

**Who Gets to Share in the “Sharing Economy”? Racial Discrimination in Participation,
Pricing and Ratings on Airbnb**

by

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The “sharing economy,” almost a decade after its inception, remains a contested subject. The digitally mediated platforms for goods and services that have become the most familiar venue for “sharing,” have been growing rapidly, with entrepreneurs and investors constantly on the search for new markets to disrupt. Demand for their services has also been fairly high, with almost 57% of Americans having used two or more of them (Pew Research Center 2016). Airbnb and Uber, the two giants of the sharing economy, are valued at 30 and 68 billion respectively, surpassing many established companies in the conventional economy (O’Brien 2016; Sorkin 2016). The companies and their proponents argue that this is for good reason as their innovative approach has significant competitive advantages. The digital mediation they provide lowers transaction costs, crowd-sourced reliability and reputation information support exchange in ways that conventional reputation systems like branding could not, and the peer-to-peer structure of the platform lowers the barriers to entry for new actors. Coupled with a strongly positive press coverage the companies have made the case that these advantages allow them to create inclusive opportunity structures that benefit broad swathes of society.

However, the reality of the sharing economy is much more complex, with debates on everything from consumer safety to labor conditions. The classification of “providers” on the platforms as independent contractors is the subject of several lawsuits. The lack of regulation on how the platforms operate has raised public concerns over tax avoidance and even the local housing markets. Some have even questioned their claims to competitive advantage, claiming that their business success is rooted in this lack of regulation more than the organizational and technical innovations they bring to their sectors.

More recently, a set of studies have brought the racial inequality in the sharing economy platforms to prominence. These show how racial minorities, specifically African-American people, face significant discriminatory behavior both as consumers and providers on the platforms (Edelman and Luca 2014; Edelman, Luca, and Dan 2015; Ge et al. 2016; Thebault-Spieker, Terveen, and Hecht 2015). These findings have found some resonance in the public debate around Airbnb, with African-American users of Airbnb sharing their personal experiences of discrimination on the platform over social media and in various news outlets, two Airbnb competitors being founded on the premise of being explicitly accommodating to all racial groups and Airbnb taking highly publicized steps to change their policies and practices.

Yet these few studies and the public conversation does not provide an adequate picture of the size and extent of discrimination in the home sharing platform, as they tend to rely on either anecdotal evidence, or are limited by small samples or the geographic extent of their data. In this paper, using a unique data set we provide the first nation-wide look at discrimination in the sharing economy, focusing on the home-sharing platform Airbnb. Our sample, covering more than 220,000 listings in 104 metropolitan areas in the United States, allows us to go beyond the smaller scales of previous studies and represents a viable way to overcome the dearth of publicly available data due to the sharing economy companies’ reluctance to cooperate with independent researchers.

Analyzing our data on the Airbnb platform in conjunction with demographic data from the US Census Bureau, we find that in areas with higher concentrations of minority residents, Airbnb participation is significantly lower, with those that participate in these areas charging lower prices

for their services and earning lower ratings from their guests. Our data indicates that on average we should expect a census tract that has an all-white population to have about 4 listings on the platform, while a comparable all non-white tract would have only about 2 listings. A listing in the former tract is expected to charge 120\$ per night (excluding fees) and have about 96 of 100 rating, while a comparable listing in the latter will charge 13\$ less and have a rating that's about 2 points lower. These patterns show that racial discrimination in the sharing economy go beyond isolated incidents and suggest that the sharing economy may be reproducing existing structural inequalities found in the conventional economy.

Sharing Economy and Airbnb:

The “sharing economy,” emerged into the post-Great Recession era consciousness as a mix of novel organizational forms and technical tools that offered powerful alternative ways to collaborate, produce and consume. Its constituents ranged in size from local tool libraries, to online services for “micro tasks” that organized thousands of workers around the globe, from time banks that eschewed money, to global marketplaces in which you could pay for all types of services. Over time, the most visible part of the sharing economy has become the tech-based “platforms” which bring together a multiplicity of providers and consumers to facilitate what has been called “peer-to-peer” or person-to-person structured exchange. On the platforms, sophisticated software yields timely information on prices and availability, reduces transactions costs and handles payments electronically and seamlessly. In many of them, crowd-sourced information is used to establish user ratings and reputation, thereby addressing issues of trust which arise in cases of stranger exchange (Schor and Fitzmaurice 2015).

One of the biggest of these platforms is the “home sharing” giant Airbnb. Founded in 2008, it is an online marketplace for short-term rentals, of anything between medieval castles to a futon in a studio apartment. The lodgings shared on the platform range from “shared rooms” in which the prospective guest doesn't have a guarantee of privacy, to “private rooms” in which the guest is the only occupant, to “entire residences” in which the host is not present for the duration of the stay. Hosts on the platform provide details on the space they are willing to rent, including photos, and select the dates for which they want to make their “listing” available. Guests can then search the platform for the location, dates, prices, and the types of spaces they want to rent. In order to facilitate trust in the exchange, the company verifies the identities of both parties and provides reviews and ratings for them from previous exchanges on the platform. Airbnb itself earns revenue by taking a fee from each transaction on the platform. With low barriers to entry for providers, it has attracted large user base with more than 2 million “listings” worldwide. It has also witnessed skyrocketing demand for its services with 17 million people using the service in the summer of 2015, compared to 47,000 for the same period in 2010 (Airbnb 2015a).

Literature Review:

There is a large amount of evidence in the literature that racial inequality and racial discrimination remain important structural features of the conventional U.S. economy. This entrenchment of racial inequality, its “sedimentation” (Oliver and Shapiro 1995:5), has created material and social conditions under which enacting meaningful change in economic outcomes is

increasingly difficult. Three key components of this inequality -employment, housing and use of digital resources- are the key to understanding racial inequality on Airbnb, and they provide insight into racial discrimination in the broader sharing economy.

Employment in the conventional economy is biased against non-white racial groups in a number of ways. Race, especially in lower paying jobs, is used as a mechanism to filter job applicants, in a manner that heavily favors whites over other racial groups (Pager 2003; Pager, Western, and Bonikowski 2009). Beyond the hiring decision, it is also used to channel non-white people into lower-paying jobs, or into positions without opportunities for advancement (Braddock et al. 1986; Royster 2003). Similar trends are also found in the conventional hospitality sector (Costen, Cliath, and Woods 2002). These practices, along with others, have resulted in a significant and consistent “wage gap” between different racial groups. On average white workers enjoy hourly wages much higher than minorities and while Asian wage earners have closed the gap in recent years, Black and Hispanic workers’ earnings have not improved in a similar manner (Patten 2016). In fact, a recent EPI report (Wilson and Rodgers 2016) suggests that the gap between white and black wage earners is actually growing worse.

This broad range of discrimination and unequal outcomes in the conventional economy is one of the primary reasons why the sharing economy is seen as a venue for the “democratization of opportunity” (Sundararajan 2016:125). The lower formal barriers to entry, flexibility in hours worked, autonomy in choice of jobs, and more transparent pay structures are likely important incentives for people of color to pick work on the platforms over the conventional economy. In fact, by allowing assets that are traditionally reserved for consumption, like personal cars and housing, to be monetized these platforms offer lower-income people opportunities to both acquire those assets at lower costs, and to tap into new revenue streams (Fraiberger and Sundararajan 2015).

Yet, this egalitarian potential in the sharing economy does not preclude discriminatory outcomes altogether, and one of the biggest sources for them, specifically on Airbnb, is housing inequality. In the conventional economy, housing inequality across racial lines, takes multiple forms. First of all, white people, compared to people of color, are much more likely to be home owners. At the end of the third quarter of 2016, the home-ownership rate among non-Hispanic whites stood at 71.9%, compared to 55.6%, 47.0%, 41.3% for Asians, Hispanics and Blacks, respectively. These rates are the result of decades of exclusionary practices and policies, from “redlining” of neighborhoods and denial of credit to minorities, to discriminatory tax policies and “white flight” out of the city centers (Frey 1979; Hirsch 2009; Rugh, Albright, and Massey 2015; Rugh and Massey 2010; Squires 1992) (Squires 1992).

These policies and practices coupled with other factors like immigration patterns (Iceland and Nelson 2008), have also resulted in the segregation of residential spaces across racial and class lines (Lichter, Parisi, and Taquino 2012; Massey and Denton 1993; Quillian 2012). While segregation at the neighborhood level has declined modestly between blacks and whites in recent years, it has actually increased for Asians and Hispanics, and members of minority groups still live in neighborhoods that are highly dissimilar to those of whites in terms of their racial composition (Logan and Stults 2011). Moreover, segregation above the neighborhood level has increased

significantly, with larger areas within cities, and the cities themselves becoming more racially homogeneous (Lichter, Parisi, and Taquino 2015; Parisi, Lichter, and Taquino 2011). The negative impacts on the disadvantaged minority communities, in terms of reduced public services and amenities, exclusion from social, professional, and financial networks, reduction in health and well-being measures are very well documented (Jencks and Mayer 1990; Rugh et al. 2015; Rugh and Massey 2010; Sampson 2008; Wilson 2012).

