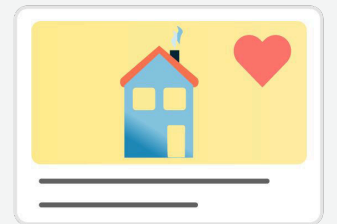


How to be a successful long-stay supplier

As a valued Homelike supplier we aim to provide you with the latest information and insights on how you can improve your listings and increase your booking potential on the Homelike platform.



The following guide is designed to help you make informed decisions when it comes to setting your apartment's pricing, availability, cancellation policy, and other listing options—particularly in light of the **uncertainty caused by the Coronavirus**.

Performance Improvements:

1. Pricing
2. Live availabilities
3. Booking flexibility
4. Online journey incl. Instant Booking
5. Homelike Dashboard

BONUS: How to improve occupancy rates during the Coronavirus pandemic.

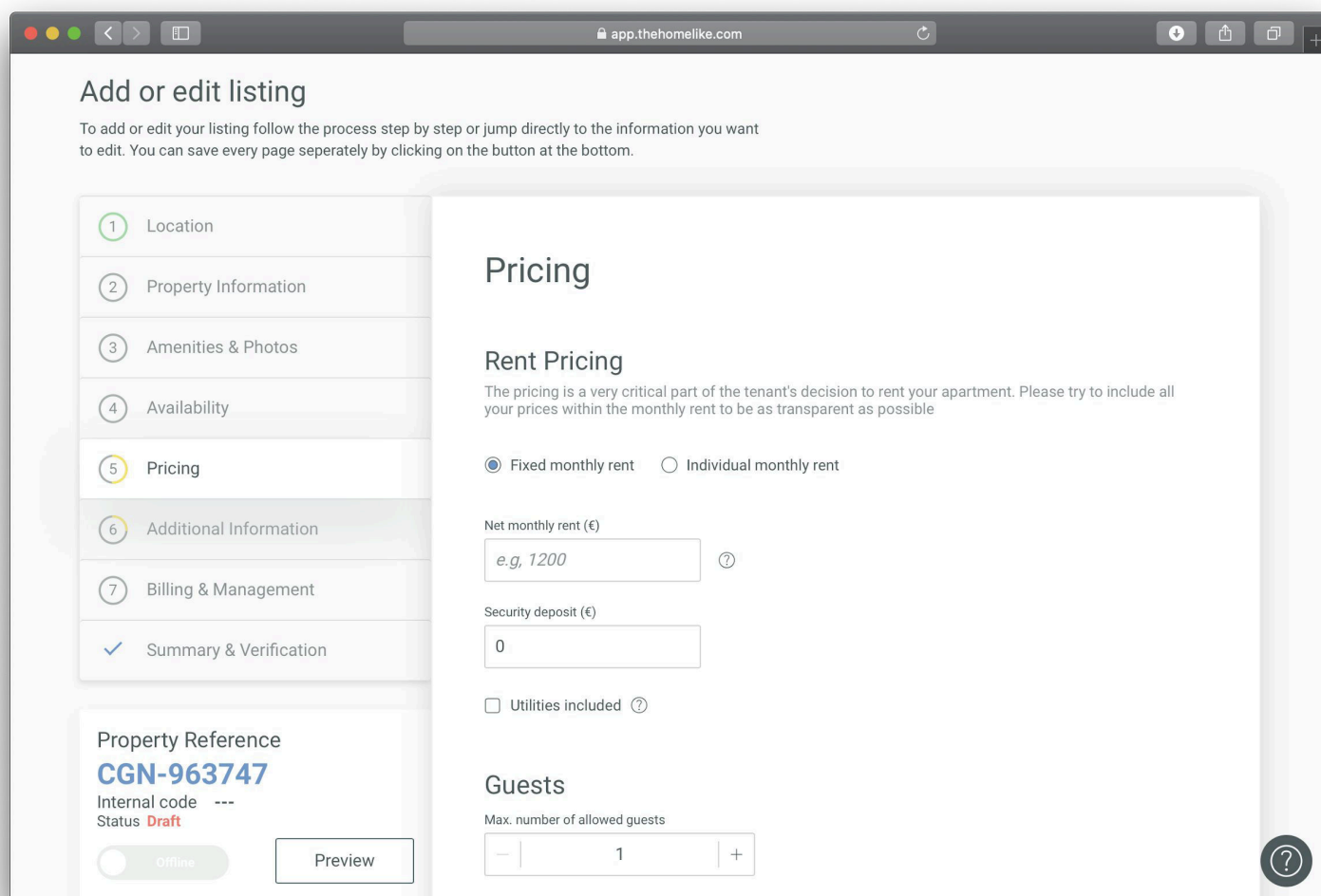


To edit your apartment listings:



