

Ad Hoc Rental Parameters Committee Reports on Phase I of its Work

In order to more fully examine the issues around short-term rentals and to draw from the experiences of our homeowners at Desert Mountain, the Desert Mountain Master Association (“DMMA”) board chartered an ad hoc committee on January 29, 2018. The group of 12 homeowner volunteers is exploring the pros/cons of a possible 30-day rental restriction and a 7-day minimum home exchange restriction for the Desert Mountain residential community. The committee is balanced among individuals who favor rental restrictions and those who are opposed. The committee has completed the first phase of its work. Mike Dings, Board member and the ad hoc committee chair, reported preliminary Phase I findings at the February 26, 2018 DMMA Board meeting.

To do as comprehensive and accurate a job as possible in the first phase, the committee defined several distinct sources of input representing (a) homeowners who rent their property, (b) homeowners who have been affected by neighboring rental property or owners, (c) general homeowners – those who neither rent nor have been affected by rental properties, (d) realtors specializing in Desert Mountain properties and (e) Desert Mountain Club management. An email to all homeowners resulted in 231 homeowners asking to be interviewed. Input also was sought from 15 realtors and the CEO of the Desert Mountain Club. All realtors and Club management have been interviewed thus far as well as more than 120 of the homeowners. Remaining interviews will be conducted in the next two weeks.

Data also has been compiled on reported security issues at rental homes, the rental regulations of private communities that compete with Desert Mountain; advertising of Desert Mountain rental properties on popular websites, and articles and reports about national growth trends for short-term rentals and communities with restrictions.

Here are highlights of the detailed Phase I report:

- Common themes:
 - Homeowners decided to purchase in Desert Mountain for the Club amenities and because it is a secure, high-end, private residential community
 - Short-term rentals advertised on websites such as AirBnB, VRBO, HomeAway etc. are perceived to degrade the brand of Desert Mountain.
 - The potential lack of a robust vetting process on renters or their guests poses security and privacy concerns.
 - When purchasing their home, almost no one was aware that the City of Scottsdale had an ordinance requiring a 30-day minimum stay for residential rentals. That ordinance was removed on January 1, 2017 to comply with changes in a state law meant to encourage the use of online resources to promote tourism.
 - Many homeowners consider Desert Mountain a gated, private residential, recreational community, which differs in their mind from a vacation resort.
 - Enforcement of restrictions will be important.
 - The demand for rental homes from Club members was described as high while the supply of rental properties was described as low. An opportunity exists to more efficiently connect members/owners who need the use of homes for short periods (vacations, weddings, close personal guests, etc.) and those who wish to rent their homes on a short-term basis.
 - It was represented that some short-term renters have become owners.

- Renters have access to the Club amenities.
 - Some owners are sympathetic toward property rights issues and the potential financial impact of a restriction.
- Number of Rentals: It is estimated that 154 homes (7.9% of the homes) are advertised for rent in Desert Mountain community – more than twice the number registered with the DMMA. More than 50% of these allow short-term rentals (less than 30 days). The shortest rental period is one day. The average rental is 9 days. Home rentals often are advertised on online websites such as AirBnB, VRBO and HomeAway. Although no trend data specific to the Desert Mountain community has been recorded, the national growth rate of short-term rentals has been greater than 120% in the past five years, now amounting to a \$100 billion industry.
 - Club management:
 - Based on the relevant data reviewed by Desert Mountain Club management, there is little correlation between short-term renters who are completely unaffiliated with a Club member and increased membership sales. Rather, new memberships come primarily from member referrals or friends staying with or visiting members.
 - The brand the Club is trying to project is that of a premier, exclusive, private Club with tremendous amenities. Short-term rentals to non-family /non-affiliated persons make Desert Mountain Club appear as a high-end resort rather than a premier, private, member owned golf club.
 - The Club recognizes that the “unaccompanied guest pass” program targeting Members dear friends and extended family is being abused. That type of pass was created to provide access to family and close friends of members – and was not intended for persons unknown to the member.
 - Competitive communities: Local private communities, with long standing restrictions on short-term rentals, have stepped up their enforcement policies through strict penalties and other enforcement measures. Communities of comparable size to Desert Mountain are working with their local officials to create an ordinance limiting rentals to a minimum of 30 days, increasing enforcement and, for amenities, instituting fobs or member cards to control non-member access.
 - Security concerns: While most of the owners renting property interviewed reported to have experienced little or no trouble with their rentals, security incidents have been reported. Anderson Security has been dispatched 289 times for security calls to the estimated 154 rental properties since May 2013. The calls ranged from “routine” (e.g., jump start, snake removal, dead animal removal) to “nuisance” (e.g., noise, parking, trash issues) to “suspicious” (alarms, drone, lights, suspicious persons, unsecured house), to potentially “criminal” (domestic disturbance, gate strike, phone threat, theft).
 - Homeowners who rent property:
 - These owners fall into two major groups: (1) Those who live at Desert Mountain for part of the year and wish/need to defray the cost of ownership and (2) those who spend very little (if any) time at Desert Mountain and rent their property as an investment.