These complex inequalities in housing stand to impact the participation and success in the sharing economy in significant ways. First, while renters are allowed to become hosts, the legality and practicality of their doing so is hotly contested by landlords and local governments alike (Dannen 2012; Kokalitcheva 2016). This places a significant proportion of minority groups at a significant disadvantage in the home-sharing market. Moreover, the reality of residential segregation means that the real estate that the minority groups are able to put on the platform, is likely to be less desirable for travelers due to factors resulting from concentration of poverty and lacking public resources and amenities.

Finally, we have to look at the racial inequalities in having access to and utilizing digital resources both of which are prerequisites for taking part in the sharing economy. In the late 90s and early 2000s, the racial and class-based differences in internet access served as the focus of the debate over “digital divide” (Compaine 2001; DiMaggio et al. 2001:310–11). However, the disadvantage faced by minorities and lower income people in having access to the internet has shrunk significantly since then. Today the real digital divide is found in usage patterns that show significant and durable differences between racial groups, compounded by factors like income and education (Boyd 2012; Nakamura and Chow-White 2011; Wilson and Costanza-Chock 2012; Zillien and Hargittai 2009). Low-income, non-white populations tend to use digital technologies primarily for entertainment and socialization purposes, while their counterparts are much more likely to employ it in ways that are likely to provide economic benefits. This can be seen in studies of electronic banking which show that it is adopted at higher rates by whites, people with higher incomes or more education (Pew Research Center 2013). Additionally, Hargittai (2012) finds that people from different racial groups tend to self-select into different online services, in her case social networking sites, re-creating patterns of segregation in the digital world. It is not clear if “digital segregation” dynamics are at play in Airbnb (see below for more on the racial makeup of the platform), or in the sharing economy platforms in general. Nonetheless, this literature makes it clear that the closing gap in internet access does not necessarily translate to equal usage.

Inequality on Airbnb:

Data on the sharing economy platforms, including on their users, remains sparse. This is partially due to the unwillingness of the companies to provide it to researchers, to which Airbnb is no exception. However, the same company have capitalized on the optimistic views of the sharing economy’s egalitarian prospects by producing sponsored research on their positive impacts. For Airbnb, the latest such effort provides a look at the experiences of hosts, guests and the local impacts of their platform in twelve major cities around the world (Airbnb 2015b). In these reports, the company claims to have a positive impact in the regions it operates in by driving tourists and revenue to areas underserved by traditional hotels, providing lower-income residents with a

revenue stream, helping them stay in their homes and building up interpersonal trust (Airbnb 2015b). Another report (Sperling 2015), prepared by an economic advisor to the company, suggests that home-sharing might be the solution for income stagnation for the middle class. However even if we take these findings at face value, independent sources of data about platform use have contradictory implications. A report by Pew Research Center (2016:33) shows that the general user base of the home-sharing platforms tends to be whiter, younger, better educated and have higher income than the general population (Pew Research Center 2016:33). Another study on providers in all sharing economy platforms, found similar trends among them (JPMorgan Chase and Company Institute 2016).

These findings are not particularly surprising, since as we discussed at length in the previous section, participation and success in the sharing economy is based on employment, housing and the use of digital resources that are unequally distributed among racial groups. However, on Airbnb, yet another source of unequal outcomes stems from the basic premises of the sharing economy business model in which regulated provision of services in the conventional economy are replaced by unregulated exchange through the platform. In the conventional economy, large hotels and Bed and Breakfasts are required by law to avoid racial discrimination in who they accommodate. While this does not apply to smaller providers, who are more like the typical Airbnb host, Airbnb nonetheless competes with the larger and regulated institutions as well. The impact of this has been identified by a number of working papers. Edelman, Luca and Dan (2015) have found that hosts on the platform regularly discriminate against guests that they perceive to be African-American, refusing their requests to book even if it means losing revenue. Similar discriminatory behavior from providers on other sharing economy platforms have been identified by a number of other studies as well (Glusac 2016; Thebault-Spieker et al. 2015; Vedantam, Penman, and Nesterak 2016). Discrimination also might be running the other way on the platforms. Another working paper (Edelman and Luca 2014) shows that hosts identified as Black based on their pictures charge less than non-Black hosts for similar listings, potentially in order to compensate for lower demand for their services at higher price points.

Based on this body of work, and the racial inequalities in employment, housing and the digital realm, we expect that Airbnb is likely to have lower participation in areas with a higher concentration of minority residents, despite the more egalitarian work opportunities presented by the platform. Moreover, we also expect that listings in these areas will charge lower prices and receive lower ratings relative to comparable listings elsewhere, due to the individual prejudices of the guests, as well as the disadvantages caused by racial segregation in things like public services and amenities.

Methods:

In order to understand the patterns of access and outcomes for Airbnb hosts, and investigate potential discrimination in the platform, we chose to analyze the listings matched with US Census data at the census tract level, rather than employ potentially more intrusive data collection methods about the users of the platform. The information on Airbnb listings was collected by a program

which queried the website’s search function with geographical locations.¹ These locations were city and neighborhood names, as well as latitude and longitude values for the same, in metropolitan statistical areas (MSAs) in the USA which have a population above 500,000.² Each location name was queried on four separate occasions between November 2015 and June 2016. All of the unique listings returned by the query were then processed to extract their geographical location (latitude and longitude), alongside other data which we present below. Similarly scraped data from the platform has been used before in studies of discrimination on the platform (Edelman and Luca 2014; Edelman et al. 2015), the dynamics of room bookings (Lee et al. 2015), how the ratings system operates (Zervas, Proserpio, and Byers 2015a) and the impact of home sharing on the hospitality industry (Zervas, Proserpio, and Byers 2015b). Moreover, scraped data about the platform is available, for sale from commercial data companies as well as for free from a public awareness campaign (Inside Airbnb 2016).

Our scraping efforts provided us with information on roughly 220,000 Airbnb listings in the relevant MSAs. Currently there are legitimate concerns about data validity while conducting online research, especially in the sharing economy (Gelman 2016). This is case with our data as well, since we no way of ascertaining how much of the total Airbnb listings we were able to capture with our methods. However, comparing our findings to other publicly available datasets on Airbnb listings for the same period suggests that we have relatively comprehensive coverage, with the caveat that our scraping efforts might have somewhat underperformed in the larger Airbnb markets.

We used the scraped location of listings to match³ them with census tracts using the US Census’ Geocoder API (US Census 2016c). We then merged the listing-level data with the 5-year estimates of the American Community Survey’s 2014 (US Census Bureau 2016d) for the same census tract. In our analysis of this data we use hierarchical mixed-effects models⁴ with spatial lag terms. Studying geographical data in this manner, using tracts and other census units as a proxy for individual, household and/or “neighborhood” characteristics is a well-established practice (Krivo and Peterson 2000; Lee et al. 2009; Quillian 2012), including two recent studies of online sharing economy platforms (Edelman et al. 2015; Thebault-Spieker et al. 2015). While there are some

¹ The program is broadly similar to the one described by Tom Slee (2016) and the code provided by Hamel Husain (2016). We would like to extend our thanks to both of them for sharing parts of their code and coding logic.

² The metropolitan area population statistics are based on 2014 Annual Estimates of the Resident Population (US Census Bureau, 2016a). There are 104 MSAs within the USA (excluding non-state territories) that fit this criteria and were included in our study, see Appendix 1 for a list. The names of cities in the MSAs were obtained from the table “Principal cities of metropolitan and micropolitan statistical areas” from the US Census Bureau (US Census Bureau, 2016b). There are 224 principal cities in the MSAs that fit our criteria. The neighborhood names within the cities are from “Zillow Neighborhood Boundaries” data. There are 4629 neighborhoods that are located within the cities which fit our criteria. A list of cities and neighborhood names is available upon request. We obtained the geographical locations of the centroids of the census tracts from the US Census Geocoder API (US Census 2016c).

³ Airbnb does not provide accurate geographical location of listings, but provides a roughly 0.5 mile-wide “circle” within which the property is located. We used the center of these circles as the locations of the listings. While it is possible that this might result in faulty matches to census tracts, we believe that given the limited nature of the data and the size of Census Tracts, the level of aggregation is appropriate and that any mismatches will be randomly distributed across tracts.

