - For Hawai'i County, this equates to \$3.35 million to \$5.11 million in foregone Hawai'i County Transient Accommodations Tax (HCTAT) revenue annually.
 - Non-lodging visitor spending losses would range from \$136 million to \$207 million if STVR restrictions were implemented.
- From a labor perspective, the supply-side survey found that each STVR unit supports an average of 1.6 full-time and 4 part-time employees. Limiting STVR operations would not only reduce visitor spending and owner income, but also eliminate jobs and wages tied to the STVR sector.
 - Based on average 2024 listings, this would equate to a loss of more than 12,000 full-time jobs and more than 30,000 part-time jobs. While some of these jobs may be absorbed into the hotel market, it is unlikely that all employment would be recaptured.

Considerations for Range of Impacts

Hawai'i County implemented a Short-Term Vacation Rental (STVR) permitting process in 2023 and currently has approximately 3,500 registered units. Based on this study's research, not all units are likely registered, meaning the County is not collecting the full amount of the Hawai'i County Transient Accommodations Tax (HCTAT).

- Hunden's modeling suggests the County could be collecting up to \$21 million annually in TAT from STVRs if full compliance were achieved. Current collections are estimated at only \$9 million, indicating that roughly \$12 million in revenue remains unreported and uncollected.
- In addition, Hawai'i County levies a 0.5-percent General Excise Tax (GET) on top of the state's 4-percent rate. Based on AirDNA's 2024 estimate of \$70,800 in average rental revenue per unit and an average inventory of 7,925 units, the County could generate approximately \$2.8 million in GET if all units were permitted and reporting. However, actual collections are likely closer to \$1.2 million, resulting in a significant shortfall.
- A variety of reasons may explain the lack of collection and compliance in Hawai'i County. These factors can include:
 - **Enforcement & Data Gaps:** Many STVRs operate without permits due to limited county capacity, inconsistent enforcement, and lack of STVR platform-level data sharing.
 - **Tax Compliance Issues:** Some hosts underreport income or fail to submit required County TAT, especially in rural areas or in cases of informal rental arrangements.
 - **Legal & Political Hurdles:** Zoning ambiguities, pending lawsuits, and political caution make aggressive enforcement difficult despite known revenue leakage.
 - **Cost & Documentation:** A registered STVR in Hawai'i requires a \$500 fee, zoning verification, detailed documentation (site plans, permits, tax information, etc.), and approval from the Planning Department.

07

Implications



Implications

Based on comprehensive market research, including three separate surveys targeting supply (STVR owners and operators), demand (visitors), and residents (Hawai'i County residents), Hunden has triangulated the findings to assess the impacts and implications of the STVR industry on the County.

- Survey results show that if STVRs were unavailable, **24 percent of visitors would not have made the trip**, 26 percent would have stayed in a full-service or luxury hotel, 19 percent would have rented a timeshare or condo, and 14 percent would have chosen a limited-service hotel. **This indicates that restricting STVRs would result in a loss of close to one fourth of the lodging, food & beverage, transportation, shopping, and entertainment spending attributed to STVRs.**
- The Hawai'i County STVR market primarily appeals to budget-conscious travelers, larger groups, and frequent STVR users, while the hotel market is dominated by luxury properties catering to more affluent visitors.
- All visitors surveyed, regardless of lodging type, prioritized nature-based outdoor recreation. **STVR visitors were more likely by 79 percent to engage in these activities as well as local culture.** With the growth in wellness tourism and related trends nationally, Hawaii County is poised to continue to grow in this space, as wellness and community well-being remain central to the Hawai'i Island Tourism Strategic Plan.
- If STVRs were restricted on the island, only **4 percent of owners and operators would definitely convert their listed units to long-term rentals**, while 68 percent indicated they would not. **This suggests that the likelihood of STVRs converting to long-term housing for residents is minimal.**
- Both **hotel and STVR lodging revenues exceed \$700 million annually on Hawai'i Island**, with additional daily visitor spending averaging more than \$130 per person. Most STVRs are concentrated within designated Resort Zones.
- **Resident sentiment toward tourism is largely positive**, with respondents recognizing its importance to the local economy, job creation, and cultural vibrancy. Most do not believe STVRs have negatively impacted their neighborhood or quality of life. While 56 percent perceive that housing costs and availability have increased due to tourism, 61 percent said STVRs have not deterred them from renting or purchasing property.
- More than 75 percent of STVR owners operate only one rental unit, and **54 percent rely on the income to cover housing-related costs**. Only 20 percent of owners view their property as a pure investment, **suggesting that most STVRs are operated by individuals with a personal financial stake rather than large-scale investors.**

Outcomes

Based on significant data findings from this study, Hunden compared the projected outcomes of the following two policy scenarios: (1) maintaining the current STVR legislation; and (2) implementing a full ban on STVRs in Hawai'i County.

WITH STVRs As it is Today

Since Hawai'i County implemented a STVR permitting process in 2023, approximately 3,500 units are now registered island-wide. However, AirDNA data and stakeholder feedback indicate that a significant number of STVRs remain unregistered, meaning the County is not collecting the full amount of Hawai'i County TAT or GET revenues. Based on average STVR listings and Hunden's calculations, the County is not collecting the following estimated annual revenues:

- \$12 million in TAT revenue
- \$1.6 million in GET revenue

Some residents have also expressed concerns that STVRs strain local infrastructure, create traffic congestion, and reduce long-term housing availability.

WITHOUT STVRs Introducing Strict Bans

STVRs contribute significantly to the island's tourism economy through both lodging revenue and visitor spending. Survey results indicate that if STVRs were unavailable, 24 percent of STVR users would not travel to Hawai'i Island. This would result in the following estimated losses:

- More than \$110 million in annual lodging revenue
- More than \$135 million in annual non-lodging visitor spending
- More than \$3.35 million in foregone HCTAT revenue annually
- More than 10,000 full-time jobs and 30,000 part-time jobs

Additionally, this would not significantly increase homeownership opportunities for residents, as only 4 percent of STVR owners reported that they would convert their units to long-term housing.

Recommendation

Based on this study's findings, STVRs contribute significant economic value to Hawai'i County and its communities. Resident survey respondents indicated that the community is largely in support of tourism and understands the importance of visitor spending to local economy and quality of life. Additionally, case studies of STVR policies worldwide have not identified substantial data that proves bans successfully addressed housing issues. The economic value of the STVR industry is substantial, and a county-wide ban would not be in the best interest of the county's economy and community at large.

Instead, Hunden recommends that Hawai'i County continues to enable STVRs while building on the existing 2020 – 2025 Hawai'i Island Tourism Strategic Plan, which seeks to align tourism growth with residents' quality of life in a sustainable, community-based manner. Drawing on demand and supply survey results, Hunden proposes the following four goals:

1. Continue to closely monitor STVR usage and supply growth on a bi-annual basis

2. Achieve 100% compliance with STVR registration to ensure the economic benefits are captured on the island and to the County

3. Consider implementing strategic development guidelines for STVRs located within resort zones versus those located outside of such zones

4. Explore public-private partnerships to develop housing for local residents, ensuring that community members receive prioritized access to inexpensive housing

These initiatives would strive to achieve balance between the economic benefits of the STVR industry with community well-being and neighborhood integrity. No single finding should be interpreted in isolation; readers must consider the systemic context—including Hawai'i Island's unique geographic, cultural, and economic conditions—and acknowledge that no ideal model exists and many uncertainties remain.

hunden
partners

213 W. Institute Place, Suite 707
Chicago, IL 60610

312.643.2500 | hunden.com

Appendix



Market Size Calculations

The table below presents Hunden’s methodology for estimating the market size of Hawai’i Island hotel rooms alongside STVR listings. Hotel data are sourced from the State of Hawai’i, and STVR metrics are based on AirDNA’s 2024 annual performance averages.

Hawai’i Island Lodging Market	Room / Listings	Total Room Nights per Year	Occupancy	Sold Rooms / Nights per Year	ADR	Estimated Annual Revenue
Estimated Hotel Market	6,816	2,487,840	68.2%	1,696,707	\$429.80	\$729,244,617
Estimated STVR Market	7,925	2,892,625	64.7%	1,872,010	\$379.05	\$709,585,572

Implications Methodology

Using State of Hawai'i per capita spending, Hawai'i County's 2024 visitor arrivals, and survey responses, Hunden estimated the lodging and non-lodging visitor expenditures that would be lost to the island if short-term vacation rentals (STVRs) were banned. Hunden also projected the number of full-time and part-time jobs supported by the STVR industry.

These estimates rely on conservative survey assumptions and therefore represent a lower-bound estimate relative to the AirDNA market projections on the previous slide.

Spending Categories	2024 Per Cap	Total
F&B	\$52.10	\$223,902,399
Ent&Rec	\$23.00	\$98,843,669
Transportation	\$22.80	\$97,984,159
Shopping	\$25.00	\$107,438,771
Other	\$8.60	\$36,958,937
Non-Lodging STVR Visitor Spend	\$131.50	\$565,127,935

Total number of visitor arrivals in 2024	1,735,821
% of visitors who stayed in STVR (Demand Survey)	41%
Total number of STVR visitors	711,687
Average visitor length of stay (Supply Survey)	6.04
Total number of visitor days	4,297,551
Average group size (Supply Survey)	3.50
Total number of booked units	203,215
Total number of booked room nights	1,227,121
2024 STVR Average ADR	\$379.05
Total Revenue of STVRs	\$465,140,179
% who would not visit without STVRs (Demand Survey)	24%

STVR room revenue lost to island	\$111,633,643
Lost Hawaii County TAT (3.00%)	\$3,349,009

Non-lodging STVR per visitor spend	\$131.50
Total non-lodging STVR visitor spend in 2024	\$565,127,935

Visitor spend lost to island	\$135,630,704
-------------------------------------	----------------------

Full-time employees per STVR (Supply Survey)	1.60
Part-time employees per STVR (Supply Survey)	3.95

Loss of Full-time Jobs	12,680
Loss of Part-time Jobs	31,304

Hotel

Competitive Set Statistics



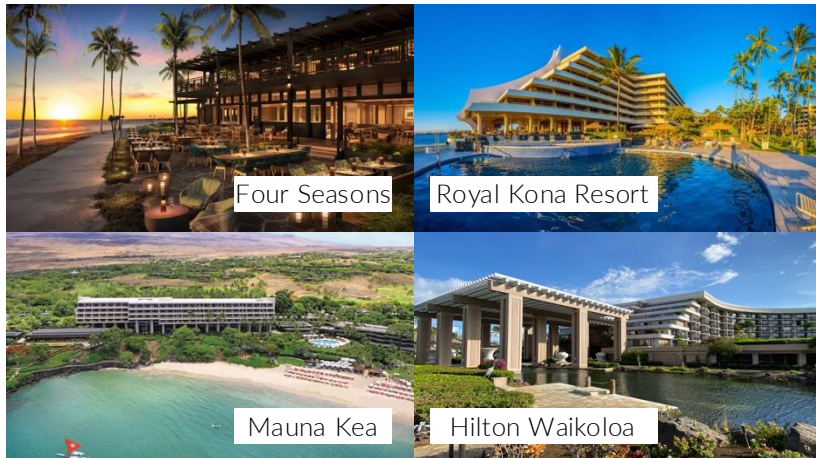
Competitive Hotel Supply Analysis

•Hunden analyzed 13 competitive hotels within the Hawai'i Island supply, based on their size and quality. The set ranges from Upscale to Luxury properties and totals more than 4,300 rooms. This makes up nearly 65 percent of the total rooms on the island.

•These properties are scattered across three markets including Waikoloa, Kailua Kona and Kamuela. The following slides include hotel performance data across this competitive set.

COMPETITIVE HOTEL SUPPLY LIST - HAWAII ISLAND

Property Name	Location	Rooms	Scale	Date Opened
Waikoloa Beach Marriott Resort & Spa	Waikoloa, HI	297	Upper Upscale Class	Jun 1981
Hilton Waikoloa Village	Waikoloa, HI	653	Upper Upscale Class	Sep 1988
Hilton Grand Vacations Club Ocean Tower Waikoloa Village	Waikoloa, HI	230	Upper Upscale Class	Oct 2018
Courtyard King Kamehameha's Kona Beach Hotel	Kailua Kona, HI	455	Upscale Class	Jun 1975
Kona Village, A Rosewood Resort	Kailua Kona, HI	150	Luxury Class	Jun 1965
Royal Kona Resort	Kailua Kona, HI	376	Upper Upscale Class	Jun 1970
Pacific 19 Kona	Kailua Kona, HI	148	Upscale Class	Jun 1971
OUTRIGGER Kona Resort and Spa	Kailua Kona, HI	511	Upper Upscale Class	Jun 1971
Four Seasons Resort Hualalai	Kailua Kona, HI	249	Luxury Class	Sep 1996
Mauna Kea Beach Hotel, Autograph Collection	Kamuela, HI	156	Upper Upscale Class	Jun 1965
Mauna Lani, Auberge Resorts Collection	Kamuela, HI	333	Luxury Class	Feb 1984
Fairmont Orchid Hawaii	Kamuela, HI	540	Luxury Class	Dec 1990
The Westin Hapuna Beach Resort	Kamuela, HI	249	Upper Upscale Class	Aug 1994
Average/Total	--	4,347	13 Hotels	Aug 1982



Source: Smith Travel Research, Costar

Source: Hunden Partners, Placer.ai, Various Facilities

Competitive Set Performance

Hunden pulled data from Smith Travel Research to understand the performance of the competitive hotel set from January 2017 through December 2024.

The average room supply has decreased slightly by 1.2 percent since 2017, reflecting a lack of new, quality product development in the market. Recent occupancy rates have not yet returned to pre-pandemic levels. However, the Average Daily Rate (ADR) has shown substantial growth, particularly since 2020. Revenue per Available Room (RevPAR) has decreased since its peak in 2022, driven by higher ADR and lower occupancy levels.

HISTORICAL SUPPLY, DEMAND, OCCUPANCY, ADR, AND REVPAR FOR COMPETITIVE HOTELS

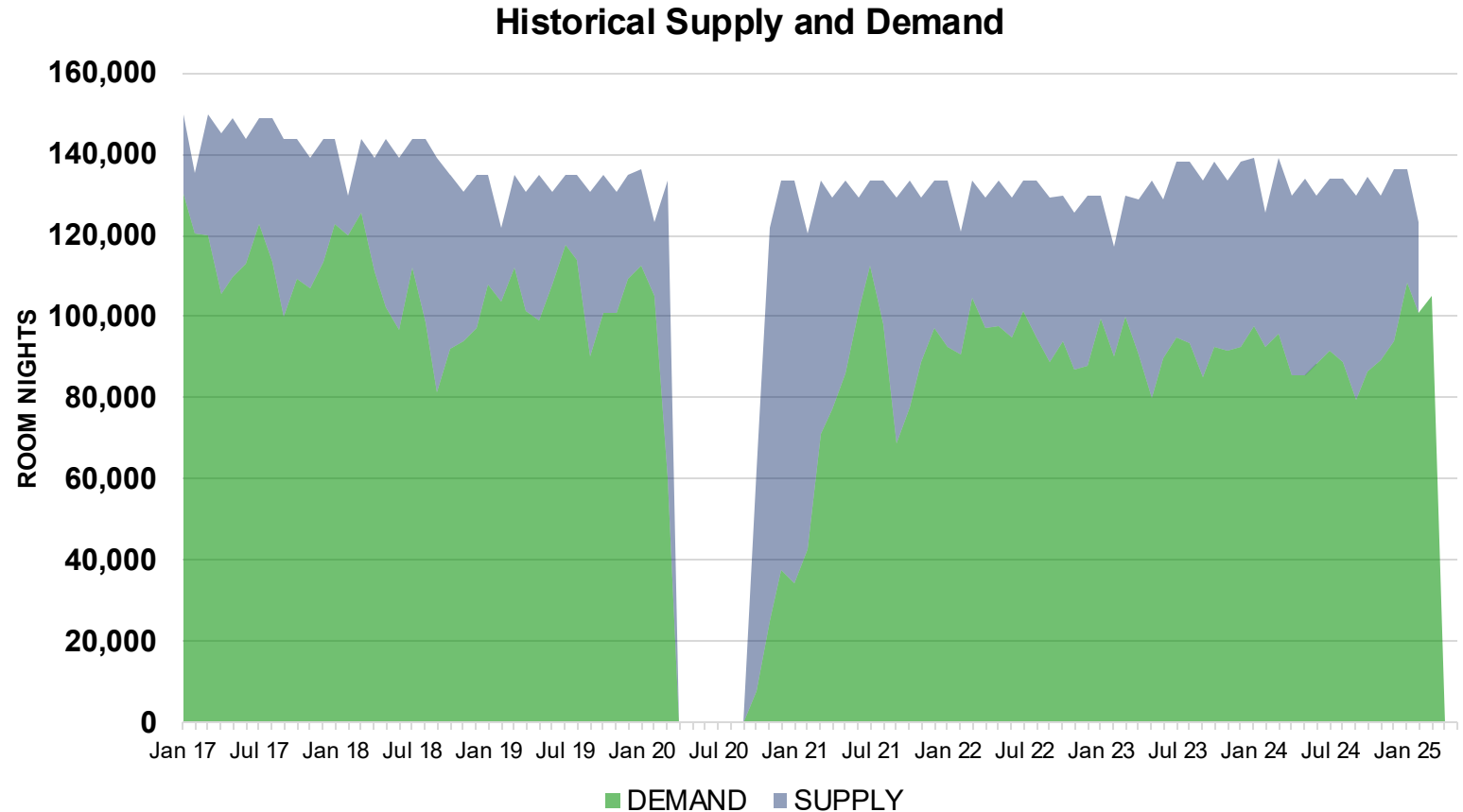
Year	Annual Avg. Available Rooms	Available Room Nights	% Change	Room Nights Sold	% Change	% Occupancy	% Change	ADR	% Change	RevPar	% Change
2017	4,772	1,741,764	--	1,365,285	--	78%	--	\$284	--	\$222	--
2018	4,570	1,667,923	-4%	1,253,757	-8%	75%	-4%	\$295	4%	\$222	0%
2019	4,352	1,588,480	-5%	1,265,361	1%	80%	6%	\$303	3%	\$241	9%
2020	0	0	-100%	0	-100%	0%	-100%	\$0	-100%	\$0	-100%
2021	4,313	1,574,256	--	955,740	--	61%	--	\$424	--	\$257	--
2022	4,283	1,563,386	-1%	1,131,546	18%	72%	19%	\$494	17%	\$358	39%
2023	4,348	1,586,850	2%	1,099,831	-3%	69%	-4%	\$496	0%	\$344	-4%
2024	4,372	1,595,634	1%	1,075,341	-2%	67%	-3%	\$505	2%	\$340	-1%
CAGR (2017-2024)		-1.2%		-3.0%		-0.9%		11.2%		7.6%	

Source: Smith Travel Research, Hunden Partners

Supply & Demand

The supply of room nights in the competitive set has slightly decreased with renovations and no new development between 2017 and 2024. Hotel room demand has a lot of fluctuation in terms of seasonality, but a few periods with notable demand include December through February.

When the pandemic occurred in March and April 2020, hotels shut down temporarily until travel restrictions and social distancing guidelines lifted. Hawaii realized this impact more than most markets across the country. Demand has recovered and nearly resembles pre-pandemic levels.



ADR – Average Daily Rate
Source: STR

Heat Charts

Hotel ADR & Occupancy

The adjacent tables detail the weekly performance of the competitive set by month from March 2024 through February 2025.

Throughout the annual analysis, Wednesdays and Thursdays consistently show the highest average daily rate. On a monthly basis, November saw the best performance with rates reaching \$694.

Occupancy was highest on Thursdays through Saturdays with average occupancy rates of 71, 72, and 73 percent, respectively.

December, January, and February achieved some of the highest rates with occupancies between 77 percent and 82 percent.

ADR by Day of Week and Month | Hawai'i County
March 2024 through February 2025

Month	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Avg
March-24	\$485	\$519	\$519	\$556	\$548	\$526	\$483	\$519
April-24	\$424	\$428	\$414	\$415	\$425	\$406	\$405	\$416
May-24	\$498	\$508	\$492	\$494	\$504	\$487	\$472	\$493
June-24	\$501	\$516	\$511	\$504	\$512	\$504	\$494	\$506
July-24	\$515	\$519	\$520	\$523	\$514	\$503	\$482	\$509
August-24	\$407	\$416	\$407	\$403	\$405	\$402	\$398	\$405
September-24	\$441	\$432	\$430	\$447	\$454	\$454	\$441	\$443
October-24	\$466	\$456	\$467	\$478	\$474	\$451	\$435	\$460
November-24	\$667	\$683	\$694	\$585	\$628	\$641	\$673	\$656
December-24	\$512	\$481	\$475	\$611	\$599	\$549	\$542	\$543
January-25	\$547	\$534	\$538	\$547	\$547	\$555	\$549	\$545
February-25	\$538	\$540	\$537	\$550	\$569	\$562	\$535	\$547
Average	\$506	\$509	\$506	\$513	\$517	\$505	\$495	

Source: Smith Travel Research

Occupancy by Day of Week and Month | Hawai'i County
March 2024 through February 2025

Month	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Avg
March-24	64%	64%	63%	64%	67%	70%	70%	66%
April-24	61%	61%	62%	62%	65%	67%	69%	64%
May-24	64%	65%	67%	67%	69%	72%	71%	68%
June-24	66%	65%	67%	69%	70%	70%	73%	68%
July-24	62%	64%	64%	65%	68%	69%	70%	66%
August-24	58%	56%	60%	63%	66%	65%	65%	61%
September-24	62%	62%	62%	63%	65%	70%	68%	64%
October-24	66%	68%	67%	67%	70%	71%	71%	69%
November-24	67%	68%	69%	67%	68%	72%	72%	69%
December-24	79%	79%	79%	79%	80%	80%	81%	79%
January-25	81%	80%	80%	82%	84%	86%	82%	82%
February-25	73%	74%	78%	78%	77%	79%	82%	77%
Average	67%	67%	68%	69%	71%	72%	73%	

Source: Smith Travel Research

Resident Survey

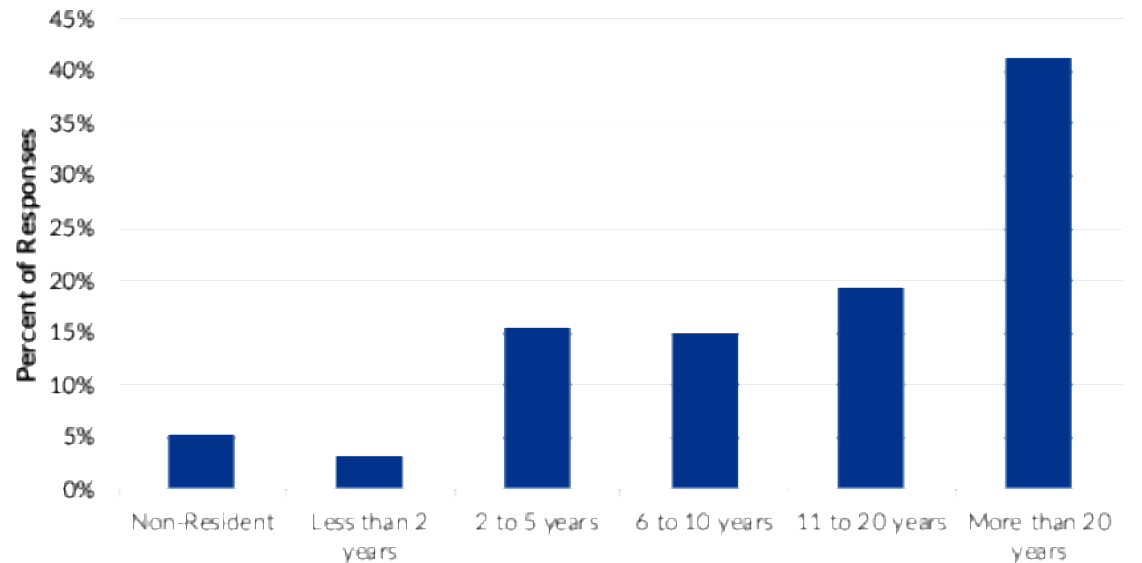
1,726 Responses



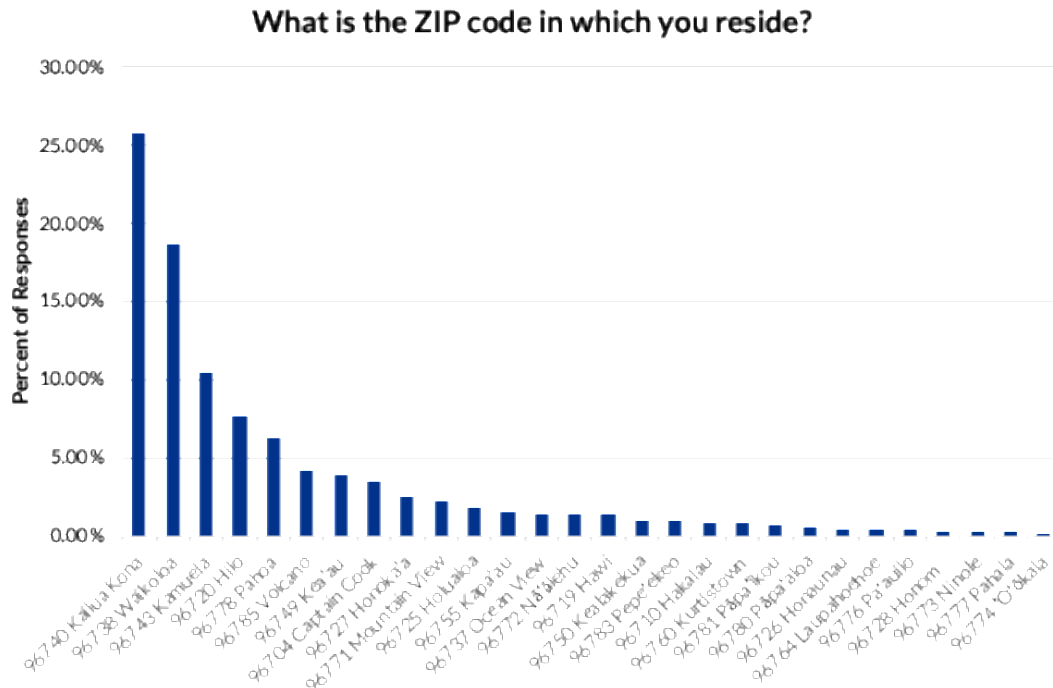
1. How long have you been a resident of Hawai'i County?

