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From: **Liana Blackburn** <lianablackburn@gmail.com>

Date: Mon, Oct 9, 2017 at 11:49 AM

Subject: How Airbnb has changed our lives!

To:

Happy Monday!!

I appreciate your time very much and hope this letter finds you well.

My husband and I bought our very first home in June of 2014. The moment I walked into this home I knew there was something so unique about it. The home has a guest unit behind the main home. The guest unit has a beautiful open layout with its own private back patio. If it wasn't for the smaller closet space, I would have wanted to live in the guest unit because it's so beautiful.

Once we bought the property and got the guest unit into the condition we wanted, we put it on the market in search of a long-term tenant. We had a lot of inquiries which was very exciting but we still wanted to make sure we found just the right person to share our primary residence with us.

We were so thrilled and relieved to have found a young woman to move into our home who we felt was a great fit.

My husband and I are both artists whose lives can change at a moment's notice, and knowing that we were going to have this consistent income coming in to help us pay the mortgage was very important to us.

After our new tenant signed a year lease contract, she painted some of the walls and began moving in some of her belongings. A couple weeks later, she decided to completely back out of the lease!

The tenant's parents were involved and completely refused to pay any money for her breaking her contract and didn't care how long it would take us to find another tenant and all that money we would be losing out on. It was completely devastating!

We had already spent months making the place a perfect home to live in, interviewed tons of people, dealt with contracts, and then, all of a sudden, we were right back where we started...stuck paying the full mortgage and very nervous about getting burned again by another long-term tenant failure.

My husband had a really great friend who had been renting his house on Airbnb for the 6 months prior and told us how much it changed his life. It was helping him so much with the mortgage, plus he was meeting amazing people from all over the world, and was having a blast being a host.

It was the most perfect timing to hear this and we were so excited about the possibility of sharing our home to travelers from all over the world. After lots of researching and weighing our odds, we finally decided this was going to be our next venture, but every day that went by that we were not on the market, we were losing money. I worked so hard, and as quickly as I could, to turn our back home into the travelers oasis that I knew it could be and get it on the Airbnb website!

In the middle of November of 2014 we were ready to put our home up for RENT! I put it on Airbnb late on a Thursday night and I woke up the next morning to an inquiry for that SUNDAY! It was like Christmas morning! I couldn't believe how quickly someone reached out.

From that day until now, we have hosted over a couple hundred people traveling from all over the world, helping with our mortgage every month. It has been an absolute dream come true!!!

Meeting so many different people and hearing how much of an impact our home has had on their vacations and travels has been unbelievable. We have fallen in love with hosting on Airbnb. We have fallen in love with the stress reliever of not worrying about being able to pay our mortgage. We have fallen in love with offering people a safe & cozy vacation environment, while offering them unique local business to visit that they wouldn't normally be able to find. With each guest that shares our space, our back home is growing more of a heart. You can feel the love more and more every time you open the door.

Most of our guests are parents whose kids have moved out to LA, live down the street from us, and have no extra room to house their parents. Because there are not any great hotel locations close to us, we provide a safe environment for families to be closer to one another.

Hosting on Airbnb has changed my husband's and my life emotionally, mentally, financially and physically. We do not know what we would do without it!

We work very hard on creating a beautiful home away from home for our guests traveling from out of town and some that even live close by. And every single one of them has left our home with the warmest of memories. Is it such a different experience than any hotel could ever give them. I classify it as being in a league of its own, and believe it should be treated accordingly.

I understand that there might have to be regulations made to the system and if you could please help create very clear, fair, and customized rules to separate the difference between those who are taking advantage of Airbnb and those who are using it only to benefit their lives, and the travelers lives, and the lives of local businesses.

I truly hope that my husband and I, and the rest of the hosts in our community don't have to loose out on any of the incredible opportunities that Airbnb allows us to have all year long.

Thank you so much for your time.
Liana Snarberg