⁴ The specific distributions assumed by the models as well as details about model specification are provided below in our discussion of individual variables.

advantages to abandoning the pre-defined units of the census (Lee et al. 2008) or using other geographical units like census blocks (Hansen and Reich 2015; Parisi et al. 2011:835), we believe our use of the slightly larger tracts is justified due to data availability and the uncertainty over the exact listing locations. The spatial lag term, calculated as the sum of the dependent variable in any neighboring listings (or, where applicable, tracts) within 3 miles divided by the distance between the two listings is intended to control for any spatial autocorrelation in our model.⁵

1) Dependent Variables:

Number of Listings: This variable measures the total number of listings in a census tract. Census tracts with no listings were assigned a value of zero. Since this is a count variable with a large number of zero values, we used a mixed-effects negative binomial model in our analysis⁶, with the census tracts clustered at the MSA level. Exposure was assumed to be uniform across all census tracts and thus was not modeled, because there is no reliable way to trace Airbnb’s roll-out in the various MSA’s, and the platform has been available nation-wide for a number of years.

Nightly Price: This is the nightly price of a listing as it was listed at the most recent date the listing was accessed. Due to deviations from normality, the variable was log transformed. We used a linear mixed-effects model in our analysis of this variable, with listings clustered at the census-tract level, and tracts clustered at the metropolitan statistical area level, as well as a crossed clustering of listings at the host level (due to hosts that had multiple listings).⁷

‘Reverse’ Rating: On Airbnb, guests provide a numerical rating for listings they have stayed in, on a scale ranging from 0 to 10 (on the site the average of these ratings is displayed as a 5-star scale with half stars). While the guests can rate several aspects of a listing like location or check-in process separately we only focused on the overall rating and captured the average of all ratings on a scale from 0-100. However, bad ratings on the site are very rare and in our sample more than 31% of all listings with a rating had a perfect rating of 100 and a further 60% had ratings between 85 and 99. In order to analyze the values we reverse-coded the variable so that a listing with a 100 rating would have a value of 0 and higher scores would indicate worse listings. This resulted in a distribution that closely approximated a negative binomial distribution, even though the variable was not a count variable. So we used a mixed effects negative-binomial model in our analysis, with listings clustered at the census-tract level, and tracts clustered at the metropolitan statistical area level, as well as a crossed clustering of listings at the host level (due to hosts that had multiple listings).⁸ Exposure was assumed to be uniform across all listings and thus was not modeled,

⁵ We have alternately used both smaller and larger distances (1-5 miles) to create spatial lag terms, as well as specifying a number of closest neighbors rather than restricting them to a pre-set distance. Runs using these terms provided substantively similar results, with model fits favoring the 3-mile term in models where the spatial lag was the only variable.

⁶ We investigated poisson models as well as zero-inflation for both negative binomial and poisson models for this variable, all of which produced substantively similar results. The reported results were produced with the lme4 package in R (Bates et al. 2014) using Gauss-Hermite Quadrature with 10 integration points. Zero-inflation models were estimated with the glmmADMB package (Fournier et al. 2012; Skaug et al. 2012).

⁷ The reported results were produced with the lme4 package in R (Bates et al. 2014).

⁸ The reported results were produced with the lme4 package in R (Bates et al. 2014). They are substantively similar to linear models run using the same package, which nonetheless suffered from severe heteroscedasticity issues. The

because ratings only become publicly visible on the platform after a certain number of reviews have been left for a listing.⁹

2) *Independent Variables:*

a. *Listing Level:* The variables below are based on data from the Airbnb platform.

Number of Amenities: For every listing we calculated a variable that indicated the number of amenities the listing had or provided to guests. The potential amenities (the most widely available amenities other than the safety equipment) includes A/C, Breakfast, Cable TV subscription, doorman, dryer, essentials, fireplace, gym, hairdryer, hangers, hot tub, intercom, internet access, clothes iron, kitchen access, on-site parking, pool, shampoo, TV and washing machine. This is intended to capture the quality of the listing and is used as a control variable. The variable is standardized and grand mean centered for ease of interpretation.

Room Type: Airbnb offers three main types of accommodations: “shared rooms” in which the guest has access to a shared room in the unit, “private rooms” in which the guest has the sole use of a private room, and “entire home” listings in which the host is not present in the unit for the duration of the guests’ stay. Since the factors described by these categories are likely to have significant impact on prices, dummy variables for the first two are included in our models, with “entire home” listings as the reference category.

Maximum Number of People Accommodated: Airbnb allows hosts to list the maximum number of people their property can accommodate, ranging from 1 to 16 or more. We use this number as a control in our models, top-coded to a maximum value of 16, grand mean centered and standardized.

Instant Booking: Some of the listings on the Airbnb platform allow guests to make finalized bookings immediately, without requiring the host to confirm a request. We believe this plays an important role in pricing and bookings and therefore a dummy variable indicating whether the listing can be booked instantly is included as a control in our models.

Number of Reviews: On Airbnb, guests are encouraged to provide a review of listings they have stayed in. This variable codes the number of such reviews for a listing that is visible to a guest (the hosts can see some reviews before they are made public). The number of bookings reflects both the success of a listing in attracting guests and indicates how trustworthy the listing is for prospective guests, so it is expected to play an important role in determining price, though the exact nature of the relationship might be hard to parse with cross sectional data (in-demand listings can increase their prices, but cheaper listings might get more guests on average).

b. *Host-Level:* All of the variables below are based on data from the Airbnb platform

results presented here used the Laplace approximation, due to the crossed mixed-effects design of the model. Results for models that only modeled clustering at the census tract level, using Gauss-Hermite Quadrature with 10 integration points were substantively similar.

⁹ Our data suggest that the cut-off is 2 reviews, but we do have a small number of listings with more than 2 reviews that did not have a rating.

Length of Membership: For every listing we calculated how many months the user had been a member of Airbnb. This is clearly not a perfect way to measure the length of time a given listing has been on the platform, since hosts do manage multiple listings (at the same time and consecutively). However, it is still the best measure available and we use it as a control variable in many of our models. The variable is standardized and grand mean centered for ease of interpretation.

Number of Listings from the Host: Hosts on Airbnb are allowed to list multiple units on the platform. While the majority of users have only a few listings (in our sample around 85% of listings were managed by hosts with four or less listings), there is a significant subset that have a large number of them. While not all of these multiple-listing hosts are individuals (we identified several property management companies that were listed as hosts) it is still conceivable that the number of listings a host has on the platform might impact the price they charge. Therefore, it is included as a control variable.

c. *Tract Level:* The variables below are from the American Community Survey's 2014 5-year data release.

Population of the Census Tract: This is the total population of a given census tract. The variable is standardized and grand mean centered for ease of interpretation. Tracts without residents are excluded from the analysis, and many of the tracts with low population (usually less than 100 residents) are dropped due to missing data, see below.

Median Age: The median age of all tract residents. We expect age to play an important role in participation on Airbnb as previous research indicates that younger people participate on the platform at much greater rates. However, there are also some reports of a critical mass of older (female) hosts (Castrodale 2016). Finally, age might also be a factor on the neighborhood-level with residents of older neighborhoods placing social stigma on the practice of hosting. The variable is standardized and grand mean centered for ease of interpretation.

Median Housing Cost: The median value of how much of the household income is spent on housing costs (rent, mortgage payments, etc.). This variable is one of the two housing related factors that we believe will influence participation on the platform as well as prices, since households that spend more of their income on housing will have a higher incentive to monetize their housing and get higher prices. The variable is standardized and grand mean centered for ease of interpretation.

% Renter: The percentage of households that do not own but rent the unit they are occupying. This is the second housing variable that we believe will be a key factor in Airbnb participation and prices. While the legal and practical concerns over Airbnb participation tends to favor home owners rather than renters, the financial and lifecycle factors that impact homeownership might incentivize renters to participate on the platform more heavily. On the other hand, several reports have documented the practice of "illegal" rentals (Cox and Slee 2016; Streitfeld 2014) where a landlord makes housing units exclusively available for short term rentals and lists multiple units

on the platform at the same time. This practice is also more likely to drive up participation in areas with a higher proportion of rentals. The variable is standardized and grand mean centered for ease of interpretation.

Per Capita Income: This is the per capita income for all residents within a census tract. We expect income to play an important but complex role in our models, since having access to real estate assets to monetize on Airbnb is a requirement to participate and make money, but the amount of additional income to be made can be relatively small in areas with high incomes. This is why we investigate a quadratic relationship between income and our dependent variables. The variable is standardized and grand mean centered for ease of interpretation.

Gini Coefficient: In order to measure the income distribution within a census tract we are using the Gini coefficient. We believe that areas with higher income inequality are more likely to participate on the platform, because these tend to be the “gentrifying” neighborhoods that tend to attract Airbnb activity (BJH Advisors LLC 2016). The variable is standardized and grand mean centered for ease of interpretation.

