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Airbnb & Hawaii Housing

January 9th, 2017

OVERVIEW

Paul Richard Kauanahoakalani Cassidy Jr. (Ricky), a researcher who specializes in analyzing residential real estate markets, was retained by Airbnb to examine the potential impact of short-term rentals and home sharing on the Hawaii housing market.

This report dovetails with Cassidy's extensive work on affordable housing for the Hawaii Housing Finance & Development Corporation and the Hawaii Department of Health Services, as well as the City and County of Honolulu, Maui County, Hawaii County, and Kauai County, the Department of Hawaiian Homelands and the Office of Hawaiian Affairs.

For purposes of the analysis, Airbnb provided zip code-level listing and booking data for Hawaii for the 12 month period ending October 1st, 2016. This data was directly compared with other housing data, including that of the U.S. Census Bureau, City and County of Honolulu, the state Bureau of Conveyances, the Realtor's Multiple Listing Service, and the Craigslist listing data base.

EXECUTIVE SUMMARY

1. **Airbnb's activity in the state is so small that it has no material impact on the availability of housing for local families.** Airbnb entire home listings represent a miniscule percentage of Hawaii's housing stock, and they are largely studio and one bedroom apartments in multi-unit buildings in traditional tourist areas. These units are often built as second homes for owners that live in them for only part of the year, and would not otherwise be on the long-term housing market. Many units are also primary residences rented only on an occasional basis. The vast majority of entire home listings are booked fewer than 180 days a year, suggesting these listings are being used otherwise, and would not be available for a long-term tenant.
 - a. In the State of Hawaii, there were **8,134 entire home listings on Airbnb** with at least one booking during this time period, **representing 1.53% of the statewide housing stock**. More than 61% of those listings were only rented infrequently

(less than 60 days per year). Only 949 of those units (0.18% of housing stock, or less than 1/5 of 1%) were rented more than 180 days.

- b. On Oahu, there were **3,185 booked entire home listings representing 0.93% of Oahu housing stock**. More than 52% of those listings were only rented infrequently (less than 60 days per year). 83% of those Airbnb listings were rented between 1 and 180 days per year. Only 550 listings, or 0.16% of total housing stock, were rented more than 180 days per year.
 - c. Maui had **2,383 entire home listings** with at least one booking during this time period, representing 3.3% of Maui housing stock. However, only 173 of those units (0.24% of housing stock) were rented more than 180 days. More than 68% were rented infrequently (less than days per year).
 - d. Hawaii Island had **1,827 entire home listings** with at least one booking during this time period, **representing 2.21% of Hawaii Island housing stock**. However, only 129 of those units (0.15% of housing stock) were rented more than 180 days. Nearly 66% were only rented infrequently (less than 60 days per year).
 - e. Kauai had **739 entire home listings** with at least one booking during this time period, **representing 2.42% of Kauai housing stock**. However, only 97 of those units (0.32% of housing stock) were rented more than 180 days. Nearly 65% were only rented infrequently (less than 60 days per year).
2. **Housing availability and affordability is not impacted by these very small number of short-term rentals, but instead by complex housing market regulations, conditions, and interactions.** These factors include zoning laws, mainland and foreign direct investment, limited supply, lack of public investment, policy, economic opportunity, lack of infrastructure, cost of production, and other dynamics.
- a. At a fundamental level, **housing demand is growing much faster than supply:** Honolulu gains 1,300 new households per year, yet only builds 970 new housing units. The projected three-year outlook shows this disparity growing, with household growth increasing to 1,475 families per year.¹ A study from the state's Department of Business, Economic Development & Tourism on housing for 2015-2025 projects a demand for housing units up to 66,000 over this 10-year period.²

¹ https://www.huduser.gov/publications/pdf/HonoluluHI_comp.pdf

² <http://files.hawaii.gov>

Airbnb helped them afford to stay in their home, and 21% said the income they earned on Airbnb helped them avoid eviction or foreclosure.