- Of the 36 home-renters interviewed, 12 are not Club members. About half of these 36 owners indicated they might need to sell their homes or would suffer some level of financial hardship if restrictions prevented them from renting short term.
- 91% indicated they do not market the Club amenities in their advertisements. Note, a search of the Desert Mountain website shows that 21 of the 52 homes advertised promote Club amenities of golf, tennis, fitness, restaurants, etc. A similar proportion of homes listed on AirBnB, HomeAway and VRBO cite Club amenities.
- This group would support and follow a Code of Conduct for owners & tenants stressing enforcement over restrictions.
- The respondents told us that short-term renters have been converted to owners and often inquire about the Club.
- The other 85 homeowners interviewed thus far fall into two basic groups. (1) Those who were disturbed by occupants of neighboring rental properties, and (2) owners who neither rent nor are disturbed by renters. 81 of this group are members of the Club. Note, those disturbed by renters admitted being reluctant to call security or the police (so the estimated number of issues is likely larger than reported above). 94% of group (1) favor restrictions with better enforcement; 69% of group (2) favor restrictions with better enforcement.
- Realtors:
 - Two-thirds of the realtors involved with renting properties rent for greater than 30 days and a high percentage rent to Desert Mountain members, their families or close personal friends of the member. 50% of the realtors interviewed favor restrictions with better enforcement.
 - Seven (7) realtors believed property values could be positively affected if Desert Mountain community had a 30-day minimum rental; seven (7) believed it could be negatively affected; 1 did not offer an opinion.
 - This group identified the high demand for rental properties for member/owners but with low supply of properties to rent.

The ad hoc committee would like to thank the members of the community who volunteered their time to speak with us. We will be reaching out to the remainder of the community members who we have not spoken to and will update this report shortly.

Draft DMMA Script – Ad Hoc Committee For Rental & Exchange Parameters--022618

I. Background

- Ad Hoc Committee approved on January 29th. Charter: Identify home rental/exchange community issues, gather factual data related to the issues identified, and offer recommendations to the Directors of the Desert Mountain Master Board and Management Staff. Composition—12 community members; 2 DMMA Board Members. Balanced make up of committee with individuals in favor and against restrictions, including two homeowners who rent (and are not members of the Club).
- Since its kick-off meeting held on February 8th to review draft charter, work plan, interview guides, and data collection projects, the committee has formed into several workstreams aimed at defining the pros/cons of a 30-day minimum rental restriction and a 7-day minimum home exchange restriction for DM homeowners and the Club, and what other options, if any, might be better given the cons? Interviewees were solicited through a DMMA eBlast and a mailbox poster on Feb 15 (with very short deadline of Feb. 19th).
- Five of the work streams used detailed questionnaires to gather facts and opinions from 136 of the 246 people who self-selected themselves to be interviewed (55%) to date:
 - A. Homeowners that rent/exchange
 - B. Homeowners disrupted by renters, exchange or other owners
 - C. General Homeowners Guide
 - D. Realtor Guide
 - E. Club/Board Leadership

Note: The facts from interviews are anecdotal; the committee can verify responses, if required; however, we have assumed answers were made in good faith. Additionally, further efforts can be undertaken if the DMMA believes our sample size (246) is insufficient.