% with BA or Higher: This is the percentage of the total population 25 and over, that has the equivalent of a BA degree or higher educational credentials. We expect tracts that have a higher percentage of residents with post-secondary education to participate on the platform at higher rates, in line with the survey findings on the platform demographics, while the relationship between education and prices is harder to predict. On the one hand, these areas could be charging higher prices, because they are more desirable on the platform due to homophily behavior (Ikkala and Lampinen 2015). On the other hand, the highly educated participants of the sharing economy often highlight non-monetary motivations for their participation and therefore might not display profit-maximizing behavior on the platform. The variable is standardized and grand mean centered for ease of interpretation.

% non-White: This variable is the percentage of the total population in a tract that did not identify as White, non-Hispanic (including those that identified as more than one race, even if one of the races was White). We have investigated other measures of race, including a diversity index as well as the percentages of specific racial and ethnic groups (Black and Hispanic) with broadly similar results. The % non-White was ultimately selected due to the unequal geographical distribution of racial and ethnic minority groups, so that we could show overarching trends associated with the racial composition of a census tract. The variable is standardized and grand mean centered for ease of interpretation.

d. MSA Level:

Total Population of MSA: This is the total population for the MSA that a given listing or tract is in. The variable is standardized and grand mean centered for ease of interpretation.

Region: The US Census Bureau divides the United States into 4 geographic regions: Northeast, South, Midwest and West. Instead of creating another level of clustering in our models, we opted to use dummy variables, with the Midwest as the reference category. MSAs that were on the border

between two or more regions were assigned to the one in which the majority of their census tracts lay.

We chose to handle missing data (from the US Census data) with listwise deletion to keep our models simpler. Since the number of cases for which there was any missing data is at most around 1% of all valid cases, we believe that listwise deletion does not impact our results in any substantive manner.

Limitations:

The nature of the data we are using places a number of significant limitations on our analysis. First of all, despite being as thorough as possible, we cannot be sure that we captured all of the listings within the geographies we are interested in. Despite comparable results to other Airbnb scraping efforts, we simply have no way of establishing our coverage rate, short of obtaining data from Airbnb. Therefore, our results could be biased in unforeseeable ways and we are open to reconsidering our findings if and when better data becomes available. However we still believe that this is the best independent way to study Airbnb listings and that careful data scraping efforts can potentially be the answer to the dearth of large-scale data in the studies of the sharing economy.

The second limitation of our data is that it is cross-sectional. Despite searching for listings in the same location on four different occasions, the time differences between the searches we conducted were not meaningful, and we chose to aggregate results from the four searches. This means that we are not able to control for time and time-variant changes in the Airbnb platform in our analysis, including the churn of users and hosts and the success of listings in attracting guests. While causal relationships can be inferred between the census data and platform outcomes, these are not as strong as what could be established with time-series data.

The third and most important limitation of our data is that hosts self-select into participating in Airbnb and since we study the listings that are already on the platform, without access to individual-level data, we have no way of identifying trends at this level that might be influencing the patterns of participation and pricing that we study. Especially with racial discrimination, we know from the existing literature that individual-level factors play a critical role, however there is no easy way to obtain such data without cooperation from Airbnb and more intrusive data collection methods about the hosts. In the absence of such cooperation and without the large resource commitment, studying neighborhood-level patterns is an efficient way to study patterns of discrimination. Additionally, it allows us to capture broader trends that a singular focus on individual-level discrimination would not be able to capture.

Findings:

a. Number of Listings
(Table 1 about here)

The results of our analysis on the number of listings can be found in Table 1 above. The racial composition of the census tract, measured as the percentage of the population that identified as non-White in all six models, is a significant predictor of the number of Airbnb listings in a

census tract. The goodness-of-fit measures indicate that Model 1, where the racial composition of the census tract is the only predictor of interest in the model, might be the best fit for the data. However in our analysis, the goodness-of-fit values fluctuated between the various models for various different estimation techniques, therefore it is hard to conclude which model is the actual best fit. Ultimately we opted to present the set of models with the lowest AIC and BIC values.

In Model 1, when the percentage of non-White residents is the only predictor of interest in the model, higher concentration of non-White residents in a census tract is associated with lower number of listings. A very similar relationship between the two variables is also present in Models 2 and 3, when we introduce age and housing variables into the model. In Model 4, with the addition of the income inequality and the linear per capita income variable, race ceases to be a significant predictor of the number of listings. Finally, in Models 5 and 6, as we add the quadratic income and education variables to the model, the relationship between race and number of listings changes directions –with census tracts that have higher concentrations of non-White groups having more listings. The relationship between the race variable and the predicted incidence rates of listings in a tract for all six models can be found in Figure 1 below.

(Figure 1 about here)

This change in the relationship between the racial makeup of the census tract and the number of listings on Airbnb across these models indicates that the effect of race on Airbnb participation is being mediated through the income, housing, education and age variables. In other words, the racially unequal participation rates identified in the first model plays itself out through racial inequalities in these factors themselves. However, the latter two models also identify a positive relationship between the percentage of non-White residents in a tract and the number of listings, we discuss possible explanations for this association in the discussion section below.

Looking at the other predictors, we find that income has a significant quadratic relationship with the number of Airbnb listings in a census tract in models 5 and 6. In model 5 this indicates that that participation on the platform rises with per capita neighborhood income, for per capita incomes lower than 88,000\$, while the opposite is true for incomes that are higher. In model 6, the linear component is not significant, suggesting that higher income neighborhoods simply participate on the platform at lower rates. As mentioned above, it is hard to disqualify either result due to model fit and, in fact in our analysis the models with the linear term tended to fit the data better more often than the more complex quadratic models. This leads us to believe that if any quadratic relationship exists between participation and per capita income, it is more likely to resemble the one in model 5 than the one in model 6. We also see that tracts with a higher percentage of renters, higher income inequality and higher median age tend to have more listings in most of the models. High housing costs, on the other hand, is associated with a significant positive impact on the number of listings in only half of the models it is included in. Perhaps the most important finding to note here is that the education variable is the strongest predictor in Model 6 (ignoring the variables for geographic regions), with census tracts with a higher proportion of college grads participating in the platform at much greater rates. A standard deviation increase in the education variable is associated with a 122% increase in the number of listings in Model 6.

b. Nightly Price:

(Table 2 about here)

The results of our analysis of the nightly price of listings can be found in Table 2 above. All six models presented show that in neighborhoods with higher concentrations of non-White residents, listings charge significantly lower nightly prices, with the final model including all of the predictors of interest providing the best fit for the data. As more variables are introduced the size of the effect that the race variable has on nightly prices shrinks, but remains significant.

The change in effect size indicates that the impact of the race variable on nightly prices is also mediated through the housing, income, education and age variables. However, the fact that the relationship consistently remains negative also indicates that independent of all these factors, areas with higher concentrations of non-White residents are at a disadvantage in terms of the prices they can charge on the platform. In Figure 2 below, we can see the marginal effects of the race variable on nightly price for all six models. The predicted price differential between an all-White and an all non-White neighborhood ranges from around 43\$ less per night in model 1 to about 13\$ less per night in Model 6.

(Figure 2 about here)

There is a significant quadratic relationship between income and nightly prices, at income levels lower than around 148,000\$ per capita, nightly prices tend to increase with income. At higher income levels the prices tend to decrease. However, we have relatively few observations in census tracts above that income level (about 0.2% of the sample clustered in only two dozen tracts) and therefore we believe that a simpler linear relationship, while a slightly worse fit for our data, might not be too inaccurate. In model 6, we see that listings in tracts with a higher percentage of renters, higher housing costs, higher income inequality and higher median age tend to charge higher nightly prices. The education variable, on the other hand, has a negative relationship with nightly prices. Listings in tracts that have a higher concentration of college graduates tend to charge lower prices.

c. Ratings:

(Table 3 about here)

Our analysis of the ratings of listings can be found in Table 3 above. All six models presented show that in census tracts with a greater proportion of people of color, the ratings for listings are significantly worse (the dependent variable is reverse coded, so an increase in it indicates lower ratings). The final model, with the full set of predictors is the best fit for the data. While the effect size of one standard deviation change in the proportion of non-White residents decreases as more predictors are introduced into the model, the direction of the effect remains stable indicating a potential mediation relationship suggested in the model for nightly price, above. In Figure 3, below, we can see the marginal effects of the race variable on the ratings for all six

models. The predicted difference in ratings between an all-White neighborhood and an all non-White neighborhood, ranges from 2.5 points out of 100, to 1.5.

(Figure 3 about here)

In Model 6, we see that listings in tracts that have higher income inequality and have more renters tend to have worse ratings. The significant quadratic relationship between per capita income and ratings suggests that, ratings for listings get better with rising per capita income levels until about 75,630\$ per capita, and then begin worsen.