- b. Restricting home sharing, therefore, could create more Hawaii households that are housing cost-burdened. Similarly, enabling accessory dwelling unit (ADU) construction and short-term rental of these units unlocks rental income opportunities for homeowners and promotes affordability by creating both new housing supply and new income streams.
- c. Households who occasionally rent their home on Airbnb can significantly supplement their income: **a typical Airbnb listing in Hawaii earns close to \$9,000 in a year, equivalent to a 12% raise for the local median household.** Restricting the ability for people to home share would decrease income and hurt the livelihood of these casual hosts, and could extinguish what could one day be an important financial safety net in Hawaii. In a state-funded effort to keep families in their homes, Aloha United Way found that a one-time payment of only \$1,046,⁵ on average, was enough to keep at-risk families from becoming homeless. This amount could be quickly earned by renting a home when unused, and survey data suggests that residents are using the service in such a way.
- d. Furthermore, overregulation may have an adverse effect on the economy. According to an earlier study by Hospitality Advisors,⁶ **Airbnb guests contributed \$353 million to Hawaii's economy in 2015.**
- e. Nevertheless, the short-term rental industry should be subject to reasonable regulation. Hawaii's short-term rental regulations are outdated and in need of modernization to reflect changing technology and evolving travel and economic trends. Updated short-term rental regulations should follow best practices implemented by other governments, including: distinguishing between the local resident that rents his or her home out occasionally to supplement income and the dedicated commercial operator; requiring minimum insurance coverage and smoke and carbon monoxide alarms; and ensuring short-term rental platforms are paying requisite taxes.

⁵<https://www.auw.org/more-families-risk-homelessness-expected-dan-nakaso-honolulu-star-advertiser>

⁶ <http://www.bizjournals.com/pacific/news/2016/05/03/airbnb-visitors-spent-353m-in-hawaii-in-2015.html>

EXISTING HOUSING MARKET CONDITIONS

At a fundamental level, housing demand in Hawaii is growing much faster than supply.

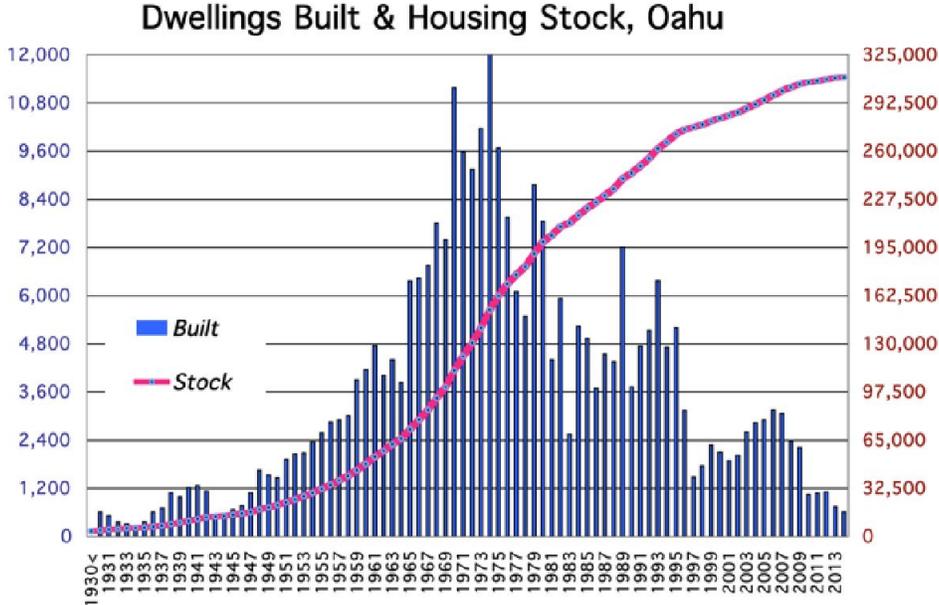
Honolulu gains 1,300 new households per year, yet only builds 970 new housing units. The projected three-year outlook shows this mismatch being exacerbated, with household growth increasing to 1,475 families per year.⁷ DBEDT's study of housing for 2015 -2025 projects a demand for housing units up to 66,000 over this 10-year period). Indeed, the Hawaii real estate market has been and remains characterized by tight supply and high demand – and, because of this, Hawaii median house prices have been about three times U.S. mainland median prices. As strong demand leaks from outside the islands, the market has and will experience volatility upwards. Unlike most residential markets, this offshore demand is both for short and long-term stays (vacations, second-home ownership and permanent relocations). Simply put, the high quality of life, especially in comparison with other locations, is the foundation of this strong demand from current residents, tourists, investors, short-term migrants, and long-term immigrants.