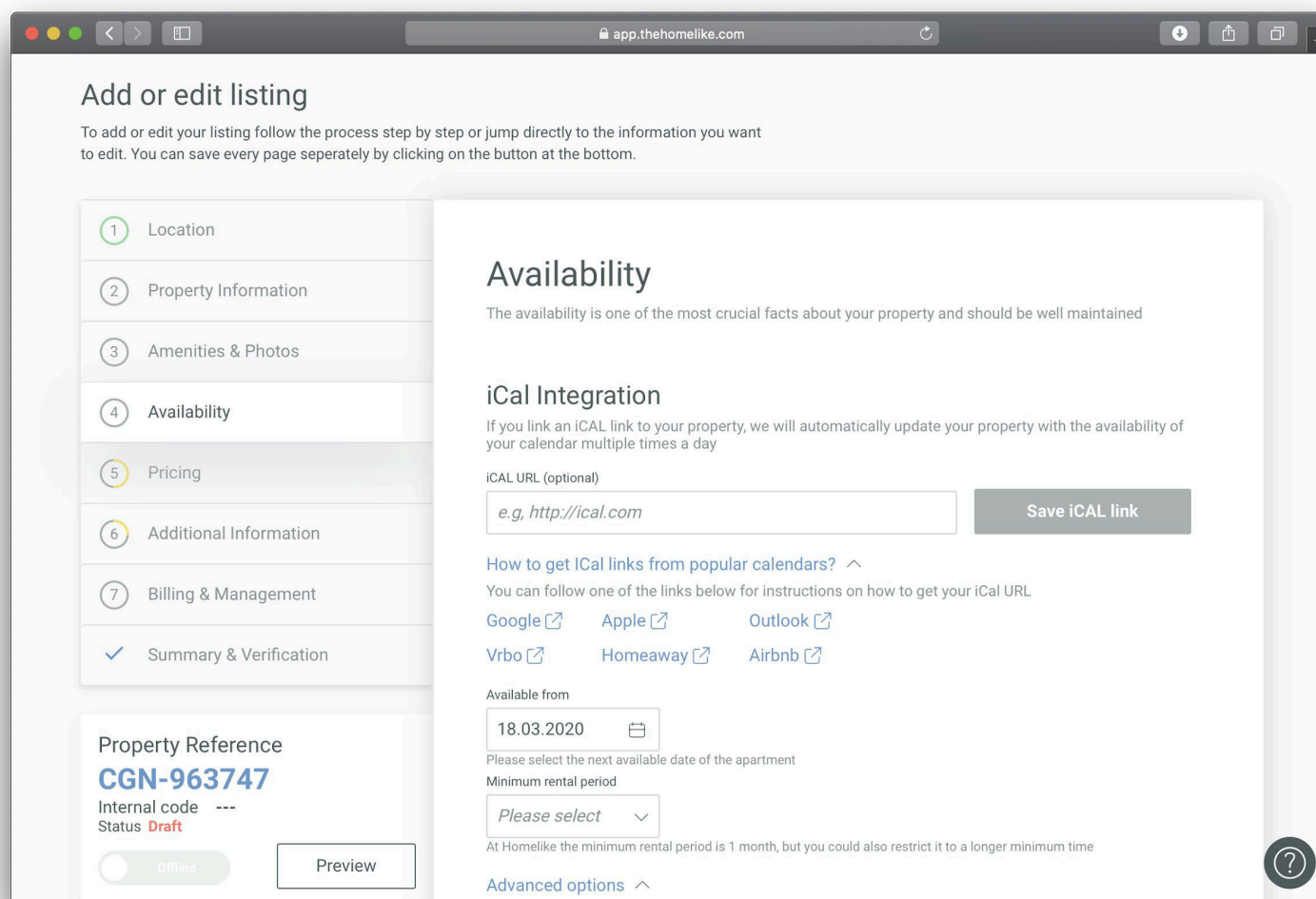
1. Pricing

Set your apartments with a 'Fixed monthly rent', as opposed to 'Individual monthly rent'. As a long-stay supplier it is more attractive to tenants to give discounts for longer bookings rather than multiplying your listing's daily rate by days per month. When viewing the Rent Pricing section, scroll down to view and add a Discount.