- Data collection projects included meetings with DMMA Security; research into regulations of local competitive private communities; review of several key websites advertising Desert Mountain rentals and an Internet search regarding towns and cities that have experienced significant STR growth and have enacted ordinances restricting or even banning them.

II. Rental/Exchange Population

- To date, the committee estimates that DM has approximately 150 homes for rent or exchange in 31 villages, which represents 7.7% of homes in our community.

III. Key Statistics

Work Stream A: Homeowners that rent/exchange:

- Interviewed 36—24 members; 12 non-members
- How many times do you rent per year: High-20; Low-1; Average-6
- Shortest rental allowed: High-30 days; Low-1 day; Average-8 days
- Dispersion of length of rental: 15 rent for 3 days; 18 rent for 7 days; 14 rent for 14 days; 18 rent for >30 days
- 76% told us they don't market DM amenities – although a review of the rentals listed on the Desert Mountain Club's public website shows 21 of the 52 homes listed do, in fact, tout Desert Mountain amenities. Many of the AirBnB and VRBO listings mention the amenities (but some of these could be duplicates).
- % of renters that inquire about the Club: High-80%; Low-1%; Average-31%
- 36 renters ultimately purchased a home
- % of renters that are DM members: High-100%; Low-5%; Average-45%
- 88% had no issues with their tenant
- 21 would not have purchased the home had they known about rental restrictions

Pros

- 18 of 36 respondents have experienced rentals > 30 days. No impact from the proposed restriction
- Renters inquire about the Club
- Renters have converted to owners
- Renters that are DM members would not be affected by the proposed restriction. Will positively impact the 3 day; 7 day and 14 day population

Cons

- Population of 3, 7 and 14 day rentals will be impacted by proposed restrictions
- Owners would not have purchased if restrictions known or contemplated—could sell.

Constructive Comments

- Consistent theme among all interview groups: Code of Conduct – for Owners & Tenants – Develop it and enforce it
- Only allow realtors (trained in the rules of DM) to screen tenants and place rentals. VRBO and AirBnB may not be good for the brand.

- Rental an opportunity to identify potential buyers and Club members. Enforce use restriction and build database of prospects instead.
- Enables owners to defray costs of homes (in which they stay only a portion of the year). Might not otherwise be able to afford home.

Critical Comments

- Exception for members, their family and their “guests” is not enforceable. Only enforceable if members rent on behalf of family or guests. Proposing an amendment that is not enforceable. Ripe for abuse
- 30-day restriction on rentals vs. 7 days restriction for exchanges is discriminatory. Same for both or ripe for litigation.
- DMMA perceived as not enforcing the use restriction on all homeowners. Selective enforcement another area ripe for litigation
 1. Animals
 2. Motor Vehicles
 3. Lights
 4. Garbage
 5. Maintenance of Lawns and Plantings
 6. Repair of Buildings
 7. Leasing Restrictions
 8. Rights of Enjoyment-does this cover loud music, profanity, late night patio parties, etc.?
- Individual villages should decide restrictions. Six have them; let the other 25 decide. (However, most of the other villages are not incorporated and cede their policies to the DMMA?)
- Restrictions will decrease property values and membership sales. Club-member owners would consider high deposit to allow renters to use their member number (Although this action is strictly prohibited by the Club and would warrant disciplinary action by that body.)

Work Stream B: Homeowners disturbed by renters:

- Interviewed 31—30 members; 1 non-member
- 22 experienced problems with renters; 9 did not experience a problem (71/29)
- Types of problems the 22 experienced:
 1. Screening process poor – a wanted fugitive was harbored
 2. Noise – especially late at night
 3. Cars speeding
 4. Profanity
 5. Illegal lighting
 6. Garbage left out or not conforming with Scottsdale guidelines
 7. Domestic violence
 8. Cars parking in the street & driveways
 9. Signage – for rent sign in the lawn
- For the 9 not directly disturbed a nearby rental, the following were noted:
 1. House painting needed
 2. Landscaping not being tended to
 3. Use of Club amenities: Pickleball and Golf (sneaking on the course)
- 87% in favor of a restriction; 13% against a restriction
- 87% still in favor of restriction even if better Use Restriction enforcement deployed