Answer Choices	Percent of Responses	Number of Responses
Non-Resident	5.39%	93
Less than 2 years	3.36%	58
2 to 5 years	15.53%	268
6 to 10 years	15.06%	260
11 to 20 years	19.29%	333
More than 20 years	41.37%	714
Total Responses		1,726

How long have you been a resident of Hawai'i County?



2. What is the ZIP code in which you reside?



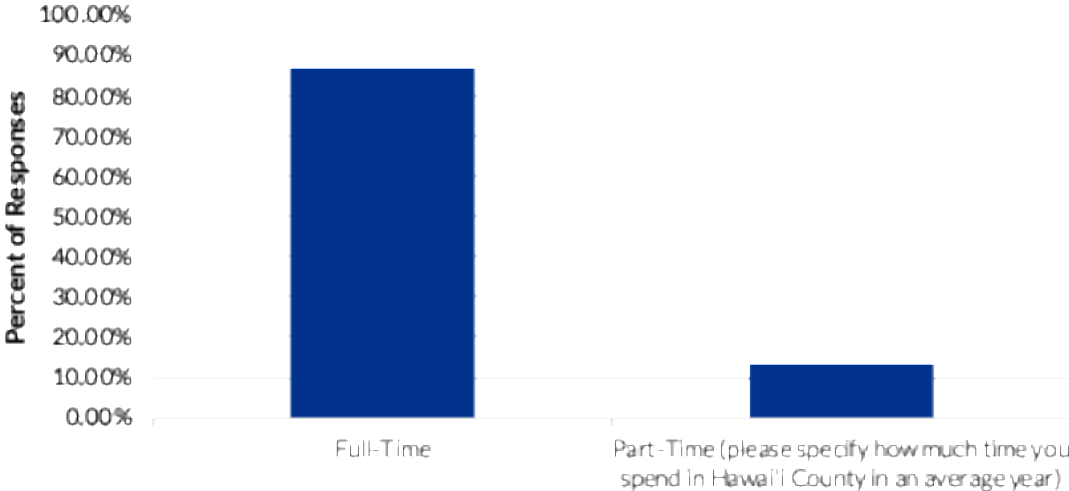
Answer Choices	Percent of Responses	Number of Responses
96740 Kailua Kona	25.78%	445
96738 Waikoloa	18.71%	323
96743 Kamuela	10.49%	181
96720 Hilo	7.71%	133
96778 Pāhoa	6.26%	108
96785 Volcano	4.17%	72
96749 Kea'au	3.94%	68
96704 Captain Cook	3.53%	61
96727 Honoka'a	2.55%	44
96771 Mountain View	2.20%	38
96725 Hōlualoa	1.80%	31
96755 Kapa'au	1.56%	27
96737 Ocean View	1.39%	24
96772 Nā'ālehu	1.39%	24
96719 Hāwī	1.33%	23
96750 Kealahou	1.04%	18
96783 Pepe'ekeo	0.98%	17
96710 Hakalau	0.87%	15
96760 Kurtistown	0.87%	15
96781 Pāpa'ikou	0.70%	12
96780 Pāpa'aloa	0.52%	9
96726 Hōnaunau	0.46%	8
96764 Laupāhoehoe	0.41%	7
96776 Pa'auilo	0.41%	7
96728 Honomū	0.29%	5
96773 Ninole	0.29%	5
96777 Pāhala	0.23%	4
96774 'O'okala	0.12%	2
Total Responses		1726

3. Are you a full-time or part-time resident? If part-time, how much time do you spend in Hawai'i County in an average year?

Answer Choices	Percent of Responses	Number of Responses
Full-Time	86.79%	1,498
Part-Time*	13.21%	228
Total Responses		1,726

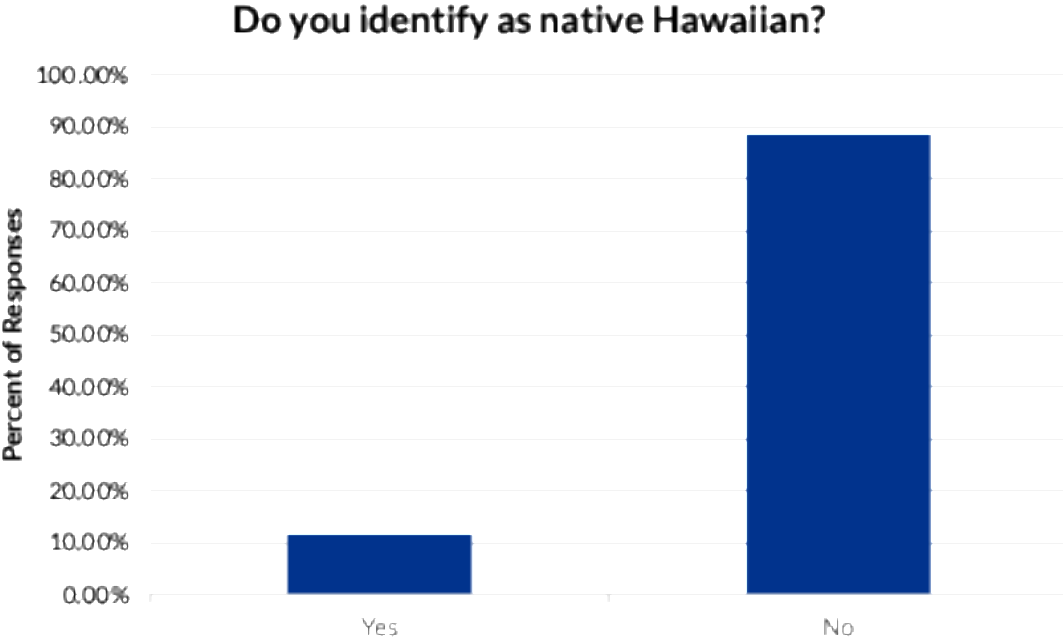
**Part-time residents spend on average 4.2 months a year in Hawai'i County*

Are you a full-time or part-time resident? If part-time, how much time do you spend in Hawai'i County in an average year?



4. Do you identify as native Hawaiian?

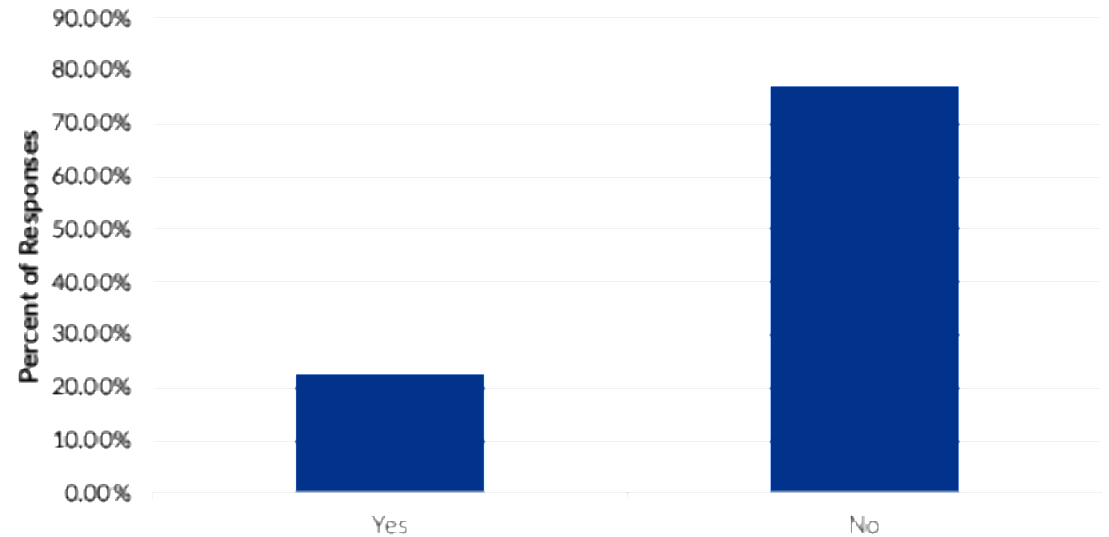
Answer Choices	Percent of Responses	Number of Responses
Yes	11.53%	199
No	88.47%	1,527
Total Responses		1,726



5. Are you affiliated with an STR unit in any way (owner, operator, etc.)?

Answer Choices	Percent of Responses	Number of Responses
Yes	22.77%	393
No	77.23%	1,333
Total Responses		1,726

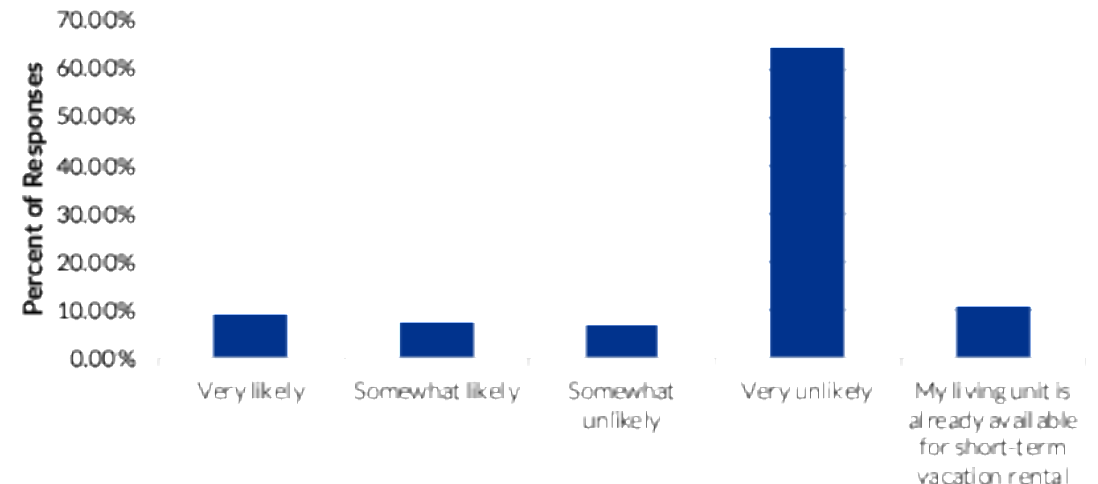
Are you affiliated with an STR unit in any way (owner, operator, etc.)?



6. In the next 12 months, how likely are you to consider making your living unit in Hawai'i County available for short-term vacation rental to visiting guests through a home or vacation rental site or management company or other booking method?

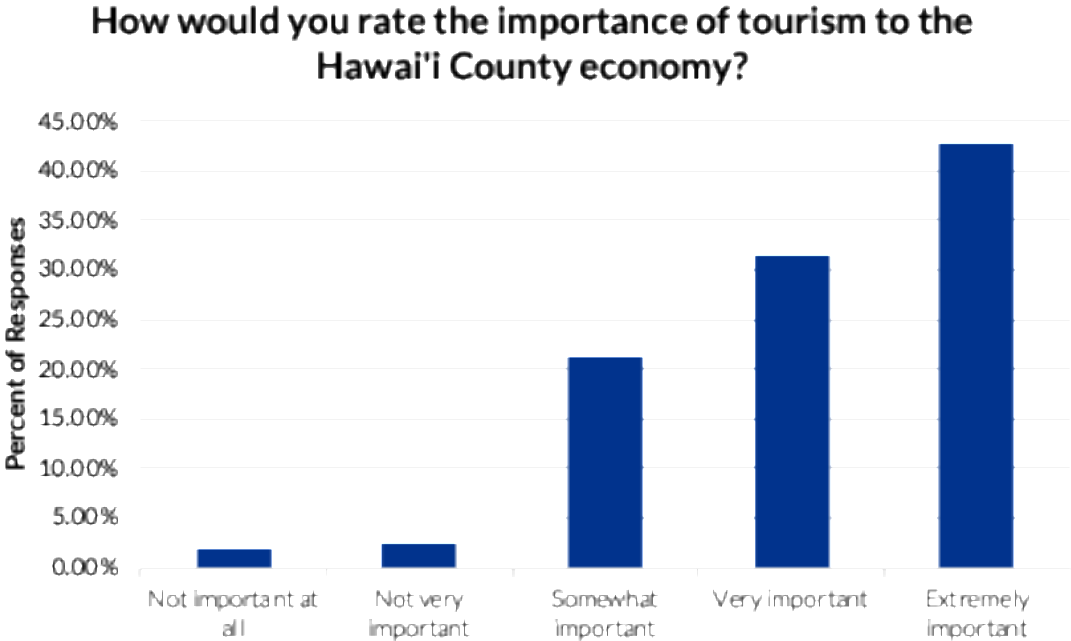
Answer Choices	Percent of Responses	Number of Responses
Very likely	9.59%	164
Somewhat likely	7.54%	129
Somewhat unlikely	7.13%	122
Very unlikely	64.58%	1,105
My living unit is already available for short-term vacation rental	11.16%	191
Total Responses		1,726

In the next 12 months, how likely are you to consider making your living unit in Hawai'i County available for short-term vacation rental to visiting guests through a home or vacation rental site or management company or other booking method?



7. How would you rate the importance of tourism to the Hawai'i County economy?

Answer Choices	Percent of Responses	Number of Responses
Not important at all	1.91%	33
Not very important	2.55%	44
Somewhat important	21.26%	367
Very important	31.58%	545
Extremely important	42.70%	737
Total Responses		1,726



8. From your perspective, to what extent do you agree or disagree with each of these statements for Hawaii County?

Tourism in Hawai'i ...

Answer Choices	Disagree		Neutral		Agree		Total	Weighted Average
Creates good employment opportunities for residents.	10.06%	173	19.66%	338	70.27%	1,208	1,719	2.6
Creates opportunity for new businesses.	8.13%	140	19.69%	339	72.18%	1,243	1,722	2.64
Creates revenue for local businesses.	3.14%	54	11.91%	205	84.95%	1,462	1,721	2.82
Creates traffic congestion.	10.92%	188	26.44%	455	62.64%	1,078	1,721	2.52
Strains local infrastructure.	18.51%	318	25.20%	433	56.29%	967	1,718	2.38
Brings diversity to our island.	25.76%	442	34.50%	592	39.74%	682	1,716	2.14
Creates a positive ambience/vibe in the local community.	33.88%	583	35.91%	618	30.21%	520	1,721	1.96
Is an important factor in making our community a great place to live.	31.06%	534	30.02%	516	38.92%	669	1,719	2.08
Increases housing costs.	21.28%	365	21.92%	376	56.79%	974	1,715	2.36
Supports amenities and attractions beyond what our resident-base can support alone for residents to also enjoy.	18.99%	326	22.83%	392	58.18%	999	1,717	2.39
Improves our quality of life.	31.75%	541	29.93%	510	38.32%	653	1,704	2.07
Total Responses								1,726

Positive themes:

Tourism and STRs are viewed as vital economic drivers that support local businesses, create jobs, and help residents maintain property ownership.

Neutral themes:

Respondents recognize the need to strike a balance between tourism and residents' quality of life, calling for better management, regulation, and sustainable planning.

Negative themes:

STRs and mass tourism are criticized for disrupting neighborhoods, straining infrastructure, displacing locals, and reflecting government neglect of residents' needs.

9. How likely are you to support STRs in your community if...

Answer Choices	Unlikely	Likely	Total	Weighted Average		
STR taxes and fees funded infrastructure (roads, parks, etc.) and programs (education, culture, etc.) in your community?	32.82%	557	67.18%	1140	1697	1.67
The minimum duration of stay were set to reduce traffic/disruption?	58.40%	970	41.60%	691	1661	1.42
Noise time limits followed County regulations and were enforced?	34.83%	590	65.17%	1104	1694	1.65
STRs were owner-occupied hosted?	32.96%	560	67.04%	1139	1699	1.67
STRs were on-site manager hosted?	45.48%	769	54.52%	922	1691	1.55
STRs were unhosted?	70.68%	1193	29.32%	495	1688	1.29
You knew that your friend/neighbor relied on STR income to afford to live there?	38.11%	649	61.89%	1054	1703	1.62
STR number limits were set per community?	50.81%	849	49.19%	822	1671	1.49
STR operators were trained and followed visitor acculturation procedures (stewarding visitors, Pono Pledge for care of the aina (land), etc.)?	45.80%	769	54.20%	910	1679	1.54
STRs created job opportunities in your community?	36.61%	619	63.39%	1072	1691	1.63
Total Responses						1,726

Supportive themes:

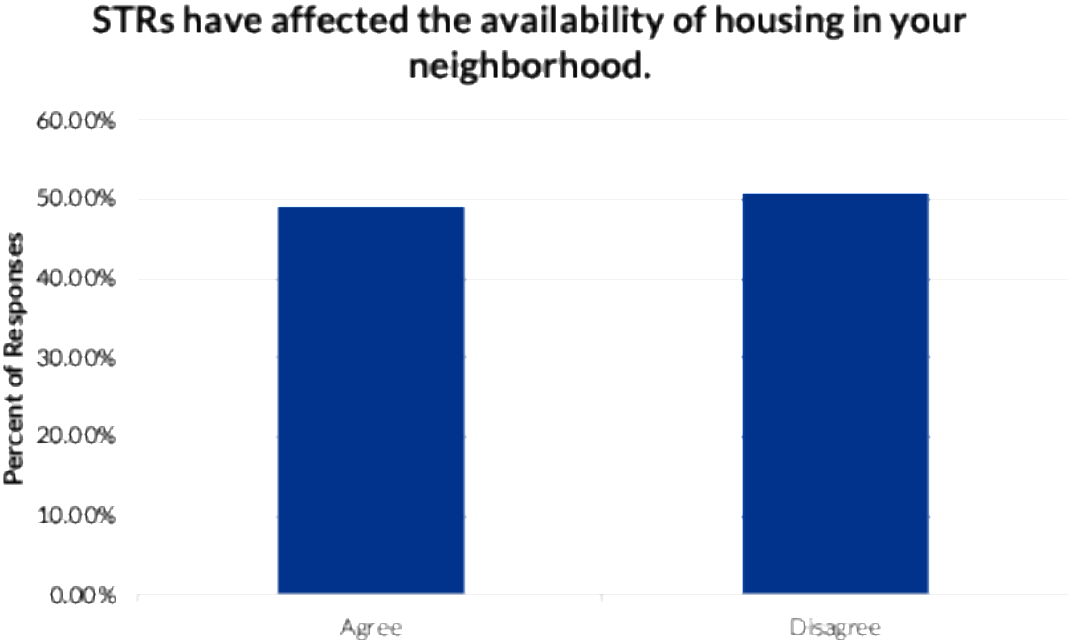
Many residents support STRs as a critical source of income that enables local homeownership and sustains small businesses, provided they are fairly regulated and responsibly operated.

Non-Supportive themes:

Opponents argue STRs displace local housing, disrupt community cohesion, and serve the interests of off-island investors at the expense of long-term residents' stability and cultural integrity.

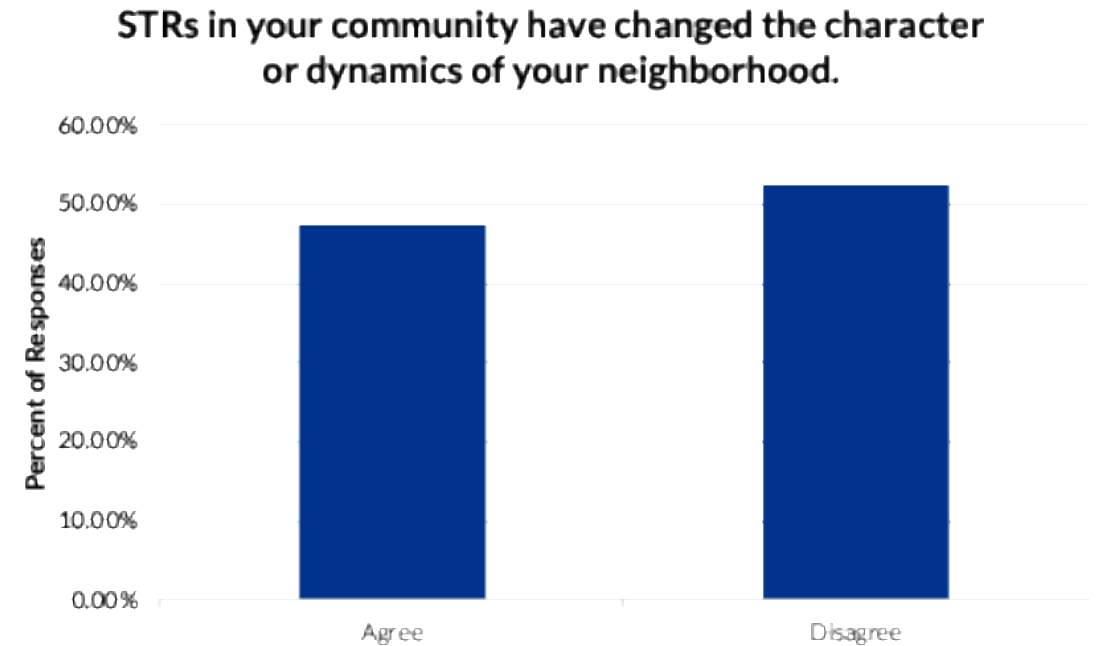
10. STRs have affected the availability of housing in your neighborhood.

Answer Choices	Responses	
Agree	49.07%	847
Disagree	50.93%	879
Total Responses		1,726



11. STRs in your community have changed the character or dynamics of your neighborhood.

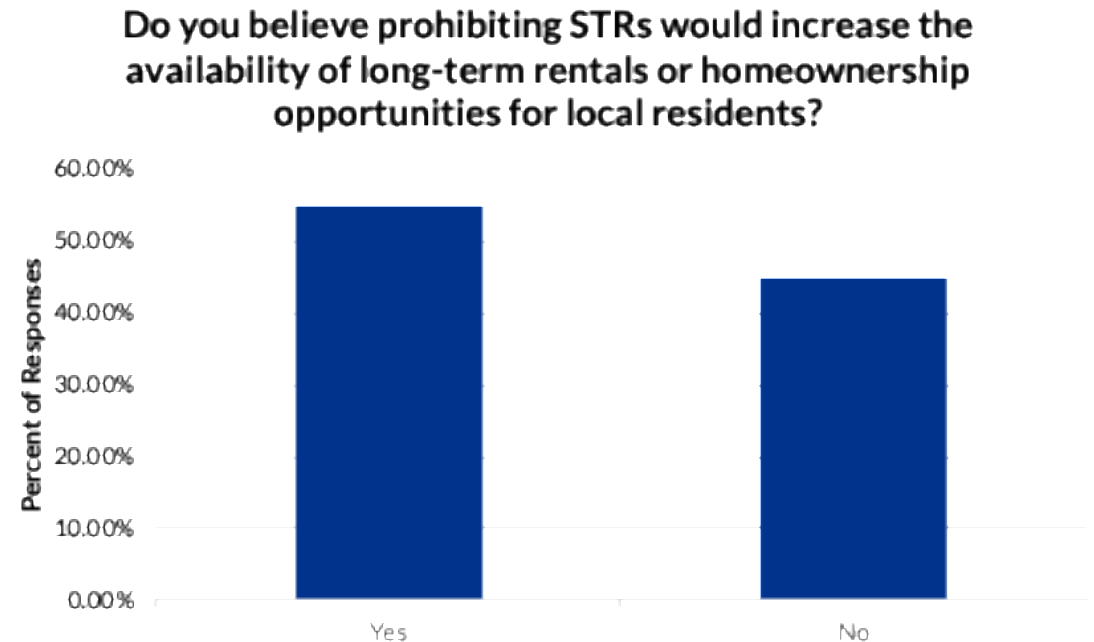
Answer Choices	Responses	
Agree	47.39%	818
Disagree	52.61%	908
Total Responses		1,726



12. Do you believe prohibiting STRs would increase the availability of long-term rentals or homeownership opportunities for local residents?

Answer Choices	Responses	
Yes	55.10%	951
No	44.90%	775
Total Responses	1,726	

Note: According to the Supplemental Supply Survey (Question 4), only 4% of owners would consider converting their STR units to long-term rentals if regulations prohibited short-term rental use.



13. What challenges do you foresee in converting existing STRs into long-term housing units (e.g., employment, transportation, environmental)?

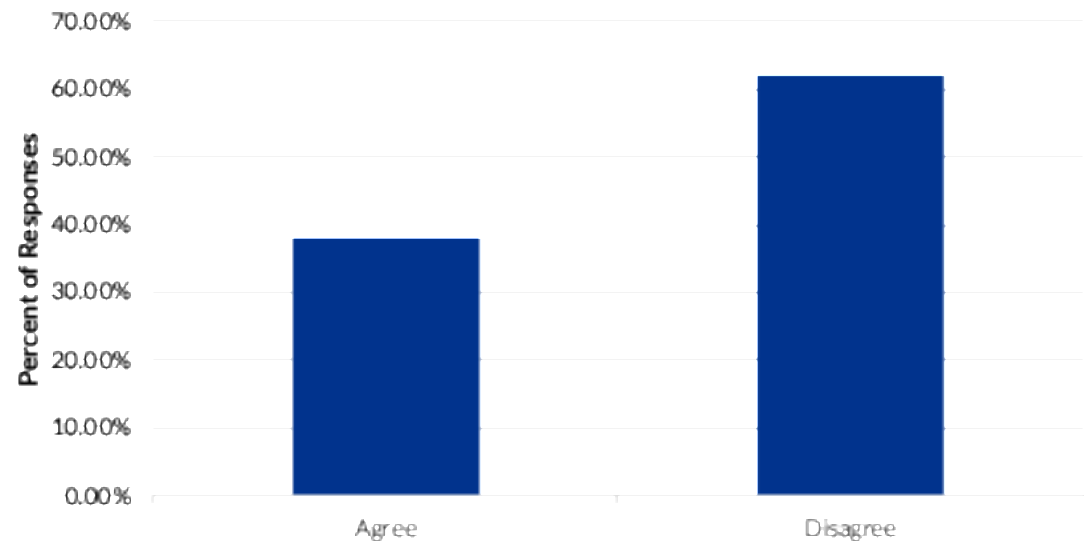
Most common themes include:

- **Loss of Income for Owners:** Many responses highlight that STRs generate higher revenue compared to long-term rentals, and owners rely on this income to cover mortgages, taxes, and other expenses. Converting to long-term rentals would reduce their income, potentially making it financially unsustainable for some owners to maintain their properties.
- **Affordability Issues for Local Residents:** Several responses note that even if STRs are converted to long-term rentals, the resulting rental prices would likely remain unaffordable for local residents due to high property costs, taxes, and maintenance fees. Many STRs are high-end or located in expensive areas, making them unsuitable as affordable housing options.
- **Resistance from Owners and Legal/Political Challenges:** A significant number of responses mention resistance from STR owners, particularly those who are non-residents or investors, who may lobby or pursue legal action to protect their ability to operate STRs. Additionally, concerns about property rights and government overreach are frequently cited as barriers to enforcing such conversions.
- **Impact on Employment and Local Economy:** Numerous responses emphasize that converting STRs to long-term rentals could lead to job losses in sectors like housekeeping, property management, and tourism-related services, as STRs generate employment opportunities and tourist spending supports local businesses. This reduction in economic activity could negatively affect the community's financial stability.

