

Montgomery + Airbnb

Jillian Irvin / Public Policy Director/ July 14, 2016





Whether an apartment for a night,



a castle for a week,




or a villa for a month,

A man and a woman are standing in shallow ocean water. The man, on the left, is shirtless and holding a blue surfboard under his arm. The woman, on the right, is wearing a blue patterned one-piece swimsuit and has her hands clasped in front of her. They are both smiling. In the background, there are mountains, a city skyline, and other people swimming in the water. The sky is a soft, hazy orange, suggesting sunset or sunrise.

**Airbnb connects people to
unique travel experiences.**



Airbnb is a global community



Tonight around the world,
400,000 people are staying in a home
shared by an Airbnb host.

A dark grey world map with numerous colorful circular markers (yellow, orange, red, teal) representing Airbnb homes. The markers are most densely clustered in North America, Europe, and East Asia, with more sparse distribution in South America, Africa, and Australia. The text 'TOTAL HOMES ON AIRBNB' is centered over the map, with a horizontal line underneath it.

TOTAL HOMES ON AIRBNB

1.2 Million



CITIES

COUNTRIES

34K

191



COLLABORATIVE CONSUMPTION

co:NYC



GREEN SPACES



OUISHARE

Side·car

SKILLSHARE

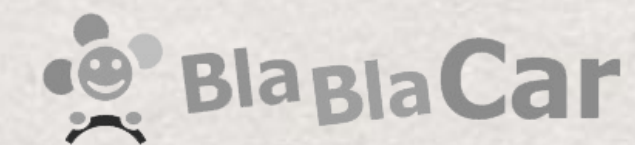
SHaReaBLE

TIMEREPUBLIC



wework

ZOOKAL



Chegg

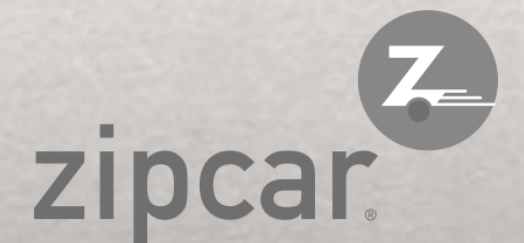


ebay

KICKSTARTER



yerdle



and a part of the growing sharing economy.



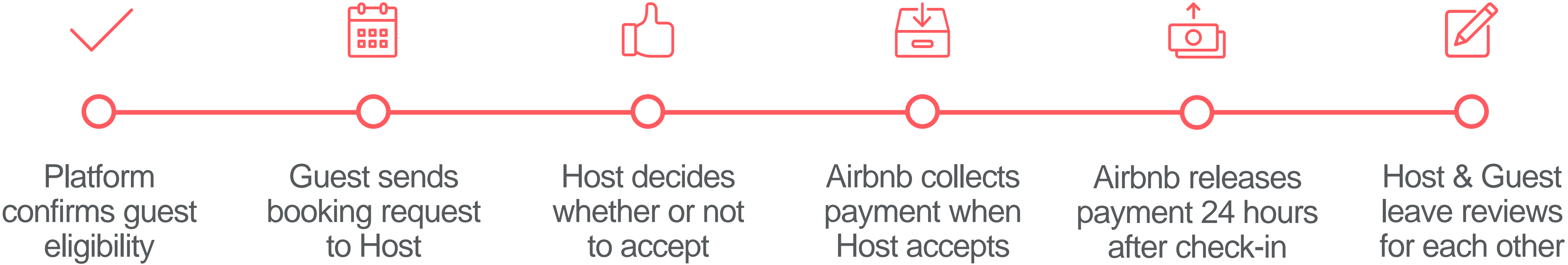
IN THE SHARING ECONOMY:

People buy, rent, trade, or borrow what they need from each other, rather than buy from a traditional business.

The background is a solid red color with a repeating pattern of hand-drawn, teardrop-shaped outlines. Each shape contains a small, stylized circular element, possibly representing a seed or a drop. The lines are dark red and have a slightly irregular, hand-drawn quality.