Hawaii's quality of life is its global economic comparative advantage. One manifestation is the large size and high quality of its visitor industry. Another is its growing residential population. A third is its large second home industry. A fourth is the large military population (Hawaii is home to more US servicemen than any other location globally, save Okinawa), though this is driven by strategic positioning and global politics. This advantage is based on a unique combination of attributes, which include temperate climate, beautiful surroundings, accommodating society and culture, the safety of American jurisprudence and security of a dollar-denominated economy.

The housing development process in Hawaii and Oahu is extremely restrictive: it is costly, time-consuming, and politically and economically uncertain. The cost is high because land is limited, rugged and isolated, labor is in short supply, a long supply chain and expensive warehousing drive up costs of inputs, and there is overregulation of land use. The housing development process is especially time-consuming due to rigorous regulations that often require numerous public hearings, environmental review, and multiple government approvals. The cost and time involved in developing housing in Hawaii combine to create high-risk investment conditions, particularly for housing for local consumers (market, workforce, or affordable housing) where margins are lower (as opposed to luxury or visitor-related

⁷ DBEDT Research and Economic Analysis, 2014

developments with potentially higher margins for investors). Honolulu is the most regulated city in the United States, according to the Wharton Residential Land Use Regulatory Index. This impedes supply growth and drives up housing prices.



With the goal of determining how Airbnb fits into this bigger picture, this study considers the magnitude of the impact of home stay business on our community. Indeed, the largest consideration would be the potential impact on our community’s largest problem, the lack of shelter (and affordable shelter), but it also considers the significant contributions to the local economy, including increasing household incomes for hosts and deepening the tax base of the counties and the state.

DATA AND ANALYSIS

The methodology used below was very similar to the Honolulu Rental Market study, starting with quantifying the total number of homes in the market. Airbnb provided zip code level listing and booking data for Hawaii for the 12 month period ending October 1st, 2016. This data was directly compared with other housing data, including those of the U.S. Census Bureau, City and County of Honolulu, the state Bureau of Conveyances, the Realtor’s Multiple Listing Service, and the Craigslist listing data base. This provided a baseline percentage of homes that are being rented to guests at least once per year.

Minimal Housing Impact

The US census' latest estimate of the total number of housing units on Oahu (July 15, 2015) is 344,108. The number of booked listings on Airbnb (their count) is 3,185 entire home listings in the 12 months ending October 1, 2016. **Thus, only 0.93% of total Oahu housing stock hosted a guest in the one year study period for one day or more.**

Assuming that these homes are not available for long-term rental means assuming that demand for the one is exactly the same as the other. But they are completely different: home sharing happens in short-term, and is usually infrequent and occasional; home renting happens long-term, and is done consistently. This became apparent when I analyzed how the hosts shared their homes -- specifically the number of days they were occupied.

It also became apparent that one entire home listing is not equivalent to one unit of long-term housing taken off the market. This is because the unit may not have amenities required for long-term tenants such as a kitchen (e.g., ohana unit), may be reserved for visiting friends and family, or is poorly located in terms of commuting to work, medical and other services, etc.

It turns out that 52% of the 3,185 entire home listings on Oahu were shared for 60 or fewer days a year. So, a majority of these units were occupied by short-term renters less than 16% of the year.

Deducting those units from the total number of units absorbed by this business model, and comparing that with the total housing stock, reveals that **0.44% of the housing stock was rented for more than 60 days on Airbnb.**

In fact, of the Oahu entire home listings with a trip in the 12 month period, 83% were rented 180 days or less. 35% were rented between 1 and 30 days. Only 550 units were rented more than 180 days, representing just 0.16% (or one-sixth of one percent) of the housing stock. This data suggests that most Airbnb hosts are casual operators, renting space that would not likely be available on the long-term market.

Of Airbnb's 550 entire home listings rented over 180 days in the 12 months ending October 1st, 2016, 400 are attached dwelling units (apartments and condos) — of these, 185 are studios and 160 are 1 bedroom apartments. Many of these are studio and one bedroom apartments located in Waikiki that owners occupy only seasonally and stand empty for many parts of the year (i.e., not owner-occupants). These apartment units typically have higher maintenance fees, higher property taxes, and resort-like amenities making them less than ideal for locals. By filling the units while owners are away, short-term rentals have the potential to attract visitor spending that sustains neighborhood businesses and supports local jobs.

