

Honorable City Council
c/o Office of the City Clerk
200 N. Spring St., Room 395
Los Angeles, CA 90012

Attn: Richard Williams, Legislative Assistant

Honorable Councilmembers:

I support LA-STRA's position on short term rentals for guest stays in the City of Los Angeles and urge you to support rules and regulations which legalize and benefit the thousands of successful transactions that happen on a daily basis in Southern California. I urge you to be forward-seeing and forward reaching on this subject. We are a subdued but powerful group who hope to be heard by our Honorable Councilmembers.

Furthermore with-out this extra income I would not have been able to pay my mortgage.

Thank-you for your consideration.

Dean Fortunato

richard.williams@lacity.org - in PDF forma

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Honorable Councilmembers:

I am writing in support of regulating the Short Term Rental market for the City of Los Angeles. As a realtor for over 13 years, and a commercial property manager for over 17 years, I have extensive experience and knowledge of the real estate laws in the state of CA, both in the commercial, residential, retail and management industries. I implore the City Council to reach out, meet and speak to short term rental operators prior to making life-changing rules for this industry.

I started managing condo units in downtown LA about four years ago, when past sale clients were upside down due to the recession. Many were going to lose their investments, which they had worked and saved to acquire. Their choices; foreclosure, short sale, leasing in the standard market, or short term leasing. For all, foreclosure and short sale were the last options. Leasing in the standard market would not cover the cost and expenses in relation to owning property, so short term leasing was the most prudent option. The difference between standard leasing and short term leasing can mean the difference between holding on to a property, being able to afford the expense and quite possibly, for some, cash-flowing.

When I started this alternative leasing option, there were a handful of units also doing short term downtown and we were quiet, attentive, diligent and followed all the existing Rules and Regulations mandated by the respective Homeowner's Associations. By the way, none of these units I manage would be considered "affordable housing," which is a whole other discussion for a different correspondence. Once Airbnb came on the scene, all hell broke loose, which is truly unfortunate for many homeowner's and managers that had been quietly conducting our businesses, with success. I don't utilize Airbnb. It's not a good listing portal, most of the travelers who use Airbnb are backpackers, which is not my clientele. 99% of my clientele are business people coming to town for a Convention. The other 1% are contract employees, contracted medical staff, summer interns and USC parents. These are not the type of travelers that are creating headaches for neighbors. Unfortunately, there are now many homeowner's and renters who are renting short term with absolutely no consideration for neighbors and/or their properties, which is why we need regulations for this industry.

Believe me, there are many, many homeowner's and managers that take this industry very seriously. We strive for five star ratings with the intent to generate repeat travelers. Much like a condo association, the Rules and Regulations are developed for the small handful of people who don't know how to behave and have no respect for where they live – not for the building as a whole. Short Term Rental regulations, in my opinion, provide the same guidance. To weed out the bad apples, those who

create headaches for neighbors, those who don't pay the Occupancy Tax, those who are in default of their leases by subleasing. These are the issues the City Council should be considering when debating and deciding the future of short term or the sharing community.

I'm happy to meet with any City individuals who would like to hear about our experiences in a non-formal setting. This letter doesn't begin to cover the positive experiences I've had and I would love to be able to share this with those who will be making permanent decisions for this industry.

Best regards,

Paula Samuel

(310)795-1261

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Sincerely,

Tristan Webb