Discussion:

Our findings demonstrate that participation, pricing and ratings on Airbnb show clear evidence of racial bias against areas with high concentrations of minority populations. For nightly prices and ratings of listings, the bias is rather straightforward to unpack. Even when controlling for a host of factors that are themselves racially unequal, like housing and income, listings in areas with a higher proportion of non-White residents charge significantly lower prices and receive worse ratings. This can be a function of lower demand for lodgings in these areas, either through outright bias or some combination of factors not in our models, such as access to transportation or distance to points of interest for travelers, which would also influence the ratings. The various pricing tools for hosts provided by Airbnb and other companies, which take into account local demand and competitor pricing, would provide exceptionally strong market feedback mechanisms for making nightly prices highly responsive to such changes in demand.

Studying the number of listings on the platform, however, provides us with a more complex picture of the relationship between race and Airbnb participation. First and foremost, it shows that racial inequalities in income, education and housing depress participation in neighborhoods that have a higher percentage of non-White population. However, controlling for them, we see that people living in these areas tend to participate on the platform more. There are a number of potential explanations for this. First of all, there could be higher demand from guests to stay in these areas, in line with Airbnb's claims about guest preferences, explained perhaps by the desire to consume "the other" on the part of the mostly white and well-educated clientele. Yet, in light of the findings regarding nightly prices and ratings, as well as the previous literature on discrimination and the studies on discriminatory practices in the sharing economy, the existence of a high enough demand to drive up participation in non-White areas appears doubtful. It is much more likely that the higher participation is driven by the hosts, for whom the Airbnb platform is more accessible than traditional markets and offers higher potential earnings relative to their prospects in traditional markets. Another potential explanation is that an unobserved factor like gentrification might be playing an important role in Airbnb participation in these areas, with a subset of gentrifying neighborhoods driving up participation rates for the whole group. This scenario is further supported by the strong positive relationship between income inequality and the number of listings.

Moving beyond the findings directly related to the racial composition, we believe that our findings point towards two broad trends. The first is that on average, areas that are already privileged, above all with a higher concentration of white residents, but also with higher incomes,

higher proportion of college graduates, or older residents, seem to be taking advantage of the opportunities presented by Airbnb at greater rates. They also tend to charge higher prices for their services and have better ratings.¹⁰ This is not an unexpected trend, since these areas have the resources to participate and do so successfully in the sharing economy. Nonetheless, it critically undermines the arguments that the sharing economy is going to lead to egalitarian outcomes, and result in a democratizing of opportunity. There are some institutional reasons why the sharing economy in general, and Airbnb in particular, may be less discriminatory than traditional markets, like the lower barriers to entry we have discussed above. Yet they still operate in a society that is the product of significant structural inequalities, which they can't help but reproduce.

Nonetheless, it is hard to claim outright that the institutional novelties of the sharing economy do not matter which brings us to the second trend we observe in the findings. Some of our models suggest that areas with higher percentages of non-White populations might actually participate more on Airbnb, once you control for factors that depress participation. We also find that census tracts with high income inequality both participate at greater rates and command higher prices. On their own, these findings might support the conclusion that individuals in these areas, who find themselves at a disadvantage in the traditional market might be using Airbnb successfully to generate income. This would mean that the Airbnb is having an ameliorative effect on overall inequality by empowering these individuals in a meaningful way. However, the same set of results could also be the result of relatively privileged individuals in these areas using the sharing economy to further grow the gap between them and their less well-off neighbors. Our methods do not allow us to answer which of the two dynamics is at play, but we believe this question of how the sharing economy changes existing inequalities even as it reproduces them should be at the heart of the debate going forward.

Conclusion:

Despite optimistic assessments of the egalitarian potential of the sharing economy, and institutional qualities of Airbnb that appear to support them, we show that existing inequalities, and specifically race, and its impact on employment, housing and use of digital resources, play a key role in determining participation and outcomes on the platform.

Airbnb presents potential hosts with lower barriers to entry than traditional markets, and has a clear public stance against discrimination. However, utilizing a unique dataset of all Airbnb listings in major metropolitan areas of the US, we show that these factors are not enough to ensure racial equality on the platform. Using the platform-specific data in conjunction with geospatial information on residents we demonstrate that census tracts with a higher proportion of non-White residents participate on the platform at lower rates, and listings in them charge lower prices. Some of this relationship may be attributed to structural inequalities in things like housing and income, and it's not hard to imagine other inequalities we do not account for in our models play a role in creating the observed patterns of inequality. However, given the growing literature on individual-level racial discrimination in the sharing economy, it seems likely that our findings also capture

¹⁰ The education variable, in a model without tract level co-variables other than population, has a strong positive association with nightly prices. The negative relationship found in model 6 in Table 2 might reflect the aversion to profit-maximizing behavior among the more educated participants of the sharing economy we noted above.

inequalities fostered by racial attitudes that depress participation in minority areas and reduce the demand for staying there. In short, the broader patterns of inequality, in areas like employment, housing and digital resources, are reproduced within the sharing economy.

Our findings come with a number of limitations due to the nature of our data. First of all, it is impossible to validate our coverage of the intended population (all Airbnb listings in the areas we studied). While our data is similar to other public datasets collected with a similar methodology, our findings remain subject to change if we have systematically failed to capture some listings. Second of all, because we treat our data as cross-sectional, we might be missing key time-variant factors that would have challenged our findings (like user churn, or success on the platform). Finally, our data does not include variables at the individual level that are key to both understanding how these discriminatory patterns operate and what they can tell us about how Airbnb, and the sharing economy, impact inequality.

We believe that all of these limitations are also starting points for further studies of inequality in the sharing economy. Efforts to improve data quality would certainly be welcome to us, as would greater independent access to data provided by the companies themselves. Longer term data collection, which would be able to capture time-variant qualities of the sharing economy are likely to provide us with key insights into how inequality operates. Yet perhaps the biggest promise is held by understanding the individual-level dynamics at play in the context of the structural inequalities. Specifically, a focus on other outcome measures like booking rates or ratings, or the role Airbnb might be playing in urban gentrification, sorely needs this individual level understanding. While these questions would lend themselves to qualitative research designs, some larger scale individual-level data can be captured with more extensive scraping efforts as well.

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Table 1: Number of Airbnb Listings in Census Tract

VARIABLES	Model 1	Model 2	Model 3	Model 4	Model 5	Model 6
MSA-level						
<i>MSA Population</i>	1.043 (0.097)	1.027 (0.095)	0.833* (0.091)	0.882 (0.108)	0.871 (0.116)	0.964 (0.121)
<i>Northeast (Ref=Midwest)</i>	1.228 (0.178)	1.211 (0.175)	1.040 (0.164)	1.176 (0.185)	1.230 (0.194)	1.376 (0.198)
<i>South (Ref=Midwest)</i>	2.047*** (0.151)	2.007*** (0.149)	1.839*** (0.139)	1.809*** (0.155)	1.782*** (0.162)	1.806*** (0.164)
<i>West (Ref=Midwest)</i>	2.874*** (0.169)	2.821*** (0.165)	2.072*** (0.157)	2.364*** (0.177)	2.329*** (0.185)	2.728*** (0.190)
Tract-level						
<i>% Residents, Nonwhite</i>	0.818*** (0.037)	0.838*** (0.042)	0.823*** (0.040)	0.983 (0.046)	1.091* (0.045)	1.163*** (0.044)
<i>Tract Population</i>	1.067* (0.032)	1.077* (0.032)	1.145*** (0.032)	1.185*** (0.031)	1.173*** (0.030)	1.184*** (0.029)
<i>Median Age</i>		1.048 (0.037)	1.364*** (0.038)	1.127** (0.042)	1.057 (0.040)	1.221*** (0.042)
<i>% Occupied Households, Renter</i>			2.177*** (0.046)	1.727*** (0.050)	1.710*** (0.047)	1.557*** (0.047)
<i>Median Monthly Housing Expense</i>			1.674*** (0.048)	1.188* (0.068)	1.094 (0.064)	0.961 (0.062)
<i>Gini Coefficient</i>				1.234*** (0.036)	1.243*** (0.034)	1.222*** (0.033)
<i>Per capita Income</i>				1.602*** (0.071)	2.234*** (0.074)	0.990 (0.098)
<i>Income, Quadratic</i>					0.890*** (0.008)	0.967** (0.011)
<i>% Residents with BA, 25+</i>						2.216*** (0.064)
<i>Spatial Decay⁺</i>	2.670*** (0.060)	2.710*** (0.061)	2.022*** (0.053)	1.819*** (0.050)	1.793*** (0.048)	1.637*** (0.044)
<i>Constant</i>	1.672*** (0.132)	1.697*** (0.129)	1.712*** (0.122)	1.528** (0.140)	1.644*** (0.148)	1.338 (0.153)
<i>Observations</i>	47,099	47,099	47,099	47,099	47,099	47,099
<i>Number of MSAs</i>	104	104	104	104	104	104
<i>Log Likelihood</i>	-2,508.30	-2,509.14	-2,699.57	-2,770.61	-2,915.66	-3,033.67
<i>AIC</i>	5,036.60	5,040.28	5,425.14	5,571.22	5,863.32	6,101.35
<i>BIC</i>	5,124.20	5,136.64	5,539.02	5,702.62	6,003.48	6,250.27