14. The presence of STRs has impacted your decision or ability to rent or purchase a home.

Answer Choices	Responses	
Agree	38.18%	659
Disagree	61.82%	1,067
Total Responses		1,726

The presence of STRs has impacted your decision or ability to rent or purchase a home.

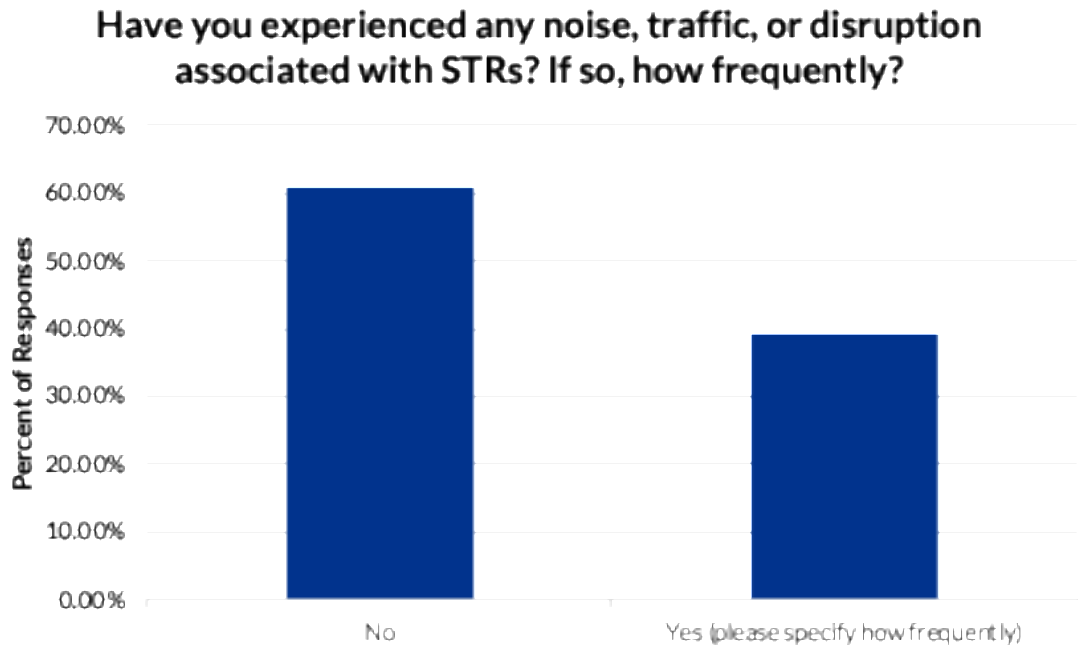


15. Have you experienced any noise, traffic, or disruption associated with STRs?

Answer Choices	Responses	
No	60.66%	1,047
Yes*	39.34%	679
Total Responses	1,726	

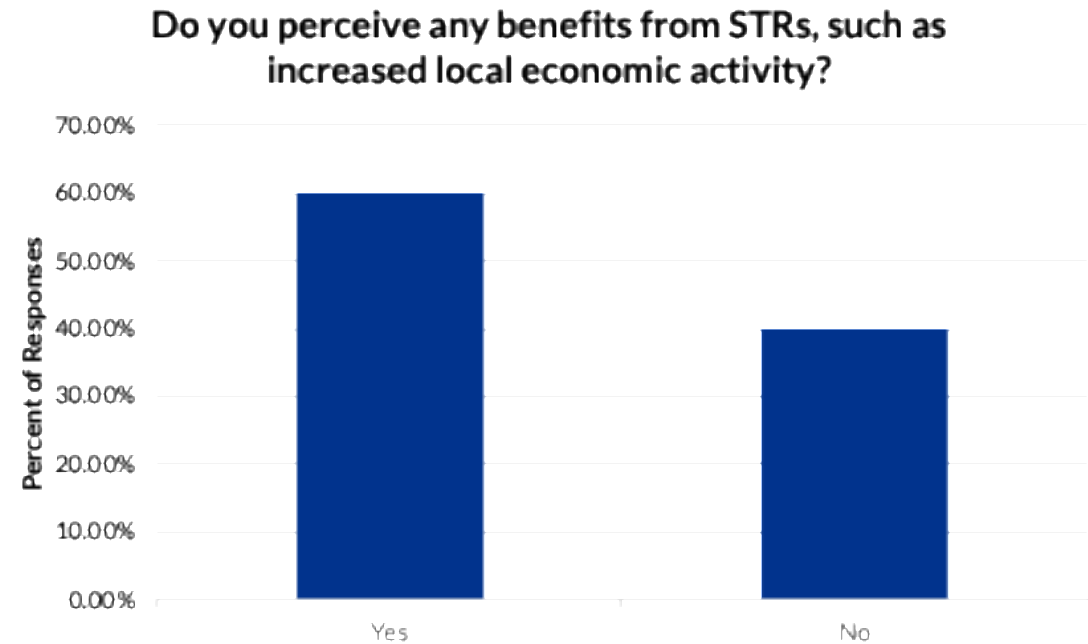
**This disruption is often described as daily or weekly, with limited enforcement of regulations. Respondents consistently express concern that STR occupants do not integrate with or respect the character and norms of residential neighborhoods, leading to a decline in quality of life, community cohesion, and safety.*

Additionally, these disruptions are often compounded during peak tourist seasons or holidays, and many note the ineffectiveness of reporting mechanisms or county enforcement, contributing to frustration and loss of confidence in governance.



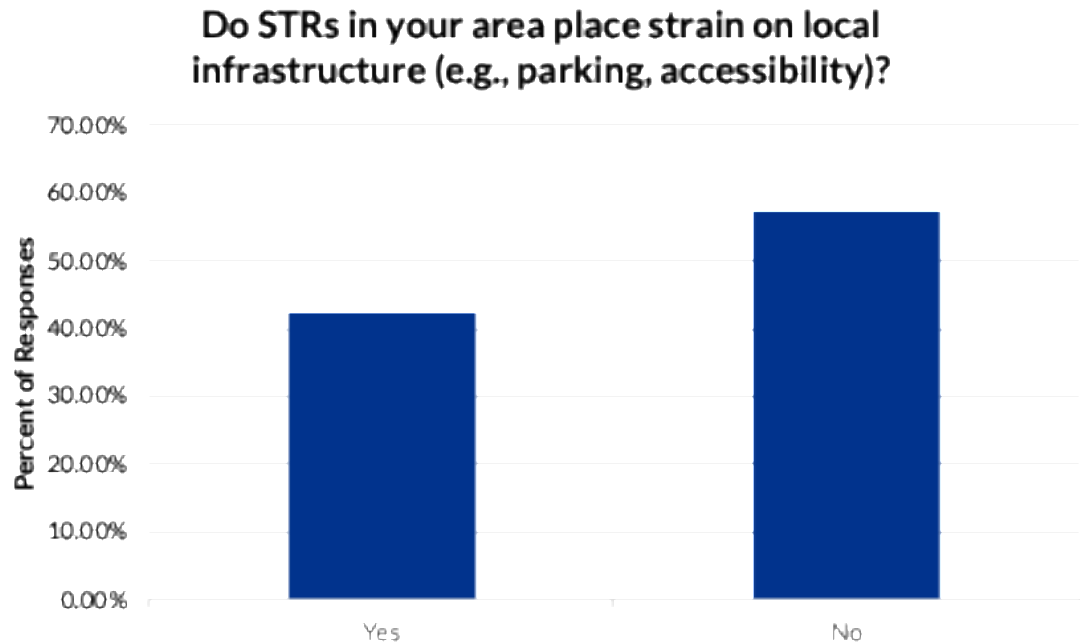
16. Do you perceive any benefits from STRs, such as increased local economic activity?

Answer Choices	Responses	
Yes	60.14%	1,038
No	39.86%	688
Total Responses		1,726



17. Do STRs in your area place strain on local infrastructure (e.g., parking, accessibility)?

Answer Choices	Responses	
Yes	42.53%	734
No	57.47%	992
Total Responses		1,726



18. In your opinion, how do STRs influence local culture and traditions in your area?

The majority of responses (approximately 60 percent) indicate that short-term rentals (STRs) have a negative or negligible influence on local culture and traditions in Hawai'i, particularly in areas like Kailua-Kona, Waikoloa, and Puna. Common concerns include:

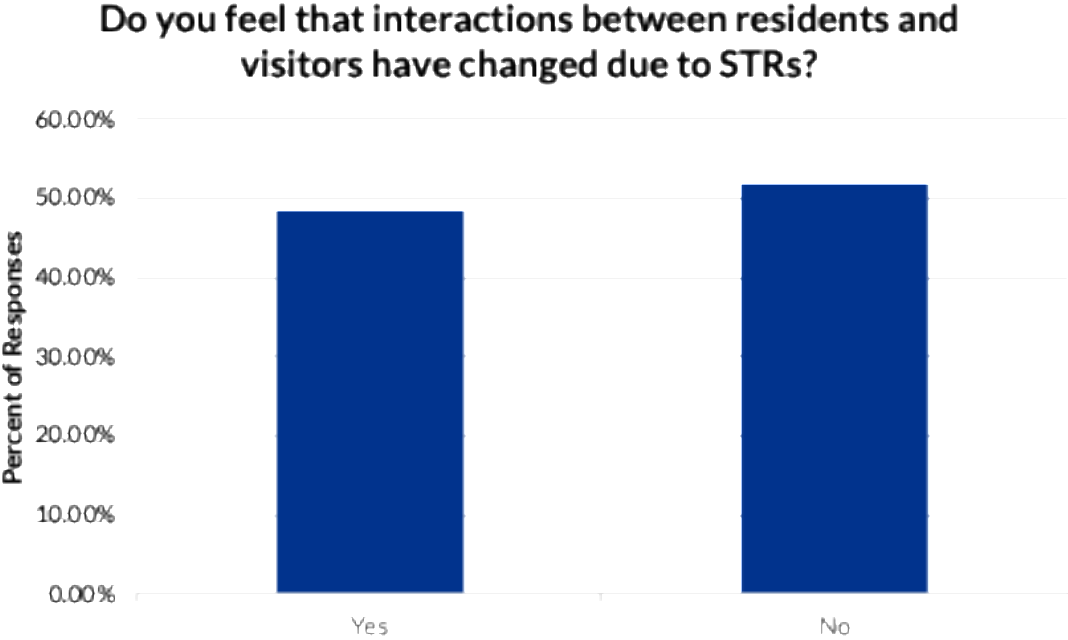
- *Lack of respect or understanding from visitors, who are often seen as prioritizing vacation enjoyment over cultural sensitivity, leading to behaviors like littering, overcrowding sacred sites, or disregarding local customs.*
- *STRs contribute to housing shortages, driving locals out and eroding community cohesion, which they view as integral to sustaining Hawai'ian culture.*

However, a significant minority (approximately 30 percent) argue STRs can positively impact local culture when managed responsibly, especially through hosted rentals. Some mentioned:

- *STRs allow visitors to engage more authentically with Hawai'ian life compared to hotels, fostering cultural exchange through interactions with local hosts, participation in events like farmers' markets or festivals, and support for small businesses.*
- *Others emphasize economic benefits, suggesting that STR income enables locals to stay in Hawai'i, preserving cultural practices indirectly.*

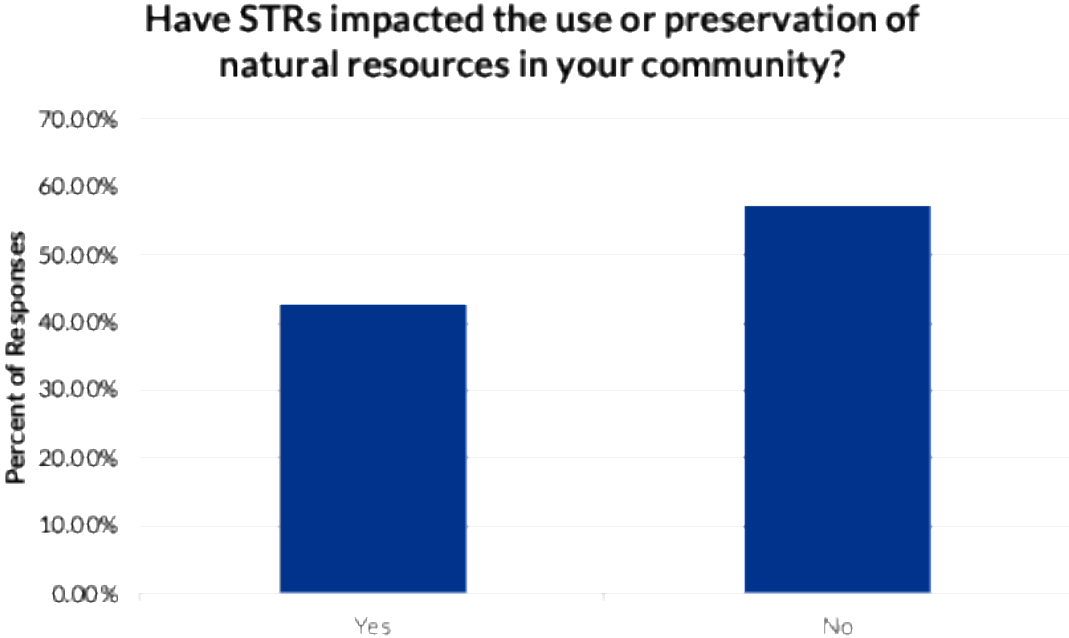
19. Do you feel that interactions between residents and visitors have changed due to STRs?

Answer Choices	Responses	
Yes	48.32%	834
No	51.68%	892
Total Responses		1,726



20. Have STRs impacted the use or preservation of natural resources in your community?

Answer Choices	Responses	
Yes	42.82%	739
No	57.18%	987
Total Responses		1,726



Supply Survey

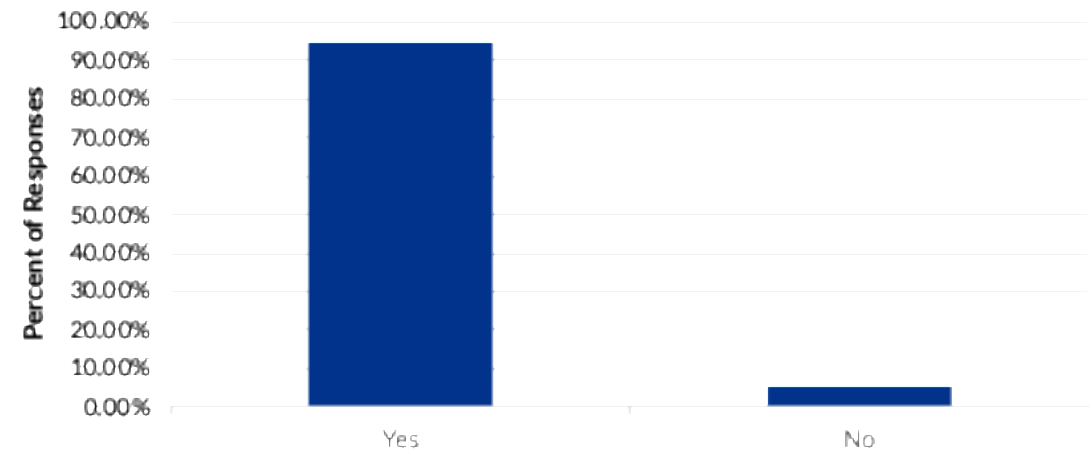
688 Responses



1. During the past three years, have you owned or operated at least one short-term vacation rental (or made part of your living unit available for short-term vacation rental) in Hawai'i County?

Answer Choices	Responses	
Yes	94.62%	651
No	5.38%	37
Total Responses		688

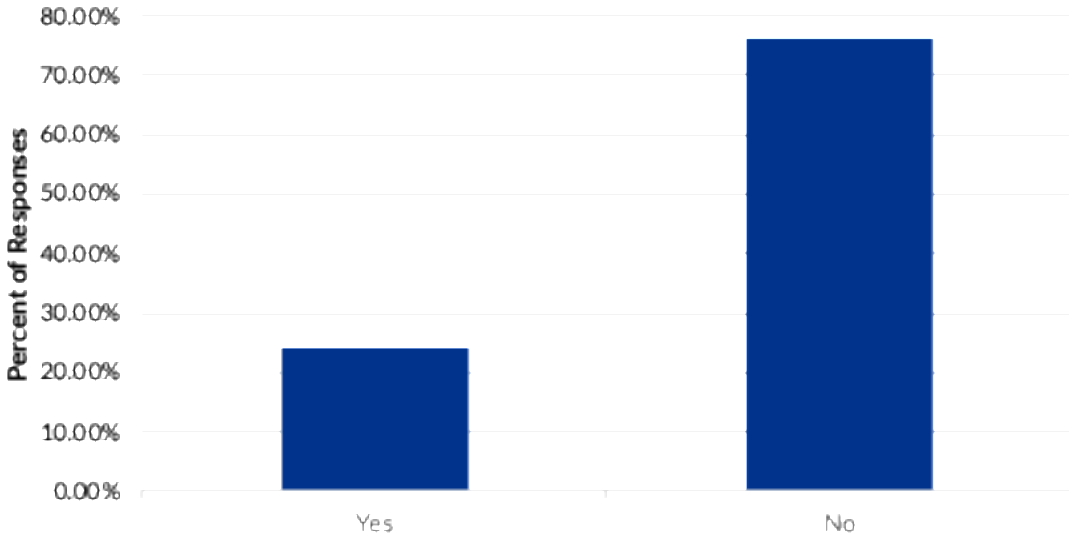
During the past three years, have you owned or operated at least one short-term vacation rental (or made part of your living unit available for short-term vacation rental) in Hawai'i County?



2. Do you own or operate more than one short-term vacation rental?

Answer Choices	Responses	
Yes	23.98%	112
No	76.02%	355
Answered	467	
Skipped	221	

Do you own or operate more than one short-term vacation rental?



3. Which of the following describes the living unit (or part thereof) that you make available for short-term vacation rental?

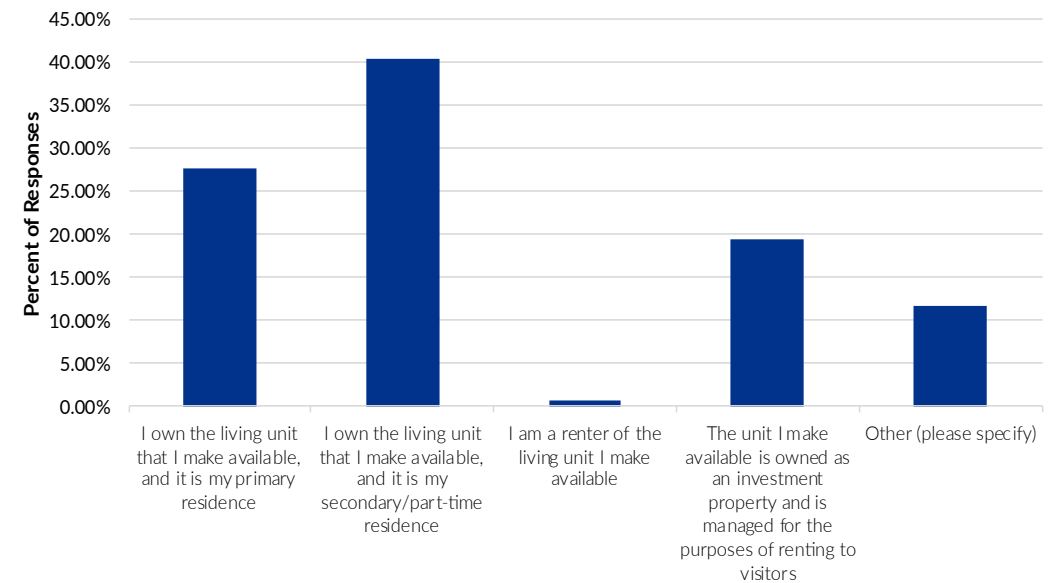
Answer Choices	Responses	
I own the living unit that I make available, and it is my primary residence	27.62%	129
I own the living unit that I make available, and it is my secondary/part-time residence	40.47%	189
I am a renter of the living unit I make available	0.64%	3
The unit I make available is owned as an investment property and is managed for the purposes of renting to visitors	19.49%	91
Other (please specify)*	11.78%	55
Answered	467	
Skipped	221	

*Other include the following:

- Many live on the property and rent an ohana unit, attached studio, or separate dwelling for supplemental income.
- Some use the property part-time as a vacation or retirement home and rent it when not in use.
- Others own fully dedicated investment properties rented year-round with little or no personal use.
- A few rent their primary home temporarily while away for work or during transitional periods.

Some partners use personal, family, or cultural use with rental activity when the unit is unoccupied.

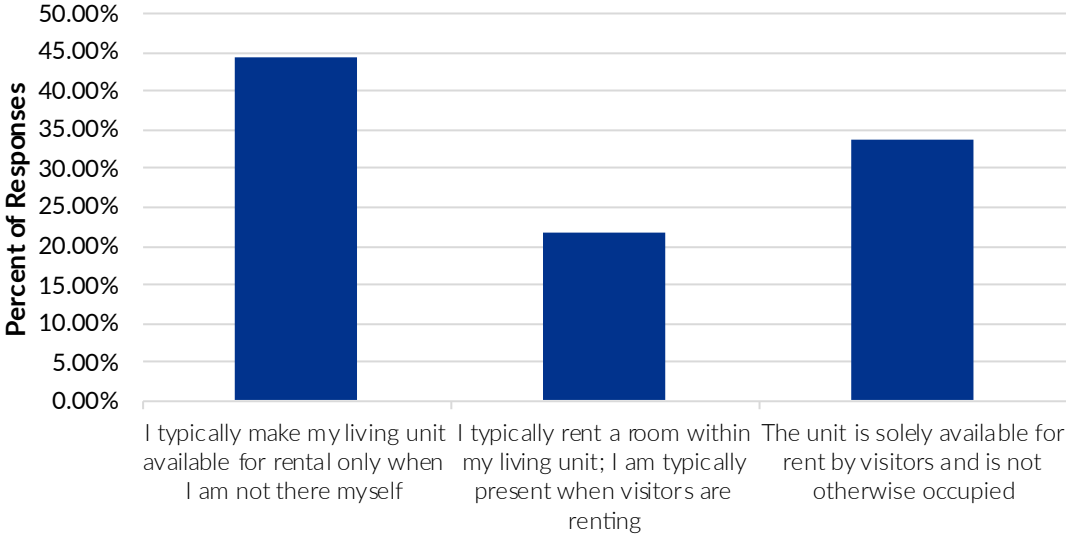
Which of the following describes the living unit (or part thereof) that you make available for short-term vacation rental?



4. Which of the following best describes when the living unit is made available for short-term vacation rental?

Answer Choices	Responses	
I typically make my living unit available for rental only when I am not there myself	44.54%	208
I typically rent a room within my living unit; I am typically present when visitors are renting	21.63%	101
The unit is solely available for rent by visitors and is not otherwise occupied	33.83%	158
Answered	467	
Skipped	221	

Which of the following best describes when the living unit is made available for short-term vacation rental?

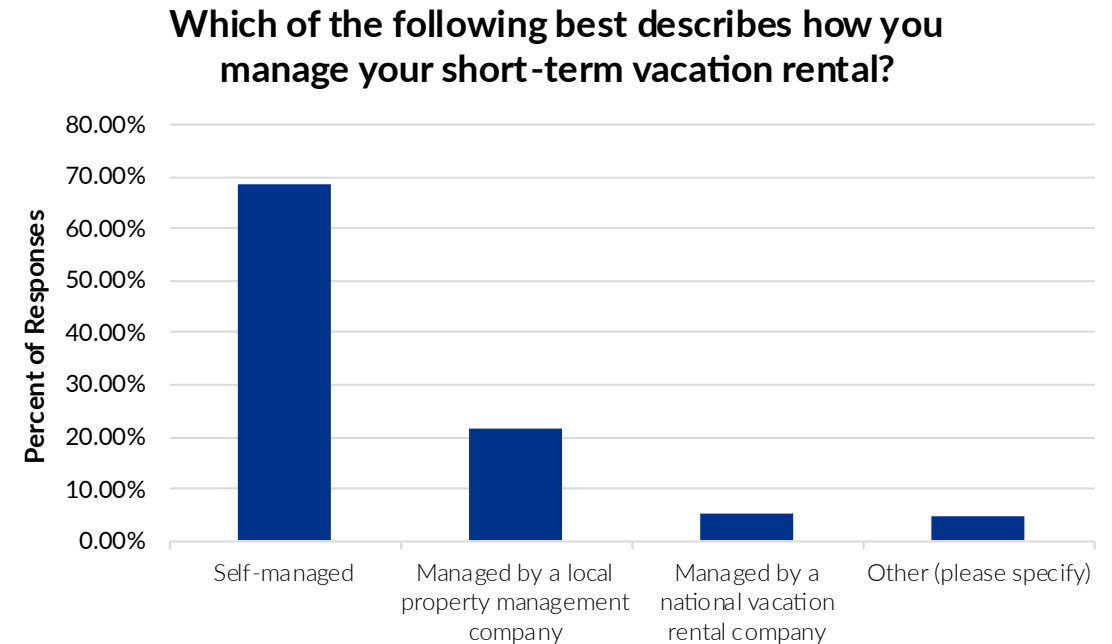


5. Which of the following best describes how you manage your short-term vacation rental?

Answer Choices	Responses	
Self-managed	68.74%	321
Managed by a local property management company	21.41%	100
Managed by a national vacation rental company	5.35%	25
Other (please specify)*	4.50%	21
Answered	467	
Skipped	221	

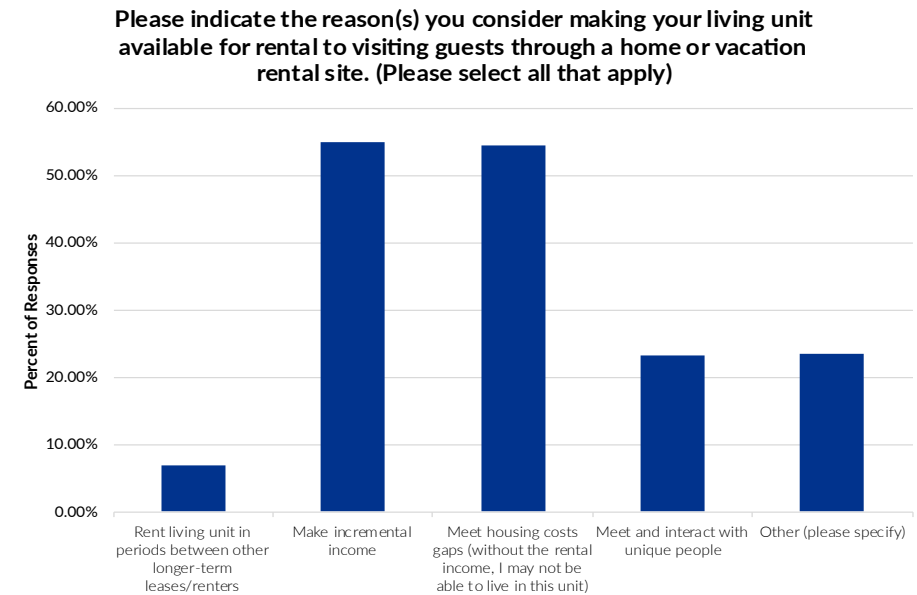
*Other include the following:

- Many self-manage their STRs, often with help from a local contact or caretaker.
- Some rely on national platforms like Airbnb or VRBO for bookings but handle operations themselves.
- Several hire local property managers or friends living nearby to oversee day-to-day operations.
- A few combine national and local management, using professional teams for on-site support.
- Others involve family members or former tenants in property upkeep and guest services.