Hawaii Entire Home Listings by County

County	Booked Entire Home Listings	1 to 30 nights	31 to 60 nights	61 to 90 nights	91 to 180 nights	Over 180 nights	Housing Units (2015 Census Estimate)	All Booked Entire Homes as % of Housing Stock	Over 180 Days as % of Housing Stock
Hawaii	1,827	920	283	193	302	129	86,009	2.21%	0.15%
Oahu	3,185	1,158	508	332	637	550	344,108	0.93%	0.16%
Kauai	739	376	103	68	95	97	30,503	2.42%	0.32%
Maui	2,383	1,228	398	226	358	173	71,722	3.32%	0.24%
Statewide Total	8,134	3,682	1,292	819	1,392	949	532,342	1.53%	0.18%

Waikiki has 47% of all entire home listings on the island, or 1,494 of the 3,185 total units on Oahu (of entire home/apts), for the 12 months ending in October 1, 2016. This equates to **0.43% of the housing stock**, and that reduces to **0.49% the percent of Oahu's housing stock** that is on Airbnb outside of Waikiki (without considering bedroom count or frequency of time usage). More than half of those 1,494 Waikiki units, or 690 units, were studios. Only 168 (or 0.05% percent of the housing stock) of those were rented out more than half of the year, while 522 were rented out for less than half the year. These Waikiki units are already a major part of the existing vacation rental market and are in a visitor destination area. They are an important part of the hospitality ecosystem and likely have not been part of the long-term housing supply for decades.

On Maui, there were 2,383 entire home listings with at least one booking during this time period, representing 3.3% of Maui housing stock. However, only 173 of those units (0.24% of housing stock) were rented more than 180 days.

Given the history of tourism in Hawaii, the data indicates that Airbnb is a new overlay on an existing market, but one that has improved the visitor experience and empowered local

homeowners to become hosts. Furthermore, Airbnb and other similar platforms serve a vital role in providing additional inventory for a visitor accommodations market that has experienced record high occupancy levels for traditional hotels and resorts⁸ over the past few years. Many of Airbnb's listings in popular visitor destinations were already being rented out to vacationers, usually through the yellow pages or the classified section of newspapers. The demand for short-term rentals predated the hotel industry on Oahu (sailors on shore leave) and represents a legitimate supply option for visitors seeking affordable accommodation in a desirable location. Visitor shelter and accommodation has long been supplied by the Hawaii tourism industry, which ended in the late 1970s when public sentiment turned against building more hotels. The commercial activity of home stay and accommodation rental is a logical result of that undersupply. The participants in this market included hotel visitors who determined to extend and expand their time in Hawaii by buying a small unit in or around Waikiki, and then renting it out when they were not there. A number of rental agencies and agents grew up in order to assist. This was well established before the turn of the century. With the arrival of the internet, this activity responded by moving from advertising in the newspaper to advertising on the internet, mainly Craigslist. As the internet economy matured, companies sprang up to aid and service both the suppliers and their customers.

The late market entry of Airbnb in 2008 did not result in a correlating increase of vacation rental units, as they simply were in different locales, different usages, and different time frames. Instead, this small number of accommodations simply switched, going from one business model using agents and classified advertising to 'doing it yourself' using the internet. These units were redistributed across the platforms/intermediaries, but they were a small number to begin with and remain relatively small in number, particularly in comparison to the larger market. Airbnb remains a minority market participant, following VRBO and Homeaway.

Airbnb listings are primarily concentrated in traditional tourist destination areas, meaning they are less likely to be conversions of what would be considered long-term affordable housing stock. Only **550 Airbnb entire home listings on Oahu** were rented over **180 days**. Of those, **327 (59%) were located in Waikiki. 1,494, or 47% of all Airbnb booked entire home listings on Oahu, were located in Waikiki.** While many zip codes in urban Honolulu do have a number of Airbnb entire home listings, the zip codes making up urban Honolulu outside of Waikiki only contain 549 (17%) of the Airbnb entire home listings on Oahu.

Beneficial Income for Local Residents and Revenue for Local Businesses

Income from Airbnb may also help residents afford their homes. Households who rent their home on Airbnb casually are meaningfully supplementing their income (**e.g., a typical Airbnb**

⁸ Hawaii Department of Business, Economic Development and Tourism, Quarterly Visitor Statistics

listing in Hawaii earns close to \$9,000 in a year, equivalent to a 12% raise for the median household). Overregulation would decrease income and hurt the livelihood of these casual hosts, and could extinguish what could one day be an important financial safety net in Hawaii. As mentioned above, Aloha United Way found that a one-time payment of only \$1,046, on average⁹, was enough to keep at-risk families from becoming homeless. This amount could be quickly earned by renting a home if a household could find temporary housing with family or friends or rent their home while they are traveling for work or visiting family or friends, and Airbnb host survey data suggests that residents are using the service in such a way: **65% of hosts on Oahu say that income from Airbnb has helped them afford to stay in their home, and 21% of hosts on Oahu say that the income they have earned on Airbnb helped them to avoid eviction or foreclosure.**¹⁰