Pros

- This group believes restrictions will eliminate incidents outlined above
- Home appearance and landscaping maintenance will increase property values

Cons

- Owners adversely affected by rental properties, unless resolved, will sell and leave DM

Constructive Comments

- Club/DMMA form a rental property oversight committee to:
 1. Register rentals
 2. Collect information—a) Name; b) Contact information; c) Time period of rental; d) License plate number; e) Create special guest pass for tenants (outside of GateAccess)
 3. Document complaints
 4. Develop penalty regime based on severity of or number of complaints
 5. Club—Monitor website advertising use of amenities as a perk

Critical Comments

- Security
 1. GateAccess-use of “guests’ list being abused by member (landlords), realtors and property managers
 2. Ability to delegate authority to realtor, property manager, etc. security risk
 3. In the event of an emergency, not understanding who is on property
 4. VRBO, AirBnB lack of screening of tenants – security & brand risk
- Brand – Private & Exclusive is being diminished by STRs
- Private, residential community-not renters’ community/resort-not what they invested in. Property values will decrease when residents sell and leave.
- Other north Scottsdale private communities have put in restrictions in the interest of the community—DM needs to do the same

Work Stream C: General Homeowners:

- Interviewed 54—51 members; 3 non-members
- Number of months at DM: High-12; Low-0; Average 8
- Years as a member: High-28; Low-1; Average-13
- 70% of these General Homeowners did not rent in DM prior to purchasing
- 93% were aware of STRs in DM
- 70% felt that STRs were not consistent with the DM brand
- 69% concerned with the level and potential growth of STRs
- 67% in favor of a restriction; 31% against a restriction; 1 offered no opinion
- 67% still in favor of restriction even if better Use Restriction enforcement deployed
- 78% were not in favor of any “waivers” from a 30-day restriction.

Pros

- Group is sympathetic to property rights issues and potential impact on people who rent for whatever reason

Cons

- This group believes the DM brand will be diminished by STRs
- This group wants enforcement but sees challenges
- Restrictions will adversely impact potential members/owners

Constructive Comments

- Grandfather existing rental properties; must register with HOA and prove rental activity before an effective date. Penalties to ensure if this doesn't occur. Impose restrictions on any further rental properties. If the grandfathered property changes hands, rental restrictions will apply. Cap the population at its current level. Penalty or loss of rental privileges if not registered.
- This group also suggested that Club/DMMA form an oversight committee to register rentals, collect information on renter, document complaints (and apply a penalty regime based on severity and number of complaints). The Club should monitor website advertising to identify properties touting Club amenities.

Critical Comments

- No ROI on rentals. Just covering costs. Expensive to rent in DM—effective deterrent
- Effective marketing for the community and club--why shut the door on prospects?
- Rental restrictions are in the CC&Rs. Enforce them:

1. Owners renting fully responsible for renter's compliance with all HOA rules
 2. Only a dwelling unit may be leased, no portion of a home
 3. Only a single family may occupy a leased property
 4. A rental form identifying the leasing occupants must be submitted to the HOA for every rental transaction
- 30-day restriction on rentals vs. 7 days restriction for exchanges is discriminatory and not enforceable

Work Stream D: Realtors:

- Interviewed 15—13 members; 2 non-members
- Number of rentals offered: High-30; Low-0
- Dispersion of length of rental: 3 rent for 3 days; 2 rent for 7 days; 3 rent for 14 days; 10 rent for >30 days
- % rented to DM members: High-100%; Low-50%; Average-83%
- Own a home in DM: 10-Yes; 4-No
- % of buyers asking about renting: High-50%; Low-0%
- People who rented for <30 days and bought: High-24; Low-0. The 24 purchases was over a two year period
- People who rented for <30 days and joined the Club: High 3; Low-0
- 53% in favor of a restriction; 47% against a restriction

Pros

- 10 of 15 respondents have experienced rentals > 30 days. No impact from the proposed restriction
- High percentage of rentals to DM members. Not affected by the proposed restriction

Cons

- Proposed rental restriction could impact home sales, membership sales and property values
- DM not embracing the new “sharing” economy by proposing restrictions