HOW IT WORKS

LIFECYCLE OF A BOOKING ON AIRBNB





WELCOME HOME

Rent unique places to stay from local hosts in 190 countries.

[How It Works](#)


Where do you want to go?

Check In

Check Out

1 Guest ▼

Search



Where are you going?

Browse

Leejay

Help

List Your Space





Alexandre

AMAZING LOFT IN CENTRAL PARIS !

Paris, Île-de-France, France ★★★★★ (33)

Entire home/apt

2 Guests

1 Bedroom

1 Bed

Check In

mm/dd/yyyy

Check Out

mm/dd/yyyy



Guests

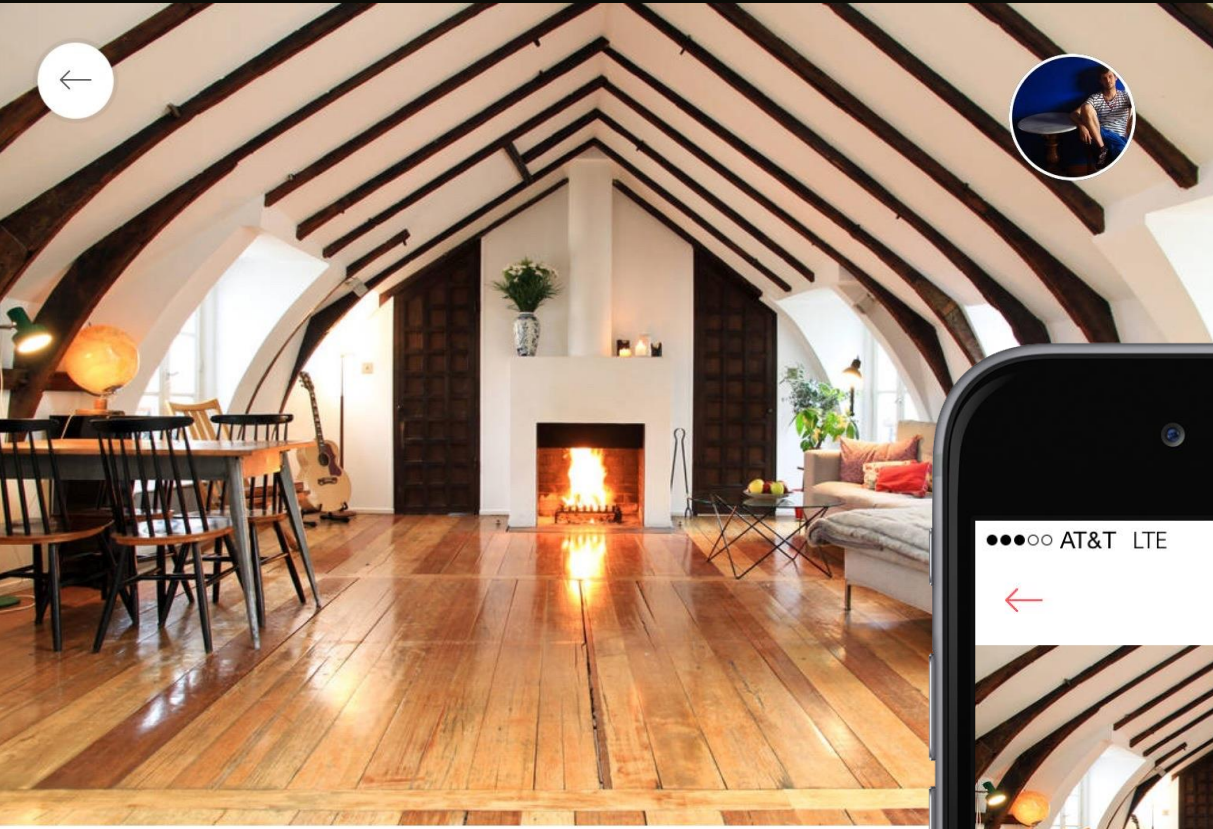
1

Request to Book

\$193

Per Night





AMAZING LOFT IN CENTRAL PARIS !