Typical Host Earnings

County	Typical ¹¹ Listing Annual Earnings	Median Household Income ¹²	Equivalent to % Raise for Median Household
Hawaii	\$5,505	\$60,033	9.2%
Oahu	\$11,358	\$77,273	14.7%
Kauai	\$10,966	\$77,140	14.2%
Maui	\$9,002	\$70,497	12.8%
Statewide	\$8,842	\$73,486	12.0%

Appropriate Regulation

Additionally, over-regulation of the short-term rental market will neither solve Hawaii’s housing crisis nor increase housing affordability. There are much larger forces affecting supply and demand in Oahu’s historically volatile housing market, including restrictive zoning laws, high costs of development, low wages and low alternative economic opportunities, and a simple lack of infrastructure.

⁹ “Rent funding through AUW makes a dent in evictions,” Dan Nakaso, Honolulu Star-Advertiser, December 22, 2016

¹⁰ Airbnb Survey Data, 2016

¹¹ A “typical listing” is defined as a listing that was first active before the start of the 12 month study period, and had a booking during the 12 month study period.

¹² American Community Survey 2015, Median Income in the Past 12 Months, 1 Year Estimates (Table S1903)

Given the strong growth of the homestay and short-term rental industry, it is time to give thought to new regulation that is both reasonable and fair. And, as Hawaii's current short-term rental regulations are outdated, the rules on the books should be modernized. New rules should reflect changing technology, as well as evolving travel preferences and lifestyle trends. They should protect and enhance Hawaii's position globally as a premium place to visit and enjoy recreation. And they should balance the needs of the hosts with the wants of the guests, in a win-win fashion. If done with foresight and common sense, these regulatory updates and changes will preserve and encourage the success of this new business model, while boosting Hawaii's economy and enhancing consumer choice.

Modern short-term rental regulations should follow best practices implemented by other governments. These include suggestions that governments and regulators:

1. Establish regulations that distinguish between the local resident that rents his or her home out occasionally to supplement income, and dedicated commercial vacation rental operators;
2. Allow primary residents to share their homes without limitation and with low regulatory burden, because these are homes that would not otherwise be on the long-term market;
3. Create a streamlined, online permit system for vacation rental operators and second home owners to legitimize a market that has existed for decades and is an important part of Hawaii's economy, supporting local jobs and neighborhood businesses;
4. Create safety and insurance standards such as minimum coverage limits for liability, fire extinguishers and smoke and CO alarms on site; and
5. Enable all short-term rental platforms to pay taxes on behalf of their users.

ABOUT THE AUTHOR

Ricky Cassidy is a market researcher who specializes in analyzing residential real estate markets. He was retained by Airbnb to examine the impact on the housing market of their business model – the home stay or home sharing business – which effectively enables homeowners to shelter guests on a short-term basis for a fee.

The data and statements herein are based on independent research by Ricky Cassidy and are in no way contingent upon outside findings or recommendations. He has spent 18 years as an independent, third party consultant doing supply and demand, feasibility, long-range planning and pricing and absorption studies on for-sale and rental housing. Before that, he had eight

