

ZEITWOHNEN UPDATE

THE NEWSLETTER FOR THE NEW FORM OF HOUSING MOBILITY



Jan Hase is the co-founder and CEO of Wunderflats GmbH, the market leader for temporary furnished housing in Germany. Wunderflats has its headquarters in Berlin.

DEAR READERS, DEAR FRIENDS OF ZEITWOHNEN,

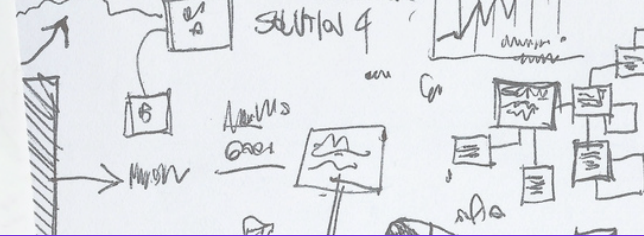
One of our central goals at Wunderflats is to enable everyone to live and work where they want. Therefore, expanding our platform beyond Germany has always been one of our main goals. As the second most populous country in Europe, we identified our direct neighbour, France, as a strong fit to expand to. Fittingly, France has a vibrant start-up culture with a focus on AI and FinTechs, as well as an excellent university landscape, each of which attracts many international talents.

In 2021, the preparations for the market entry in France began with a small team led by Gabriel Brüser, our French Managing Director. In order to give an authentic impression of the exciting local characteristics and background as well as the French Wunderflats story, Gabriel answered our questions for this edition of "Zeitwohnen Update".

I hope you enjoy the read!

Yours sincerely,

Jan Hase



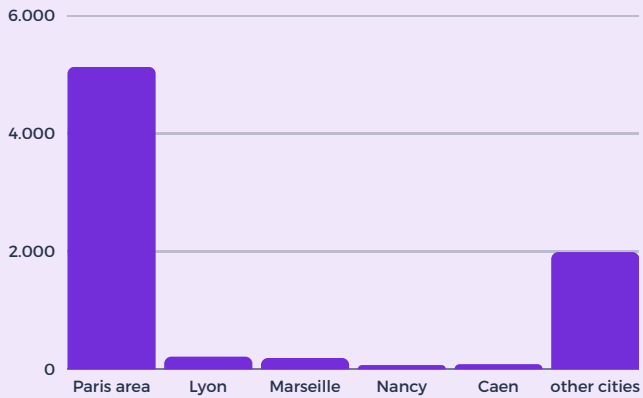
Temporary Furnished Housing in France

Flexible housing meets high demand in France – work abroad, study and training as main reasons for renting a temporary home

TEMPORARY FURNISHED HOUSING IN FRANCE - INTERNATIONAL AND WORK-RELATED

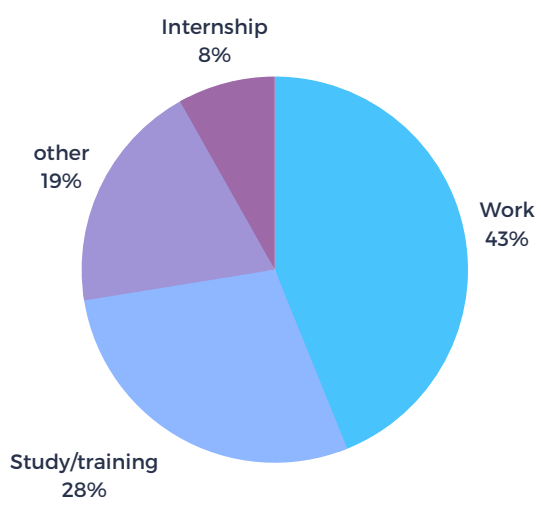
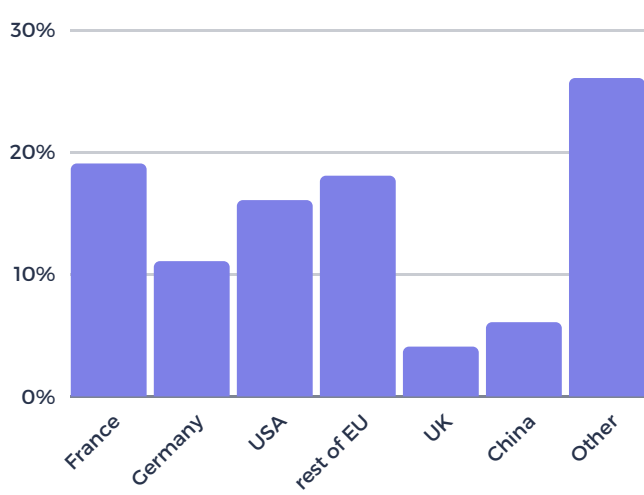
Since the launch of Wunderflats in France, furnished apartments have been successfully rented by people of 37 different nationalities. Over 80% of temporary furnished housing tenants were non-French nationals, demonstrating the high relevance of temporary furnished housing for foreigners.

Almost 80% of the tenants came to France for work, education or studies. Naturally, flexible housing is most in demand and on offer in the greater Paris area, but temporary furnished housing can now also be found in Lyon via the Wunderflats platform.