6. Please indicate the reason(s) you consider making your living unit available for rental to visiting guests through a home or vacation rental site. (Please select all that apply)

Answer Choices	Responses	
Rent living unit in periods between other longer-term leases/renters	6.85%	32
Make incremental income	55.03%	257
Meet housing costs gaps (without the rental income, I may not be able to live in this unit)	54.39%	254
Meet and interact with unique people	23.34%	109
Other (please specify)*	23.55%	110
Answered		467
Skipped		221



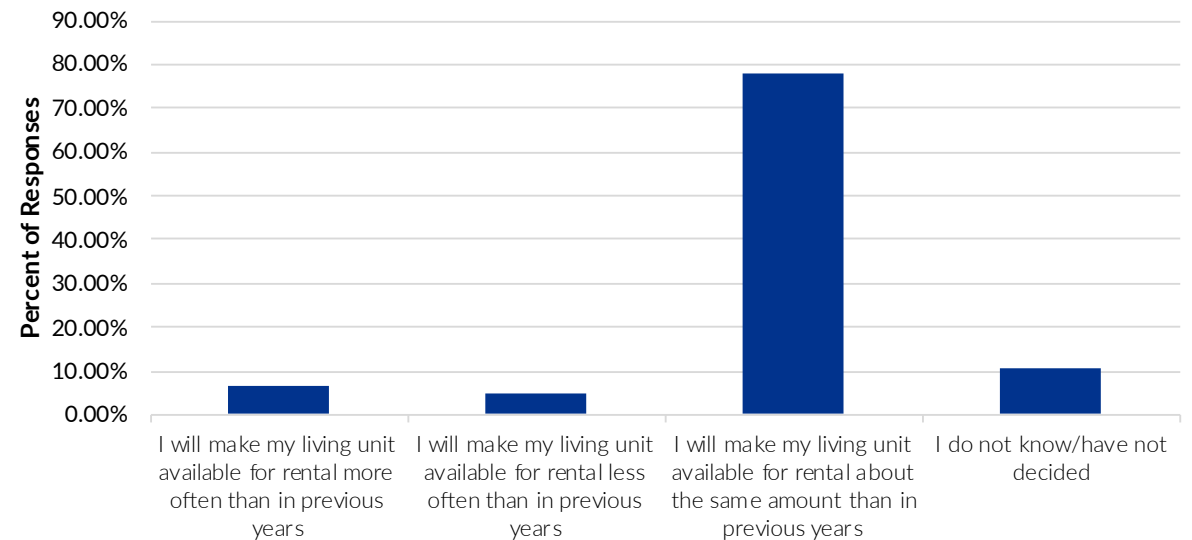
*Other include the following:

- STR income helps cover high living costs, mortgages, property taxes, and retirement expenses, making it essential for many owners to remain in Hawaii.
- Many use STRs to sustain second homes, future retirement residences, or vacation properties when not in personal use.
- STRs allow owners to keep properties occupied, secure, and maintained while generating supplemental income.
- Some rely on STRs as their primary livelihood, particularly after career changes, job loss, or to support family, medical, or educational needs.
- Several offer STRs in underserved areas to fill lodging gaps, support local businesses, and promote cultural connection and responsible tourism.

7. Over the next year, do you anticipate changes in the level to which you make your living unit available through a home or vacation rental site? Please choose the response that most accurately describes your expectations.

Answer Choices	Responses	
I will make my living unit available for rental more often than in previous years	6.42%	30
I will make my living unit available for rental less often than in previous years	4.71%	22
I will make my living unit available for rental about the same amount than in previous years	78.16%	365
I do not know/have not decided	10.71%	50
Answered	467	
Skipped	221	

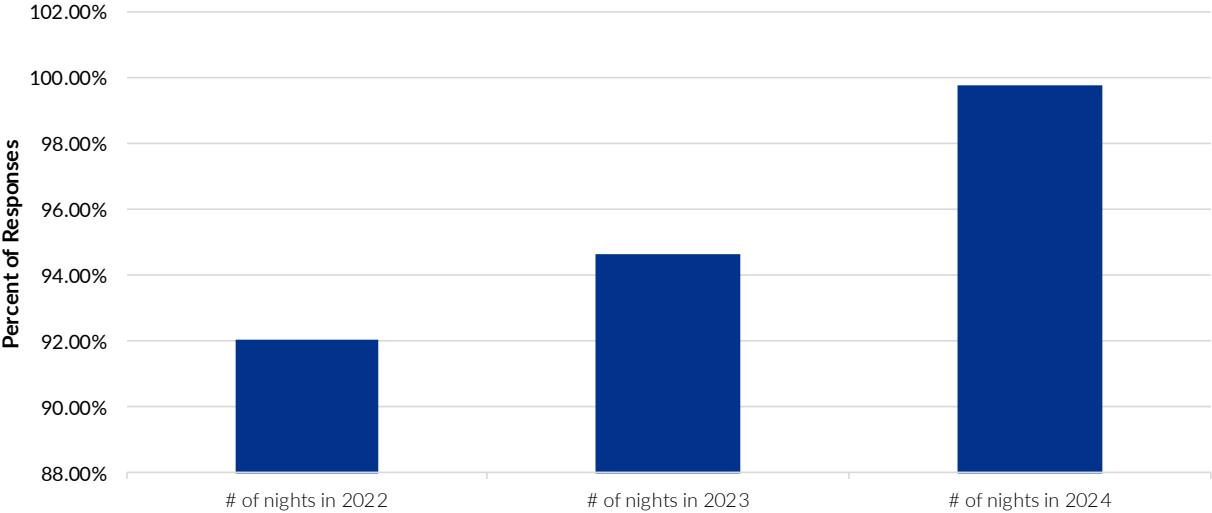
Over the next year, do you anticipate changes in the level to which you make your living unit available through a home or vacation rental site? Please choose the response that most accurately describes your expectations.



8. On average over the past three years, for how many nights per year did you rent your living unit to visiting guests as a short-term vacation rental through a home or vacation rental site (based on average operation if you own multiple units)? Please provide your most accurate recollection.

Answer Choices	Average	Responses
# of nights in 2022	163.69	430
# of nights in 2023	169.33	442
# of nights in 2024	177.68	466
Answered		467
Skipped		221

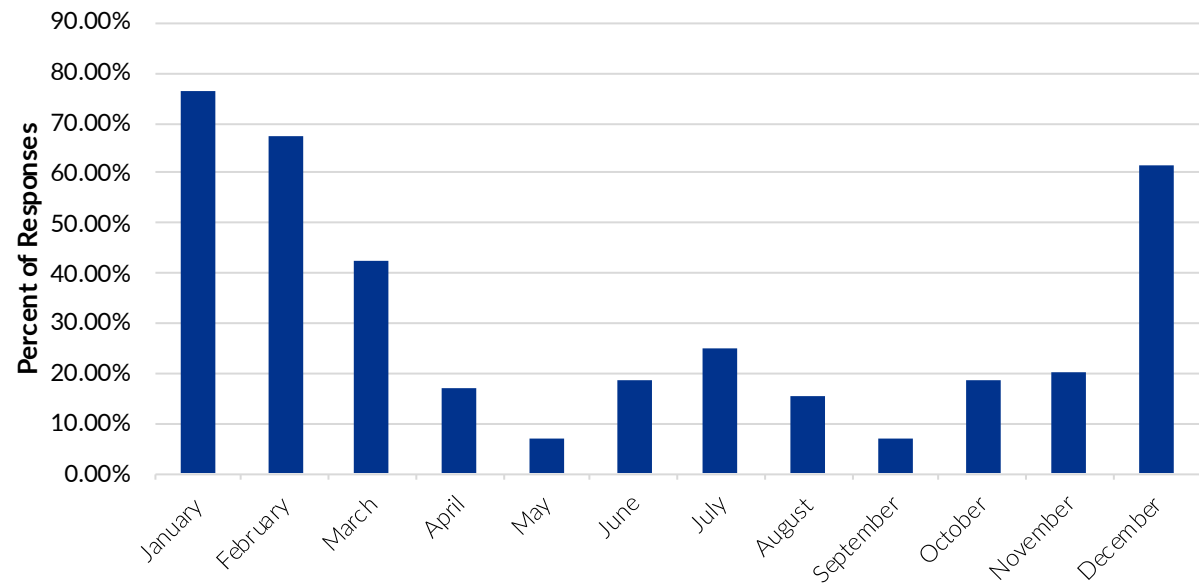
On average over the past three years, for how many nights per year did you rent your living unit to visiting guests as a short-term vacation rental through a home or vacation rental site (based on average operation if you own multiple units)?



9. During what months of the year have you observed the highest demand for your short-term vacation rental? (Please select up to 3 months)

Answer Choices	Responses	
January	76.66%	358
February	67.45%	315
March	42.61%	199
April	16.92%	79
May	6.85%	32
June	18.63%	87
July	25.05%	117
August	15.63%	73
September	7.07%	33
October	18.63%	87
November	19.91%	93
December	61.67%	288
Answered	467	
Skipped	221	

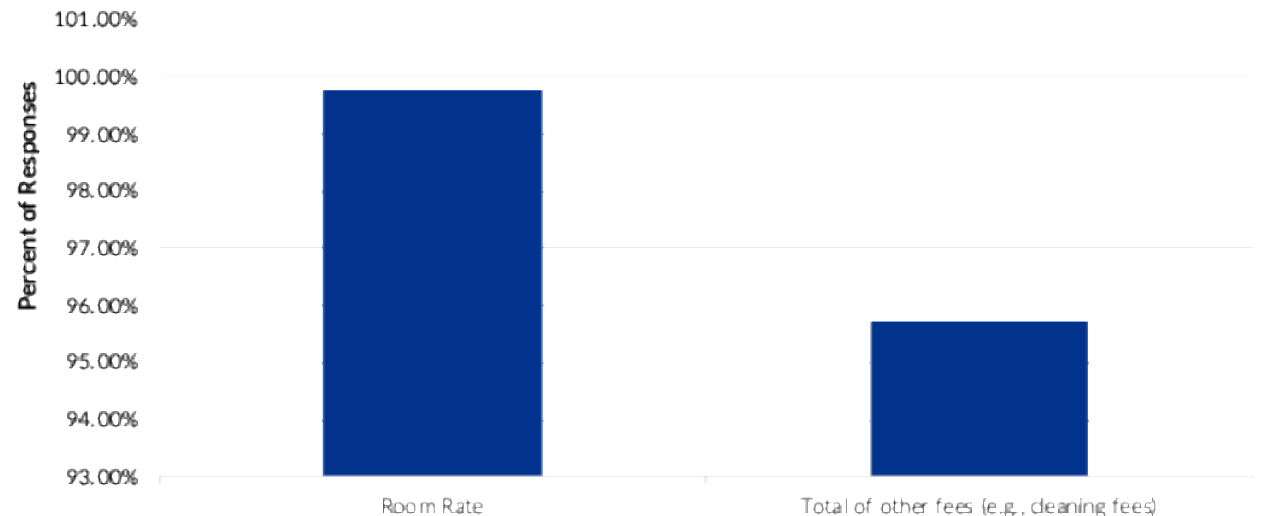
During what months of the year have you observed the highest demand for your short-term vacation rental? (Please select up to 3 months)



10. Thinking of your five most recent rentals, what was the average nightly rate you charged your visiting guests (based on your most expensive unit, if you own multiple)? Please provide your most accurate recollection.

Answer Choices	Average	Responses
Room Rate	\$301.64	466
Total of other fees (e.g., cleaning fees)	\$214.25	447
Answered		467
Skipped		221

Thinking of your five most recent rentals, what was the average nightly rate you charged your visiting guests (based on your most expensive unit, if you own multiple)? Please provide your most accurate recollection.



11. What have been some challenges you have experienced working with the rental platforms (Airbnb, Homeaway, Vrbo, Clear Stay, FlipKey, etc.)? Please state any ideas for how Hawai'i County can address these.

Most common themes include:

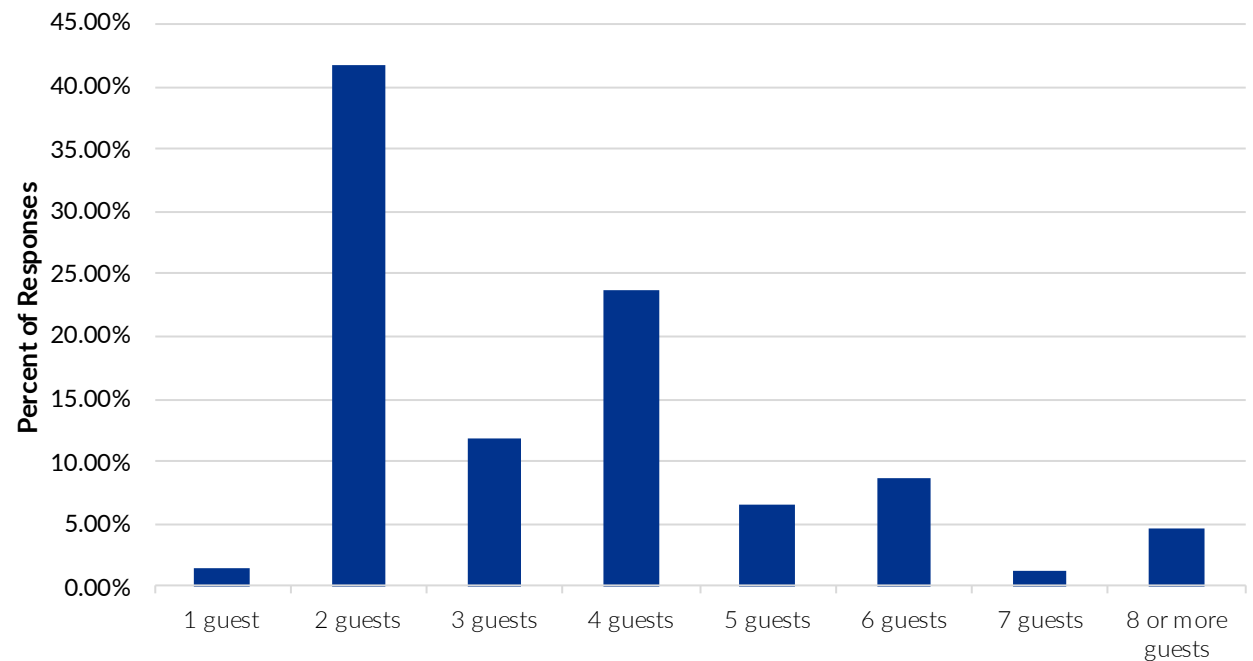
- **High Fees Charged by Platforms:** Many hosts expressed frustration with the high fees imposed by platforms like Airbnb and Vrbo, which affect both hosts and guests. These fees increase the cost of rentals, reduce hosts' profits, and make rentals less competitive.
- **Complex Tax Collection and Reporting:** A significant number of responses highlighted difficulties with managing and remitting Hawai'i's General Excise Tax (GET), Transient Accommodations Tax (TAT), and County taxes. Hosts noted that platforms often do not automatically collect or remit these taxes, creating a bookkeeping burden.
- **Guest-Related Issues (Cancellations, Damage, and Behavior):** Hosts frequently reported challenges with guests, including last-minute cancellations, property damage, and disrespectful behavior.
- **Poor Customer Service and Platform Support:** Several responses pointed to inadequate customer service from platforms, particularly Vrbo, with issues like long hold times, unhelpful support, and lack of accountability.
- **Competition from Illegal or Unregulated Rentals:** Hosts expressed concern about competition from illegal or unregistered STRs listed on platforms, which often undercut legal rentals by not paying taxes or permit fees.

12. Generally, what is the average party size of the visiting guests who stay at your living unit(s) during a short-term vacation rental?

Average Response: ~3.50 Guests

Answer Choices	Responses	
1 guest	1.50%	7
2 guests	41.76%	195
3 guests	11.78%	55
4 guests	23.77%	111
5 guests	6.64%	31
6 guests	8.57%	40
7 guests	1.28%	6
8 or more guests	4.71%	22
Answered	467	
Skipped	221	

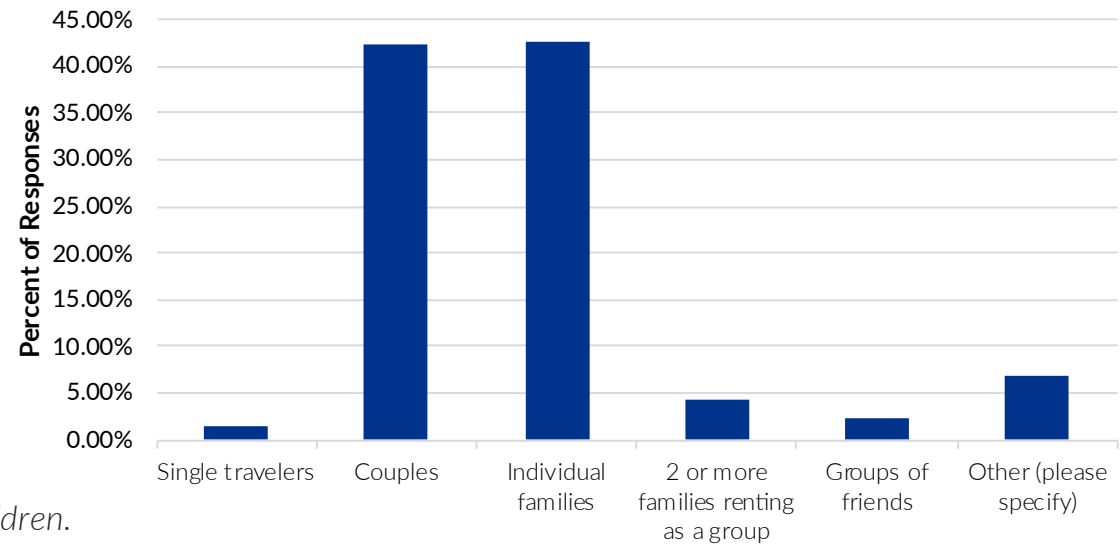
Generally, what is the average party size of the visiting guests who stay at your living unit(s) during a short-term vacation rental?



13. What party types do you most commonly accommodate? (Select all that apply.)

Answer Choices	Responses	
Single travelers	1.50%	7
Couples	42.40%	198
Individual families	42.61%	199
2 or more families renting as a group	4.28%	20
Groups of friends	2.36%	11
Other (please specify)*	6.85%	32
Answered	467	
Skipped	221	

What party types do you most commonly accommodate? (Select all that apply)



*Other include the following:

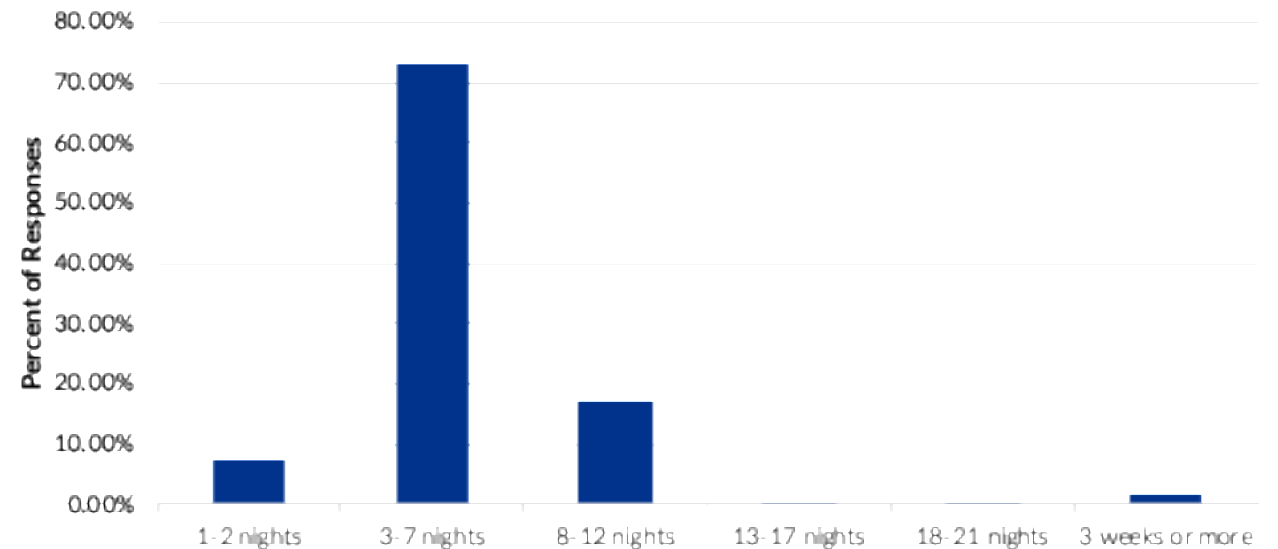
- Many STRs host couples and individual families, often with one or two children.
- Several report accommodating multigenerational families gathering for reunions or extended stays.
- Groups of friends and multiple families traveling together are also frequent guests.
- Some properties serve single travelers, including business travelers.
- A few STRs are used by companies housing workers or contractors temporarily on the island.

14. Generally speaking, what is the average length of stay for visiting short-term vacation rental guests staying at your living unit(s)?

Average Response: **~6.04 Days**

Answer Choices	Responses	
1-2 nights	7.28%	34
3-7 nights	73.23%	342
8-12 nights	16.92%	79
13-17 nights	0.43%	2
18-21 nights	0.43%	2
3 weeks or more	1.71%	8
Answered		467
Skipped		221

Generally speaking, what is the average length of stay for visiting short-term vacation rental guests staying at your living unit(s)?



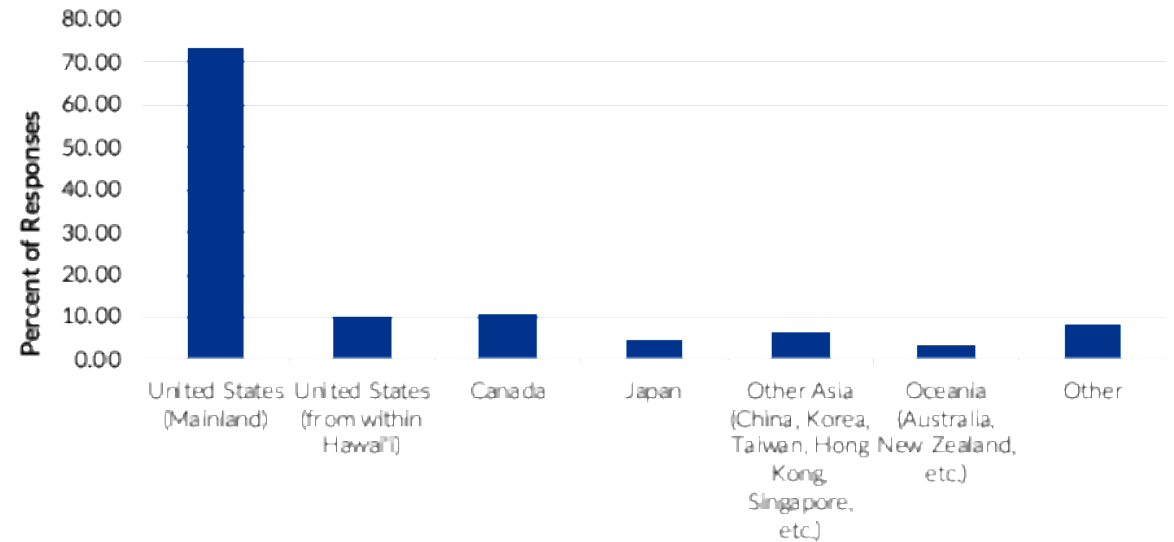
15. Generally speaking, from where do your visiting short-term vacation guests originate? (Please allocate percentages accordingly so that the total equals 100%.)

Answer Choices	Average Number	Responses	
United States (Mainland)	73.57%	99.79%	466
United States (from within Hawai'i)	10.49%	69.81%	326
Canada	10.75%	74.52%	348
Japan	4.66%	48.82%	228
Other Asia (China, Korea, Taiwan, Hong Kong, Singapore, etc.)	6.73%	53.32%	249
Oceania (Australia, New Zealand, etc.)	3.33%	43.68%	204
Other*	8.50%	46.25%	216
Answered			467
Skipped			221

*Other include the following:

- Mauna Lani is the most frequently cited location.
- Hawi and North Kohala appear repeatedly.
- Puako is mentioned several times.
- Lower Puna, Kehena, Kalapana, and Kurtistown represent strong activity in the Puna District.
- Other locations such as Hōlualoa, Keauhou, Honaunau, Kona Paradise, and Hakalau show STR spread across both Kona and Hamakua regions.