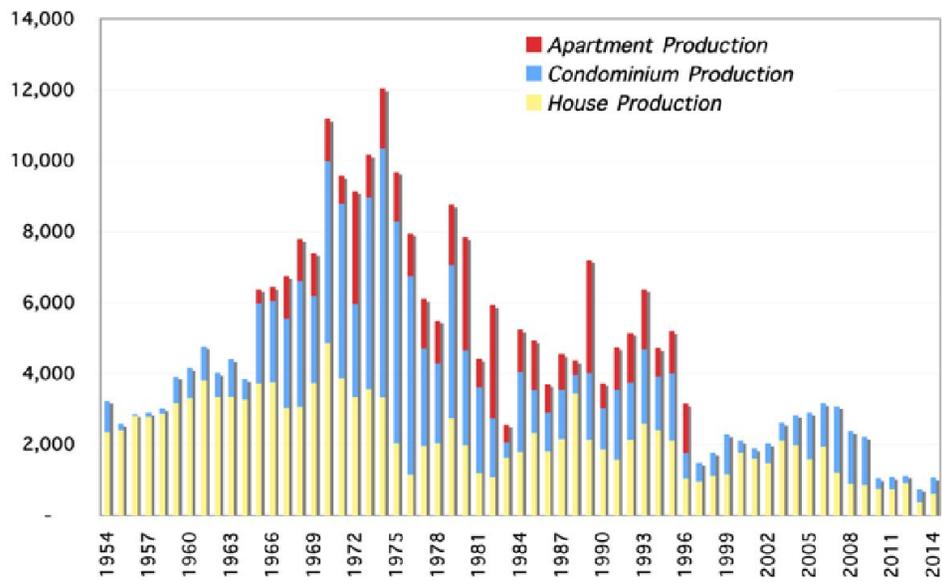
years of experience as the in-house market analyst for the two largest residential developers in Hawaii. This experience informed his creation of several extensive databases of proprietary data that includes for-sale transactional (sales) data, for-sale and rental listing (offering) data, housing stock or housing inventory data, future project and entitled land data and, most uniquely, in-house developer data on sales and prices over the last 25 years.

In addition to working with the private sector, he has worked with public agencies on their analysis and forecasting needs, including all four counties, the state housing finance agency, and two of the three branches of military services.

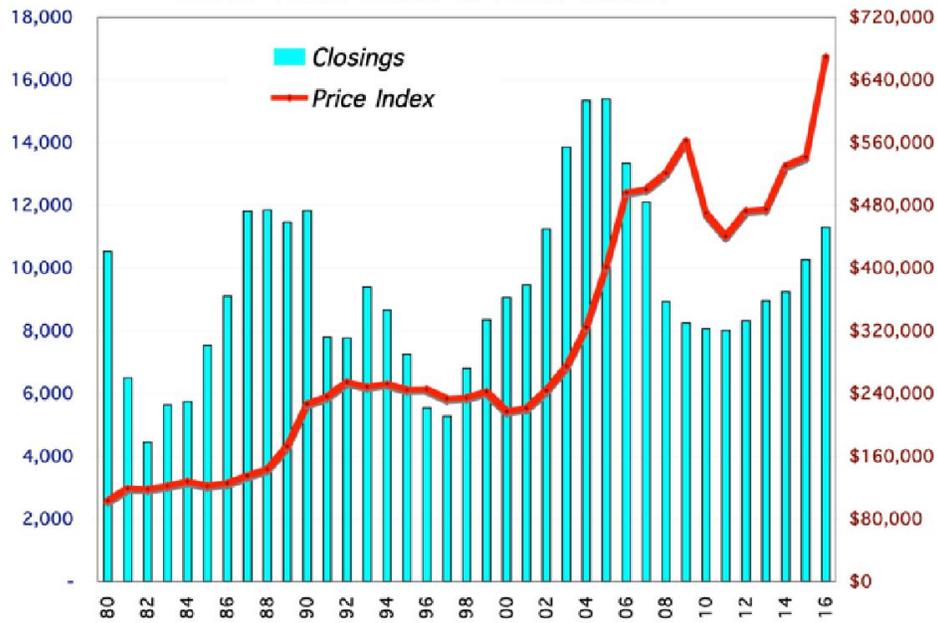
This examination dovetails with his extensive work on affordable housing for the [Hawaii Housing Finance & Development Corporation](#) and the Hawaii Information Service, plus the four counties, the Department of Hawaiian Homelands and the Office of Hawaiian Affairs, all of whom clearly have an interest in both the issue of the lack of shelter in the community, and the solution. This resulted in the Honolulu Rental Market Study (<http://dbedt.hawaii.gov/hhfdc/files/2015/02/RENTAL-HOUSING-STUDY-2014-UPDATE-CITY-COUNTY-OF-HONOLULU.pdf>).

