



# New Hampshire Webinar on Short-Term Rental Compliance

# A Brief Background on Moderator Matt Curtis, Founder of Smart City Policy Group



# Today's agenda

Booking Trends - Daniel Leifeld

Compliance Insight - Tyler Fischer

Code Enforcement Perspective - Kelvin Beene

Q&A Discussion

Contact Us



# Daniel Leifeld

**Business Development Manager**

**Key Data Dashboard**

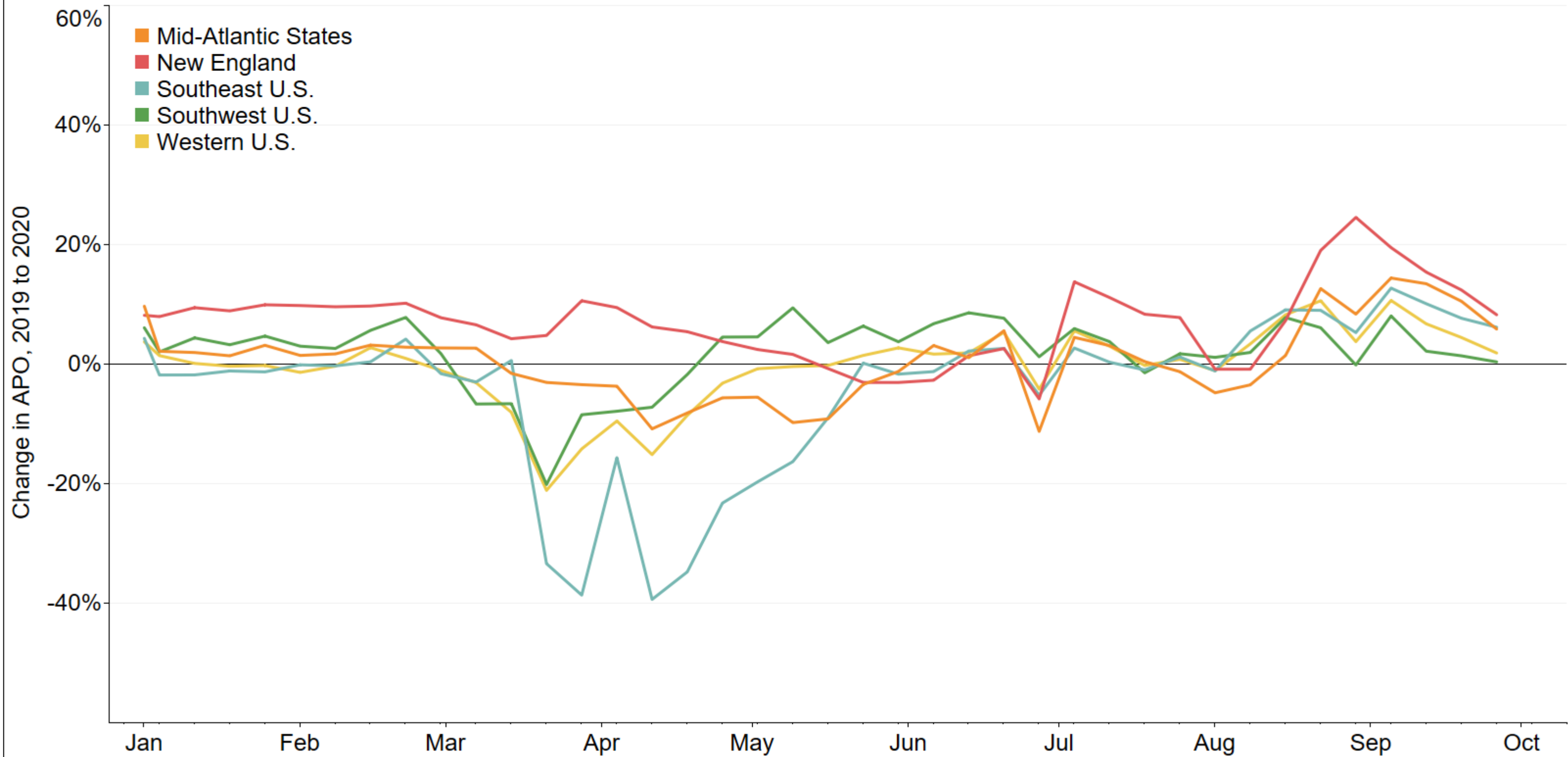
Daniel is the Director of Data Sales at Key Data. With almost a decade in the Vacation Rental Industry, he understands the many facets of the vacation rental sector that impact stakeholders.