Standard errors in parentheses, *** p<0.01, ** p<0.05, * p<0.1

Table 2: Nightly Prices

VARIABLES	Model 1	Model 2	Model 3	Model 4	Model 5	Model 6
<u>MSA-level</u>						
<i>MSA Population</i>	0.048 (0.025)	0.044 (0.025)	0.014 (0.024)	0.017 (0.024)	0.016 (0.024)	0.015 (0.024)
<i>Northeast (Ref=Midwest)</i>	0.137*** (0.026)	0.137*** (0.026)	0.131*** (0.025)	0.146*** (0.025)	0.147*** (0.025)	0.146*** (0.025)
<i>South (Ref=Midwest)</i>	0.043* (0.019)	0.042* (0.019)	0.043* (0.019)	0.051** (0.019)	0.052** (0.019)	0.051** (0.019)
<i>West (Ref=Midwest)</i>	0.048 (0.031)	0.046 (0.031)	0.024 (0.029)	0.040 (0.030)	0.041 (0.030)	0.038 (0.030)
<u>Tract-level</u>						
<i>% Residents, Nonwhite</i>	-0.043*** (0.001)	-0.036*** (0.001)	-0.021*** (0.001)	-0.013*** (0.001)	-0.011*** (0.001)	-0.013*** (0.001)
<i>Tract Population</i>	-0.006*** (0.001)	-0.004*** (0.001)	-0.007*** (0.001)	-0.005*** (0.001)	-0.004*** (0.001)	-0.005*** (0.001)
<i># of Listings in Tract</i>	0.001*** (0.0001)	0.001*** (0.0001)	0.001*** (0.0001)	0.001*** (0.0001)	0.001*** (0.0001)	0.001*** (0.0001)
<i>Median Age</i>		0.016*** (0.001)	0.021*** (0.001)	0.010*** (0.001)	0.009*** (0.001)	0.008*** (0.001)
<i>% Occupied Households, Renter</i>			0.016*** (0.001)	0.003* (0.001)	0.003* (0.001)	0.005** (0.001)
<i>Median Monthly Housing Expense</i>			0.044*** (0.001)	0.027*** (0.002)	0.026*** (0.002)	0.028*** (0.002)
<i>Gini Coefficient</i>				0.017*** (0.001)	0.017*** (0.001)	0.018*** (0.001)
<i>Per capita Income</i>				0.025*** (0.002)	0.031*** (0.002)	0.040*** (0.003)
<i>Income, Quadratic</i>					-0.003*** (0.001)	-0.004*** (0.001)
<i>% Residents with BA, 25+</i>						-0.010*** (0.002)
<u>Listing-level</u>						
<i>Private Room</i>	-0.199*** (0.001)	-0.199*** (0.001)	-0.199*** (0.001)	-0.198*** (0.001)	-0.198*** (0.001)	-0.198*** (0.001)
<i>Shared Room</i>	-0.357*** (0.003)	-0.356*** (0.003)	-0.356*** (0.003)	-0.356*** (0.003)	-0.356*** (0.003)	-0.356*** (0.003)
<i># of Amenities</i>	-0.0001 (0.001)	-0.0001 (0.001)	-0.0005 (0.001)	-0.0005 (0.001)	-0.001 (0.001)	-0.001 (0.001)
<i># of Guests Accommodated</i>	0.152*** (0.001)	0.152*** (0.001)	0.151*** (0.001)	0.152*** (0.001)	0.152*** (0.001)	0.152*** (0.001)
<i>Book Instantly</i>	-0.029***	-0.029***	-0.029***	-0.029***	-0.029***	-0.029***

	(0.001)	(0.001)	(0.001)	(0.001)	(0.001)	(0.001)
<i># of Reviews</i>	-0.024***	-0.024***	-0.024***	-0.024***	-0.024***	-0.024***
	(0.001)	(0.001)	(0.001)	(0.001)	(0.001)	(0.001)
<u>Host-Level</u>						
<i># of Listings per host</i>	-0.002***	-0.002***	-0.002***	-0.002***	-0.002***	-0.002***
	(0.0002)	(0.0002)	(0.0002)	(0.0002)	(0.0002)	(0.0002)
<i>Length of Membership</i>	0.003***	0.003***	0.003***	0.003***	0.003***	0.003***
	(0.001)	(0.001)	(0.001)	(0.001)	(0.001)	(0.001)
<i>Spatial Decay⁺</i>	0.022***	0.026***	0.023***	0.014***	0.015***	0.015***
	(0.002)	(0.002)	(0.002)	(0.002)	(0.002)	(0.002)
Constant	2.067***	2.069***	2.086***	2.078***	2.081***	2.084***
	(0.027)	(0.027)	(0.026)	(0.026)	(0.026)	(0.026)
Observations	221,050	221,050	221,050	221,050	221,050	221,050
Number of Unique Hosts	158,560	158,560	158,560	158,560	158,560	158,560
Variance at Host Level	0.036	0.036	0.036	0.036	0.036	0.036
Number of Census Tracts	27505	27505	27505	27505	27505	27505
Variance at Tract Level	0.008	0.007	0.007	0.006	0.006	0.006
Number of MSAs	104	104	104	104	104	104
Variance at MSA Level	0.012	0.012	0.011	0.011	0.011	0.011
Residual Variance	0.018	0.018	0.018	0.018	0.018	0.018
Log Likelihood	25,548.51	25,654.37	26,171.19	26,486.85	26,489.88	26,498.11
AIC	51,055.03	51,264.74	52,294.38	52,921.70	52,925.76	52,940.22
BIC	50,838.60	51,038.00	52,047.03	52,653.74	52,647.49	52,651.65

Standard errors in parentheses, *** p<0.01, ** p<0.05, * p<0.1

Table 3: Ratings

VARIABLES	Model 1	Model 2	Model 3	Model 4	Model 5	Model 6
<u>MSA-level</u>						
<i>MSA Population</i>	1.057 (0.030)	1.060 (0.032)	1.063 (0.031)	1.065* (0.031)	1.078* (0.031)	1.078* (0.031)
<i>Northeast (Ref=Midwest)</i>	1.159** (0.051)	1.166** (0.053)	1.166** (0.052)	1.165** (0.053)	1.160** (0.052)	1.160** (0.052)
<i>South (Ref=Midwest)</i>	1.035 (0.043)	1.048 (0.045)	1.053 (0.044)	1.054 (0.044)	1.056 (0.044)	1.056 (0.044)
<i>West (Ref=Midwest)</i>	0.977 (0.048)	0.987 (0.050)	1.000 (0.049)	1.005 (0.049)	1.006 (0.049)	1.006 (0.049)
<u>Tract-level</u>						
<i>% Residents, Nonwhite</i>	1.128*** (0.005)	1.117*** (0.005)	1.095*** (0.006)	1.094*** (0.006)	1.070*** (0.007)	1.071*** (0.007)
<i>Tract Population</i>	0.988** (0.004)	0.986*** (0.004)	0.997 (0.004)	0.998 (0.004)	0.997 (0.004)	0.997 (0.004)
<i># of Listings in Tract</i>	1.001*** (0.0001)	1.001*** (0.0001)	1.000 (0.0002)	1.000 (0.0002)	1.000 (0.0002)	1.000 (0.0002)
<i>Median Age</i>		0.976*** (0.005)	1.002 (0.006)	0.999 (0.006)	1.009 (0.006)	1.009 (0.006)
<i>% Occupied Households, Renter</i>			1.057*** (0.006)	1.049*** (0.007)	1.052*** (0.007)	1.052*** (0.007)
<i>Median Monthly Housing Expense</i>			0.985* (0.006)	0.989 (0.008)	1.003 (0.009)	1.002 -0.009
<i>Gini Coefficient</i>				1.021*** (0.005)	1.021*** (0.005)	1.021*** (0.005)
<i>Per capita Income</i>				0.992 (0.008)	0.933*** (0.011)	0.930*** (0.013)
<i>Income, Quadratic</i>					1.023*** (0.003)	1.024*** (0.003)
<i>% Residents with BA, 25+</i>						1.003 (0.009)
<u>Listing-level</u>						
<i>Private Room</i>	0.924*** (0.009)	0.925*** (0.009)	0.937*** (0.009)	0.937*** (0.009)	0.935*** (0.009)	0.936*** (0.009)
<i>Shared Room</i>	1.111*** (0.023)	1.110*** (0.023)	1.112*** (0.023)	1.113*** (0.023)	1.108*** (0.023)	1.108*** (0.023)
<i># of Amenities</i>	0.807*** (0.004)	0.807*** (0.004)	0.809*** (0.004)	0.809*** (0.004)	0.810*** (0.004)	0.810*** (0.004)
<i># of Guests Accommodated</i>	1.075*** (0.005)	1.077*** (0.005)	1.082*** (0.005)	1.083*** (0.005)	1.081*** (0.005)	1.081*** (0.005)
<i>Book Instantly</i>	1.246***	1.246***	1.244***	1.244***	1.243***	1.243***