APPENDIX A. Supplementary Figures

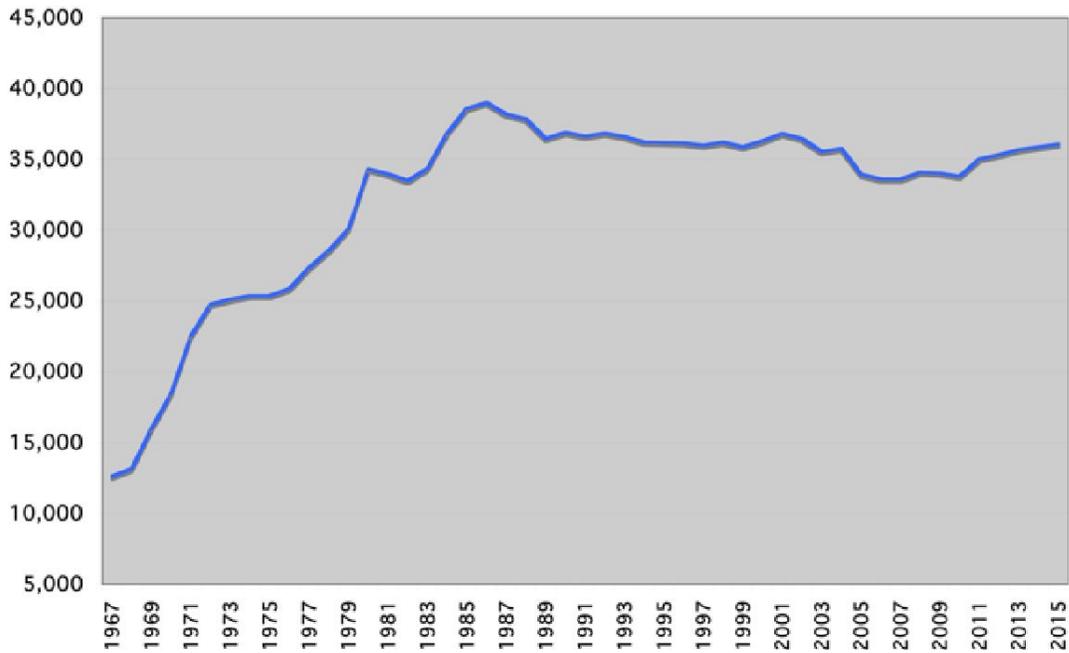
Annual Production, Pre-Statehood to 2014



Oahu Total Sales & Price Index



Hotel Room Inventory Oahu



APPENDIX B. Supplementary Tables

HAWAII ISLAND AIRBNB LISTINGS WITH TRIP IN YEAR PERIOD, BY ROOM TYPE

Listing Type	Number of Listings with Trip in 12 Months Ending October 1st, 2016	Share of Listings
Entire Home/Apt	1,827	74%
Private/Shared Room	653	26%

OAHU AIRBNB LISTINGS WITH TRIP IN YEAR PERIOD, BY ROOM TYPE

Listing Type	Number of Listings with Trip in 12 Months Ending October 1st, 2016	Share of Listings
Entire Home/Apt	3,185	66%
Private/Shared Room	1,611	34%

KAUAI AIRBNB LISTINGS WITH TRIP IN YEAR PERIOD, BY ROOM TYPE

Listing Type	Number of Listings with Trip in 12 Months Ending October 1st, 2016	Share of Listings
Entire Home/Apt	739	77%
Private/Shared Room	222	23%

MAUI AIRBNB LISTINGS WITH TRIP IN YEAR PERIOD, BY ROOM TYPE

Listing Type	Number of Listings with Trip in 12 Months Ending October 1st, 2016	Share of Listings
Entire Home/Apt	2,383	82%
Private/Shared Room	431	18%

STATEWIDE AIRBNB LISTINGS WITH TRIP IN YEAR PERIOD, BY ROOM TYPE

Listing Type	Number of Listings with Trip in 12 Months Ending October 1st, 2016	Share of Listings
Entire Home/Apt	8,134	74%
Private/Shared Room	2,917	26%

DAYS OF OCCUPANCY, ATTACHED AIRBNB ENTIRE HOME LISTINGS, BY BEDROOMS

Bed	0-3 Mo.	4-6 Mo.	7-9 Mo.	10-12 Mo.
0	436	205	116	72
1	542	196	106	54
2	219	69	34	15
Bed	0-3 Mo.	4-6 Mo.	7-9 Mo.	10-12 Mo.
0	53%	25%	14%	9%
1	60%	22%	12%	6%
2	65%	20%	10%	4%

DAYS OF OCCUPANCY, DETACHED AIRBNB ENTIRE HOME LISTINGS, BY BEDROOM

Bed	0-3 Mo.	4-6 Mo.	7-9 Mo.	10-12 Mo.
0	48	20	21	13
1	123	49	31	18
2	198	39	27	7
3	174	37	16	4

Bed	0-3 Mo.	4-6 Mo.	7-9 Mo.	10-12 Mo.
0	47%	20%	21%	13%
1	56%	22%	14%	8%
2	73%	14%	10%	3%
3	75%	16%	7%	2%

APPENDIX C. Discussion of Housing Stock Numbers and Owner Occupancy

HOUSING STOCK, OR TOTAL INVENTORY OF RESIDENTIAL UNITS

There are two different indices of housing inventory or the stock of dwellings in the City and County of Honolulu: US Census and the city’s tax assessor.