Constructive Comments

- Trend? – Older members selling homes; keeping memberships; renting long-term. Want to be in DM and avoid home maintenance.
- Solution? Demand for rental from members HIGH; supply of rental homes LOW. Could we consider a rental pool to allow existing owners that rent to offer their property for rent? Eliminate or reduce VRBO and AirBnB.
- Brand deterioration – not private; not exclusive; not secure
- Property value deterioration – Investor property owners will hurt value
- VRBO and AirBnB bad for DM brand

Critical Comments

- STRs bread and butter of real estate & membership sales
- Potential buyers want to stay and experience DM before buy
- Long term rental could be an issue – “pretend” members
- New economy is more “sharing” less ownership—should embrace
- DM harder to sell then Silverleaf; DC Ranch; Troon North because of their proximity to Scottsdale

Work Stream E: Desert Mountain Club:

- Don't think that a 30-day rental/7day exchange restriction would impact Club since renters are not able to use the facilities. Most Club prospects are friends of Club members who tend to come and stay with the member in their home and utilize the facilities with the member as an "accompanied" guest.
- The brand the Club is trying to project is that of a premier, exclusive, private Club with tremendous amenities. STRs have a negative impact on image, property values, amenities, and marketing; makes DM appear to be just like any other resort, such as The Boulders, rather than a premier golf club.
- The Club has never intended for renters to use the facilities, as "unaccompanied" guests. That approach should never be used as an incentive for sales. Unaccompanied passes are meant for family or close personal friends of members, not strangers.

Data Collection: DMMA Security:

Have there been security issues or incidents reported from properties registered as rental properties? [Note that of the 155 rental properties identified by the committee, only 78 known to the DMMA before this process.

- In the less than five years of May 2013 through January 2018 – 285 calls were dispatched to rental property. About 65 per year.
- Of these, 78 were deemed non-routine:
 1. House alarm
 2. Suspicious person
 3. 911 hang up calls
 4. Parking
 5. Unauthorized vehicle
 6. Property not secured
 7. Noise
 8. Lights
 9. Gate Strikes
 10. Drone
 11. Phone threat
 12. Theft
 13. Domestic disturbance
 14. Neighbor taking pictures of them
 15. Trash in driveway

Data Collection: Competing Community Restrictions:

- DC Ranch/Silverleaf
 1. Six (6) month minimum; 2 Occupancies per year.
 2. \$1,000 fine for breaking advertising rules
 3. “Realtor in Good Standing” – mandatory training program for realtors (held twice a year) regarding rental policy. If realtor does not adhere, they will not be given access to the community.
- Estancia
 1. No CC&R change for STRs yet. In process but need to educate community
 2. Fines are high - \$5,000
- Troon North
 1. 30-day minimum rental passed in the 1990s
 2. Fines set at \$1,000 per violation
 3. Proactively notified the community of the rental policy; laid out the enforcement policy and related consequences (i.e., Will file a formal complaint with City of Scottsdale Code Enforcement Department)

Data Collection: Website Searches

- Desert Mountain Public-facing website: 52 properties advertised for rent. Of that number 24 advertise STRs; 21 tout amenities of Desert Mountain including golf, Sonoran fitness, community pool access and restaurants.
- AirBnB, VRBO and HomeAway for next season list > 80 properties, almost all as STRs. Only a small % mention that amenities are for Desert Mountain members. Most cite golf, hiking, fitness and privacy/gated community.
- Articles: Recent communities experiencing significant growth of STRs and introducing restrictions or bans on STRs in *residential communities* includes: Atlanta, Denver, Fort Worth, Fresno, Jacksonville, Kansas City, MO; New Orleans, Palm Springs, Portland, San Francisco, Santa Barbara and Washington D.C.
- Articles pointing to rapid growth of STRs value the market at \$100 billion annually.

IV. Observations to Consider

A. Implementation challenges of 30-day restriction (if approved by community):

- Robust registration process
- Education re: Code of Conduct (for renters AND community at large)
- Changes to security processes for access
- Laddered disciplinary process (enforcement likely to occur after the incident)
- Separate process for realtors, so sales process is supported rather than negatively affected
- Identifying areas ripe for abuse and work closer with the Club. Use of amenities by tenants

B. Opportunities identified:

- Grandfather and/or sunset existing rentals
- Rental pool (controlled by HOA, realtors and the Club) as a “concierge service” to members who require a home for STRs for their close personal friends, family and sales prospects.
- Creation of potential marketing for Club and Community by having data captured through rental registration

3/5/2018 ?