33 Reviews ★★★★★

Paris, Île-de-France, France

Room Type

Bedrooms

Accommodates

Beds



Property Type


See More

\$193

Request to Book


AT&T LTE 3:37 PM 83%





AMAZING LOFT IN CENTRAL PARIS !

★★★★★ 33



Entire Home Hosted by Alexandre

Contact Host

Request to Book



AMAZING LOFT IN CENTRAL PARIS!
Paris, France

\$193
Per Night



Perfectly located Castro
San Francisco, CA

\$69
Per Night

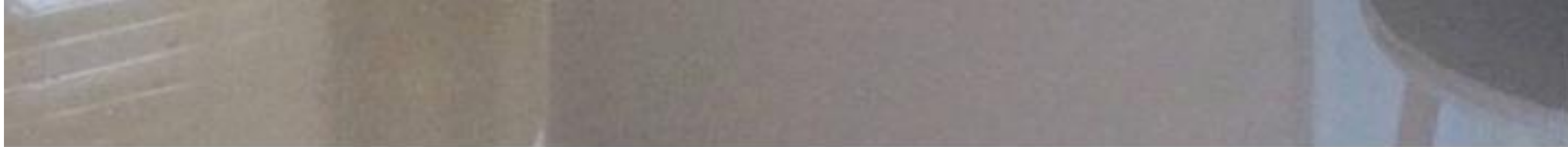
Bookings


Two-Sided Marketplace Business Model

Assumption:	\$100/night Accommodation Fee set by the Host
Airbnb collects at the time of booking:	\$109 from Guest - \$9 Guest Fee = \$100 Accommodation Fee
Airbnb pays out 24 hours after check-in:	\$100 to Host - \$3 Host Fee = \$97 to Host
Overall result:	Airbnb earns a fee of \$12, or 12% of the Accommodation Fee



Booking Page







Casper And Family

Charmant 3 pièces très bien situé


Paris, Île-de-France, France ★★★★★ (61)




Entire home/apt



3 Guests



2 Bedrooms



2 Beds

About this listing

Proche du canal Saint-Martin, au sein d'un quartier très vivant, cosmopolite et central, ce charmant 3 pièces entièrement rénové par un couple d'architectes est l'endroit idéal pour séjourner à Paris, seul, en couple, en famille ou entre amis.

[Contact Host](#)

€105 Per Night

Check In	Check Out	Guests
02/16/2016	02/18/2016	2 ▼
€105 × 2 nights		€210
Cleaning fee ?		€45
Service fee ?		€30
Occupancy Taxes ?		€3
Total		€288

[Tourist Tax](#)
[Learn more](#)

[Request to Book](#)

Payment Page

Payment

You'll only be charged if your request is accepted by the host. They'll have 24 hours to accept or decline.

Billing Country

United States

Payment type

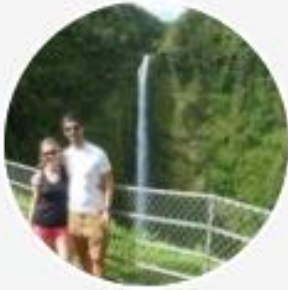
AMEX xxxxxxxxxxxx5002 (USD)

AMEX Name: **Brooke Leone**
Expires: 07/17

Introduce Yourself to Casper And Family

Giving your host more information will make them more likely to confirm your booking request:


- Tell Casper And Family a little about yourself
- What brings you to Paris? Who's joining you?
- What do you love about this listing? Mention it!



Message your host...

House Rules

By booking this space you're agreeing to follow Casper And Family's House Rules.