# YoY Change in Adjusted Paid Occupancy

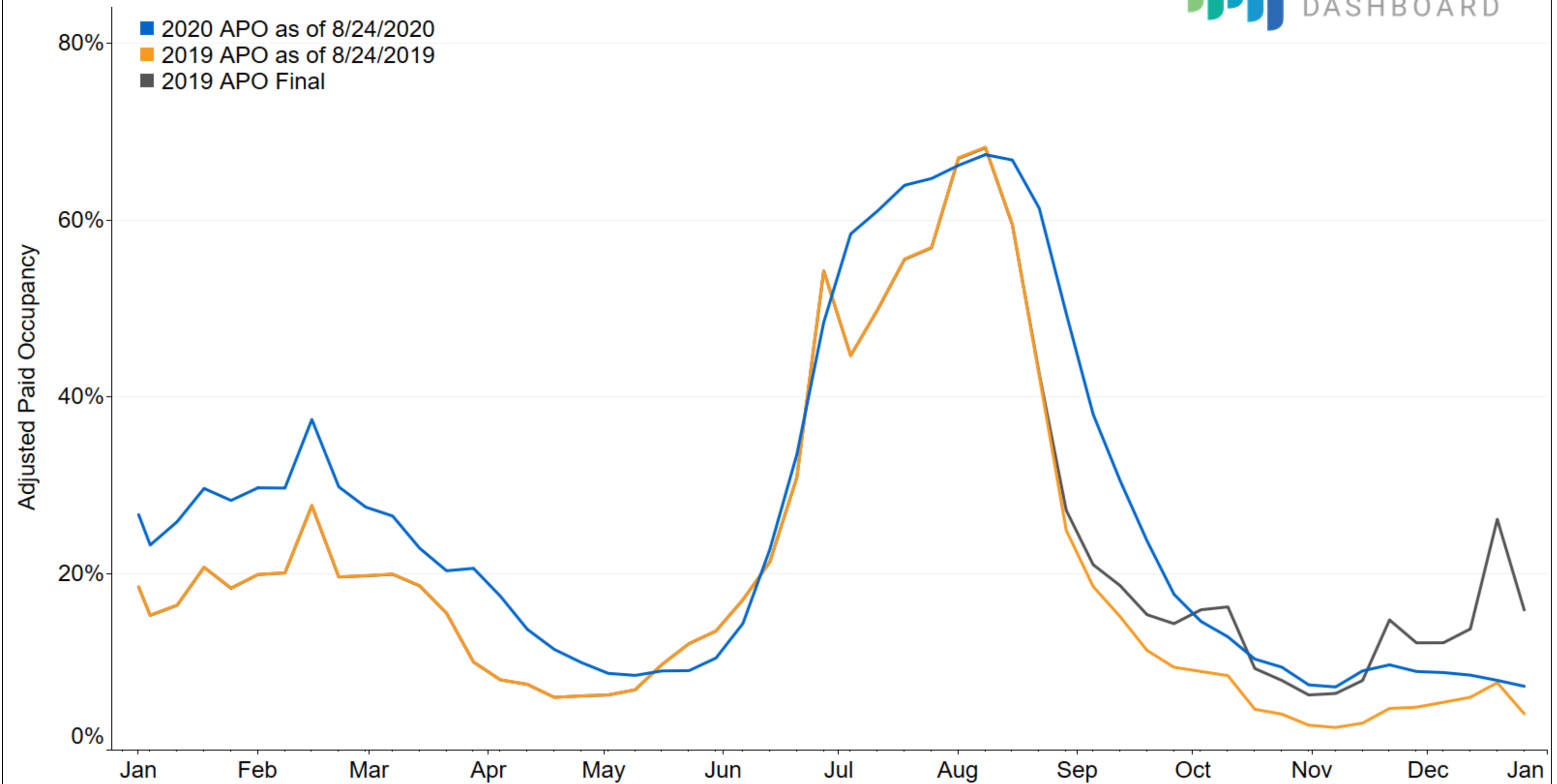
2019 to 2020 as of 8/23

Direct data



# Adjusted Paid Occupancy Pacing - New England