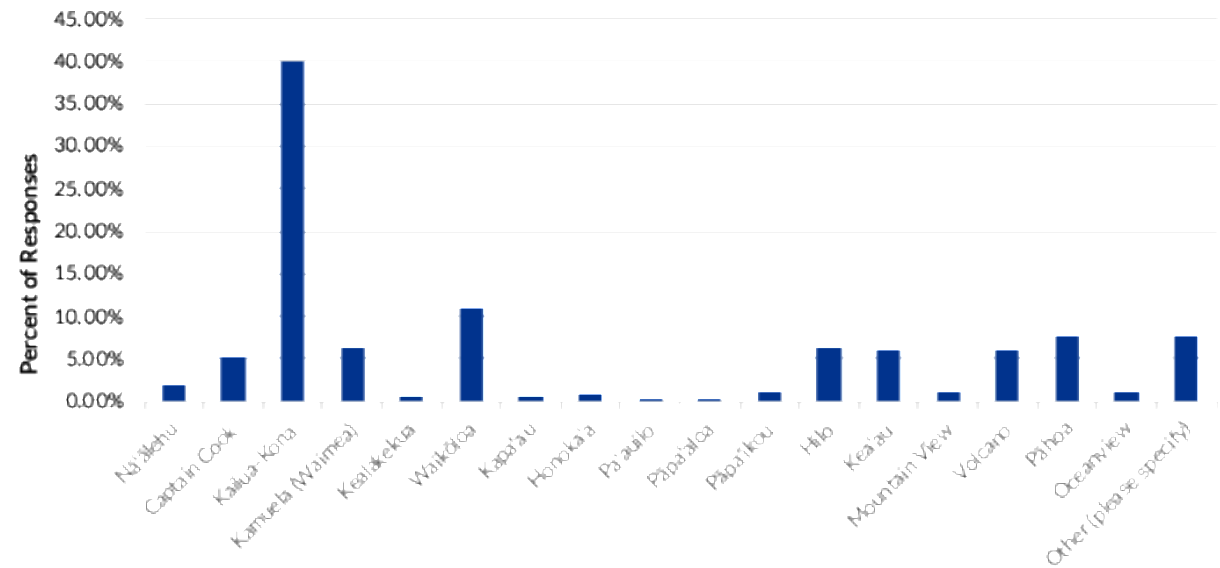
Generally speaking, from where do your visiting short-term vacation guests originate? (Please allocate percentages accordingly so that the total equals 100%)



16. In which area of Hawai'i County is your short-term vacation rental unit located? (Select all that apply.)

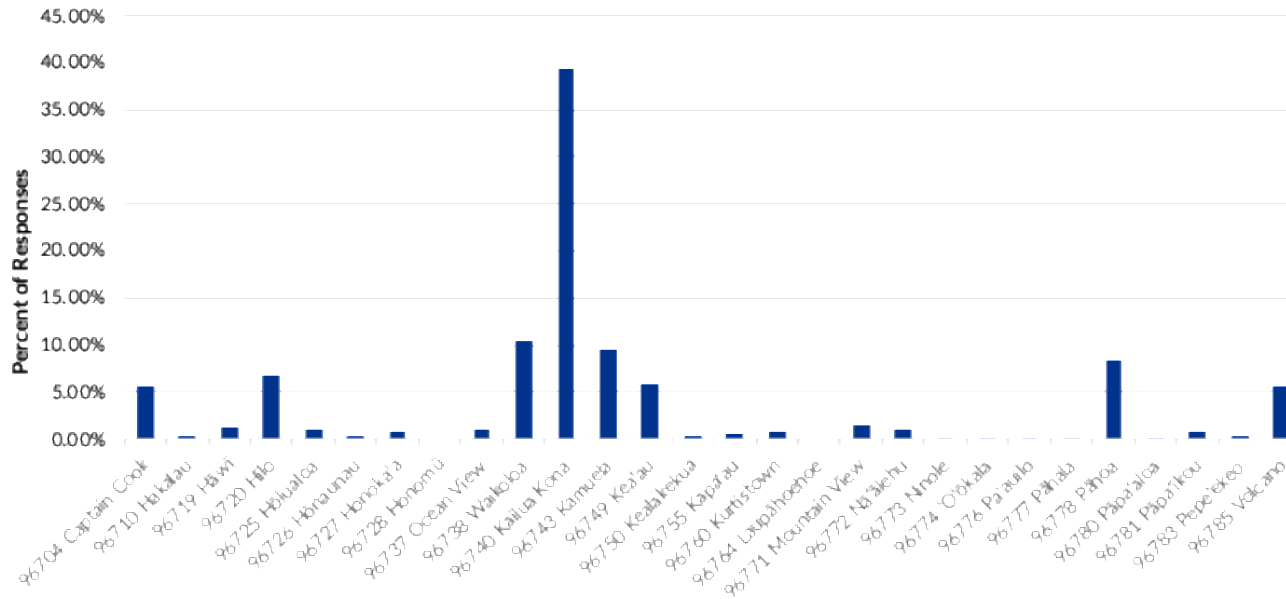
Answer Choices	Responses	
Nā'ālehu	1.93%	9
Captain Cook	5.14%	24
Kailua-Kona	40.04%	187
Kamuela (Waimea)	6.42%	30
Kealahou	0.64%	3
Waikōloa	10.92%	51
Kapa'au	0.64%	3
Honoka'a	0.86%	4
Pa'auilo	0.21%	1
Pāpa'aloa	0.43%	2
Pāpa'ikou	1.07%	5
Hilo	6.42%	30
Kea'au	6.21%	29
Mountain View	1.28%	6
Volcano	6.00%	28
Pāhoa	7.71%	36
Oceanview	1.28%	6
Other (please specify)	7.71%	36
Answered		467
Skipped		221

In which area of Hawai'i County is your short-term vacation rental unit located? (Select all that apply)



17. What is the ZIP code of the unit you make available for rental? (Select all that apply.)

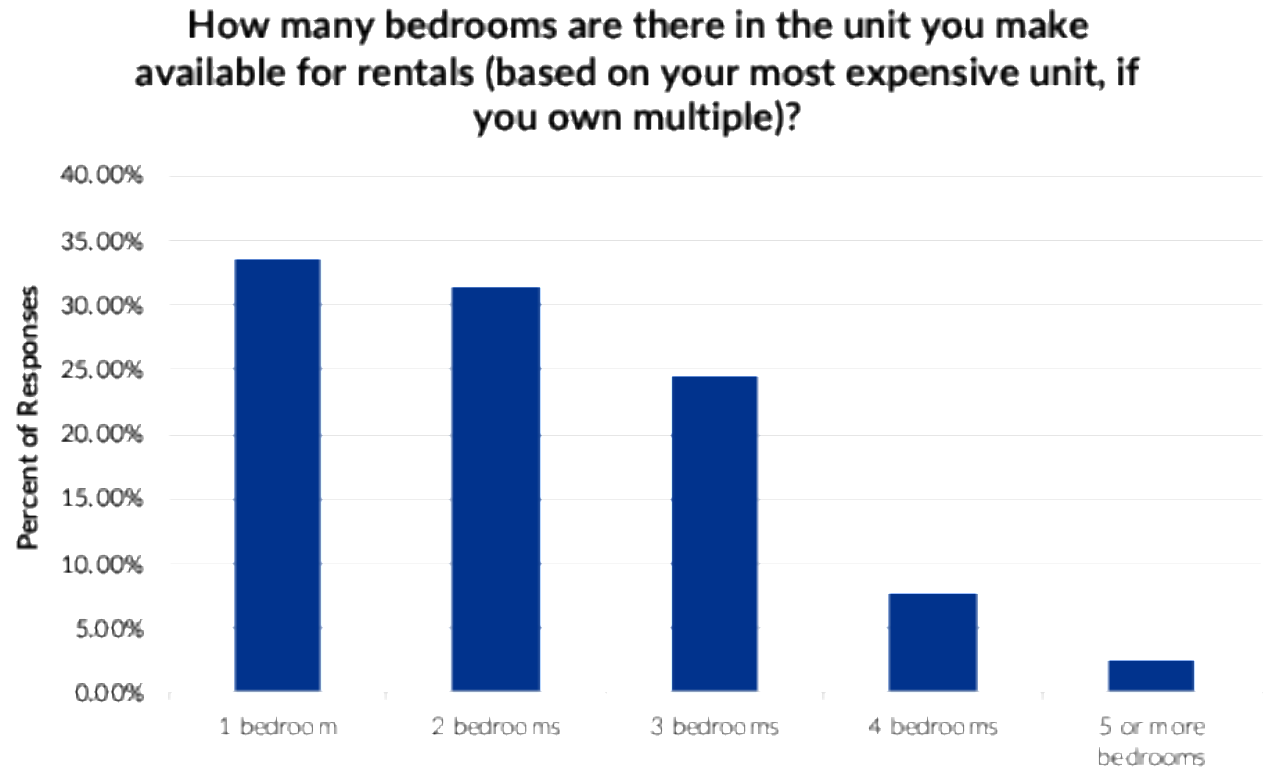
What is the zip code of the unit you make available for rental? (Select all that apply)



Answer Choices	Responses	
96704 Captain Cook	5.57%	26
96710 Hakalau	0.43%	2
96719 Hāwī	1.28%	6
96720 Hilo	6.85%	32
96725 Hōlualoa	1.07%	5
96726 Hōnaunau	0.43%	2
96727 Honoka'a	0.86%	4
96728 Honomū	0.00%	0
96737 Ocean View	1.07%	5
96738 Waikoloa	10.49%	49
96740 Kailua Kona	39.40%	184
96743 Kamuela	9.64%	45
96749 Kea'au	6.00%	28
96750 Kealahou	0.43%	2
96755 Kapa'au	0.64%	3
96760 Kurtistown	0.86%	4
96764 Laupāhoehoe	0.00%	0
96771 Mountain View	1.50%	7
96772 Nā'ālehu	1.07%	5
96773 Ninole	0.21%	1
96774 'O'ōkala	0.21%	1
96776 Pa'auilo	0.21%	1
96777 Pāhala	0.21%	1
96778 Pāhoa	8.35%	39
96780 Pāpa'aloa	0.21%	1
96781 Pāpa'ikou	0.86%	4
96783 Pepe'ekeo	0.43%	2
96785 Volcano	5.57%	26
Answered		467
Skipped		221

18. How many bedrooms are there in the unit you make available for rentals (based on your most expensive unit, if you own multiple)?

Answer Choices	Responses	
1 bedroom	33.62%	157
2 bedrooms	31.48%	147
3 bedrooms	24.63%	115
4 bedrooms	7.71%	36
5 or more bedrooms	2.57%	12
Answered	467	
Skipped	221	



19. What is your approximate household income?

Answer Choices	Responses	
Less than \$25,000	3.21%	15
Between \$25,000 and \$39,999	6.21%	29
Between \$40,000 and \$59,999	7.28%	34
Between \$60,000 and \$79,999	13.49%	63
Between \$80,000 and \$99,999	7.28%	34
Between \$100,000 and \$124,999	11.13%	52
Between \$125,000 and \$149,999	3.85%	18
Between \$150,000 and \$174,999	2.14%	10
Between \$175,000 and \$199,999	1.93%	9
Between \$200,000 and \$249,999	2.57%	12
Over \$250,000	6.21%	29
Prefer not to answer	34.69%	162
Answered		467
Skipped		221



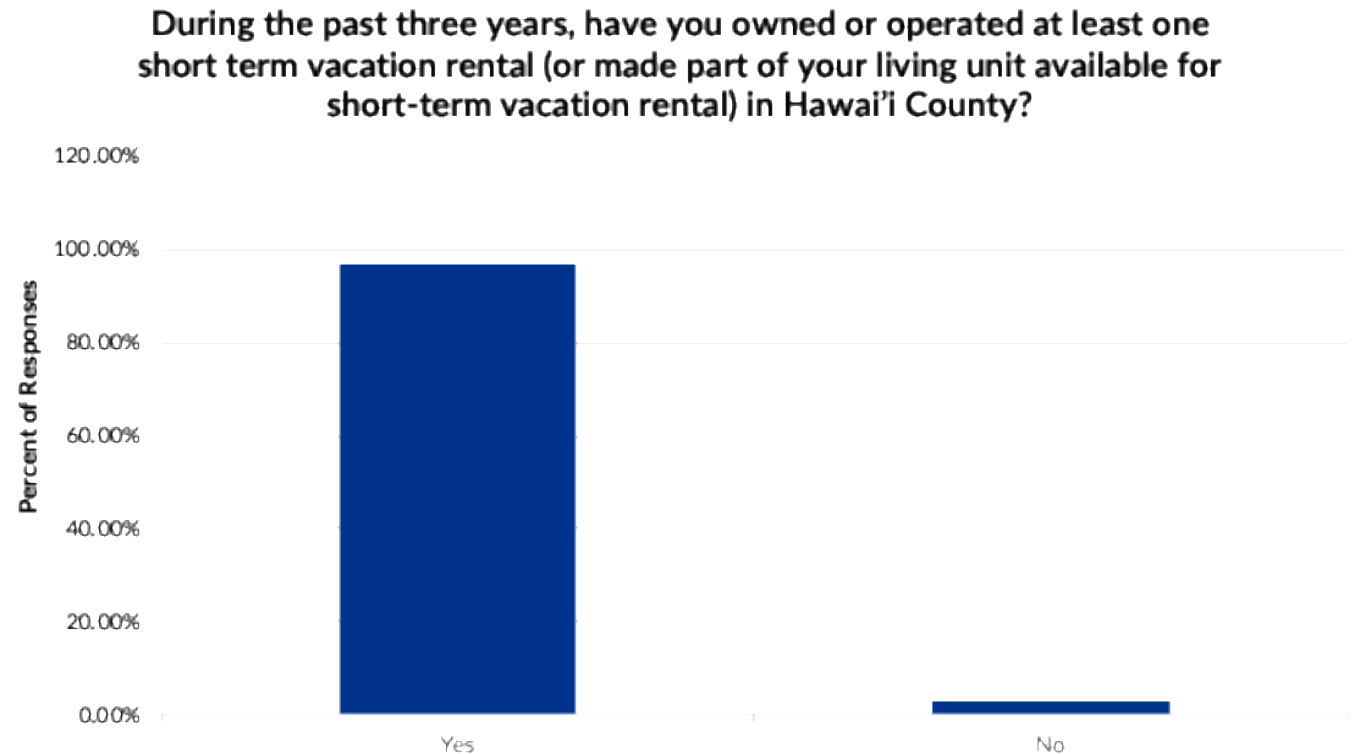
Supplemental Supply Survey

319 Responses



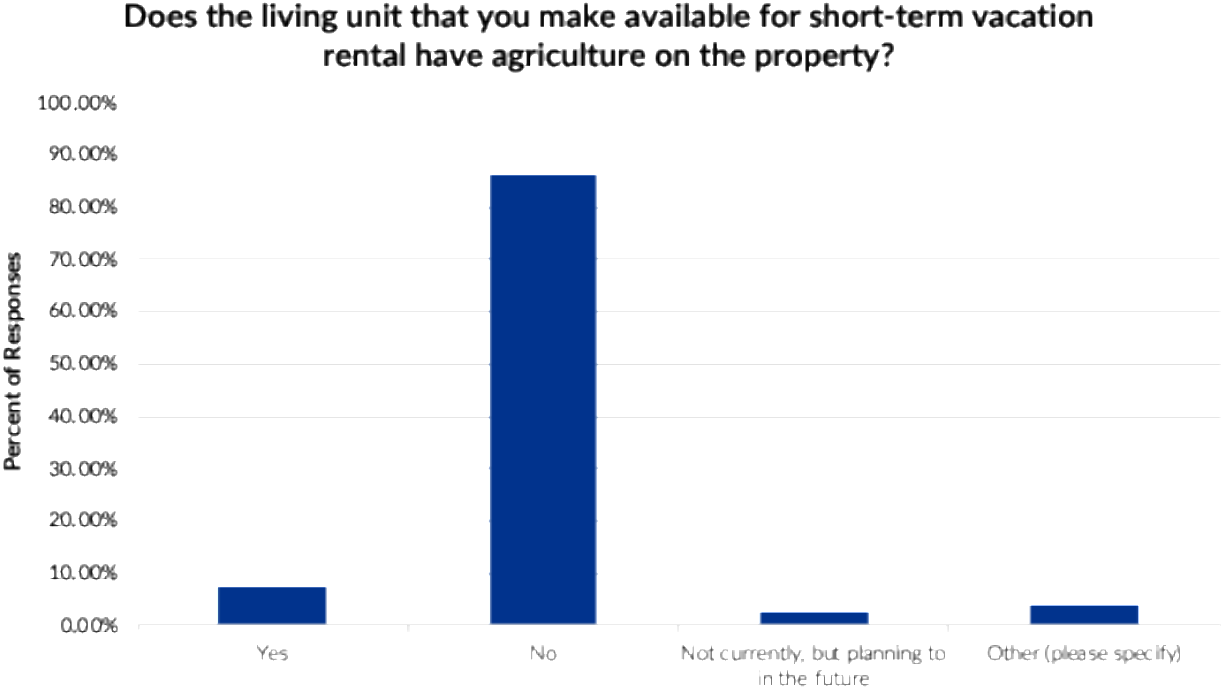
1. During the past three years, have you owned or operated at least one short-term vacation rental (or made part of your living unit available for short-term vacation rental) in Hawai'i County?

Answer Choices	Responses	
Yes	97.18%	310
No	2.82%	9
Answered	319	
Skipped	0	



2. Does the living unit that you make available for short-term vacation rental have agriculture on the property?

Answer Choices	Responses	
Yes	7.29%	21
No	86.11%	248
Not currently, but planning to in the future	2.78%	8
Other (please specify)*	3.82%	11
Answered	288	
Skipped	31	



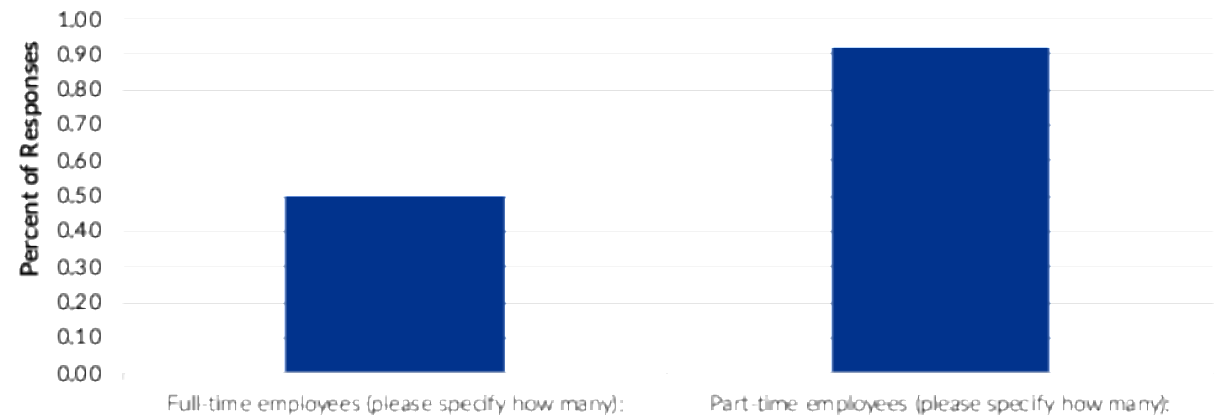
*Other include the following:

- Zoned Agricultural but Inactive
- Personal-Use Cultivation
- Native Vegetation
- Not Agricultural Land
- Uncertainty or No Activity

3. Please specify the number of individuals you employ to help operate or maintain your STR property (e.g., housekeepers, landscapers, property managers, etc.). Type 0 if you do not employ anyone.

Answer Choices	Average	Responses
Full-time employees (please specify how many):	1.60	145
Part-time employees (please specify how many):	3.95	266
Answered		288
Skipped		31

Please specify the number of individuals you employ to help operate or maintain your STR property (e.g., housekeepers, landscapers, property managers, etc.). Type 0 if you do not employ anyone.



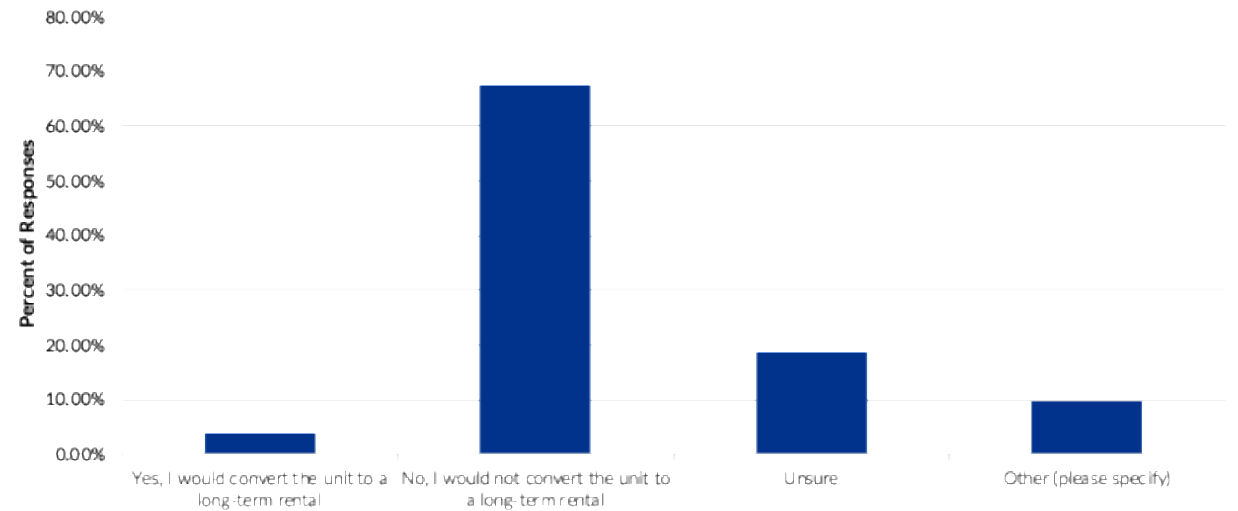
4. If regulations no longer allow you to operate this property as a short-term rental, would you consider offering it as a long-term rental?

Answer Choices	Responses	
Yes, I would convert the unit to a long-term rental	3.82%	11
No, I would not convert the unit to a long-term rental	67.71%	195
Unsure	18.75%	54
Other (please specify)*	9.72%	28
Answered	288	
Skipped	31	

*Other include the following:

- Would Sell Property
- Not Suitable for Long-Term Use
- Reserved for Personal or Family Use
- Income Gap Between STR and LTR
- Owners or Managers Require Flexibility
- Already Long-Term or Mixed Use
- Business/Employment Impact

If regulations no longer allow you to operate this property as a short-term rental, would you consider offering it as a long-term rental?



Demand Survey

102 Responses



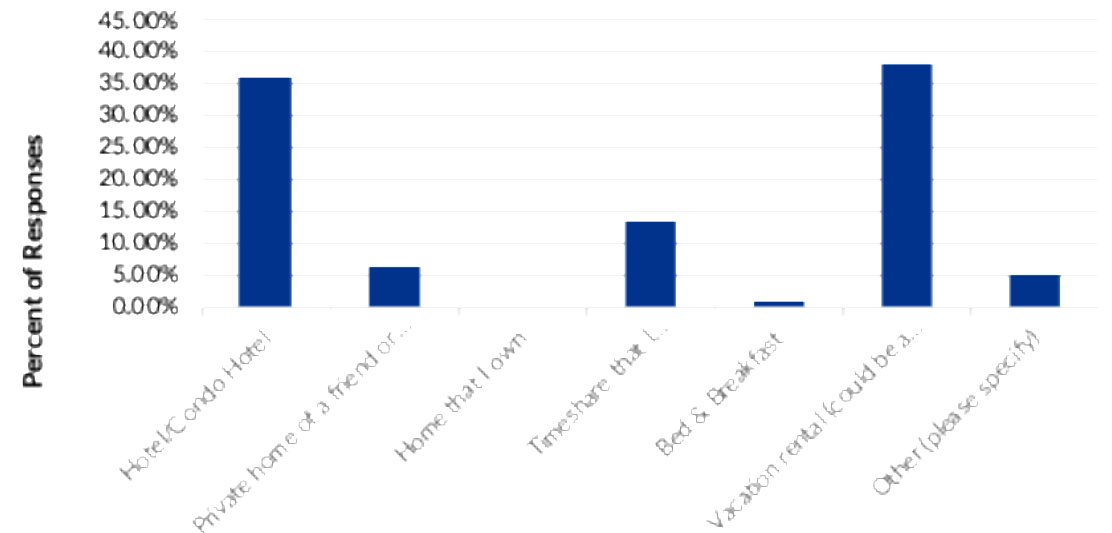
1. What type of accommodation did you use during your most recent visit to Hawai'i? (Check 1 box only.)