Entire home/apt hosted by Casper And Family

Charmant 3 pièces très bien situé

Rue Jacques Louvel-Tessier, Paris, Île-de-France 75010, France

Check in
Feb 16, 2016

Check out
Feb 18, 2016

€105 × 2 nights	€210
Cleaning fee	€45
Service fee	€30
Occupancy Taxes ?	€3

Coupon

Total €288^{EUR}

Cancellation policy: **Strict**

Taxes are a separate line item on all pages

Guest Receipt

Tue, October 13, 2015
Receipt # 2124810909
admin.airbnb.com/help/contact_us

Airbnb Ireland, The Watermarque
Building
South Lotts Road, Ringsend, Dublin 4



Customer Receipt

Confirmation Code
DFYZMS

Print

Names	Travel Destination	Duration	Accommodation Type
Samuel Lebeau and 1 other	Paris	2 Nights	Entire home/apt
Accommodation Address	Accommodation Host	Check In	Check Out
Charmant 3 pièces très bien situé 27 Rue Jacques Louvel-Tessier Paris, Île-de-France 75010 France	Casper And Family Bottinga +33 6 64 96 01 42	Mon, November 02, 2015 4:00 PM	Wed, November 04, 2015 11:00 AM
Security Deposit	Business Address	add	
€350			

Reservation Charges

€105 x 2 nights	€210
Cleaning Fees	€35
Airbnb Service Fee (includes VAT)	€35
Occupancy Taxes*	€3
Total	€283
Payment Received: Tue, October 13, 2015 (MASTER xxxxxxxxxxxx0408)	€283
Balance	€0

*Occupancy Taxes include Tourist Tax.

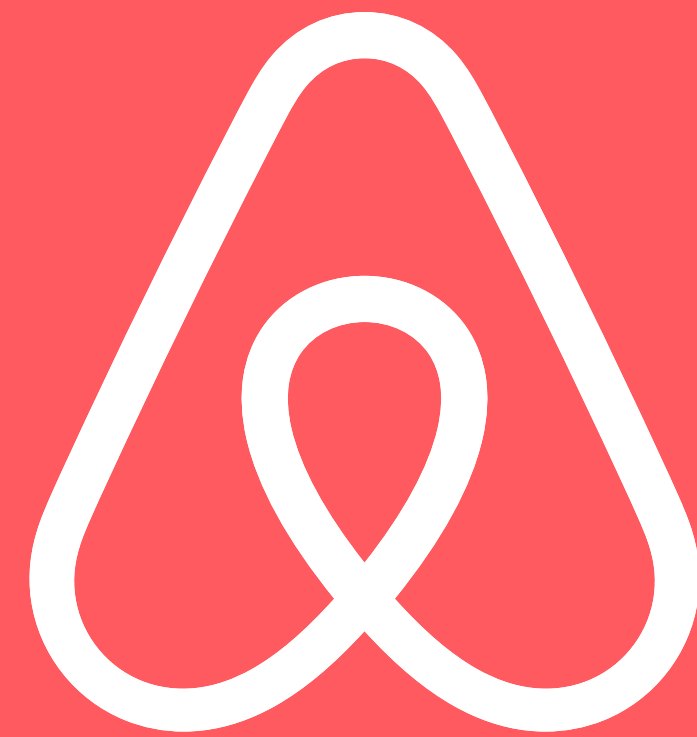
Airbnb is authorized to accept Accommodation Fees on behalf of the Host as its limited agent. This means that your payment obligation to the Host is satisfied by your payment to Airbnb. Any disagreements by the Host regarding that payment must be settled between the Host and Airbnb.

Taxes are
collected at the
time of booking.

Trust and Safety

AIRBNB PROVIDES A SUITE OF FEATURES THE PROMOTE TRUST, SAFETY, COMMUNICATION, AND ACCOUNTABILITY

- Identities of host and guests are verified, never anonymous.
- Landlords can request a 3rd party criminal background check (Landlord Partnership Program Only)
- All hosts and guests must agree to our Community Standards / Good Neighbor Policy
- 24-7 support is available to hosts, guest and neighbors
- Airbnb's \$1 million insurance policy covers every trip — for both hosts and landlords
- Online reviews of each host and guest promote accountability on every trip



airbnb