Renters - Summary

| | | | | |
|------------------------|----------|--------|---------|---------|
| Renters Interviewed | 36 | | | |
| Q1. | Average | High | Low | |
| How many times | | | | |
| Per yr. rent/exchange? | 6 | 20 | 1 | |
| Q2. | Average | High | Low | |
| Shortest R/E | | | | |
| allowed | 8 | 30 | 1 | |
| Q3. | Averages | | | |
| % of your R/E | 3 days | 7 days | 14 days | 30+ |
| | 53% | 46% | 23% | 76% |
| Q4. | Average | High | Low | Unknown |
| # of | | | | |
| tenants? | 5 | 8 | 2 | 0 |
| Q6. | Yes | No | | |
| Market DM | 8 | 26 | | |
| Amenities? | 24% | 76% | | |
| Q7. | Average | High | Low | |
| % of tenants | | | | |
| Non-family Pass | 37% | 90% | 5% | |
| Q8. | Average | High | Low | |
| % that inquire | | | | |
| R/E or Club? | 31% | 80% | 1% | |
| Q9. # of | Average | High | Low | Unknown |
| R/E buy home | | | | |
| membership | 5 | 36 | 1 | 0 |
| Q10. | Average | High | Low | Unknown |
| % of renter | | | | |
| DM member | 45% | 100% | 5% | 0 |

| | | | | |
|--|-------------|------------|----------|---------|
| Q11. # of renter bldg remodel | Average | High | Low | Unknown |
| | 4 | 25 | 1 | 0 |
| Q12. | Yes | No | | |
| Problem w/ R/E | 4 | 29 | | |
| | 12% | 88% | | |
| Q13. Knowing Proposed 30/7, Likely to Purchase? | Very Likely | Not Likely | Not Sure | |
| | 12 | 21 | 3 | |
| Q14. Personal Impact if chg approved? | Yes | No | | |
| | 17 | 19 | | |
| | 47% | 53% | | |
| Q15. Limited Waiver Helpful? | Average | High | Low | Unknown |
| How Many Approp? | 3 | 5 | 2 | 7 |
| Q16. | Yes | No | Unknown | |
| Employ Prop Mgr? | 21 | 14 | 1 | |
| | 58% | 39% | 3% | |
| Q17. | Yes | No | Unknown | |
| Provide Transponder? | 12 | 22 | 2 | |
| | 33% | 61% | 6% | |
| Q18. | Yes | No | Unknown | |
| R/E on perm GateAccess | 3 | 31 | 2 | |
| | 8% | 86% | 6% | |

HOS Disrupted

Hos Interviewed 31

Q1. Average High Low

How often observe
rent/exchange?

8 12 1

Q2. % of days rented
observed. 3 days 7 days 14 days 30 days +
70% 58% 38% 74%Q3. Problems Yes No
Problem w/ 22 9
R/E 71% 29%Q4. Reaction to Proposed Good Bad Unknown
30/7 restriction? 26 4 0
87% 13% 0%Q4. B - Reaction same w/
new enforcement Yes No Unknown
27 4 0
87% 13% 0%Q5. Yes No Unknown
Limited Waiver Helpful 2 29 3
6% 85% 9%
If so, how many allowed? Average High Low
#DIV/0! 0 0