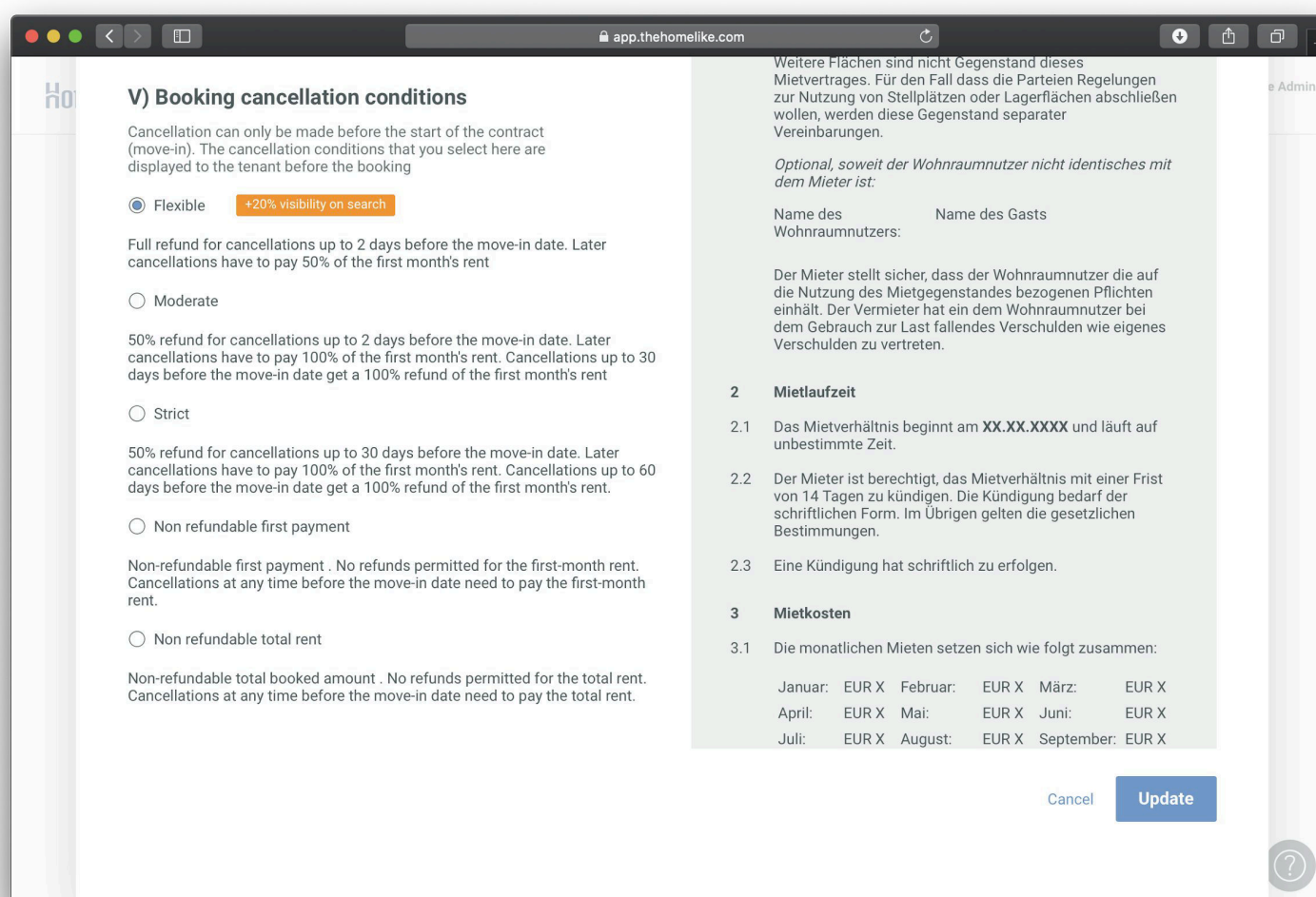
2. Live availabilities

Don't miss out on potential bookings! Use iCals or connect with a Channel Manager in order to keep your apartment availability updated. Homelike is connected to [Rentals United](#) and are are working on further integrations of known Property Management System and Channel Managers. We also have an open API, but many Channel Managers also have the option to export iCals.



3. Booking flexibility

Set flexible cancelling policies in order to give confidence to companies and professionals to book now in times of