

# RENTAL PLATFORM

Intelligent matching (like Tinder, but for rentals)

- Swipe relevant options
- AI analyzes: creditworthiness, lifestyle, guarantees
- Only matches with 85%+ compatibility are shown

## RENTING IN SPAIN TODAY

A complex and exhausting process for both landlords and tenants.

### Challenges for Landlords

- **High volume of dubious applications:** up to 150 applications in 48 hours, 30%+ are fake (fraudulent income statements, stolen identities).
- **Manual document verification:** up to 20 hours spent verifying documents, chasing missing paperwork, and handling last-minute cancellations.
- **Financial risk:** on average, 15% unpaid rents, illegally withheld deposits, and €600–1,200 in legal costs per dispute.
- **Lack of transparency:** impossible to quickly assess a tenant's financial stability or lifestyle (pets, smoking, shared living).

### Challenges for Tenants

- **Opaque rejections:** 60% of applications are denied without explanation, often due to hidden criteria.
- **Lost deposits:** one in three tenants does not get their deposit back (average €1,200).
- **Slow, stressful process:** 4–6 weeks to sign a contract; landlords disappear or change terms.
- **Repeated bureaucracy:** the same documents must be submitted up to 15 times, without guaranteed success.



## Outcome

Inefficient, expensive, and conflict-prone market where distrust and disputes have become the norm.

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## SOLUTION

### For Landlords

- **Smart matching:** only verified, compatible tenants → 12 relevant candidates instead of 150 random ones.
- **Automated contracts and payments:** e-signatures in 2 minutes, deposits in escrow, automatic rent collection.
- **Zero fraud and disputes:** biometric KYC, credit scoring, <1% default rate (vs. 18% today).
- **Time savings:** 1 hour instead of 20 to rent a property.

### For Tenants

- **Single reusable profile:** documents verified once, used across all listings.
  - **Full transparency:** understand why accepted or rejected (income, guarantees, lifestyle).
  - **100% secured deposit:** held by a third party and returned automatically.
  - **Move-in within 48 hours:** find housing, sign a contract, move in — no waiting.
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## WHY IT WORKS

- **End-to-end:** everything in one app, from matching to final payment.
- **100% legal and secure:** eIDAS-compliant contracts, Stripe payments, full GDPR compliance.
- **Cost-efficient:** €0 on lawyers, 1% commission vs. 15% losses.



- **Renting becomes simple, fast, and low-risk.**
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## HOW IT WORKS

### 3-step simple process

1. **Create a verified profile (5–15 minutes)**
    - **Tenants:** biometric ID verification, income confirmation, lifestyle (pets, smoking, living format), guarantor if needed.
    - **Landlords:** rental criteria, algorithm filters compatible profiles in real-time.
  2. **Intelligent matching (like Tinder, but for rentals)**
    - Swipe relevant options
    - AI analyzes: creditworthiness, lifestyle, guarantees
    - Only matches with 85%+ compatibility are shown
  3. **Built-in security at every stage**
    - Biometric KYC
    - Stripe payments (PCI-DSS)
    - AES-256 encryption, GDPR
    - Everything is ready in 48 hours. No paperwork, no stress, no risk.
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## RAPIDLY GROWING MARKET

### Barcelona & Madrid:

- 3.6M tenants in 2023 → 4.5M in 2026 (+25%)
- 1 in 2 properties rented in under 48 hours
- Demand far exceeds supply



Our product addresses the urgent problem of an overloaded market.

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## BUSINESS MODEL

Simple, recurring, scalable

- **Landlord subscriptions**
- **1%+ rental commission**
- **Tenant premium plans**
- **Partnerships** (insurance, moving services, utilities)
- **Targeted advertising**
- **80%** recurring revenue

Revenue streams: SaaS subscriptions, rental commissions, service fees, B2B/B2C partnerships.

Scalable to Portugal, France.

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## ADVANTAGES (MOAT)

- **Web-based platform**
  - **Smart matching + full automation**
  - **Security and compliance**
  - **Revolutionary UX:** gamification + transparency
  - **Superior monetization:** combines recurring subscriptions, monthly commissions, one-time services, and B2B/B2C revenue → higher ARPU and predictable income.
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## RENTAL MARKET OPPORTUNITY

European short-term rental market:

