

 **Conditional Use Application fillable 2021.pdf**
273K

Chris Savan <chris.s@fremontsurveying.com>
To: Rajean Strube Fossen <rsfossen@landerwyoming.org>
Cc: "Zachary Hamilton Mahlum, Esq." <zach@zhmesq.com>

Mon, Sep 1, 2025 at 11:59 PM

RaJean,

Attached is a report that was generated and edited with a few hours of training. This should be a good spring board for a discussion.

Chris



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 **Lander STRs.docx**
24K

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To: Rajean Strube Fossen <rsfossen@landerwyoming.org>
Cc: "Zachary Hamilton Mahlum, Esq." <zach@zhmesq.com>

Tue, Sep 2, 2025 at 1:02 AM

RaJean,

There was more information I wanted to include for reference if we keep looking at STRs. The summary is, there are more STRs than we think (50+), STRs do have an impact on housing costs, and there is plenty of financial incentive for STRs to grow if they go unregulated.

I recognize that there is a fair amount of unsourced material in the report I included in the previous email. There are a lot of sources that I read through while creating the report. Putting a concise, thoughtful, and well-referenced report will take more than a few half days of research, outlining, prompting, and writing than I have already completed. I am happy to continue working on this, but I recognize that a more detailed report will require additional time and effort by more than just myself. We can discuss how much research and data we want to back these efforts at the meeting.

Specifically, I think it would be insightful for the commission and council to understand the financials on a few residences that have been converted to short-term rentals in Lander. Many houses on the market right now can be converted into profitable STRs. There is data on sites like [airdna.co](https://www.airdna.co) and [rabbu.com](https://www.rabbu.com), both which can take existing residential listings and calculate yields. It streamlines the analysis process. Most investors will still do the analysis, but those sites decrease analysis time and open the market up to less experienced investors. That's great for markets, but it might not be great if you don't want STRs in your neighborhood. I have talked to multiple people in town that use these tools to review future STRs so I know that it is being used. I included two quick calculations for existing properties in town below. Loan payments and taxes aren't included here, but I think augmenting this type of information is useful.

SHORT-TERM RENTALS - ANNUAL FINANCIAL

6-bedroom house

Occupancy	46%
Website Rate	\$ 818
Owner Gross Daily Rate	\$ 665
Cleaning and Maintenance	\$250 per turnover
Average Stay Length	2.8
Average Nights Rented	167
Number of Turnovers	60
Turnover Cost	\$15,000

Owner Rev - Clean/Maint = \$ 96,055

SHORT-TERM RENTALS - ANNUAL FINANCIAL

2-bedroom House

Occupancy	46%
Website Rate	\$ 169
Owner Gross Daily Rate	\$ 148
Cleaning and Maintenance	\$60 per turnover
Average Stay Length	2.8
Average Nights Rented	167
Number of Turnovers	60
Turnover Cost	\$3,600

Owner Rev - Clean/Maint = \$ 21,116

Here are a few other resources for reference that we can provide for a committee that might continue the research. There are also plenty of additional studies.

Effect on housing prices:

<https://nlihc.org/resource/study-finds-presence-short-term-rentals-associated-higher-property-prices#:~:text=Each%20additional%20Airbnb%20listing%20within,premium%20results%20in%20higher%20rent.>

<https://www.purdue.edu/research/features/stories/short-term-rentals-make-housing-less-affordable/#:~:text=Wei%20and%20his%20colleagues%20find,3%25%20in%20the%20affected%20cities.>

<https://granicus.com/blog/are-short-term-vacation-rentals-contributing-to-the-housing-crisis/#:~:text=According%20to%20a%20recent%20article,market%20in%20two%20interconnected%20mechanisms.>

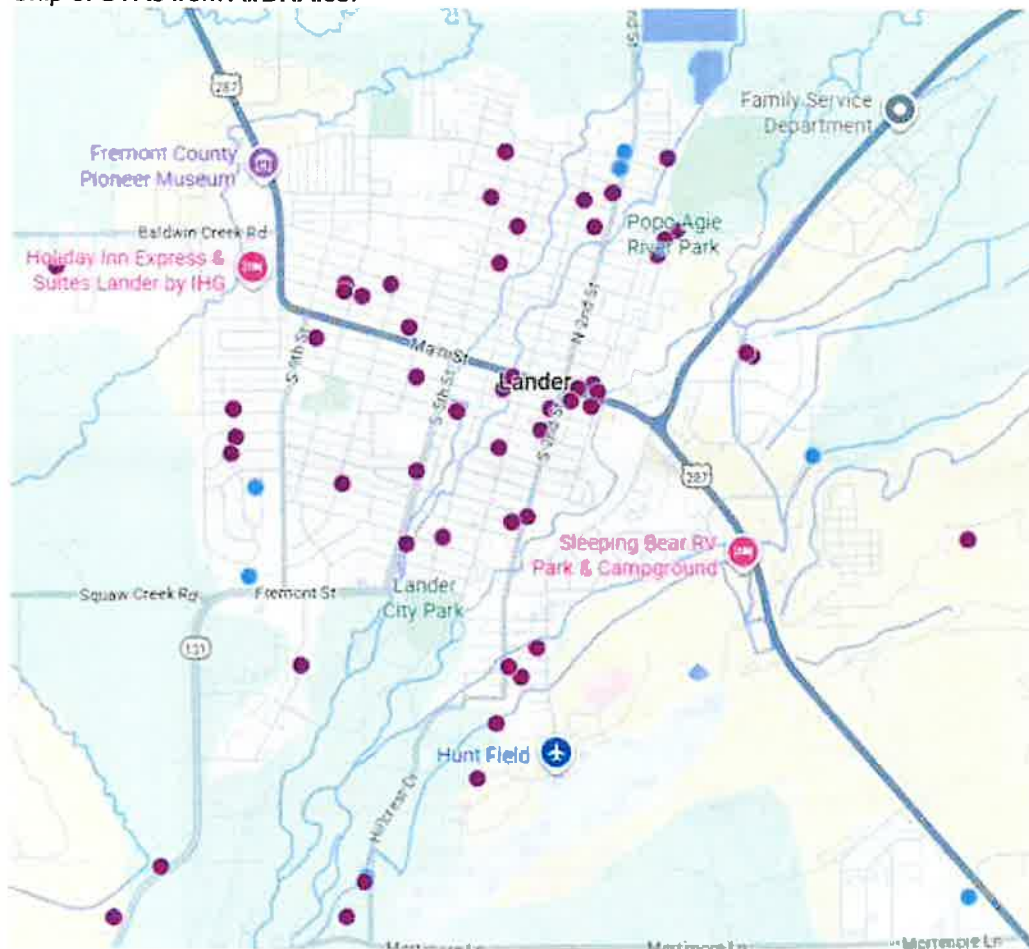
<https://granicus.com/blog/are-short-term-vacation-rentals-contributing-to-the-housing-crisis/#:~:text=According%20to%20a%20recent%20article,market%20in%20two%20interconnected%20mechanisms.>

A Draft Infographic of the previous report: <https://g.co/gemini/share/19b2a4ab4100>

Snip on Instant Revenue Calculation from Rabbu.com:



Snip of STRs from AirDNA.co:



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