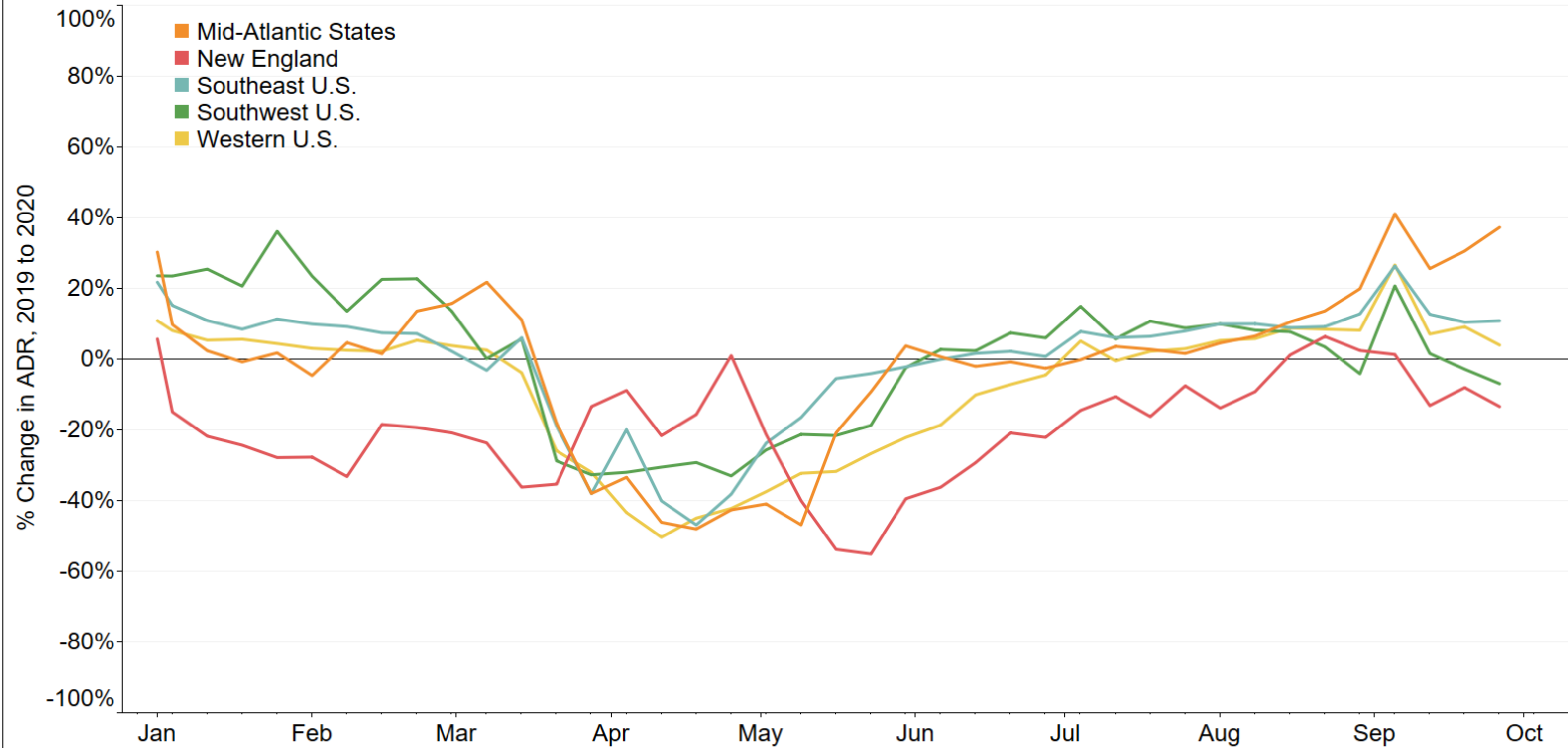
Direct data



# YoY % Change in Average Daily Rate

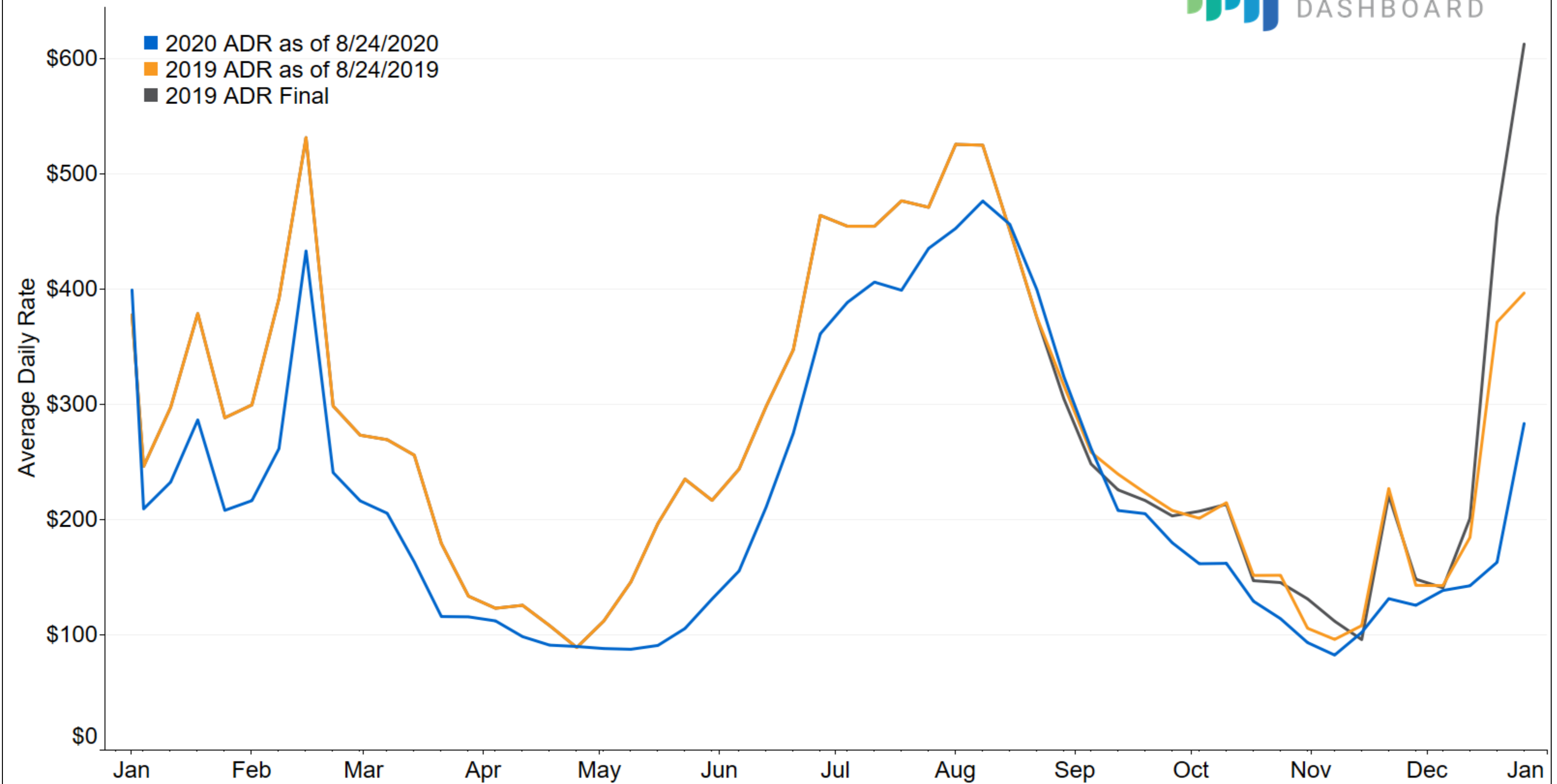
2019 to 2020 as of 8/23

Direct data