LISTINGS IN FRANCE

Overview of the number of flats listed on Wunderflats in France by city (as of August 2023)



NATIONALITIES OF THE TENANTS

Nationalities of tenants of temporary furnished housing in France (as of August 2023)

REASON FOR TENANCY

Overview of the reasons for renting temporary furnished housing in France (as of August 2023)

Sources: Wunderflats data

Housing Market and Temporary Rentals

Interview with Gabriel Brüser, Managing Director,
Wunderflats France

Bonjour la France!

Gabriel, why was France chosen for expansion?

France has a lot to offer that mobile people are looking for. A strong and vibrant start-up culture that is supported greatly by the state, excellent universities, an impressive corporate landscape, visionary fintechs, digital start-ups and beautiful and liveable cities.

Do people who are mobile also encounter problems renting an apartment in France?

Unfortunately, yes. The process of renting an apartment in France is as complex as in Germany. Landlords usually require an extensive list of documents, an existing French residence, employment certificates, tax statements and pay slips. People who are not resident in France are regularly unable to provide this, especially if they want to move to France from abroad. Also, unfortunately, there is still existing discrimination against foreigners when it comes to renting accommodation. All of the above drove the decision to bring the Wunderflats platform to France. As many of the issues mentioned above can be avoided when renting temporary furnished housing via the Wunderflats platform.

What kind of challenges did you face when in the process of launching France?

We faced complex legal regulations that had to be thoroughly analysed with the help of local experts. As a customer-centric platform it is particularly important for us to always comply with all legal requirements and to provide both landlords and tenants with full clarity about the framework conditions.

Political recommendations for the German temporary housing market

Consistent distinction between touristic accommodation and temporary furnished housing.

Creation of consistent and specific criteria for the distinction between regular rental and touristic accommodation. Therefore, separate regulation for these separate types of rentals should be created, ideally by means of uniform federal regulations instead of countless local misappropriation decrees.

Create transparency and promote sustainability.

The inclusive rents required for temporary furnished housing should transparently include all cost components (similar to a utility bill). Furthermore, when advertising temporary furnished housing, it should be made clear how energy-efficient the apartment offered is, for example by means of a sustainability rating.

Prevent discrimination.

Analogous to partially anonymous job applications, partially anonymous enquiries for tenants are possible when renting via digital platforms. This prevents marginalised groups from being placed at a disadvantage.

Housing Market and Temporary Rentals

Interview with Gabriel Brüser, Managing Director,
Wunderflats France

What are the differences between temporary furnished housing in Germany and France?

In Germany, the concept of temporary furnished housing has been known for a long time. In France, a special type of tenancy agreement for mobile people, such as students or expatriates, was only established in 2018: the "bail mobilité". This makes it possible to rent a furnished apartment for a maximum of ten months. Currently, this new type of contract is still relatively unknown. What is helpful is the central regulation in France, which has no local differences, such as the dozens of different misappropriation decrees in Germany.

What do temporary furnished housing tenants in France value most?

The elimination of the described, lengthy and document heavy rental process is one of the greatest benefits for tenants. The purely digital viewing and thus non-discriminatory rental from abroad is also described by users as decisive for their choice to use Wunderflats. Non-french speakers also find it very helpful as they can navigate the platform in English and have full customer support in English to eliminate the language barrier.

What's next for Wunderflats in France?

Wunderflats aims to meet the growing demand for temporary furnished housing and make it as easy as possible for mobile people living in France to stay and live where they want.

Political recommendations for the German temporary housing market

Create individual temporary furnished housing law.

Even though the existing German legal framework recognises temporary and furnished rentals, it does not reflect the realities of the housing market and landlords' and tenants' needs. A new contract type "temporary furnished housing" as well as separate temporary housing law like the French model will create transparency.

Promote professional mobility through efficient and lean administration.

The formal specifications and requirements that act as an aggravating factor in the rental process are also encountered by mobile people in their contact with authorities. Whether it is registering their residence, applying for benefits, social security issues or regarding the recognition of professional qualifications and work permits. A user-friendly, digital, barrier-free, multilingual and, above all, central contact point with authorities makes it easier for people to gain a foothold in Germany and take up employment.

The Wunderflats Team

Shape the future of housing with us

over 160 employees



in the heart of Berlin



multi-award-winning digital scale-up



Join us on the road to the future of housing

Wunderflats is a digital platform for temporary furnished housing that brings together the demand and supply of landlords and tenants.

While vacation rentals take away living space from cities, temporary furnished housing helps relieve the pressure on the traditional housing market. This is because specialists, project workers and highly specialized experts often request apartments that are rented out temporarily in a manner that conforms to the intended use, but are not currently available to the permanent housing market.

At the same time, temporary furnished housing is still too little known in terms of its importance and the many opportunities it offers, among other things for a fair housing market and its contribution to economic promotion by solving the shortage of skilled workers.

Therefore, it is necessary to create a framework that recognizes temporary housing as a pillar of support and a solution to the problem.



Wunderflats GmbH
Rosenstraße 16, 10178 Berlin
Jan Hase
CEO
press@wunderflats.com

