SEC Form 4	
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FORM 4

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

OMB APPROVAL

l	OMB Number:	3235-0287									
l	Estimated average burden										
l	hours per response:	0.5									

Check this box if Section 16. Form obligations may Instruction 1(b).			T OF CHANGES IN BENEFICIAL OWNE d pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940	OMB Number: Estimated aver hours per respo	°	
1. Name and Addres	ss of Reporting Person	1*	2. Issuer Name and Ticker or Trading Symbol <u>APPFOLIO INC</u> [APPF]	(Check all applied X Director	or X	10% Owner
(Last) C/O IGSB, INC 1485 E. VALLE	(First) Y ROAD, SUITE	(Middle) H	3. Date of Earliest Transaction (Month/Day/Year) 12/15/2020	below)	(give title	Other (specify below)
(Street) SANTA BARBARA (City)	CA	93108 (Zip)	4. If Amendment, Date of Original Filed (Month/Day/Year)	Line) X Form fi	Joint/Group Filing (C iled by One Reporti iled by More than C 1	ng Person
(City)	(Sidie)	(<ip)< td=""><td>1</td><td>1</td><td></td><td></td></ip)<>	1	1		

Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)		4. Securities Disposed Of	Acquired (D) (Instr	(A) or . 3, 4 and 5)	5. Amount of Securities Beneficially Owned Following	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Indirect Beneficial Ownership	
			Code	v	Amount	(A) or (D)	Price	Reported Transaction(s) (Instr. 3 and 4)		(Instr. 4)	
Class A Common Stock	12/15/2020		C ⁽¹⁾		6,000(1)	A	\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	6,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		S ⁽⁴⁾		2,000	D	\$173.039	4,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		C ⁽¹⁾		6,000(1)	A	\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	6,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		S ⁽⁴⁾		2,000	D	\$173.039	4,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		C ⁽¹⁾		6,000 ⁽¹⁾	A	\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	6,000	I	See Footnote	
Class A Common Stock	12/15/2020		S ⁽⁴⁾		2,000	D	\$173.039	4,000	I	See Footnote	
Class A Common Stock	12/15/2020		C ⁽¹⁾		6,000(1)	A	\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	6,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		S ⁽⁴⁾		2,000	D	\$173.039	4,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		C ⁽¹⁾		6,000(1)	A	\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	6,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		S ⁽⁴⁾		2,000	D	\$173.0399	4,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		C ⁽¹⁾		6,000 ⁽¹⁾	A	\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	6,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		S ⁽⁴⁾		2,000	D	\$173.0405	4,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		C ⁽¹⁾		6,000(1)	A	\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	6,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		S ⁽⁴⁾		2,000	D	\$173.039	4,000	Ι	See Footnote	
Class A Common Stock	12/15/2020		C ⁽¹⁾		6,000(1)	A	\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	6,000	I	See Footnote	
Class A Common Stock	12/15/2020		S ⁽⁴⁾		2,000	D	\$173.039	4,000	I	See Footnote	
Class A Common Stock	12/15/2020		C ⁽¹⁾		6,000 ⁽¹⁾	A	\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	6,000	I	See Footnote	
Class A Common Stock	12/15/2020		S ⁽⁴⁾		2,000	D	\$173.039	4,000	I	See Footnote	

1. Title of Security (Instr. 3)			Date Ex (Month/Day/Year) if a			2A. Deemed Execution Date, if any (Month/Day/Year)		3. Transaction Code (Instr. 8)	Disposed Of	Acquired (A) or f (D) (Instr. 3, 4 and 5)		5. Amount of Securities Beneficially Owned Following Reported Transaction(s)		6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)		7. Nature of Indirect Beneficial Ownership (Instr. 4)					
Class A (Common Ste	ock							Code V	Amount	(D)	Price	(Instr. 3 a	(Instr. 3 and 4) 13,072		(Instr. 3 and 4)		r. 3 and 4)		I IVP III LLC ⁽⁵⁾	
			Table							isposed o			y Owned								
1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	if any	eemed Ition Date,	4. Transaction Code (Instr.		5. Nu action of		6. Date Exe Expiration	Expiration Date (Month/Day/Year)		curities) Ind of es ing ve Security and 4)	8. Price of Derivative Security (Instr. 5)	ve derivativ Securitie		10. Ownership Form: Direct (D) or Indirect (I) (Instr. 4	Beneficial Ownership (Instr. 4)				
					Code	v	(A)	(D)	Date Exercisable	Expiration Date	Title	Amount or Number of Shares									
Class B Common Stock	\$0.00	12/15/2020			C ⁽¹⁾			6,000	(2)(3)	(2)(3)	Class A Common Stock		\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	9,129	(8) I		See Footnote ⁽⁸⁾				
Class B Common Stock	\$0.00	12/15/2020			C ⁽¹⁾			6,000	(2)(3)	(2)(3)	Class A Common Stock		\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	9,129	19 ⁽⁹⁾ I		9,129 ⁽⁹⁾ I		See Footnote ⁽⁹⁾		
Class B Common Stock	\$0.00	12/15/2020			C ⁽¹⁾			6,000	(2)(3)	(2)(3)	Class A Common Stock		\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	9,119	9 ⁽⁹⁾ I		9,119 ⁽⁹⁾		See Footnote ⁽⁹⁾		
Class B Common Stock	\$0.00	12/15/2020			C ⁽¹⁾			6,000	(2)(3)	(2)(3)	Class A Common Stock		\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	9,119)(9)	I	See Footnote ⁽⁹⁾				
Class B Common Stock	\$0.00	12/15/2020			C ⁽¹⁾			6,000	(2)(3)	(2)(3)	Class A Common Stock		\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	9,119)(9)	I	See Footnote ⁽⁹⁾				
Class B Common Stock	\$0.00	12/15/2020			C ⁽¹⁾			6,000	(2)(3)	(2)(3)	Class A Commor Stock		\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	9,119)(9)	Ι	See Footnote ⁽⁹⁾				
Class B Common Stock	\$0.00	12/15/2020			C ⁽¹⁾			6,000	(2)(3)	(2)(3)	Class A Common Stock		\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	9,119)(9)	I	See Footnote ⁽⁹⁾				
Class B Common Stock	\$0.00	12/15/2020			C ⁽¹⁾			6,000	(2)(3)	(2)(3)	Class A Common Stock		\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	9,119)(9)	I	See Footnote ⁽⁹⁾				
Class B Common Stock	\$0.00	12/15/2020			C ⁽¹⁾			6,000	(2)(3)	(2)(3)	Class A Common Stock		\$0.00 ⁽¹⁾⁽²⁾⁽³⁾	7,725	(9)	I	See Footnote ⁽⁹⁾				
Class B Common Stock	\$0.00								(2)(3)	(2)(3)	Class A Common Stock			92,8	59	D					
Class B Common Stock	\$0.00								(2)(3)	(2)(3)	Class A Commor Stock			3,554,	584	Ι	By IGSB IVP III,LLC ⁽⁶⁾				
Class B Common Stock	\$0.00								(2)(3)	(2)(3)	Class A Commor Stock			993,6	527	I	By IGSB Internal Venture Fund III, LLC ⁽⁷⁾				
Class B Common Stock	\$0.00								(2)(3)	(2)(3)	Class A Common Stock			1,40)7	Ι	See Footnote ⁽⁹⁾				