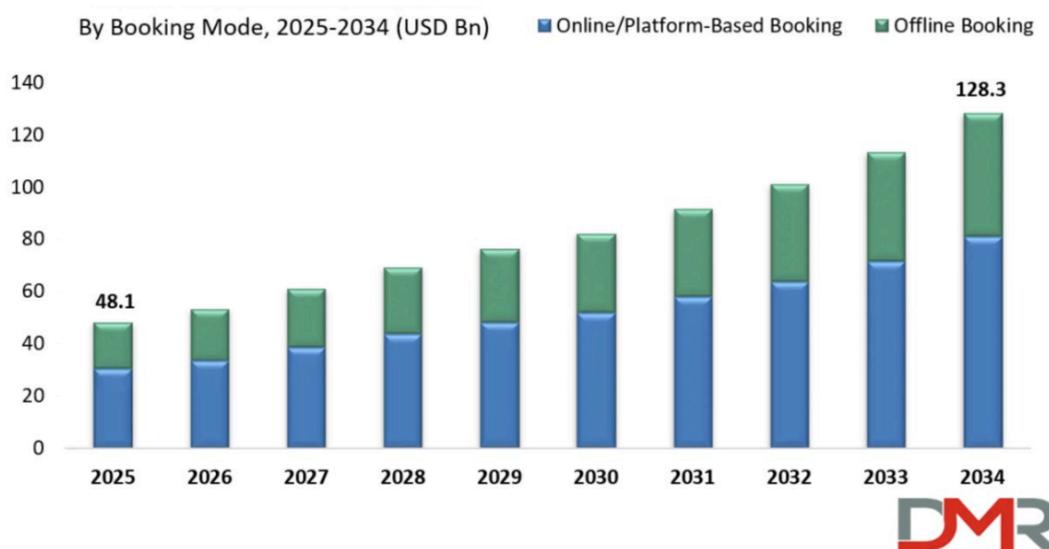


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- \$48.1B in 2025 → \$128.3B in 2034 (nearly 3x growth in <10 years)  
Source: <https://dimensionmarketresearch.com/report/europe-short-term-rental-market/>
- CAGR ~11.5% (2025–2034)
- One of the fastest-growing real estate segments globally

Investment in 2026 in a well-positioned solution can generate significant exponential value within 5–8 years, even with a small market share. Total operational rental market: \$128B.



[i To learn more about this report – Download Your Free Sample Report Here](#)

## Europe Short-Term Rental Market: Key Takeaways

- **Strong Market Expansion:** The Europe Short-Term Rental Market is projected to grow from **USD 48.1 billion in 2025 to USD 128.3 billion by 2034**, indicating strong and sustained regional demand for flexible accommodation options.
- **Robust Growth Rate:** The market is anticipated to register an **impressive CAGR of 11.5%** during 2025–2034, driven by the rising popularity of short-term stays among both leisure and business travelers.
- **Tourism Recovery & Domestic Travel Surge:** Post-pandemic recovery in tourism, coupled with increased domestic travel across countries such as **France, Italy, Spain, and Germany**, is fueling the expansion of the short-term rental ecosystem.
- **Digitalization of Booking Platforms:** **Online platform-based bookings** are projected to dominate the European market as digital transformation, mobile applications, and AI-driven dynamic pricing enhance consumer convenience and trust.
- **Shift Toward Urban and Experiential Stays:** Growing demand for **apartments, villas, and serviced units** in urban centers reflects a shift from traditional hotels to personalized, home-like experiences that cater to diverse traveler preferences.
- **Technological Integration & Automation:** The use of **smart property management systems, IoT-enabled access, and automated check-in solutions** is improving operational efficiency and guest satisfaction across the region.
- **Competitive Landscape Led by Global Giants:** Major players such as **Airbnb, Booking.com, Vrbo, Expedia Group, Awaze, Sonder, Onefinestay, Vacasa, and Casago** dominate the market, leveraging strong brand equity, digital ecosystems, and extensive property listings across Europe.

Source: Dimension market research <https://dimensionmarketresearch.com/report/europe-short-term-rental-market/>



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## FINANCIAL FORECAST (Conservative)

Horizon	Scope	Revenue
1.5 years	Spain launch, first partnerships, small paying base	€5–8M/year
3 years	Spain + France, tens of thousands of paying tenants/landlords, partner revenue	€40–60M/year
5 years	Multi-country presence (France, Spain, Germany, CH/BE), large subscriber base	€100–150M/year

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## MULTI-LEVEL REVENUE MODEL

1. **Tenant subscriptions:** free core segment → growth & analytics
2. **Landlord subscriptions:** standart 29 €/month, and 49 €/month Pro features for multi-properties
3. **Rental commissions:** 1–3% monthly
4. **Listing promotion (Boosters):** 7–10 € per 3 boosts, scalable packages
5. **Ecosystem partnerships:** insurance, service providers, professional profiles, data analytics

Revenue targets both B2C and B2B, leveraging tenants' behavioral data, professional landlord needs, and partner ecosystems.

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## SCALING & MARKET INSIGHTS

- Landlords formally ≠ real decision-makers; they act as “analytical tenants” using data to understand demand.
- Tenant segment generates actionable data monetized via subscriptions, APIs, and reports.
- Expansion: France, Portugal, Germany, Switzerland, Belgium.