	(0.009)	(0.009)	(0.009)	(0.009)	(0.009)	(0.009)
<i># of Reviews</i>	0.993*	0.993*	0.991**	0.991**	0.991**	0.991**
	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)
<i>Nightly Price</i>	0.839***	0.839***	0.841***	0.840***	0.840***	0.840***
	(0.014)	(0.014)	(0.014)	(0.014)	(0.014)	(0.014)
Host-Level						
<i># of Listings per host</i>	1.012***	1.012***	1.012***	1.012***	1.012***	1.012***
	(0.001)	(0.001)	(0.001)	(0.001)	(0.001)	(0.001)
<i>Length of Membership</i>	1.011**	1.011**	1.012**	1.012**	1.012**	1.012**
	(0.004)	(0.004)	(0.004)	(0.004)	(0.004)	(0.004)
<i>Spatial Decay⁺</i>	1.001	1.001	1.002	1.002	1.002	1.002
	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)
Constant	4.271***	4.230***	4.234***	4.233***	4.118***	4.115***
	(0.042)	(0.044)	(0.043)	(0.044)	(0.044)	(0.044)
Observations	149,882	149,794	149,566	149,566	149,566	149,561
Number of Unique Hosts	108945	108946	108947	108948	108949	108950
Number of Tracts	22964	22965	22966	22967	22968	22969
Number of MSAs	104	104	104	104	104	104
	-	-	-	-	-	-
Log Likelihood	409,139.50	408,882.80	408,220.80	408,212.30	408,173.20	408,157.10
	0	0	0	0	0	0
AIC	818,323.00	817,811.70	816,491.50	816,478.60	816,402.40	816,372.30
	0	0	0	0	0	0
BIC	818,541.10	818,039.80	816,739.40	816,746.30	816,680.00	816,659.80
	0	0	0	0	0	0

Standard errors in parentheses, *** p<0.01, ** p<0.05, * p<0.1

Figure 1: Marginal Effect of % non-White on Predicted Incidences of Number of Listings