# Average Daily Rate Pacing - New England

Direct data





### Total listings

9,948

### Total sleeps

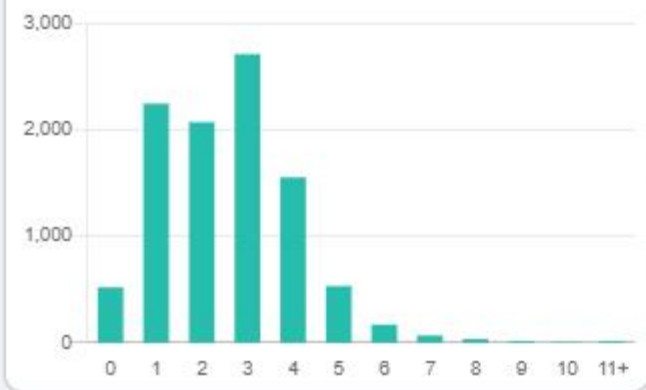
67,890

### Rental channel

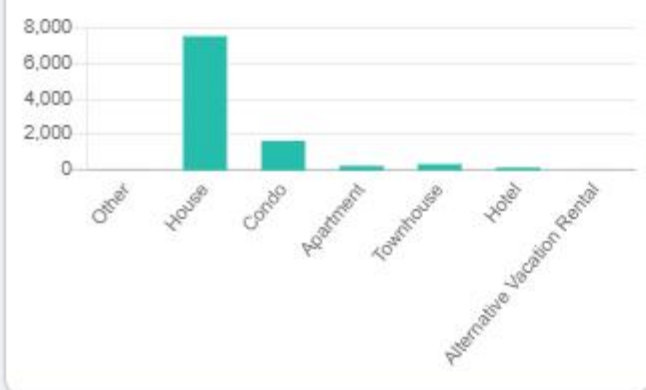
Airbnb  
5,880 (59%)

Vrbo  
4,068 (41%)

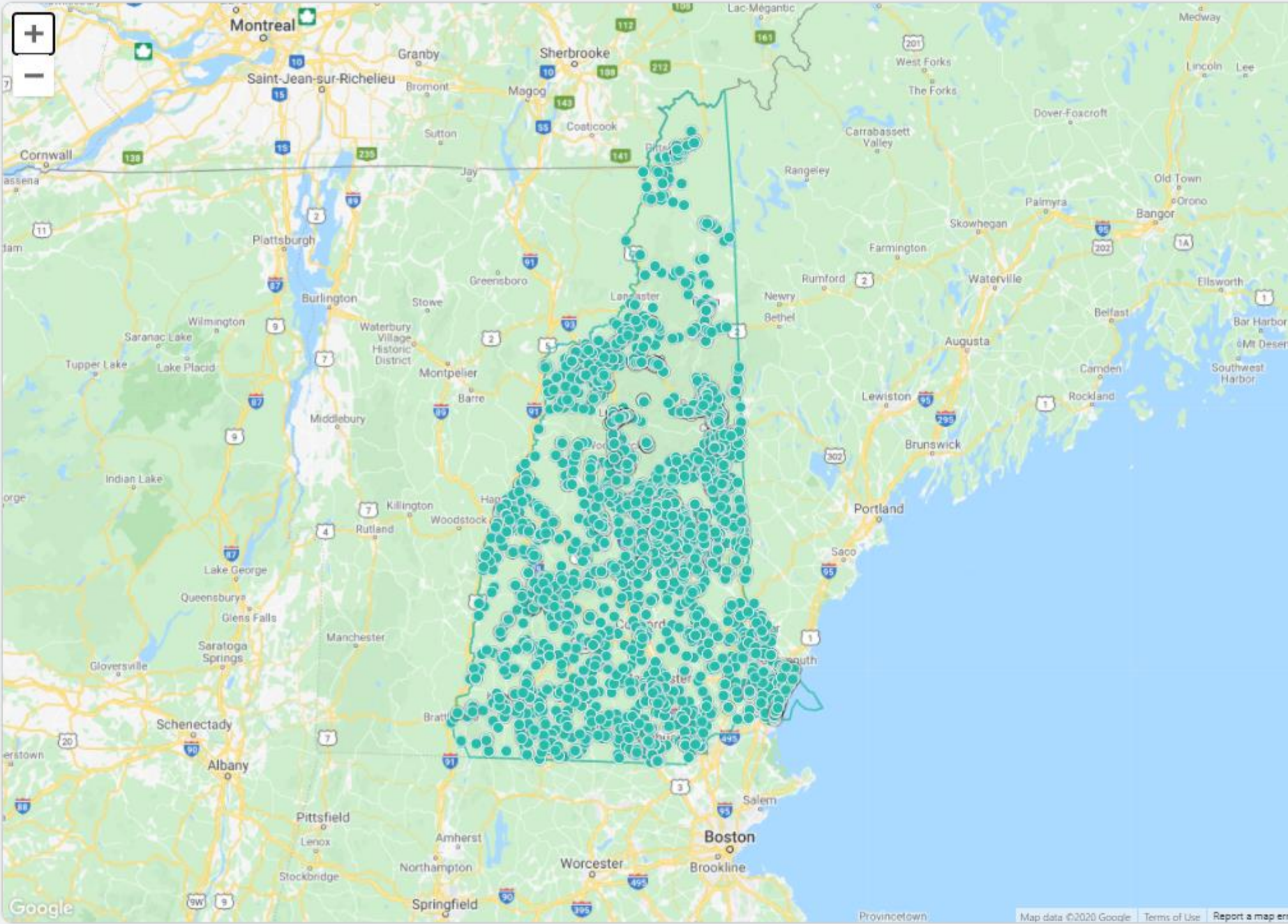
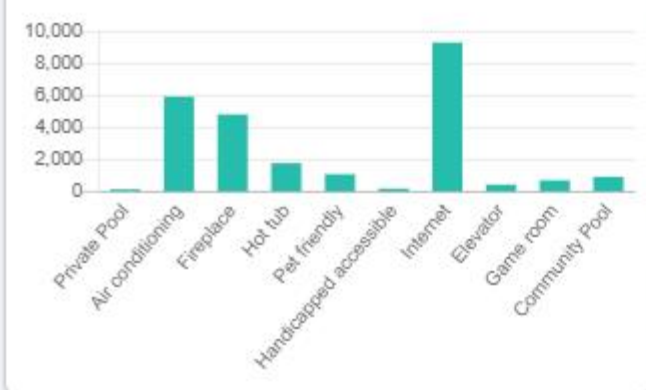
### Bedroom count