uncertainty. By choosing a Flexible cancellation policy on your listings you'll **gain a bonus 20% visibility in our apartment search ranking**, which means booking potential for you and greater peace of mind from your future tenants.



4. Online journey


⚡ Instant Booking

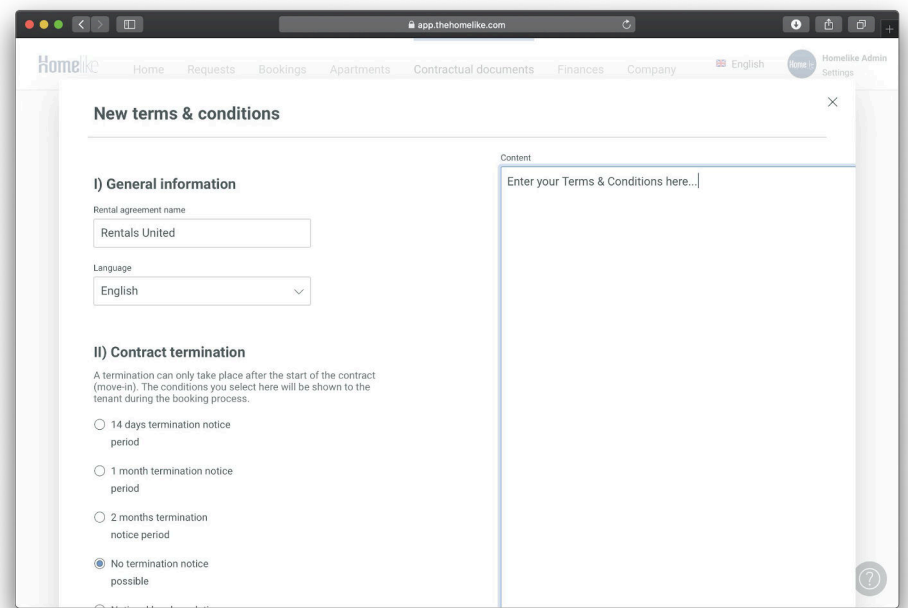
Switch your apartments to the instant booking mode to speed up the booking process for the client and you. Please [contact us](#) to request the listings you'd like to be made Instant Bookable.

Be Invoice Ready

Offer proper invoices and send them out right after the booking.