Answer Choices	Responses	
Hotel/Condo Hotel	35.29%	36
Private home of a friend or family member	5.88%	6
Home that I own	0.00%	0
Timeshare that I own/timeshare exchange	13.73%	14
Bed & Breakfast	0.98%	1
Vacation rental (could be a condo, apartment, house/villa, or shared accomodation)	38.24%	39
Other (please specify)*	5.88%	6
Answered		102
Skipped		0

*Other include the following:

- Retreat property
- Airbnb (mentioned 3 times – included in Vacation rental responses)
- Cruise Ship
- Relative's house

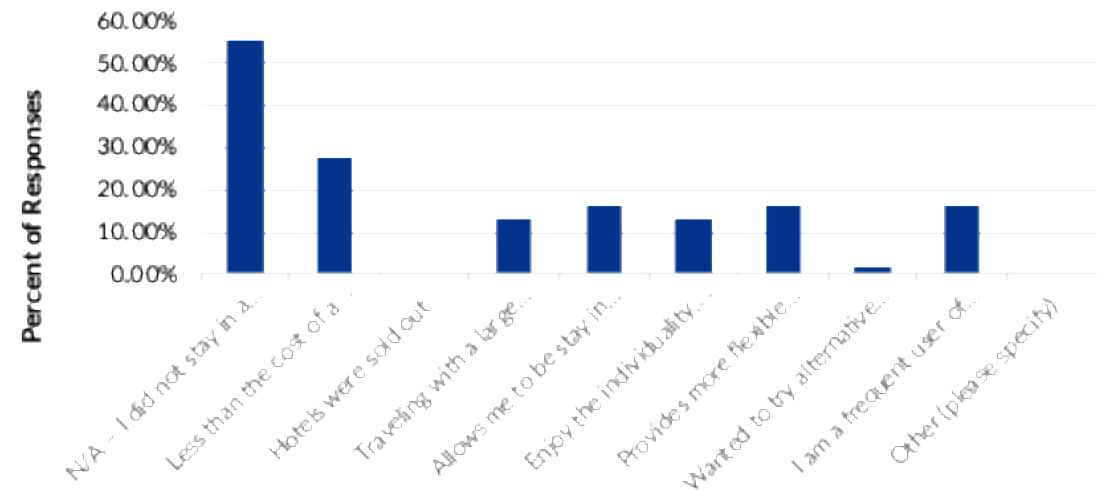
What type of accommodation did you use during your most recent visit to Hawai'i? (Check 1 box only)



2. If you stayed in an STVR, what were your primary reasons for choosing this option? (Select all that apply.)

Answer Choices	Responses	
N/A – I did not stay in an STVR	55.88%	57
Less than the cost of a hotel of comparable quality and positioning	26.47%	27
Hotels were sold out	0.00%	0
Traveling with a large group/family	13.73%	14
Allows me to be stay in locations outside of traditional hotel zones	17.65%	18
Enjoy the individuality, community spirit, and local guides/input that come with short-term vacation rentals	12.75%	13
Provides more flexible arrangements for larger parties (such as more bedrooms/beds, couches, kitchen, outdoor spaces, etc.)	16.67%	17
Wanted to try alternative accommodations such as Airbnb (or similar) for the first time	1.96%	2
I am a frequent user of alternative short-term vacation rental accommodations such as Airbnb (or similar)	15.69%	16
Other (please specify)	0.00%	0
Answered		102
Skipped		0

If you stayed in an STVR, what were your primary reasons for choosing this option? (Select all that apply)



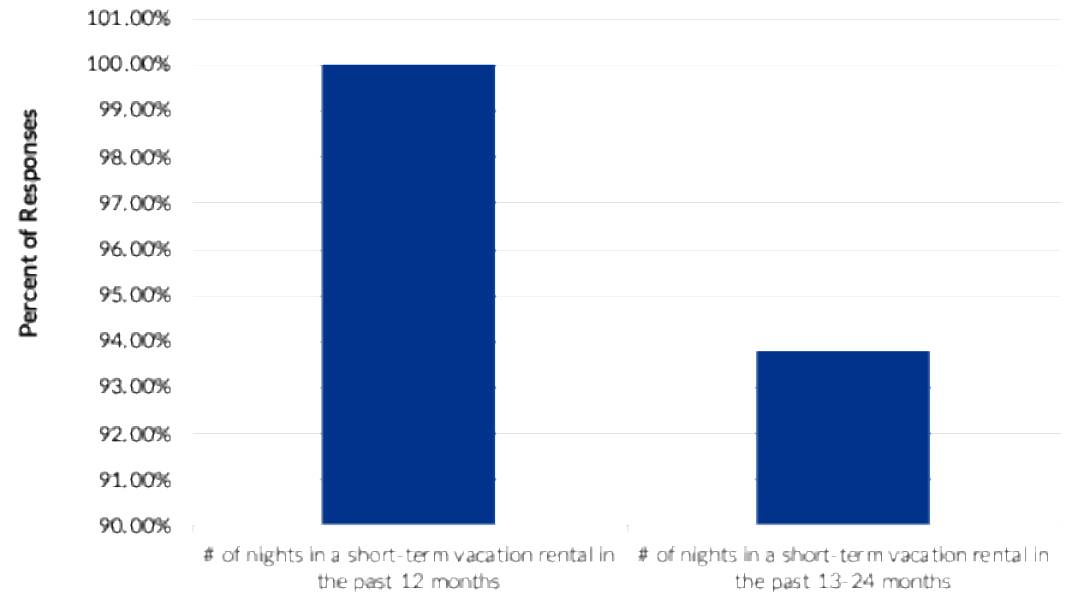
3. If you indicated that paying a lower price than a traditional hotel with comparable quality and positioning influenced your decision to book a short-term vacation rental during your visit(s) to Hawai'i, please answer the following (if not, respond "N/A"): We are interested in understanding the average price point at which visitors to Hawai'i begin to consider short-term vacation rentals instead of hotels. At what average nightly rate do you begin to consider booking a short-term vacation rental? A traditional hotel?

	N/A	Less than \$100/night	\$100-\$150/night	\$151-200/night	\$201-250/night	\$251-300/night	\$300-350/night	\$351-400/night	More than \$400/night	Total	Weighted Average
Short-term vacation rental offered via a vacation rental site	47.00% 47	6.00% 6	11.00% 11	13.00% 13	11.00% 11	5.00% 5	5.00% 5	1.00% 1	1.00% 1	100	2.34
Traditional Hotel	35.37% 29	0.00% 0	13.41% 11	12.20% 10	7.32% 6	6.10% 5	12.20% 10	4.88% 4	8.54% 7	82	3.34
Answered											102
Skipped											0

4. On average over the past 24 months, how many nights per year did you spend in a short-term vacation rental booked through a home or vacation rental site in Hawai‘i? Please provide your most accurate estimate.

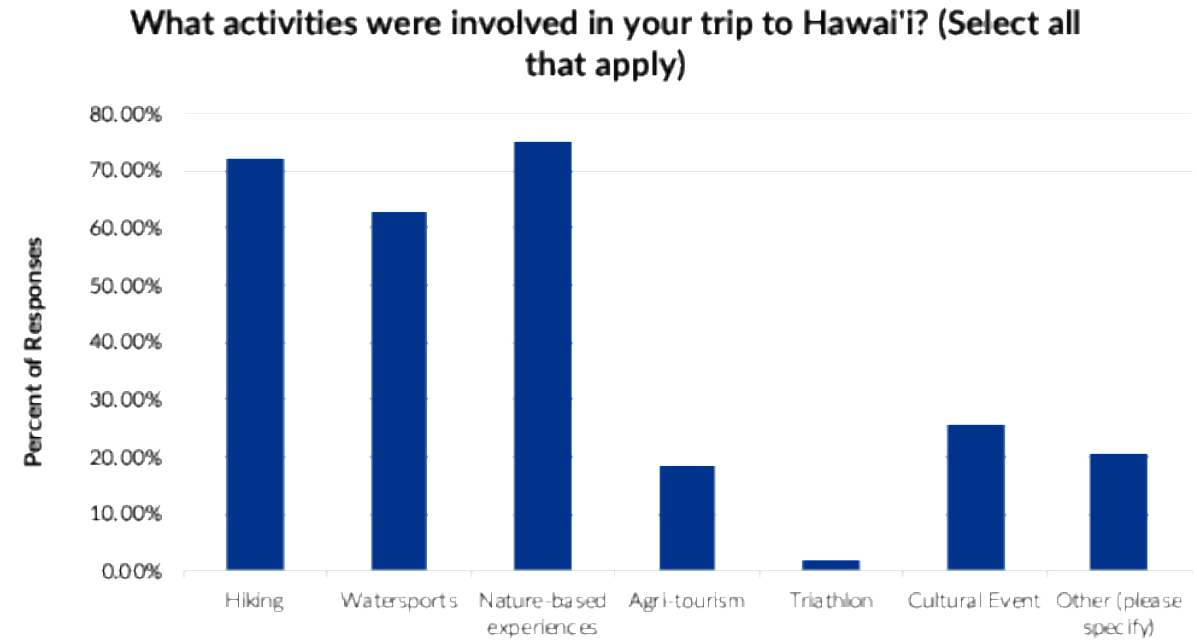
Answer Choices	Average	Responses
# of nights in a short-term vacation rental in the past 12 months	4.52	102
# of nights in a short-term vacation rental in the past 13-24 months	6.13	96
Answered		102
Skipped		0

On average over the past 24 months, how many nights per year did you spend in a short-term vacation rental booked through a home or vacation rental site in Hawai‘i? Please provide your most accurate estimate



5. What activities were involved in your trip to Hawai'i? (Select all that apply.)

Answer Choices	Responses	
Hiking	73.53%	75
Watersports	63.73%	65
Nature-based experiences	75.49%	77
Agri-tourism	17.65%	18
Triathlon	1.96%	2
Cultural Event	27.45%	28
Other (please specify)*	20.59%	21
Answered	102	
Skipped	0	



*Other include the following:

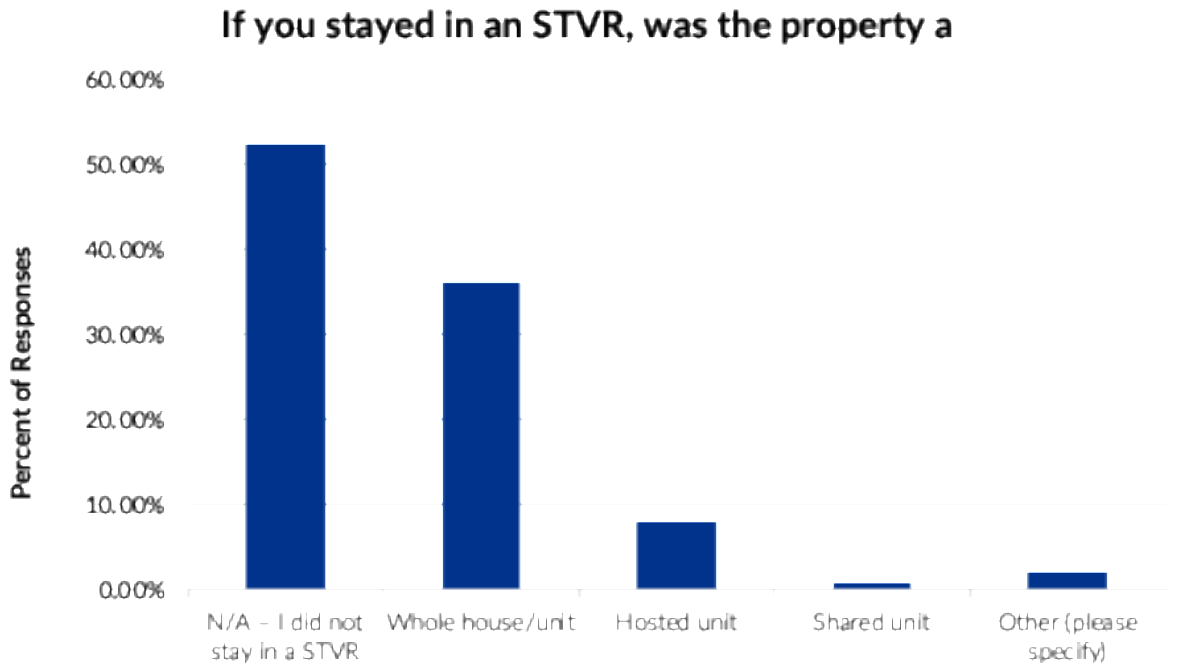
- Golf
- Pickleball
- Work/Business/Conference
- Fishing
- Scuba
- Sightseeing
- Farmers Market
- Relaxation

6. If you stayed in an STVR, was the property a

Answer Choices	Responses	
N/A – I did not stay in a STVR	52.94%	54
Whole house/unit	36.27%	37
Hosted unit	7.84%	8
Shared unit	0.98%	1
Other (please specify)*	1.96%	2
Answered		102
Skipped		0

*Other include the following:

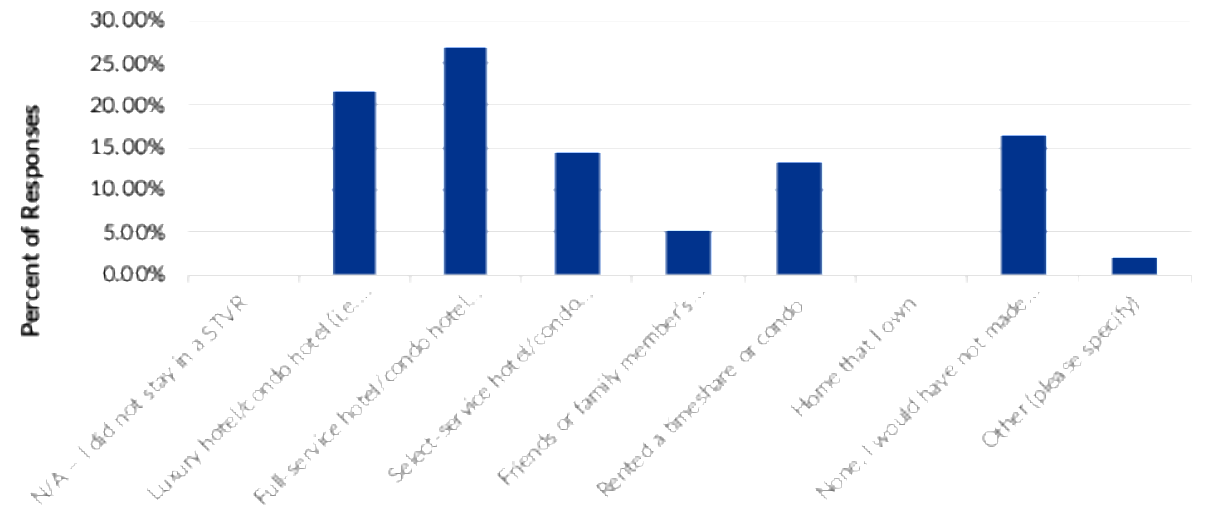
- “Tiny house”
- Condo



7. For your most recent trip to Hawai'i, If STVRs were not available during your visit, where would you have stayed? (Check 1 box only.)

Answer Choices	Responses	
N/A - I did not stay in a STVR	0.00%	0
Luxury hotel/condo hotel (i.e. Four Seasons, Fairmont Orchid, Mauna Lani, Mauna Kea)	21.57%	22
Full-service hotel/condo hotel (i.e. Marriott, Hilton, Westin)	27.45%	28
Select-service hotel/condo hotel (i.e. Courtyard, Hilton Garden Inn)	14.71%	15
Friends or family member's home	4.90%	5
Rented a timeshare or condo	13.73%	14
Home that I own	0.00%	0
None, I would have not made the trip or chosen a destination outside Hawai'i Island	15.69%	16
Other (please specify)*	1.96%	2
Answered		102
Skipped		0

For your most recent trip to Hawai'i, If STVRs were not available during your visit, where would you have stayed? (Check 1 box only)



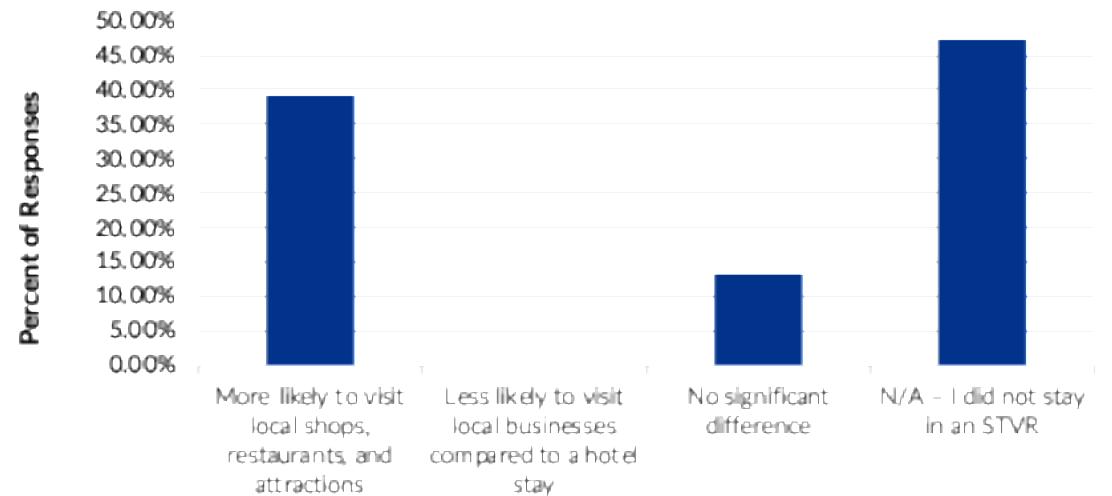
*Other include the following:

- "Would have had to drive across the island for 3 days"
- "We stayed in a resort"

8. How did your stay in an STVR influence your engagement with local businesses and communities? (Check 1 box only.)

Answer Choices	Responses	
More likely to visit local shops, restaurants, and attractions	39.22%	40
Less likely to visit local businesses compared to a hotel stay	0.00%	0
No significant difference	12.75%	13
N/A – I did not stay in an STVR	48.04%	49
Answered	102	
Skipped	0	

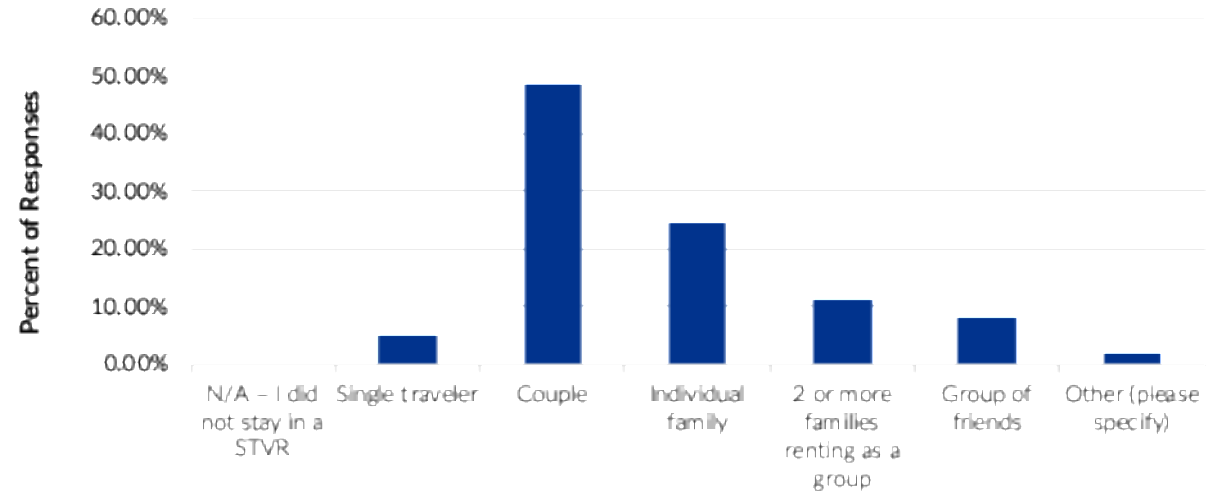
How did your stay in an STVR influence your engagement with local businesses and communities? (Check 1 box only)



9. Thinking back to your most recent visit to Hawai'i, please select the option that best describes your party. (Check 1 box only.)

Answer Choices	Responses	
N/A - I did not stay in a STVR	0.00%	0
Single traveler	5.88%	6
Couple	48.04%	49
Individual family	24.51%	25
2 or more families renting as a group	11.76%	12
Group of friends	7.84%	8
Other (please specify)*	1.96%	2
Answered	102	
Skipped	0	

Thinking back to your most recent visit to Hawai'i, please select the option that best describes your party. (Check 1 box only)



*Other include the following:

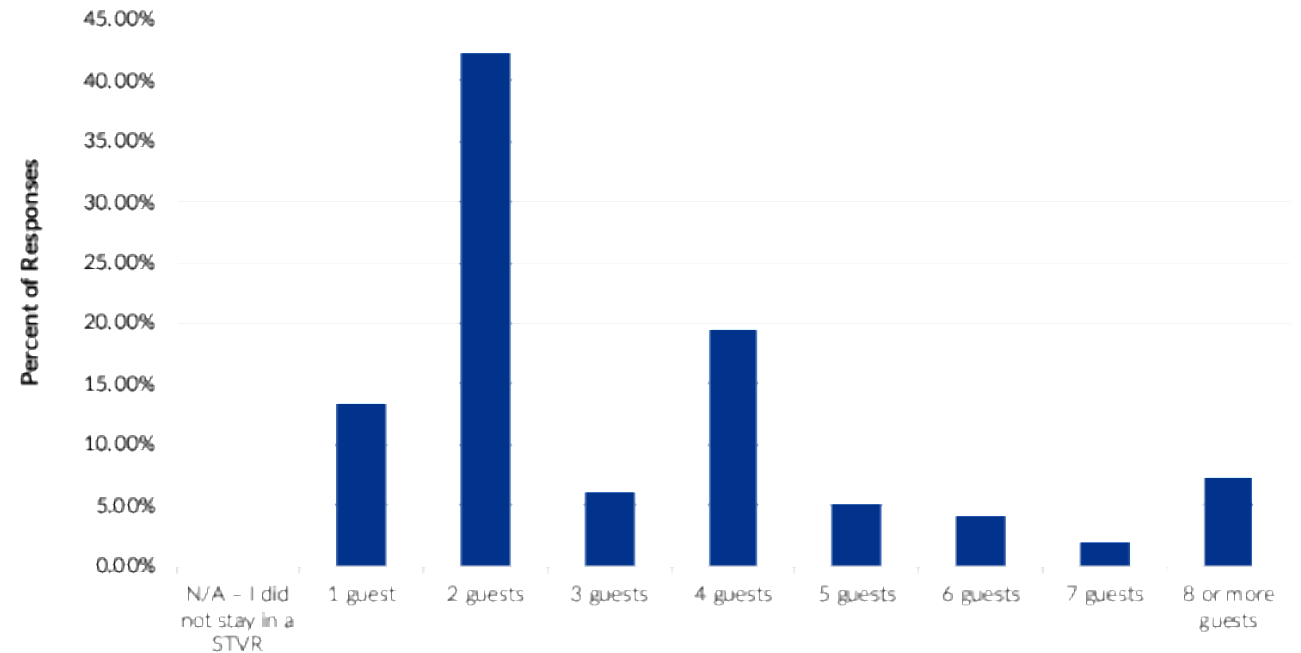
- "Co-workers"
- "1 large family (parents, 2 brothers + spouses & 2 babies)"

10. Thinking back to your most recent visit to Hawai'i, how many people stayed in the accommodation with you (including yourself)? (Check 1 box only.)

Average Response: **~3.22 Guests**

Answer Choices	Responses	
N/A - I did not stay in a STVR	0.00%	0
1 guest	14.71%	15
2 guests	41.18%	42
3 guests	5.88%	6
4 guests	18.63%	19
5 guests	5.88%	6
6 guests	4.90%	5
7 guests	1.96%	2
8 or more guests	6.86%	7
Answered	102	
Skipped	0	

Thinking back to your most recent visit to Hawai'i, how many people stayed in the accommodation with you (including yourself)? (Check 1 box only)

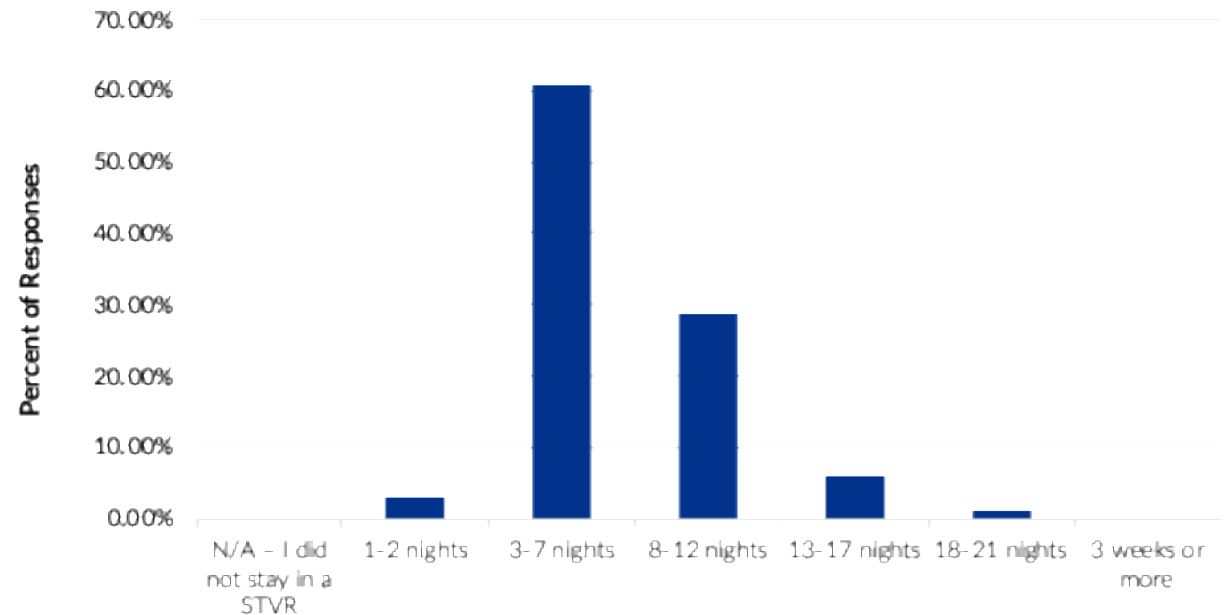


11. Thinking back to your most recent trip to Hawai'i, how many nights did you stay? (Check 1 box only.)

Average Response: **7.00 Days**

Answer Choices	Responses	
N/A - I did not stay in a STVR	0.00%	0
1-2 nights	2.94%	3
3-7 nights	62.75%	64
8-12 nights	27.45%	28
13-17 nights	5.88%	6
18-21 nights	0.98%	1
3 weeks or more	0.00%	0
Answered		102
Skipped		0

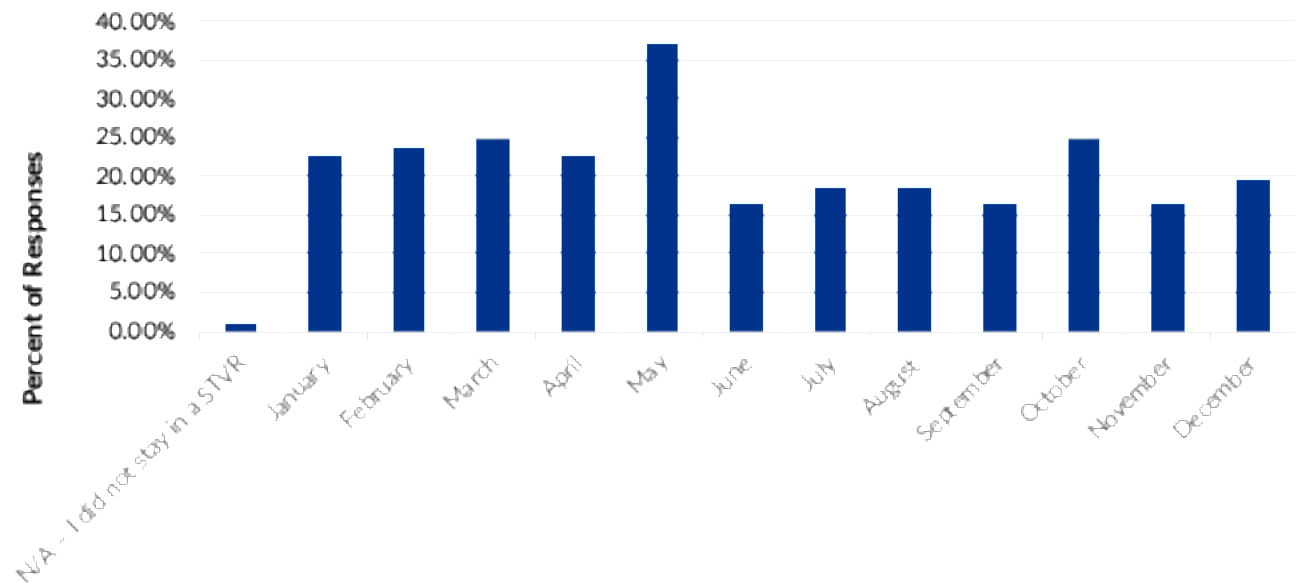
Thinking back to your most recent trip to Hawai'i, how many nights did you stay? (Check 1 box only)



