

Comparison of Farm Stay Listing Sites

The following table organizes some of the top sites for listing farm stays into three categories: General, Niche, and Travel Subscription. Sites in the General category tend to require more amenities to list and draw from a wider crowd. The Niche sites offer listings that range from a space to set up a tent to a fully equipped yurt to a stay in a local farmhouse; these sites tend to attract people looking for more of an experience. The Travel Subscription sites offer a free subscription/membership to their site in exchange for listing and tend to attract travelers looking for overnight stays using their RV or tent. Airbnb, VRBO, Yonder (currently US, UK and Italy only), Glamping Hub, Boondockers Welcome, Hipcamp (US, Canada, Australia) and Harvest Hosts (US and Canada only) offer international listings, while Dyrt, Farm Stay USA, and Tentrr are currently offered only in the US.

Hosts can list on multiple sites at once and can use calendar syncing software to help track bookings. Some booking sites will include calendar syncing, but it is important to make sure the calendar syncing goes both ways. For example, if your Airbnb calendar syncs (updates) with your Yonder bookings, be sure to check whether the Yonder calendar also syncs (updates) with your Airbnb bookings. If using multiple sites that do not sync, manually updating calendars daily is recommended. Listing sites will often have earned designations such as “Super Host” or “Star Host”. These designations can come with rewards like enhanced visibility of listings, cash to spend on your own vacation accommodation through the site, etc.

Some farm stay listing sites may calculate and charge local, state, and federal taxes for you, while others will not. Be sure to keep this in mind when listing your farm stay and tracking your income from the listing. Another important thing to keep in mind is insurance. While some sites offer liability insurance when listing with them, it is still recommended that you have your own policy for coverage. It is important to check with your local government to see if specific permits are required prior to listing your farm stay.

	Fee Structure	Requirements	Insurance	Support	Extras
General					
Airbnb https://www.airbnb.com/	<p>Split fee structure: split between host and guest</p> <p>Host-only structure: host pays 14%-16%</p> <p>Listing is free.</p>	<p>Must provide a clean space with basic amenities.</p> <p>Responsiveness, accept reservation requests when available, avoid cancellations, maintain high overall ratings</p>	<p>\$1M property damage protection included</p>	<p>24/7 support available</p>	<p>“Experiences” can be offered separately for an extra fee</p> <p>Calendar syncing software included</p>
VRBO https://www.vrbo.com/	<p>Hosts are charged a 5% commission, plus a 3% processing fee on the total</p> <p>A subscription option of \$499/year is recommended to those with site income over \$10,000</p> <p>Listing is free.</p>	<p>Must list entire property/home/cabin. Cannot list single rooms.</p>	<p>\$1M liability insurance</p>	<p>24/7 support available</p>	<p>Calendar syncing software included</p> <p>Listing will also be displayed on affiliate sites such as HomeAway, Expedia, Trivago, and KAYAK.</p> <p>Listing priority given to properties using commission over subscriptions</p>

Niche					
	Fee Structure	Requirements	Insurance	Support	Extras
Dyrt https://thedyrt.com/	<p>Hosts are charged a 5% commission, plus 2.9% + \$0.30 per card processing.</p> <p>Guests are charged a 5% fee per booking through website.</p> <p>Campgrounds are free to list and do not need booked through Dyrt.</p>	<p>*Anyone can list a stay on Dyrt, but the host must claim the site to charge/offer booking through Dyrt.</p> <p>Alternatively, the stay can be advertised on Dyrt with a link to book elsewhere.</p>	<p>Host is responsible for providing own liability insurance.</p>	<p>Contact through email or in app</p>	
Farm Stay USA https://farmstayus.com/	<p>Basic Listing: \$180/year paid by host</p> <p>Enhanced Listing: \$360/year paid by host</p> <p>Breakdown of plans can be found here: https://farmstayus.com/farmers-guide/become-a-member/</p>	<p>Must be a working farm, ranch, or vineyard with sales and/or self-sustaining</p> <p>Owners are either on-site or present (working the property)</p>	<p>Host is responsible for providing own liability insurance.</p>	<p>Support offered 9am-6pm PST 7 days a week through email and phone</p>	<p>Incentive offer: Hosts listing with Yonder are offered a 1-year basic membership to Farm Stay USA for free. Yonder offers a year of no host fees to Farm Stay USA members.</p> <p>Marketing will help create a custom listing</p>
Glamping Hub https://glampinghub.com/	<p>Hosts are charged a nonrefundable 4% commission on confirmed reservations.</p> <p>Guests are charged a 0%-20% fee.</p> <p>Listings are free.</p>	<p>Accommodation must fall under definition of glamping found here: https://dashboard.glampinghub.com/uto-building/requirements</p> <p>Immediate access to nature, provide basic amenities (bed, electricity, running water, linens, towels, etc.), good quality photos, and no visible highways or buildings from accommodation.</p>	<p>Host is responsible for providing own liability insurance.</p>	<p>Contact through phone or by email</p>	<p>Marketing team will help create a custom listing.</p> <p>Calendar syncing software included.</p>