The US Census shows that there are some 344,108 housing units, as of July 1, 2015. Their definition is: “A housing unit is a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied (or if vacant, is intended for occupancy) as separate living quarters. Separate living quarters are those in which the occupants live and eat separately from any other persons in the building and which have direct access from the outside of the building or through a common hall.”

The 2010 number is drawn from their Census survey instrument, and I find that a pretty robust number. That said, the 2015 number is less so. That’s because it is a calculation, taking into account a number of different variables, including jobs, incomes, and economic growth. What’s one man’s house is another man’s shack. That said, here are the counts.

RESIDENTIAL DWELLING UNITS COUNTS & TRENDS, US CENSUS

	Count
Housing units, July 1, 2015	344,108
Housing units, April 1, 2010	336,899

The following table shows the total housing stock in Honolulu, as best defined and described by the state sponsored study on housing, in 2010. It is drawn from the City & County’s database used by the tax assessor to assess property tax on the property owner. It is data that is a bit

more robust if it comes from the tax assessor. The city’s revenues depend on it. The table describes the data historically.

RESIDENTIAL DWELLING UNITS COUNTS & TRENDS, HONOLULU TAX DATA

Year	1992	1997	2003	2006	2010	2016
Single family	137,299	145,078	150,957	160,686	165,440	170,748
Condominium	81,293	92,503	91,913	94,640	100,438	106,731
Apartment	40,535	43,732	39,602	43,275	43,424	43,573
Military/Student	26,430	28,160	28,994	20,804	20,422	20,422
Total	285,557	309,473	311,466	319,405	329,724	341,474
Percentage Increase		8.4%	0.6%	2.5%	3.2%	3.6%

Note that the 2016 dwelling unit counts are an estimate, one that I made by using the actual closing counts of newly built or developer units to increase the total amount for the housing stock on the island. Additionally, I used a small factor to decrease the total housing counts in order to account for the few units that were destroyed by natural or other events.

Note that the two numbers for housing stock or total dwellings on the island are similar in size, in count. I opt to use the US Census estimates for the analysis, because they are transparent and easily verified.

Non-owner occupants are comprised of some local investors, but significantly more investor-owners living elsewhere, or offshore buyers. For instance, around 70% of all Maui Condos are owned by non-owner occupants, many of which are offshore investors. This is also true for Waikiki and other Oahu resort areas. The table below shows this for Downtown to Waikiki, as well as for just Waikiki and just the Kapiolani area (location of the development).

INVESTOR OWNED UNITS (NON-OWNER OCCUPANTS) BY PERCENTAGE

Beds	Downtown-Waikiki	Waikiki
Studio	90%	94%
1	72%	85%
2	60%	72%
3	51%	64%
4	64%	100%

The next table shows the total inventory of attached residential units on Oahu, broken out into owner occupants (OO) and non-owner occupants (Non-OO).

TOTAL ATTACHED DWELLING UNITS ON OAHU, BY OWNER OCCUPANCY

Beds	Non-OO	OO	Total
Studio	24,197	1,290	25,487
1	33,601	7,732	41,333
2	40,015	20,558	60,573
3	12,005	9,119	21,124
4	749	979	1,728
5	29	30	59
6	-	1	1

The next table shows the total inventory of detached residential units on Oahu, broken out into owner occupants (OO) and non-owner occupants (Non-OO). However, note that these numbers do not capture all of the accessory dwelling units existing, as the dwelling data is defined by being on separate properties.

TOTAL DETACHED DWELLING UNITS ON OAHU, BY OWNER OCCUPANCY

Beds	Non-OO	OO	Total
Studio	522	92	614
1	2,190	556	2,746
2	7,526	3,477	11,003
3	48,203	20,420	68,623
4	34,752	13,391	48,143
5	11,639	4,573	16,212
6	4,776	2,159	6,935