12. During what months of the year have you visited Hawai'i? (Select all months that apply.)

Answer Choices	Responses	
N/A - I did not stay in a STVR	0.98%	1
January	22.55%	23
February	22.55%	23
March	26.47%	27
April	24.51%	25
May	35.29%	36
June	17.65%	18
July	18.63%	19
August	17.65%	18
September	15.69%	16
October	23.53%	24
November	16.67%	17
December	19.61%	20
Answered		102
Skipped		0

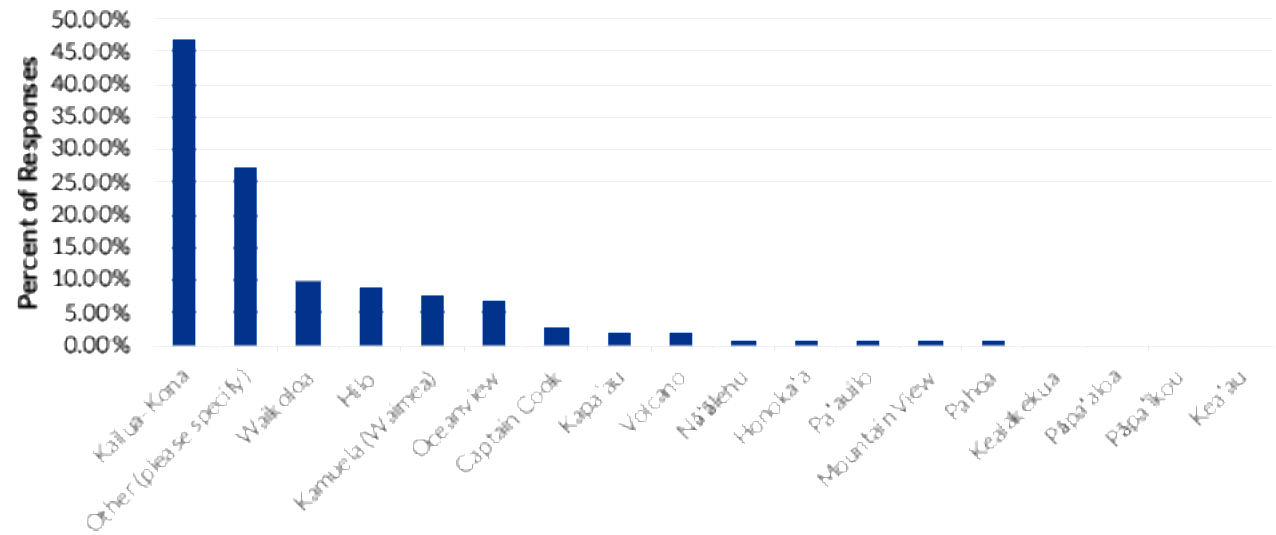
During what months of the year have you visited Hawai'i?
(Select all months that apply)



13. Thinking back to your most recent trip to Hawai'i, where did you stay? (Select all that apply.)

Answer Choices	Responses	
Kailua-Kona	47.06%	48
Other (please specify)*	27.45%	28
Waikoloa	9.80%	10
Hilo	8.82%	9
Kamuela (Waimea)	7.84%	8
Oceanview	6.86%	7
Captain Cook	2.94%	3
Kapa'au	1.96%	2
Volcano	1.96%	2
Nā'ālehu	0.98%	1
Honoka'a	0.98%	1
Pa'auilo	0.98%	1
Mountain View	0.98%	1
Pahoa	0.98%	1
Kealahou	0.00%	0
Pāpa'aloa	0.00%	0
Pāpa'ikou	0.00%	0
Kea'au	0.00%	0
Answered		102
Skipped		0

Thinking back to your most recent trip to Hawai'i, where did you stay? (Select all that apply)



*Other include the following:

- Maui is the most frequently mentioned island, with specific areas like Lahaina, Kaanapali, and Kihei cited multiple times.
- O'ahu is also commonly referenced, particularly locations like Honolulu, Waikiki, Kapolei, Ko Olina, and Kunia.
- Kaua'i appears several times, especially Po'ipū, Princeville, and Līhu'e.
- A few respondents mention Hawai'i Island locations like Pāhala, Hōlualoa, and Mauna Lani.

14. Thinking back to your most recent trip to Hawai'i, what was the primary purpose of your visit? (Check 1 box only.)

Answer Choices	Responses	
Sightseeing/tourism/vacation	75.49%	77
Visiting friends/family	15.69%	16
Wedding	0.00%	0
Honeymoon	0.00%	0
Group tour/package	0.00%	0
Business travel	3.92%	4
Convention/conference/trade show, etc.	1.96%	2
Government/military assignment	0.00%	0
Concert/sporting event/festival, etc.	0.98%	1
Extension of stay before/after business purpose	0.00%	0
Other (please specify)	1.96%	2
Answered		102
Skipped		0



*Other include the following:

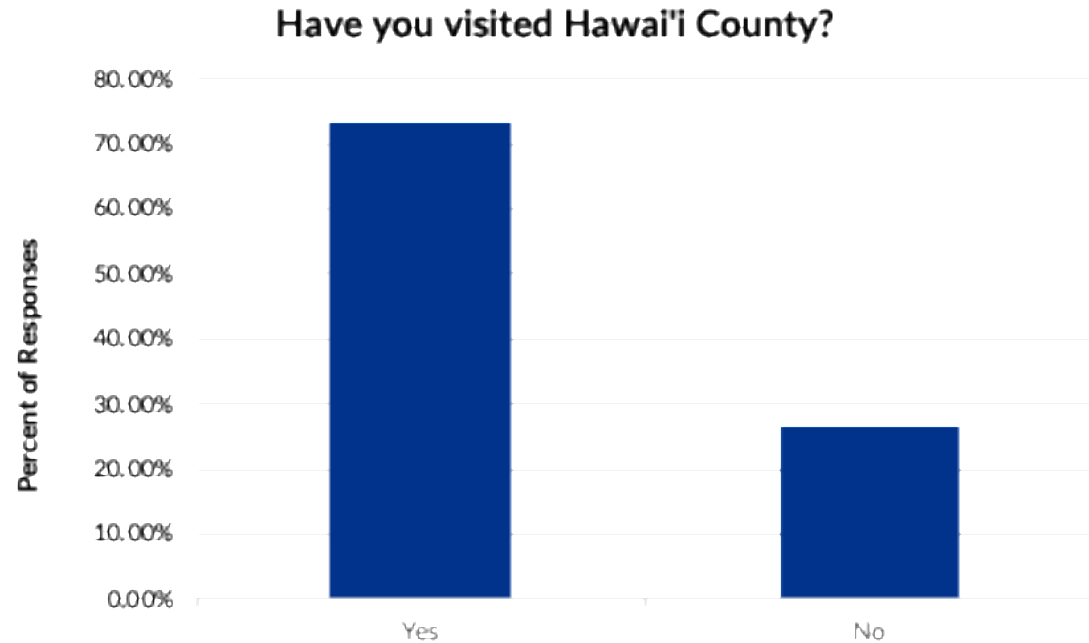
- "Creative writing"
- "Sales club"

15. During your most recent visit to Hawai'i, what was the average rate you paid per night for the short-term vacation rental in which you stayed? Please include any cleaning and booking fees, etc., in the figure. (Please list rate in \$US – if N/A please put 0.)

Average Response: **\$204.28**

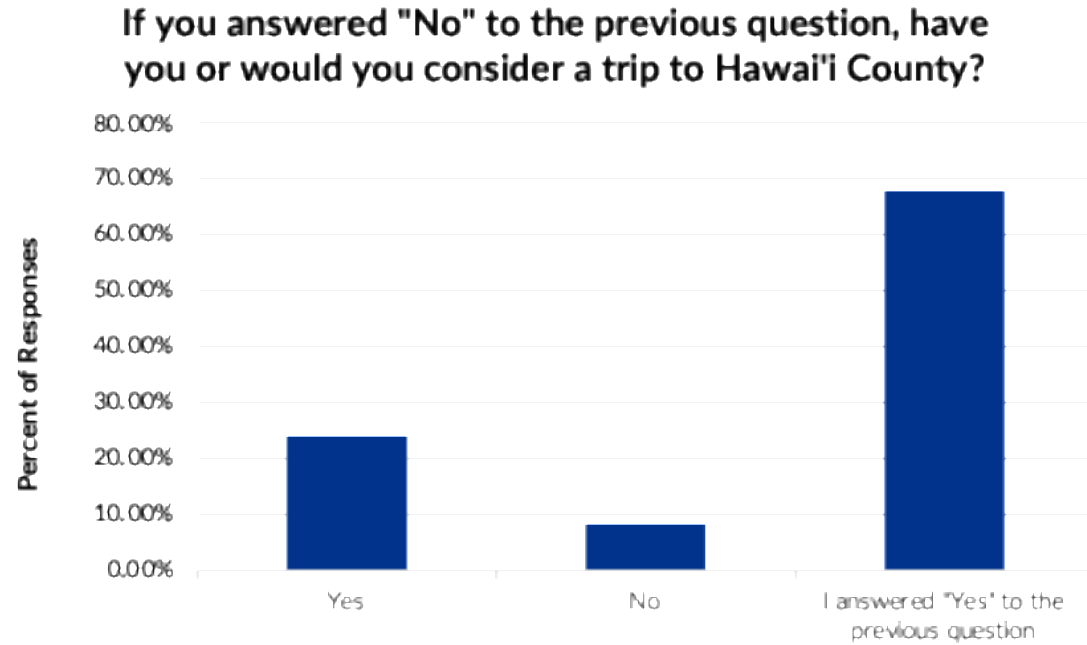
16. Have you visited Hawai'i County?

Answer Choices	Responses	
Yes	74.51%	76
No	25.49%	26
Answered	102	
Skipped	0	



17. If you answered "No" to the previous question, have you or would you consider a trip to Hawai'i County?

Answer Choices	Responses	
Yes	22.55%	23
No	7.84%	8
I answered "Yes" to the previous question	69.61%	71
Answered		102
Skipped		0



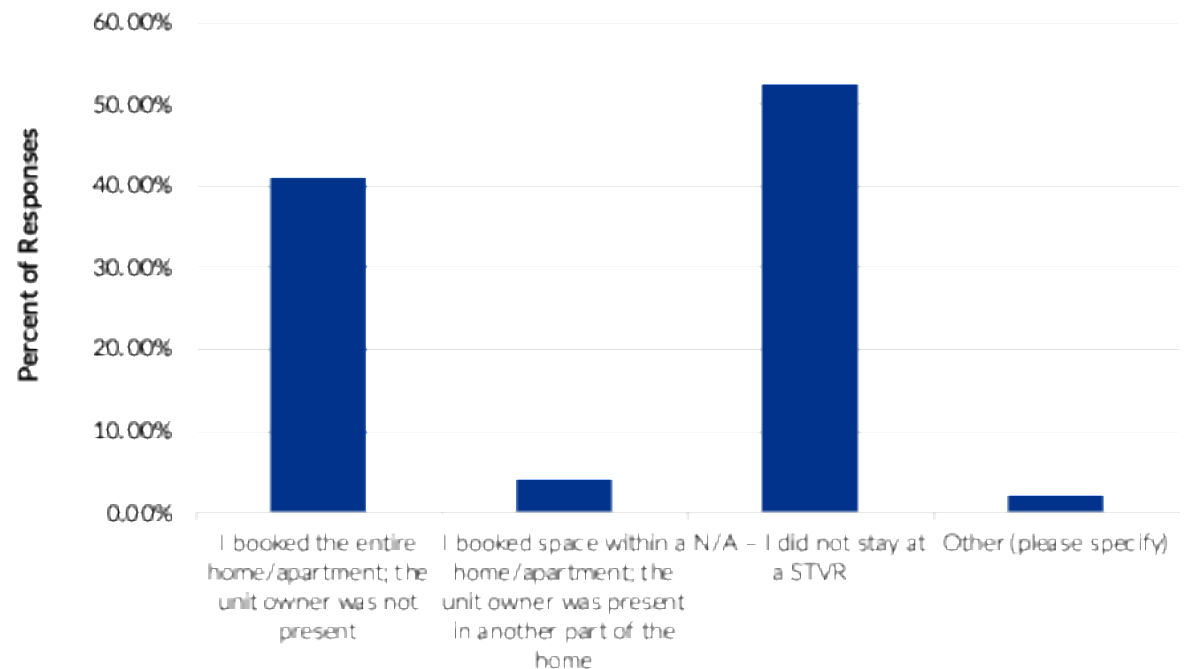
18. Thinking back to your most recent trip to Hawai'i when you stayed at a short-term vacation rental, select the situation which best describes the short-term vacation rental category: (Check 1 box only.)

Answer Choices	Responses	
I booked the entire home/apartment; the unit owner was not present	41.18%	42
I booked space within a home/apartment; the unit owner was present in another part of the home	3.92%	4
N/A – I did not stay at an STVR	52.94%	54
Other (please specify)*	1.96%	2
Answered	102	
Skipped	0	

*Other include the following:

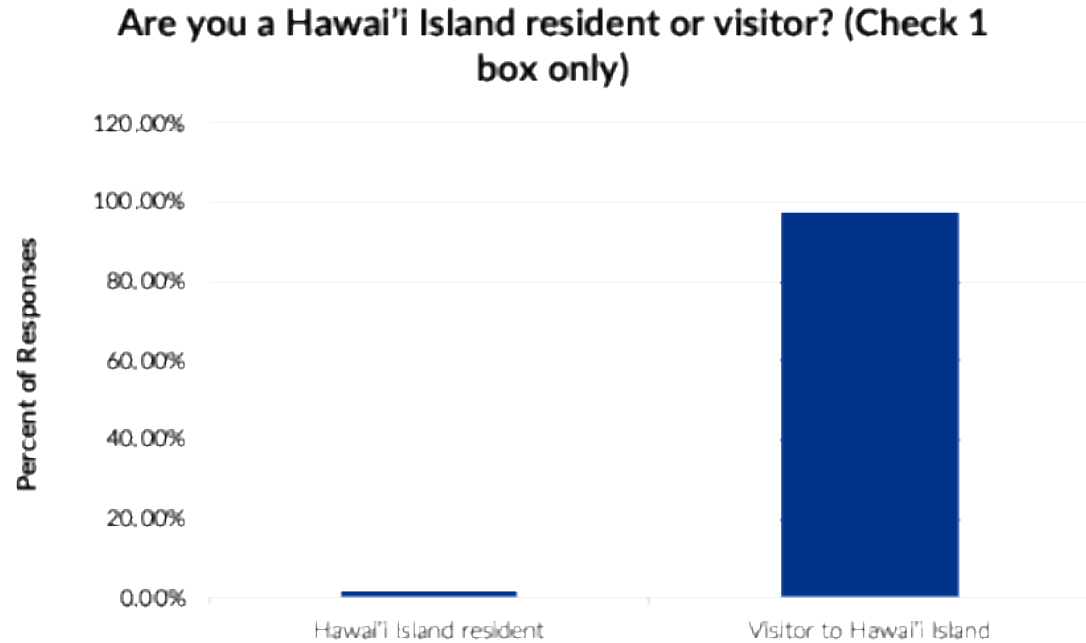
- "I rented to Mauna Lani for the last 20 years"
- "I booked a tiny home on the property of the owner. He occupied the house."

Thinking back to your most recent trip to Hawai'i when you stayed at a short-term vacation rental, select the situation which best describes the short-term vacation rental category: (Check 1 box only)



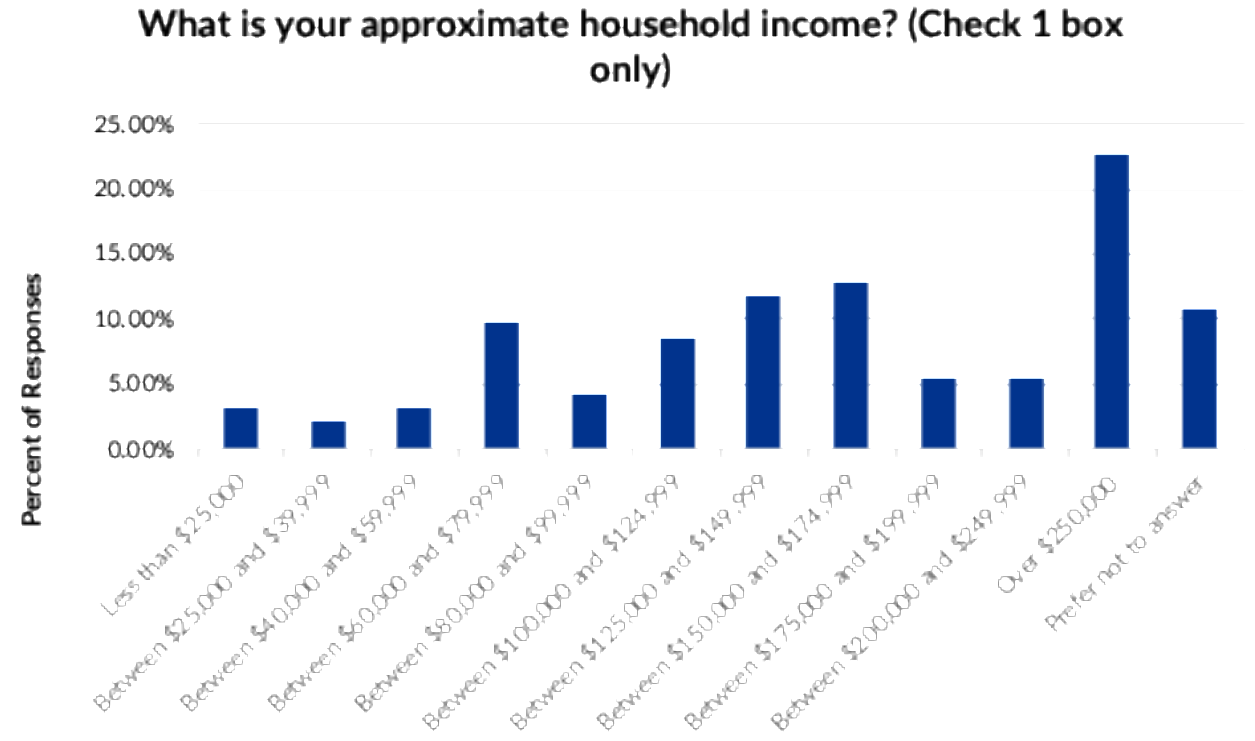
19. Are you a Hawai'i Island resident or visitor? (Check 1 box only.)

Answer Choices	Responses	
Hawai'i Island resident	2.04%	2
Visitor to Hawai'i Island	97.96%	96
Answered	98	
Skipped	4	



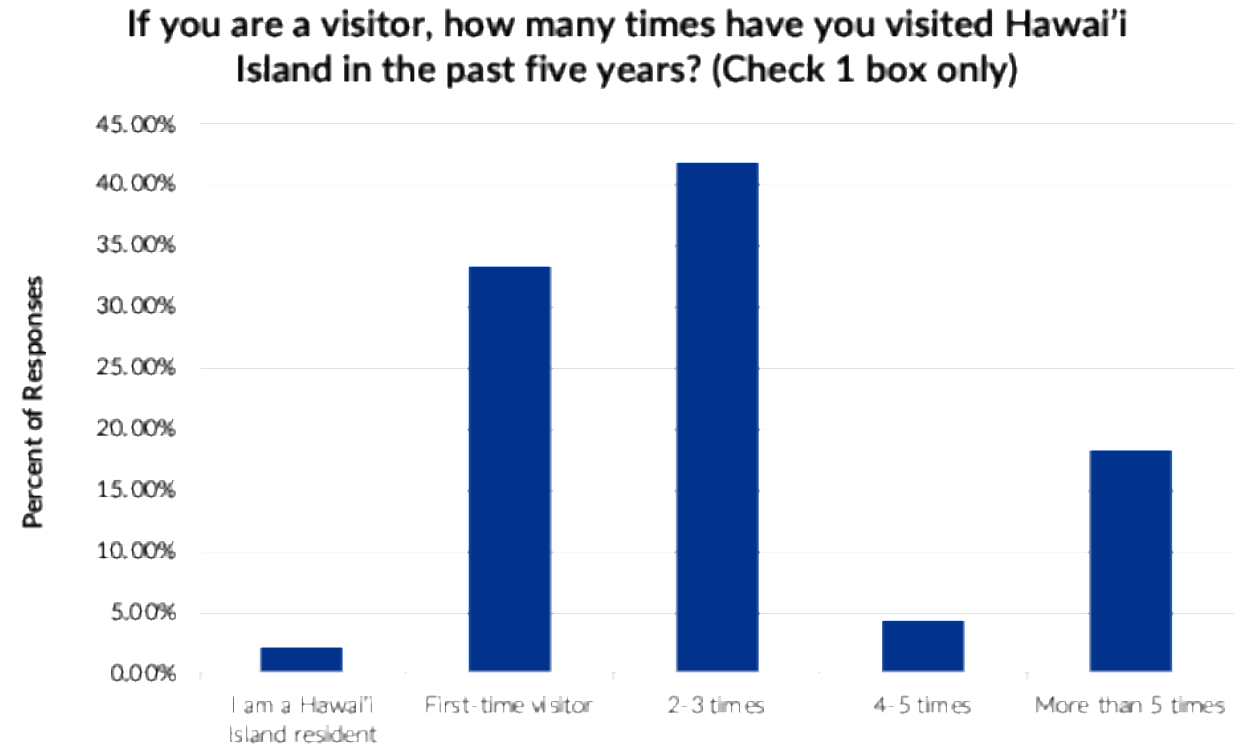
20. What is your approximate household income? (Check 1 box only.)

Answer Choices	Responses	
Less than \$25,000	3.06%	3
Between \$25,000 and \$39,999	2.04%	2
Between \$40,000 and \$59,999	3.06%	3
Between \$60,000 and \$79,999	9.18%	9
Between \$80,000 and \$99,999	4.08%	4
Between \$100,000 and \$124,999	9.18%	9
Between \$125,000 and \$149,999	12.24%	12
Between \$150,000 and \$174,999	12.24%	12
Between \$175,000 and \$199,999	5.10%	5
Between \$200,000 and \$249,999	6.12%	6
Over \$250,000	23.47%	23
Prefer not to answer	10.20%	10
Answered		98
Skipped		4



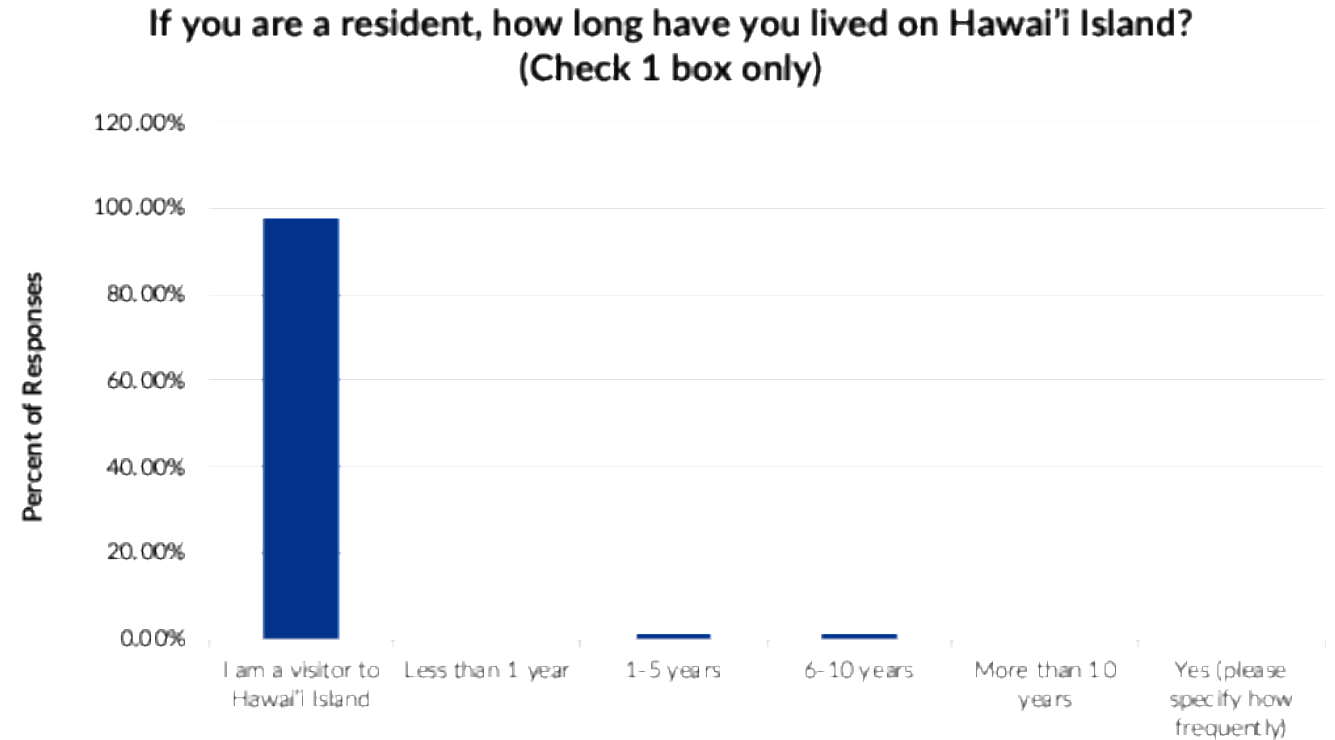
21. If you are a visitor, how many times have you visited Hawai'i Island in the past five years? (Check 1 box only.)