General HOs

General HOs Interviewed 54

| | | | |
|---------------------------------|--------------|------------|----------|
| Number of Months lived in DM | Average 8 | High 12 | Low 0 |
|---------------------------------|--------------|------------|----------|

| | | |
|------------------------|-----|----|
| Are you a Club Member? | Yes | No |
| | 50 | 3 |
| | 94% | 6% |

| | | | |
|------------------------|---------------|------------|----------|
| Years as a Club Member | Average 13 | High 28 | Low 1 |
|------------------------|---------------|------------|----------|

| | | |
|------------------------------------|-----|-----|
| Did you rent prior to purchase? | Yes | No |
| | 14 | 33 |
| | 30% | 70% |

| | | |
|------------------------------------|-----|----|
| Q1. Are you aware of R/E in DM? | Yes | No |
| | 50 | 4 |
| | 93% | 7% |

| | | | | |
|-------------------------------------|--------|--------|---------|-----------|
| Q1. B % of days rented observed. | 3 days | 7 days | 14 days | 30 days + |
| | 0% | 0% | 0% | 0% |

| | | | |
|--|-----|-----|---------|
| Q2. Are STR/E consistent w/ DM Brand? | Yes | No | Unknown |
| | 14 | 38 | 2 |
| | 26% | 70% | 4% |

| | | |
|-------------------------------|-----|-----|
| Q3. Any Experience w/ R/E? | Yes | No |
| | 21 | 32 |
| | 40% | 60% |

| | | | |
|--|----------|----------|---------|
| Q3. B - If any experience w/ R/E, positive or negative? | Positive | Negative | Neither |
| | 8 | 12 | 34 |
| | 15% | 22% | 63% |

| | | | |
|---|-----|-----|-----|
| Q4. Problems w/ amenities due to R/E | Yes | No | IDK |
| | 10 | 41 | 2 |
| | 19% | 77% | 4% |

| | | | |
|--|--------------------|------------------|--------------------|
| Q5. Current level of R/E is est at 10%, if grew, would you care? | Yes 37 69% | No 16 30% | IDK 1 2% |
| Q6. Do you see yourself renting your home in future? | Yes 2 4% | No 42 81% | IDK 8 15% |
| Q7. What is your reaction to the 30/7 proposal? | Good 36 67% | Bad 17 31% | IDK 1 2% |
| Q7. B - reaction same w/ new enforcement | Yes 36 67% | No 16 30% | IDK 2 4% |
| Q8. Limited Waiver Helpful | Yes 9 17% | No 42 78% | Unknown 3 6% |
| If so, how many allowed? | Average #DIV/0! | High 0 | Low 0 |
| Q9. While not renting your home, have you in past? | Yes 2 6% | No 33 94% | |

Realtors

| | | | | |
|---|------------------------|----------------------|-----------------------|------------------|
| Realtors Interviewed | 15 | | | |
| How many R/E in your office? | Average 5 | High 30 | Low 0 | Unknown 1 |
| % of days for rentals? | 3 days 43% | 7 days 30% | 14 days 17% | 30 days + 76% |
| Q1. How do you market? Online, Mail, Other? | Online 0 #DIV/0! | Mail 0 #DIV/0! | Other 0 #DIV/0! | |
| % of R/E to DM Club Members | Average 83% | High 100% | Low 50% | IDK 2 |
| % of R/E to owners who are building/remodeling? | Average #DIV/0! | High 0% | Low 0% | IDK 12 |
| Provide Care or Transponder? | Yes 0 0% | No 14 100% | IDK 0 0% | |
| Q2. Personally own a rental property? | Yes 1 8% | No 12 92% | | |
| Club Member? | Yes 13 87% | No 2 13% | | |
| Do you own a home in DM? | Yes 11 73% | No 4 27% | | |

| | | | | |
|---|----------------------|----------------------|---------------------|----------|
| Q3. % of buyers asking about ability to rent their home? | Average 22% | High 50% | Low 0% | |
| % of buyers that would not buy near a rental property? | Average 0% | High 0% | Low 0% | |
| How many people rented for less than 30 days and then bought? | Average 4 | High 24 | Low 0 | IDK 2 |
| How many people rented for less than 30 days and joined Club? | Average 2 | High 3 | Low 0 | IDK 2 |
| Based on your experience, do you think a 30/7 will have positive or negative impact on home values? | Positive 8 53% | Negative 7 47% | IDK 0 0% | |
| Positive for image/exclusivity? | Yes 8 100% | No 0 0% | IDK 0 0% | |
| Negative - buyers can't rent? | Yes 7 100% | No 0 0% | IDK 0 0% | |
| Does the 30/7 make a difference? | Yes 0 #DIV/0! | No 0 #DIV/0! | IDK 0 #DIV/0! | |