

From: [Diana Paolucci](#)
To: [Committee, Economics & Industry Standing](#)
Subject: Inquiry into short stay accommodation
Date: Wednesday, 2 January 2019 3:22:20 PM

Dear Ms Jessica Jane Shaw,

I write to your committee to offer my perspective, as an Australian citizen and voter, on Short-stay accommodation.

In 2015 I first decided to utilise the AIRBNB platform due to my apartment being vacant during overseas work trips (where I was first introduced to AIRBNB). I would lock my own bedroom and allow guests to stay in the 2nd bedroom of my inner-city apartment. This arrangement suited me and allowed me to satisfy my mortgage obligations during my time away. It was immediately evident there was a huge demand for tourists looking for a genuine, homestay experience. I stock the kitchen with locally baked bread, local fresh fruit, artisan chocolates made around the corner and a list of the trendiest cafes and hidden gems for guests wanting for that genuine Perth vacation. Eventually I moved back in with my parents to accommodate the demand of AIRBNB. With so many vacant apartments on the market, and based on good revenue, I was then able to purchase another apartment and I repeated the process of offering up my 2nd bedroom.

I believed that if I purchased another property, I would be investing in the security of my future so that I wouldn't need to rely on the government for a pension in my old age.

In 2018, I had my first child and moved into a larger home. I now rent both of my apartments as short-stay accommodation on AIRBNB.

In the four years that I have been utilising AIRBNB, I have not had a single issue with any guests or neighbours. The AIRBNB platform allows hosts to set guest requirements, nightly minimums and approve bookings which helps minimise the risk of unsavoury guests. I have over 200 positive reviews for these 2 listings and have been recognised as a SuperHost and my properties are now listed as AIRBNB Verified PLUS.

If the WA Government were to prevent or restrict me from renting my apartments to short-term guests, then due to the current poor state of the rental market, I could not sustain my bank loans and would be forced to sell my apartments at below market value (I have seen a number of apartments in the same building recently sold or now on the market at \$50k-\$100k less than the price 4 years ago). Creating a glut of properties and reducing the value of the building.

The Australian Government's role is to represent its constituents and protect the growth of

its own economy. The Hotel industry, which is owned by foreign investment, public companies and external corporations, is operated on a daily bases by foreign Hotel management groups where profits go directly out of Australia and to head offices overseas.

Just as we've seen a shake-up in every other industry, (retail, transport, hospitality etc) the hotel industry should realise that it needs to evolve with the times and demands of travellers today. After all, People have been traveling to Europe, staying at Pensions and B&Bs for decades, it makes the holidays affordable, encourages freedom of choice and allows travellers to experience destinations whilst living like a local.

Please consider the repercussions and economic damage, that this legislation will do to the Australian voting families. People rent their homes, rooms, small apartment investments, to help support their family, and mortgages. This legislation if passed will destroy the apartment industry, the construction industry and the home rental market that is already at its lowest level in the past 10 years. We cannot compare ourselves to the booming states of Victoria and NSW.

We are a proactive community making the most of a depressed market. Do not penalise the survivors of the downturn in the economy. We pay Land Tax, taxes, use local cleaners and linen suppliers. We create jobs and support local businesses. Most importantly, the money stays here.

Regards,

Diana Victoria Paolucci