Answer Choices	Responses	
I am a Hawai'i Island resident	2.04%	2
First-time visitor	34.69%	34
2-3 times	41.84%	41
4-5 times	4.08%	4
More than 5 times	17.35%	17
Answered	98	
Skipped	4	



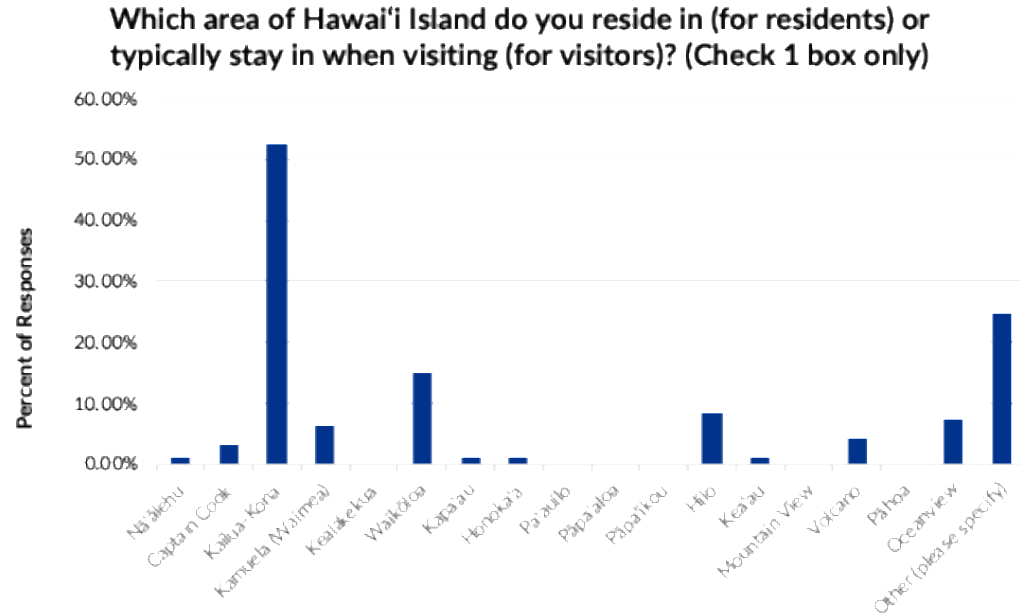
22. If you are a resident, how long have you lived on Hawai'i Island? (Check 1 box only)

Answer Choices	Responses	
I am a visitor to Hawai'i Island	97.96%	96
Less than 1 year	0.00%	0
1-5 years	1.02%	1
6-10 years	1.02%	1
More than 10 years	0.00%	0
Yes (please specify how frequently)	0.00%	0
Answered	98	
Skipped	4	



23. Which area of Hawai'i Island do you reside in (for residents) or typically stay in when visiting (for visitors)? (Check 1 box only.)

Answer Choices	Responses	
Nā'ālehu	1.02%	1
Captain Cook	3.06%	3
Kailua-Kona	51.02%	50
Kamuela (Waimea)	7.14%	7
Kealahou	0.00%	0
Waikōloa	16.33%	16
Kapa'au	1.02%	1
Honoka'a	1.02%	1
Pa'auilo	0.00%	0
Pāpa'aloa	0.00%	0
Pāpa'īkou	0.00%	0
Hilo	8.16%	8
Kea'au	1.02%	1
Mountain View	0.00%	0
Volcano	4.08%	4
Pāhoa	1.02%	1
Oceanview	7.14%	7
Other (please specify)*	23.47%	23
Answered		93
Skipped		4



*Other include the following:

- Maui is frequently mentioned, including specific areas like Kā'anapali, Kīhei, and Westin properties.
- O'ahu is also common, with mentions of Honolulu, Waikīkī, Hawai'i Kai, Ko Olina, and Kunia.
- Kaua'i appears several times, especially Po'ipū and Kōloa.
- A few mentioned the Big Island, with Mauna Lani and Hōlualoa cited.

hunden
partners

213 W. Institute Place, Suite 707
Chicago, IL 60610

312.643.2500 | hunden.com

CITY OF HERMOSA BEACH CITY COUNCIL MEETING

March 25, 2025

Otter.ai Transcript of Agenda Item 17.d

Patrick Donegan, City Attorney

The item tonight is for an informational item on the City's regulation of Short Term Vacation Rentals or S-T-V-Rs. Next slide please.

Patrick Donegan, City Attorney

As February 25 2025 City Council meeting, Mayor Francois Council evening member Keegan, supporting support of future agenda item, requesting some update on the City's current short term vacation rental regulations and possible options moving forward for legislative changes. Next slide please

Patrick Donegan, City Attorney

So The City's substantive regulations pertaining to STVRs are found in Section 17.4, 2.180, of the Hermosa Beach Municipal Code short term vacation rental use is defined as the rental dwelling unit or minimum wage loan for compensation for a period of less than 30 days. We prohibit STVRs use in the City, including all residential zones, except in non conforming residential units in certain commercial zones listed there on the slide. Further, the advertisement of Short Term Vacation Rentals and violation of the above restrictions is also prohibited and cited by the City. Next slide please.

Patrick Donegan, City Attorney

Further, Section 17.42180, Subsection A, requires the application and issuance of a permit prior to any STVR use in those permitted areas with certain operational standards. Madam planning manager can correct me if I am wrong, but I believe there are approximately 145 dwelling units in the aftermath and commercial zones that are eligible for STVR use. We have 10 active licenses for approximately 20 STVRs in the City currently, as we sit today. Next slide please.

Patrick Donegan, City Attorney

So the City short term vacation regulatory program, which it is, is not a ban, as mentioned. We allow in certain commercial zones, we just prohibited the residential zones in certain other zones. That of course, the policy decision by the City Council, like other City laws, citations issued under these have been subject to appeal to hearing officers with varying results based on the unique results of kind of each case that is the City is not batting 1000 on every appeal. While a wide variety of legislative actions are available to the council. As madam coming back to the item that the planning manager just had, HCD, the State agency responsible for regulating the City's housing element process, has taken an interest in this topic, once again, they haven't given us anything concrete. They have requested that any proposed legislation change to this be kind of run by them. Once again, they don't have the explicit approval. But of course, we do not want to get sideways with them, as brought up by Mr. Mayor at that February 25 meeting. Some jurisdictions do allow for natural persons to short term vacation rental use in a room or rooms in their primary residence, as long as they're living and residing there. Ie so if you're a primary or if your primary residence is in the City and you want to rent out a room or two and you want to be present during the rental period, I believe West Hollywood, San Francisco, maybe a handful of others has a program like that. But once again, that's entirely a legislative policy choice. Next slide, please.

Patrick Donegan, City Attorney

So that kind of concludes my report, Mr. Mayor, recommendation is to receive this report, discuss and provide any direction, and of course, I'm available for any questions. Thank you, Mr. Mayor.

Dean Francois, Mayor

Thank you very much. With regards to if we were to adopt a policy that would allow those owners to be present, could we adopt it to requiring that they are present the whole time it's being rented? Or before we could adopt what the other cities have done in San Francisco, for example, so many days we could adjust that any way we wanted if we had the fear that people were not present in the homes when they were renting the bedrooms out,

Patrick Donegan, City Attorney

Mr. Mayor, you are 100%. Correct. You guys can impose any kind of operational standard that you want. IE, you must physically be present. I do need to the staff report. I do apologize for having some computer issues. That primary residence. There's a certain number of days, I think it's the 260s per year that you have to have to reside there, once again, that's to potentially avoid the issue of supplementing just for renting a place, only only showing up when it's most lucrative for them, but being in the in the structure of vacation until it's really geared toward your long-term primary residence, once again, the policy choice for you all.

Dean Francois, Mayor

Do you see any issues with enforcement if we were to adopt something like that?

Patrick Donegan, City Attorney

I mean, so there's, there's, I'll be honest with you, it's kind of a whack a mole as it is right now. So, you know, enforcement is always a challenge. However, this, this would, I don't see much difference in a if the legislative policy change was to allow the primary resident no because when you still say you have to come get a get a permit. Now, of course, you know, it's probably a little bit difficult to make sure that that individual doesn't spend weekend in palm Springs, but you know, would still be regulated and permitted, so maybe slightly lower than the current regulatory regime. I wouldn't see I wouldn't say it's going to be a huge reward, right to me that, of course, the biggest risk is the person not trying to comply at all, basically saying, I'm not going to get a permit See you later. I'm going to do my own thing. Someone gets permitted and decides, hey, I'm going to spend the night in Palm Springs. You know, that's, that's probably a warm up as compared to the more nefarious. And I'm just going to, you know, not get up from a while. I'm not paying any TOT and just rent it whenever I want.

Dean Francois, Mayor

So, when we review the ads on the platforms, it can be readily seen that the advertisements are for vendors, as opposed to whole units,

Patrick Donegan, City Attorney

Correct. And then, once again, we have had varying results with the receptiveness of the platforms to ensure our regulations are compliant with so yes, but we could say, if the if the bill was out, I believe that we couldn't create a piece of legislation that says any advertiser for this must be clear that it's only a room, or rooms, mind you that some of the Those other jurisdictions. So if you have a five bedroom house, you're going to rent out each room you or each floor, whole units, correct. And then, once again, we have had varied results with the receptiveness of the platforms to ensure our regulations are compliant with so yes, but we could say, if the if the bill was out, I believe that we couldn't create a piece of legislation that says any advertiser for this must be clear that it's only a room or rooms, mind you that some of the Those other jurisdictions. So, if you have a five-bedroom house, you're going rent out each floor of the rooms.

Dean Francois, Mayor

Yeah, okay. And I believe we got an email from one platform that they can cooperate with that and require to have their permits shown in order to advertise

Patrick Donegan, City Attorney

Correct. And so I spoke to that. I believe that same individual, and once again, it was I believe they're being me as an X 100 billion dollar company. So he doesn't speak authoritatively for it, he kind of gave me the indication that, hey, the more the City allows short term vacation rental, the more willing they are to ensure whatever rules we have are enforced. So that makes sense? kind of more or less sliding scale. So I can't say if I can represent Yes. If you guys decide to allow the primary resident one room to rent, that they're going to become gung-ho and say, you got it Hermosa Beach, that's probably, you know, probably not going to be the case.

Dean Francois, Mayor

Then of course, if there are registered we'd be able to collect the TOT tax on it

Patrick Donegan, City Attorney

Correct that is, that is the kind of the quid pro quo, the benefit of it that you start paying taxes.

Dean Francois, Mayor

And then one more question. For those that may be concerned that the supply of available housing is threatened by making this change, if we were to adopt something, we could get confirmation from the state or from HCD, something along those line to figure out... whether they have concerns about...

Patrick Donegan, City Attorney

Exactly, I think the latter way you described it, as more astute. We don't, you know, I'm not going to sit up here and say, before you guys make any change, you must get HCD to explicitly sign on. Then they're at the City Council. You guys are, however, if, if, the if a change in our short term vacation and regulation is going to lead to the parade of horribles that we were discussing in the in the in the housing, that would be pertinent information from you guys to obey against any policy change. So I don't want to say we're going to get that and they're going to sign off and say you can do it, but if that's the direction, we'll be sure to flush that out as much as we possibly can with HCD and any static or pushback we get, we'll be sure to alert you guys you can make the best decision value,

Dean Francois, Mayor

Right? So in other words, we would they would know what we might do tonight, and there would be time before second readings and all that

Patrick Donegan, City Attorney

Correct, so yes this is the zoning code so the if there is, it goes to planning right long comes the long process.

Dean Francois, Mayor

Okay. Those are all the questions I have someone else have any questions. Okay.

Myra Maravilla, City Clerk

Yes, we have two separate cards. Let me go ahead and activate the request to speak. The first one is Jonah.

Jonah Breslau, Public Comments

Good evening. My name is Jonah Breslau, and I'm speaking on behalf of Unite Here, local 11, the hospitality workers union in Southern California, and I urge the council to consider the negative impacts of unhosted Short Term Rentals. You know, the impacts of unrestricted Short Term Rentals fall very hard on our members who are struggling for housing, but also impact the entire community. When whole homes turn into Short Term Rentals, it exacerbates the housing crisis. It undermines neighborhood character, and we encourage you to limit Short Term Vacation Rentals and which can allow you to continue to preserve existing housing and prevent the various problems that unhosted Short Term Vacation Rentals invariably introduce, including nuisances, loss of privacy, potential safety concerns and enforcement challenges. If the City decides to move forward with amending the current regulations, we encourage you to maintain your policies on Short Term Vacation Rentals outside of the coastal zone and move forward with the policy that requires hosts on site and limits the Short Term Vacation Rentals to 1% of the housing stock within the coastal zone and use all the strong enforcement tools that are available to the City, including electronic verification and a private right of action. Electronic verification systems have an affirmative verification approach so that platforms have to check the registration status of a listing before a booking transaction is complete. It's very common sense, that's how it should work, but that's becoming the law, and more and more cities, a private right of action would also allow interested parties, whether that's neighbors or others, to help the City enforce the law, to pursue legal action against illegal short term rental operators and platforms that violate the City's ordinance. And cities like Santa Monica and West Hollywood and San Francisco have also already adopted this enforcement mechanism, and the City of Los Angeles is in the process of putting it into place right now. So please add these enforcement tools, and don't let housing get swallowed up by Short Term Vacation Rentals

Dean Francois, Mayor

Thank you very much. Thank you Next one,

Jonah, Translating for Kenna, Public Comments

Honorable members of the City Council, my name is Kenna. I have been a housekeeper for Westin Hotels for 20 years, I'm a proud member of United local 11. Renters deserve stability, but illegal Short Term Rentals are taking that away. When apartments are turned into Short Term Rentals, it is one less unit for working people to rent, and because of that, many workers have to live an hour or two away from where they work, and so many of us you know live paycheck to paycheck, the City should enforce the rules to ensure renters aren't pushed out by speculators. Please vote to protect renters and keep housing available for those who need it.

Dean Francois, Mayor

Thank you. Thank you very much. Anyone else in the chambers motion to comment this evening. Is there anyone else wishing to comment this evening? Step right up. Good evening.

David Grahath Public Comments

Good evening. David Grahath and Hermosa Beach resident. I don't claim to know a whole lot about Short Term Rentals, but I've been thinking about this and seeing some other things that have been said in these chambers on the subject, and I hope I can add some value to the discussion. Speaking as a resident, my concern would be the disturbances that might be created by the short term renters, particularly because they're short term and they don't have a stake in the community, and there's less accountability because they don't have to see their neighbors on a daily basis, and develop relationships and have sort of that give and take among neighbors. So that's my concern. And presumably, by having the on site owner there, I'm assuming that one reason we might make an exception for that is the idea that that owner who's there does have to provide some accountability. And then, along with that, then I think that also implies that they need to be. We talked about enforceability, that would be relying on them to be the enforcers of sorts. So there's part of me that you know, have heard some people come up here and say, you know, they've had some good experiences, and they felt like everything's gone smoothly. I'm still not convinced. I have some concerns as to whether you know the extent to which those owner residents would actually be able to enforce one thing, if you use the examples from the other cities, if they're not there, you know, if it's only 270 days, three months a year, they're not there. So right away, I don't see that working. Maybe you can do something where they have to be on site. Then it comes down to, can they truly enforce it? I think some people are going to be really sincere and really effective and considerate. There still might be some people that when it comes down to it, it's a choice between making a buck and having to confront their renters. And you know, do I want to have to kick them out? Or I don't know what it could come down to. What comes to blows? I don't think it's going to happen. Let's just say I have my reservations about what fraction of the owners will actually be able to truly enforce which is what I think we're really counting on in order to make this a successful thing for all that are involved. Thank you

Dean Francois, Mayor

Thank you. Anyone else in the motion to comment?

Claudia Aguilera, Public Comments

Hi Good evening. My name is Claudia Aguilera in LA when rent increased by more than 800 a year because of Short Term rentals, I'm worried about this happening here in Hermosa Beach . Please don't allow Short Term Rentals. Don't allow the rentals when owners doesn't live on site, and don't allow more than 1% of homes in the coastal zone to be used for Short Term Rentals. Thank you.

Dean Francois, Mayor

Thank you. Thank you. Anyone else?

Unknown Public Comments Speaker

Apologize again. One quick question, is there a difference of each coastal zone versus the inland past the Green Belt way? Because, again, I'm concerned that we're going to come up with some sort of policy, and then the state goes Nyet, and it's all overruled again. So is there a difference? Is there not? Do we really have control, or do we really have to follow the state rules? Thank you.

Dean Francois, Mayor

Thank you, we will go over that when we are done with our questions and bring it back to the council. Is there anyone else wishing to speak this evening?

Attorney, Frank Angel, Public Speaker

Unable to connect or speak from off site.

(Transcript paused for a few minutes while attempting to connect with speaker)

Dean Francois, Mayor

Okay, bring it back to the Council for questions and deliberations. Maybe we could start with the question from public regarding Hermosa Beach. We have a coastal zone, and then we have a portion of Hermosa Beach that's outside the coastal zone. We could do it City wide, or do it within the coastal zone. We have the flexibility to maneuver, how we want the within the coastal zones. We can go over the implications of the it.

Patrick Donegan, City Attorney

Correct, So you guys, as the City Council, if you would like, to create different regulatory environments within the coastal zone, without the coastal zone, that is You guys prerogative. You guys. You guys can do that. As I'm sure someone saw, or potentially, if not, on the agenda, the ability for the City to regulate Short Term Vacation Rentals in the coastal zone, and we are subject to another lawsuit. This is not the first time we have been sued under this the other time was back in 2018 where the City was triumphant in that so as of right now, it is my position if the City short term vacation rental is valid and enforceable in the coastal zone as as presently constructed. Similarly, if you guys wanted to make a change, I would have that same position. Once again. I must reiterate, though we are subject to a lawsuit, things can happen. Laws can change. The legislator could maybe come in and do something. But as of right now, that is my answer, Mr. Mayor.

Dean Francois, Mayor

Thank you. The lawsuit has nothing to do with what we might do here?

Patrick Donegan, City Attorney

No, correct, not.

Dean Francois, Mayor

Okay. Thank you. Open up for comments, questions, deliberations. Councilor Keegan.

Michael D. Keegan, Councilmember

I probably wouldn't be opposed to trying out a small area of town to have owner occupied. Um Short Term Rentals, where the occupant has to be there, and maybe even with a limit to go, to try and open it up for people who maybe need income or want to improve their standard of living and have extra rooms and might want to change their lifestyle, but I don't think I want it City wide. I think that would be in a limited basis and on a trial basis.

Dean Francois, Mayor

Okay, interesting comment. Council member, Decoy.

Mike Detoy, Councilmember

Thank you. I do find it a bit ironic that right after hearing about the housing element, which focuses on long term housing solutions, we pivot to possibly expanding our short term vacation rental. on top of that, we're layering layering another layer of bureaucracy, of enforcing whether someone is truly at home, while renting out a room seems extremely burdensome and nearly impossible to manage. We already have issues with compliance, and we already allow Short Term Vacation Rentals in our commercial zone, as the City Attorney mentioned, and with that in mind, I move that we receive and file.

Dean Francois, Mayor

Okay, there's been a motion and a second to receive and file.

Mayor Pro tem. Michael D. Keegan, Councilmember

Over the years, the Planning Commission and the City Council worked long and hard to craft a sensible and workable short term rental program. Short term rental in a residential neighborhood is the same for a house or a bedroom. It creates the same problems and doesn't seem to have a solution that is acceptable. So I was about to move to receive this report and make note and make no changes. And so it's already been moved and seconded. So I, I agree with that.

Dean Francois, Mayor

Okay, any other yes Councilman Jackson,

Ray Jackson, Councilmember

I didn't plan on making any comment, but I will, because I think council member Detoy's comments were spot on. You know, we heard from Mr. Higgins, who sent the letter to HCD, raising concerns about Short Term Rentals in Hermosa Beach. In his letter, he referenced the recent Easy Reader article that there appears to be an effort to force Short Term Rentals into already overcrowded and overpriced residential areas in North and South Hermosa. He emphasized that housing is already scarce and that allowing Short Term Rentals would further reduce supply and drive up costs. He also wrote, it's ridiculous the City is trying to advance a short term rental program throughout the coastal zone. It's worth the record to be straight, the claim that the City is trying to advance a short term rental program throughout the coastal zone is false. This issue is only being pushed by two individuals,

Ray Jackson, Councilmember (continued)

Dean Francois and Michael Keegan, not the City and not the majority of this Council. We know that with a council member who runs properties, and according to some neighbors, as rented them for less than 30 days, he supported the mayor's request to reopen this discussion. That's the only reason we're here, and the discussion was opened because a gentleman who has been illegally renting his house was cited, and now he's suing the City. So, Mayor Pro tem's comments about the planning commission and the City, taking a lot of time, being very deliberate in weighing the needs for folks who want to visit and stay here, and the needs of residents. We heard last meeting from the resident I mentioned, who said he was operating in a legal short term rental. So again, the housing is the concern. So I am not sure why we have two council members who appear to be interested in expanding Short Term Rentals, despite the well documented harm that they caused by reducing housing inventory. And for those who are unfamiliar, and I'm going to take a few minutes here, so please indulge me. You have to understand our approach. As you heard, we do not ban Short Term Rentals outright. The City struck a balance allowing those in the commercial zones with while preserving residential neighborhoods for long term housing. The City has 148 Short Term Rentals right now. Excuse me, eligible properties, 148 potential properties that could apply for, and be permitted for Short Term Rentals. That's 148. yet only 20 are legally licensed. That means that every other Airbnb in this City, outside of those 20 operates illegally, and enforcement is always a challenge, because we're playing Whack a Mole. And for those who understand our City. You understand where our commercial zones are, but those who are outside of promotion beach, you know we're not talking about some undesirable outposts, some on the outskirts of our City. We are 1.4 square miles, and our commercial areas are stone's throw from some of the best beaches in the world, short term rental operators are being banished to the middle of nowhere. They have a fair and well placed opportunity to operate legally. Yet in that easy reader report, it talked about 300 short term rental listings assist existing in Hermosa Beach, operating illegally, ignoring regulations, safety standards and ADA compliance. Are all these operators paying taxes? Are they reporting our earnings? For most of beach, like every other City, needs more long term housing, but instead of housing, residents, these 300 plus homes are being used as illegal Short Term Rentals prioritizing profits over community needs. That's 300 homes that could be rented by people who live, work, play and send their kids to schools here, strengthening our neighborhoods. Not long ago, young people had the option to rent rooms small apartments or share larger homes with roommates. But today, illegal Short Term Rentals have drastically reduced affordable options, making it even harder for those looking to put down roots in Hermosa Beach. Economists all agree housing is the economic driver that cities need, and it's something we don't have to wait decades to build. So I would encourage Mr. Higgins and anyone else who wants to help protect and expand our housing stock direct to HCD, urging them to join us in the fight, in fighting this lawsuit, those seeking to operate outside our existing ordinance do so at the expense of long term housing, and we need to stand together to defend our community. And if Sacramento is serious, we you know we talked about HCD and its housing element and the unfunded mandate, and we are not the only City reporting zeros, because, as you know, we can't control what is built. So you talk to

Ray Jackson, Councilmember (continued)

those folks that have done this for years and years and years, and they will tell you the same thing, but we have to do what HCD tells us to do.

But again, if Sacramento's here is about solving California's housing housing crisis. It must stand up to the powerful special interests that are profiting from these rentals at the expense of long term housing. So many Short Term Rentals operated illegally violating municipal codes by passing safety inspections and invading tax. Conservative estimates suggest that there are over 100,000 close to 200,000 Short Term Rentals in California. That's 200,000 homes that are effectively removed from the long term housing market and building that many new homes in the next decade is unrealistic. Instead, the state must empower cities to regulate Short Term Rentals within the jurisdiction, including coastal zones, local communities.

Dean Francois, Mayor

Council member Keegan, do you want to make a point of order?

Ray Jackson, Councilmember

I don't know why you're trying to interrupt.

Dean Francois, Mayor

He was attempting to make a point of order.

Mike Detoy, Councilmember

It wasn't for you. And where did you get the speech from?

Ray Jackson, Councilmember

It doesn't matter. it's my speech I wrote it so I have the right to read it without interruption.

Ray Jackson, Councilmember

It is time for action. if Sacramento is really serious about housing, California cannot afford to let unregulated Short Term Rentals hollow out its housing stock. Cities must have the power to regulate Short Term Rentals in a way that prioritizes housing for residents over corporate profits. If Sacramento truly wants to address the housing crisis, must take bold action against the unchecked expansion of Short Term Rentals that's being pushed this evening and put housing back in the hands of residents, not corporations, it's time to get those 300 plus homes back on the long term rental market. Hermosa Beach doesn't need, nor does it want, more or many hotels scattered throughout our neighborhood.

Dean Francois, Mayor

Thank you very much. I originally brought this up because I was kind of surprised that right now, bedrooms in Hermosa Beach was part of this violation, and that's why I brought it up. I think it's best that our colleagues stick to the issues and not try to characterize motives as to why someone else has a different position than they do, because I think we've made a lot of strides for improving the professionalism of our dialog, and I think that it's best to continue on that road and avoid those types of characterizations so that we can continue professional dialog and deliberation.

Ray Jackson, Councilmember

There's nothing...

Dean Francois, Mayor

Council member, Jackson, do you want the floor? Okay, I'll give you the floor.

Ray Jackson, Councilmember

Thank you, czar. There's nothing unprofessional about me pointing out council members only that push this agenda is Item. That's all I pointed out,

Dean Francois, Mayor

Council Jackson, you made your point to make characterizations of your colleagues on this panel, that is unprofessional...

Ray Jackson, Councilmember

That is certainly within my right, I know you like to do bang the gavel. We know you are the Czar. Do you want to bang the gavel to Show how big your are?.

Dean Francois, Mayor

Do you have a question?

Mike Detoy, Councilmember

I like to speak to that, I just want to clarify that the item that was brought forward wasn't to allow Short Term Rentals throughout the City. It was never approached that way. It was asked the management of staff to bring back an item to help out people who might want to do owner occupied rentals. So that was the whole item tonight. We didn't need to talk about the state's condition of Short Term Rentals. We're talking about a pilot program, maybe allowing a few doing a test. This isn't something I'm going to spend hours discussing. There's not an interest in allowing homeowners to rent some of their rooms by three of us. I'm fine with that result. So I'm going to call the question.

Dean Francois, Mayor

We don't need to vote on calling the question, we can go right to a vote. Thank you on receiving and file this report..

Dean Francois, Mayor

Okay, the results are on the screen. Madam City Clerk, could you announce the results?

Myra Maravilla, City Clerk

Motion carries with the forward vote. Council member key and voting, no. Okay. Thank you very much.

Dean Francois, Mayor

Moving on. What's next on the agenda? item 17 b capital improvement program status report. As of March, 13. Transcribed by <https://otter.ai>