Explanation of Responses:

1. These shares of Appfolio Class A Common Stock ("Class A Shares") were acquired by an irrevocable trust established for one of the Reporting Person's grandchildren by conversion of a like number of shares of Appfolio Class B Common Stock ("Class B Shares") owned by the trust. The Reporting Person is the trustee of this trust and, therefore, may be deemed to possess sole voting and dispositive power over the Class A Shares owned by the trust. However, the Reporting Person disclaims any pecuniary interest in these Class A Shares.

2. Each Class B Share is convertible, at any time at the option of the holder, into one Class A Share. In addition, Class B Shares that are sold or otherwise transferred will convert automatically, on a one sharefor-one share basis, into Class A Shares, except for (i) any transfer by a partnership or limited liability company that was a registered holder of Class B Shares prior to June 30, 2015 that is made to anyone who was a partner or member of any such partnership or limited liability company prior to June 30, 2015, and (ii) any transfer to a "qualified recipient" (as defined in AppFolio's Amended and Restated Certificate of Incorporation).

(Continued from Footnote 2) AppFolio's Class B Shares do not have an expiration date. However, all of the outstanding Class B Shares will convert automatically into Class A Shares, on a one share-for-one share basis, on the date when the number of the Company's outstanding Class B Shares represents less than 10% of the sum of AppFolio's outstanding Class B Shares.
 Sales made pursuant to a 10(b)5-1 Plan previously adopted by the Reporting Person.

5. These Class A Shares are owned by IGSB IVP III LLC, a private investment fund, which is managed by Investment Group of Santa Barbara LLC ("IGSB"). The Reporting Person is one of the members of IGSB and may be deemed to share voting and dispositive power with IGSB and its other members over these Class A Shares. However, the Reporting Person disclaims beneficial ownership of these Class A Shares, except to the extent of any pecuniary interest he may have therein.

6. These Class B Shares are also owned by IGSB IVP III LLC, which is managed by IGSB. The Reporting Person is one of the members of IGSB and may be deemed to share voting and dispositive power with IGSB and its other members over these Class B Shares. However, the Reporting Person disclaims beneficial ownership of these Class B Shares, except to the extent of any pecuniary interest he may have therein. 7. These Class B Shares are owned by IGSB Internal Venture Fund III LLC, a private investment fund that is managed by IGSB. The Reporting Person is one of the members of IGSB and may be deemed to share voting and dispositive power over these Class B Shares with IGSB and its other members. However, the Reporting Person disclaims beneficial ownership of these Class B Shares, except to the extent of any pecuniary interest he may have therein.

8. These Class B Shares are owned by an irrevocable trust established for one of the Reporting Person's grandchildren. The Reporting Person is the trustee of the trust and, therefore, may be deemed to possess sole voting and dispositive power over the Class B Shares owned by it. However, the Reporting Person disclaims any pecuniary interest in these Class B Shares.

9. These Class B Shares are owned by an irrevocable trust established for another of the Reporting Person's grandchildren. The Reporting Person is the trustee of the trust and, therefore, may be deemed to possess sole voting and dispositive power over the Class B Shares owned by it. However, he disclaims any pecuniary interest in these Class B Shares.

 William R. Rauth, III, By: /s/
 12/17/2020

 KIMBERLY SHEA, Attorney in-Fact for William R. Rauth,

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 III

** Signature of Reporting Person Date

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

* If the form is filed by more than one reporting person, see Instruction 4 (b)(v).

** Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB Number.