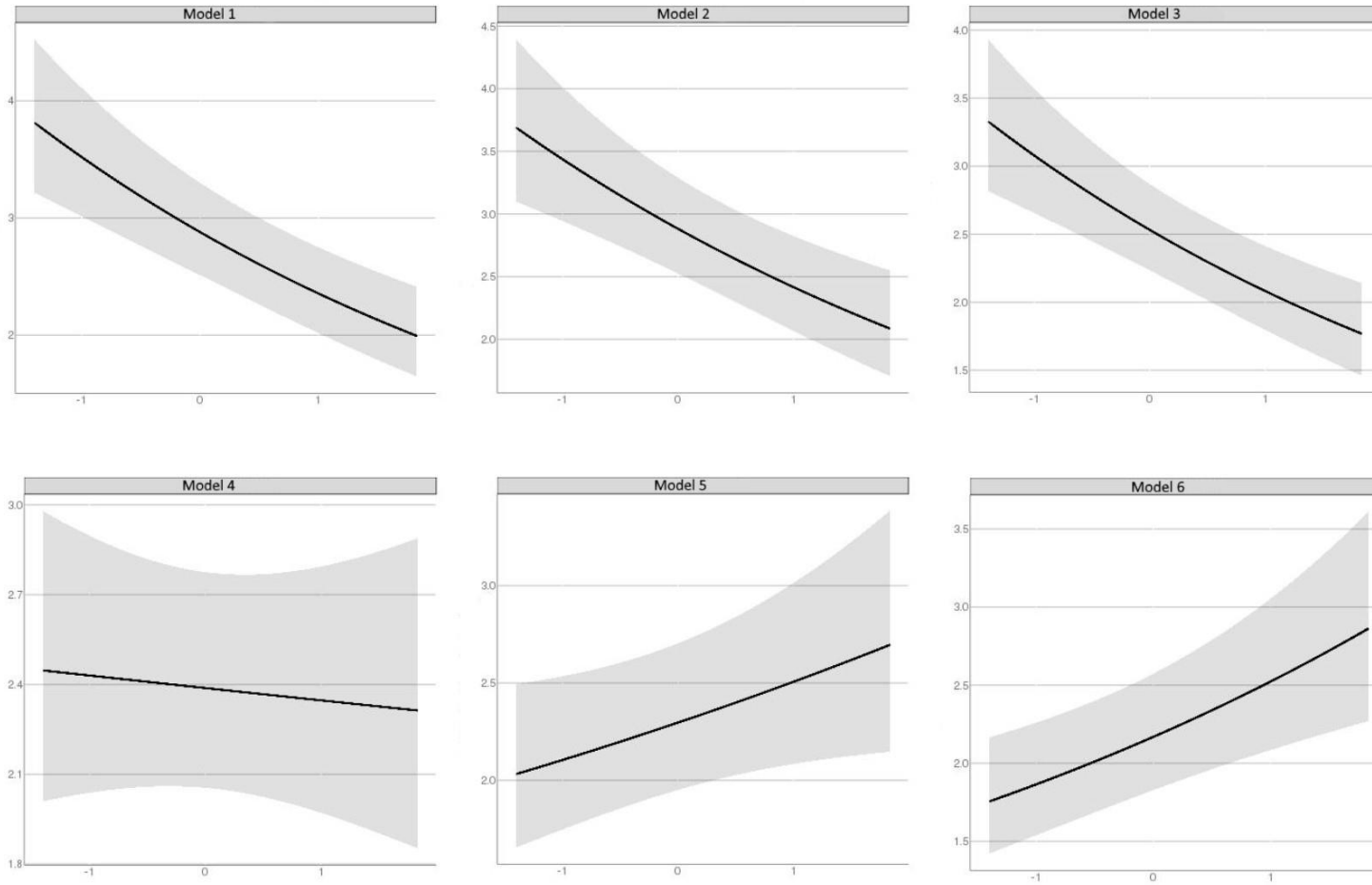


Figure 2: Marginal Effect of % non-White on Nightly Price of a Listing

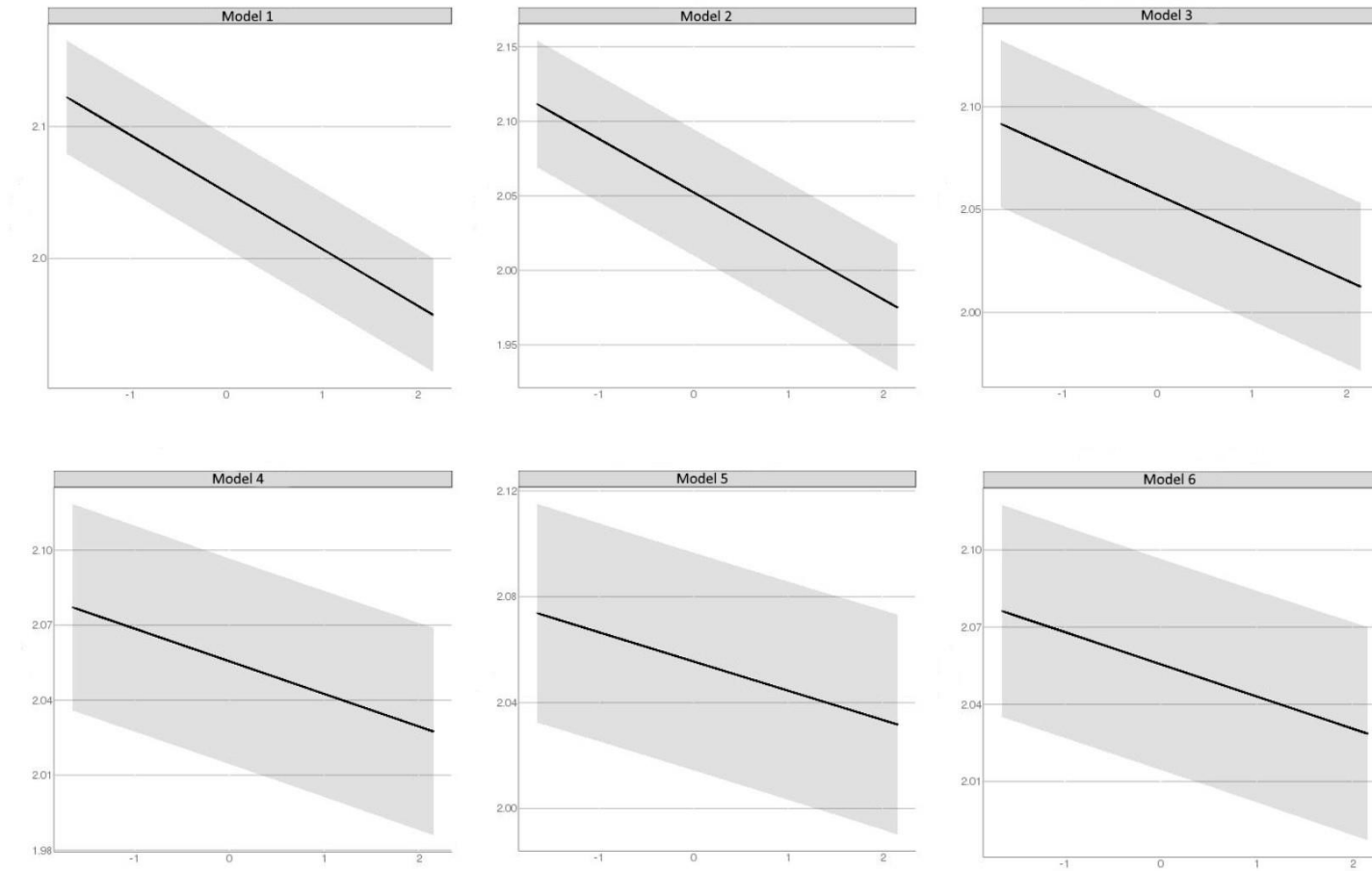
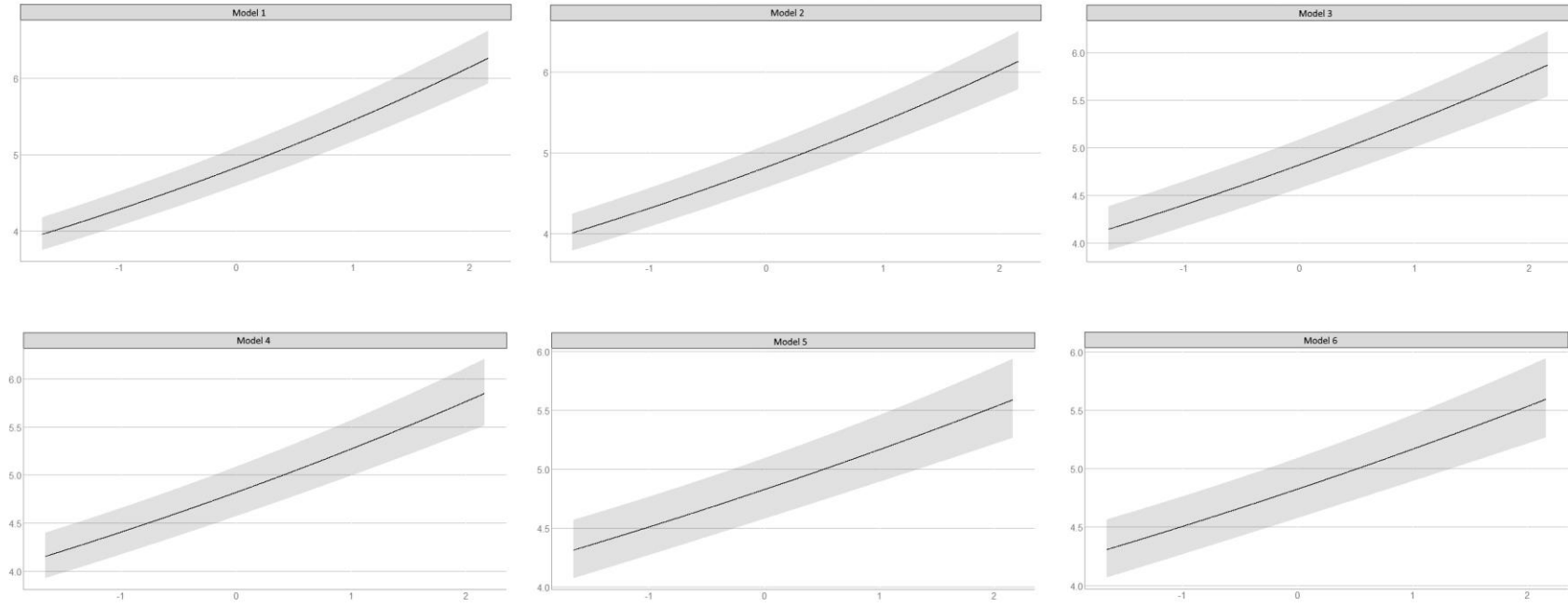


Figure 2: Marginal Effect of % non-White on the Rating of a Listing



Appendix 1: The MSAs in the study

New York-Newark-Jersey City, NY-NJ-PA
Los Angeles-Long Beach-Anaheim, CA
Chicago-Naperville-Elgin, IL-IN-WI
Dallas-Fort Worth-Arlington, TX
Houston-The Woodlands-Sugar Land, TX
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD
Washington-Arlington-Alexandria, DC-VA-MD-WV
Miami-Fort Lauderdale-West Palm Beach, FL
Atlanta-Sandy Springs-Roswell, GA
Boston-Cambridge-Newton, MA-NH
San Francisco-Oakland-Hayward, CA
Phoenix-Mesa-Scottsdale, AZ
Riverside-San Bernardino-Ontario, CA
Detroit-Warren-Dearborn, MI
Seattle-Tacoma-Bellevue, WA
Minneapolis-St. Paul-Bloomington, MN-WI
San Diego-Carlsbad, CA
Tampa-St. Petersburg-Clearwater, FL
St. Louis, MO-IL
Baltimore-Columbia-Towson, MD
Denver-Aurora-Lakewood, CO
Charlotte-Concord-Gastonia, NC-SC
Pittsburgh, PA
Portland-Vancouver-Hillsboro, OR-WA
San Antonio-New Braunfels, TX
Orlando-Kissimmee-Sanford, FL
Sacramento--Roseville--Arden-Arcade, CA
Cincinnati, OH-KY-IN
Kansas City, MO-KS
Las Vegas-Henderson-Paradise, NV
Cleveland-Elyria, OH
Columbus, OH
Indianapolis-Carmel-Anderson, IN
San Jose-Sunnyvale-Santa Clara, CA
Austin-Round Rock, TX
Nashville-Davidson--Murfreesboro--Franklin, TN
Virginia Beach-Norfolk-Newport News, VA-NC
Providence-Warwick, RI-MA
Milwaukee-Waukesha-West Allis, WI
Jacksonville, FL
Memphis, TN-MS-AR
Oklahoma City, OK
Louisville/Jefferson County, KY-IN
Richmond, VA
New Orleans-Metairie, LA
Raleigh, NC
Hartford-West Hartford-East Hartford, CT
Salt Lake City, UT
Birmingham-Hoover, AL
Buffalo-Cheektowaga-Niagara Falls, NY
Rochester, NY
Grand Rapids-Wyoming, MI
Tucson, AZ
Urban Honolulu, HI
Tulsa, OK
Fresno, CA
Bridgeport-Stamford-Norwalk, CT
Worcester, MA-CT
Albuquerque, NM
Omaha-Council Bluffs, NE-IA
Albany-Schenectady-Troy, NY
Bakersfield, CA
Greenville-Anderson-Mauldin, SC
New Haven-Milford, CT
Knoxville, TN
Oxnard-Thousand Oaks-Ventura, CA
El Paso, TX
McAllen-Edinburg-Mission, TX
Allentown-Bethlehem-Easton, PA-NJ
Baton Rouge, LA
Dayton, OH
Columbia, SC
North Port-Sarasota-Bradenton, FL
Greensboro-High Point, NC
Little Rock-North Little Rock-Conway, AR
Charleston-North Charleston, SC
Stockton-Lodi, CA
Akron, OH
Colorado Springs, CO
Cape Coral-Fort Myers, FL
Boise City, ID
Syracuse, NY
Winston-Salem, NC
Wichita, KS
Lakeland-Winter Haven, FL
Madison, WI
Ogden-Clearfield, UT
Springfield, MA
Des Moines-West Des Moines, IA
Deltona-Daytona Beach-Ormond Beach, FL
Toledo, OH
Augusta-Richmond County, GA-SC
Jackson, MS
Provo-Orem, UT
Harrisburg-Carlisle, PA
Scranton--Wilkes-Barre--Hazleton, PA
Palm Bay-Melbourne-Titusville, FL
Youngstown-Warren-Boardman, OH-PA
Chattanooga, TN-GA
Durham-Chapel Hill, NC
Spokane-Spokane Valley, WA
Lancaster, PA
Modesto, CA
Portland-South Portland, M