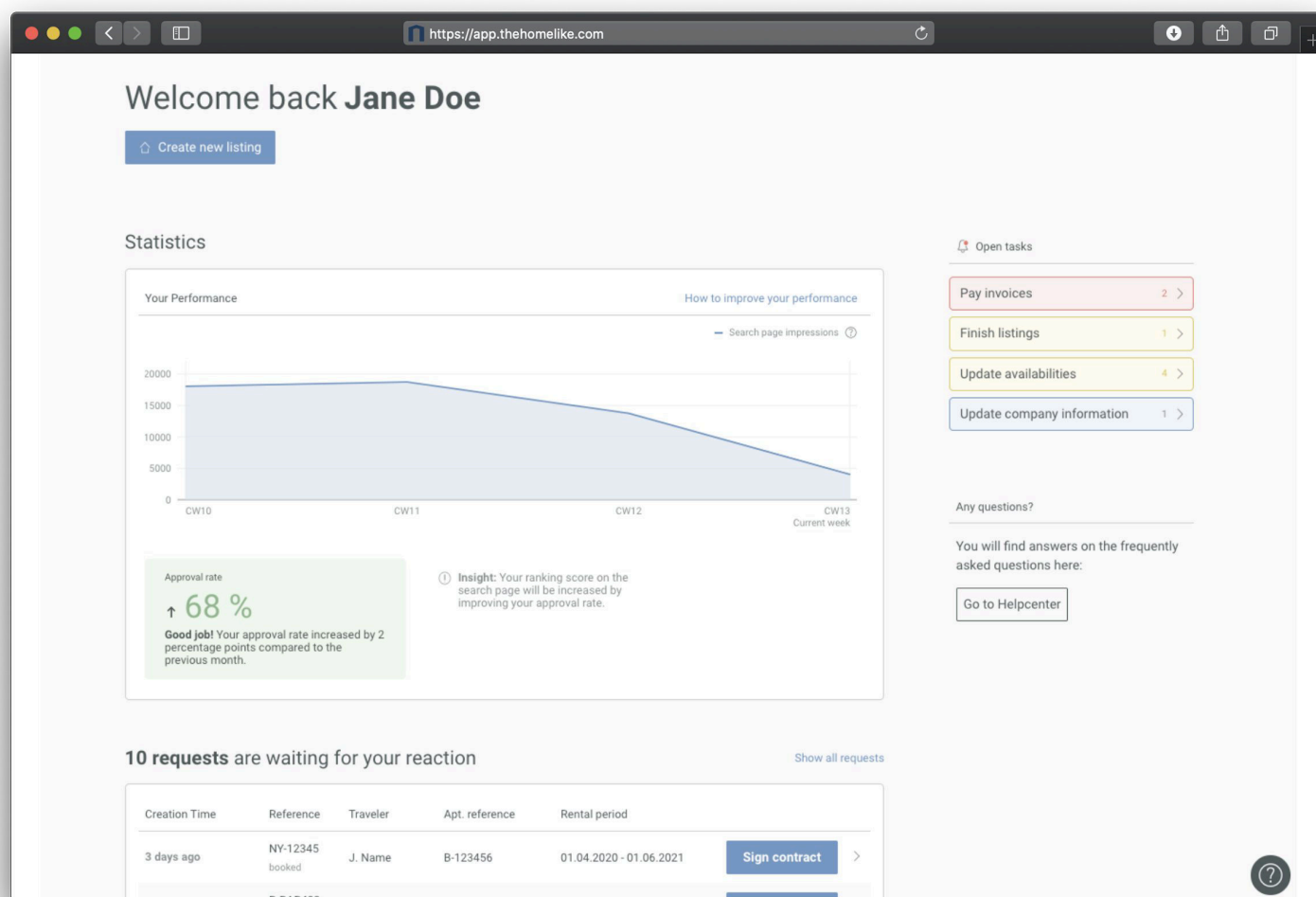
Transparent Rental Agreements

Keep your future tenant's in mind by choosing an appropriate, easy to understand rental contract or terms and conditions. Please note Homelike offers a different standard agreement for different markets, just ask us for advice. To edit your Rental Agreement information from the dashboard, click on Contractual documents in the top menu, select what type of document you would like to edit, that being Rental agreements, Terms & conditions, and Homelike standard agreements, then click the edit icon of the document .