<p>Hipcamp https://www.hipcamp.com/en-US</p>	<p>Hosts are charged a 10% fee on reservations.</p> <p>Listings are free.</p>	<p>Bathroom facilities are required on properties less than 20 acres unless offering space for self-contained RV's only.</p>	<p>\$1M general liability insurance included</p>	<p>7 days a week customer support</p>	<p>Host can offer extras on the site such as firewood, kayak rentals, guided hikes, etc.</p> <p>Professional photographer offered in some regions</p> <p>Fire ban notification to easily alert guests of fire bans</p> <p>Calendar syncing software included</p>
<p>Tentrr https://www.tentrr.com/</p>	<p>Backcountry sites: Hosts charged 10% fee on reservations.</p> <p>Tentrr Signature Site:</p> <p>Host is charged 20% fee on reservations and 20% of extras.</p>	<p>Backcountry sites require that hosts have parking available near campsite. Bathrooms are required on smaller properties.</p> <p>Tentrr Signature Site requirements can be found here: https://www.tentrr.com/pages/signature</p>	<p>\$2M general liability insurance included</p>	<p>24/7 customer and host support</p>	<p>Host can offer extras on the site such as firewood, kayak rentals, guided hikes, etc.</p> <p>Photography program available for site in exchange for free stay</p> <p>Tentrr Signature Site requires \$6500 investment in each tent installed on property.</p>
<p>Yonder https://www.yonder.com/</p>	<p>Flexible fee structure: Hosts choice but standard is host pays 3% and guests pay 12%. Also offered at 7.5%/7.5% and 15%/0% respectively. Host pays 2.9% per card processing.</p> <p>Listing is free.</p>	<p>Must offer electricity, water access, toilet, shower, sleeping space, and kitchen or meals offered.</p> <p>Other criteria and property types required can be found here: https://help.yonder.com/kb/steward-criteria-2</p>	<p>Offered through the Yonder Steward Guarantee Policy, including \$1M general liability insurance</p>	<p>Contact through phone or by email</p>	<p>Incentive offer: Hosts listing with Yonder are offered a 1-year basic membership to Farm Stay USA for free. Yonder offers a year of no host fees to Farm Stay USA members.</p> <p>Activities (workshops, guided tours/hikes, etc.) can be listed separately for an extra charge to guests.</p> <p>Steward advocates offer custom listing creation and assistance</p> <p>Calendar syncing software included</p>

Travel Subscription Sites					
	Fee Structure	Requirements	Insurance	Support	Extras
Boondockers Welcome https://www.boondockerswelcome.com/	Hosts cannot charge a fee for parking. If water/electric hookups are available, hosts can request to be compensated for use. Boondockers Welcome members pay a yearly subscription. Hosts can earn free subscription credits.	Host must control the property and be able to legally park and RV overnight. Water/electric is not required and hosts are not required to fit all RV sizes.	\$1M general liability insurance included	Contact through email or form on website	
Harvest Hosts https://harvesthosts.com/	Hosts cannot charge a fee for parking for the first night. In exchange, the host receives a free membership to Harvest Hosts and guests are encouraged to support the host business. No cost for listing.	Hosts must offer one overnight stay for members without camping fees and no minimum purchase requirement. Must have a business license, products for sale, a website/Facebook page, accessible parking, and make employee aware of the program and where members should park in the event the host is not available.	Host is responsible for providing own liability insurance.	Contact through email or form on website	

For more information, visit <https://www.uvm.edu/extension/vtagritourism>



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