### Unit Type

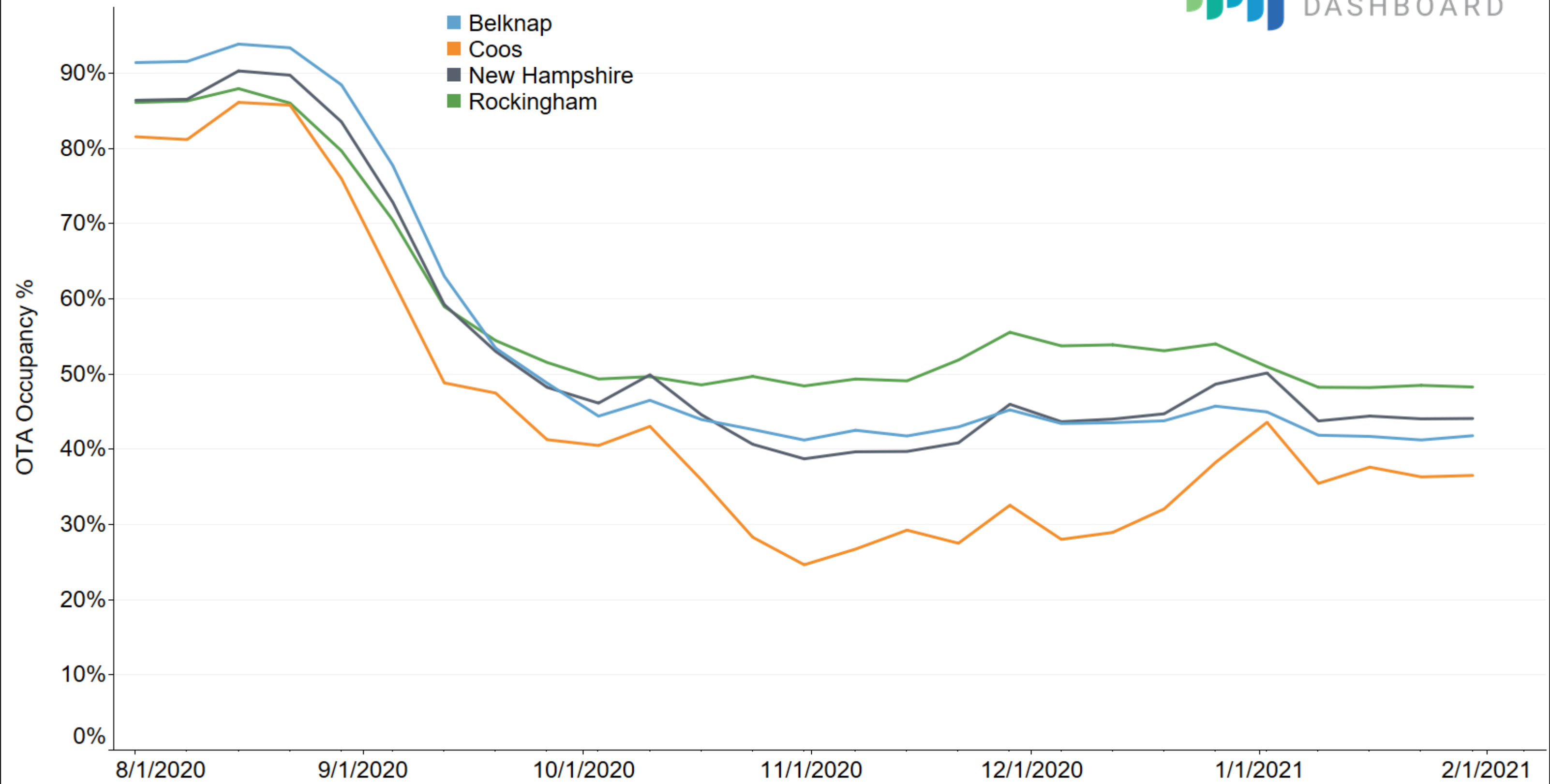


### Amenities



# OTA Calendar Occupancy % by County

OTA data



**LODGINGRevs**  
CAPTURE EVERY RENTAL

Powered by  
**MUNIRevs**



# Tyler Fischer

**Strategic Partnership Advisor, LODGINGRevs**

As the Strategic Partnership Advisor for LODGINGRevs, Tyler excels at building strategic relationships with prominent industry & public sector partners to identify and achieve the objectives of local governments.

Whether delivering a presentation to local government officials or participating as a panelist on national webinars Tyler's engaging delivery of best practices, community analysis, and proven solutions are enhancing local government operations and accomplishing the desired community objectives.

# Recommendations

## COLLABORATE



Have open public discussions to engage property owners and collaborate with department officials on objectives

## CAPTURE DATA



Have an intuitive registration/licensing solution to capture pertinent data such as responsible party contacts

## ACHIEVE COMPLIANCE



Increase community and tourist safety while providing an outlet for complaint reporting



# POLICY DISCUSSION

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# FINDING THE BALANCE

ECONOMIC BENEFITS  
&  
COMMUNITY  
CHARACTER

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# Kelvin Beene

**Property Standards Manager, Aurora IL**

**President, Illinois Association of Code Enforcement**

**Past President, American Association of Code Enforcement**

Kelvin is a Nationally Certified Training Instructor with 29 years of enforcement experience ranging from law enforcement, code enforcement and protective services. His passion is providing quality training for various organizations while interjecting an engaging, fun-filled learning environment. Kelvin's purpose is to shed light on the code enforcement profession and develop top tier officers with a desire to make a difference. He also loves to work with organizations that promote code enforcement. Unilaterally, by working with various organizations, he believes we can change the perception of what we do with the truth and impact of the services we provide.

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# Q&A Discussion

## TYLER FISCHER

Strategic Partnership Advisor,  
LODGINGRevs



## KELVIN BEENE

Property Standards Manager, Aurora IL  
President, Illinois Association of Code Enforcement  
Past President, American Association of Code Enforcement



## MATT CURTIS

CEO & Founder, Smart City Policy Group  
Former right hand to the last two Mayors of Austin



## DANIEL LEIFELD

Business Development Manager  
Key Data Dashboard





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