5. Homelike Dashboard

Use platform dashboards to monitor the appealingness of your apartments, optimize the account and have an overview about open tasks, such as upcoming-move-ins.



BONUS: How to improve occupancy rates during the Coronavirus pandemic



1. Traffic on Homelike

Depending on the market, we see that the business is slowing down with lock-downs in different countries and business travels reduced to a minimum. Since there are still ongoing projects in certain industries and demand by government institutions or hospitals we are still generating a healthy demand.

2. Pricing

Since many players are pushing in the long-stay sector the prices are dropping. To be competitive you should rethink your pricing strategy to increase your occupancy rate. Consider whether lowering your rental prices is better than having vacant apartments. We are currently seeing discounts between 30-60% in all markets.

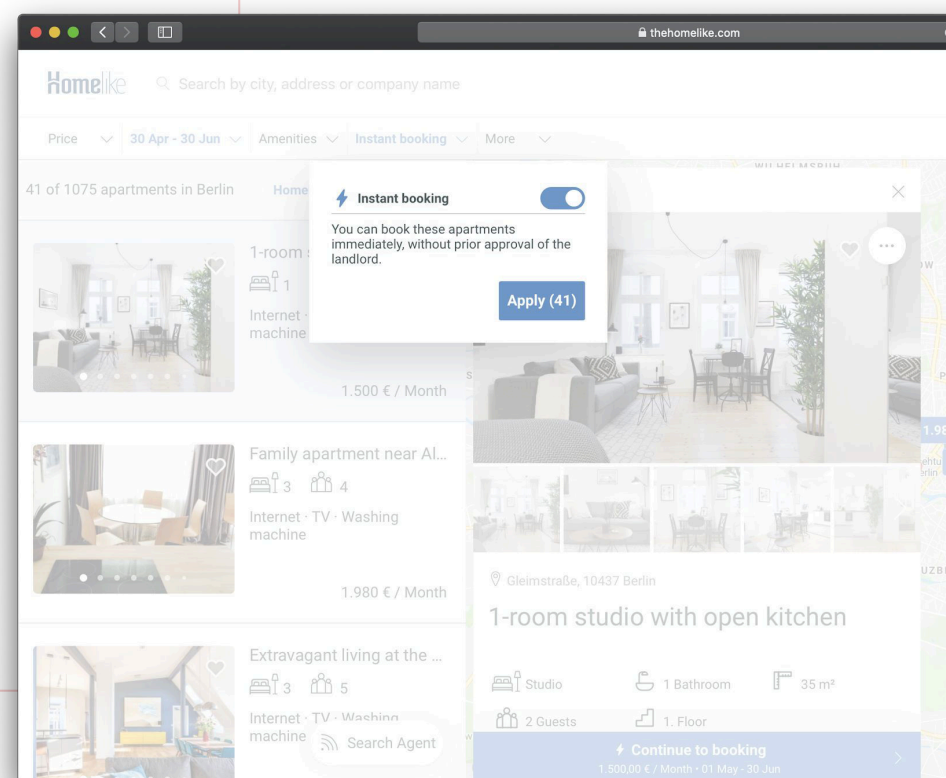
3. Flexibility

Set flexible cancelling policies in order to give confidence to companies and professionals to book now in times of uncertainty. Hundreds of our suppliers have already changed their policy to flexible. By updating your listings to flexible you will also rank higher on our website and remain competitive amongst other listings in your area.

4. Instant booking ⚡

We have seen a massive trend towards instant bookings in recent weeks (+50%). You will have less work by switching to the instant booking mode, plus it has a positive uplift on your ranking on our website. Please [contact us](#) to request the listings you'd like to be made Instant Bookable.

Further information can also be found in our [FAQ](#).



Homelike Customer Care

If you have any questions or concerns about existing bookings please reach out to landlords@thomelike.com or contact your Key Account Manager. Our teams are experiencing a larger volume of requests during this time, so we apologize in advance if our response takes a little longer than normal.

Alternatively, your questions may already be answered in our [FAQs](#).