



FURNISHED
O F I N D E R

WELCOME TO

MTR Summit
2025

Meet Jeff Hurst

CEO

- ✓ Former COO of Expedia Group
- ✓ President of Vrbo
- ✓ Chief Strategy Officer of HomeAway

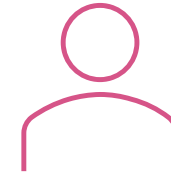


A QUICK LOOK AT
WHAT WE'LL COVER

Today's agenda



**Market
trends**



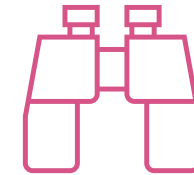
Tenant trends at
Furnished Finder



Top markets for
supply & demand



Recent product
improvements



**What's
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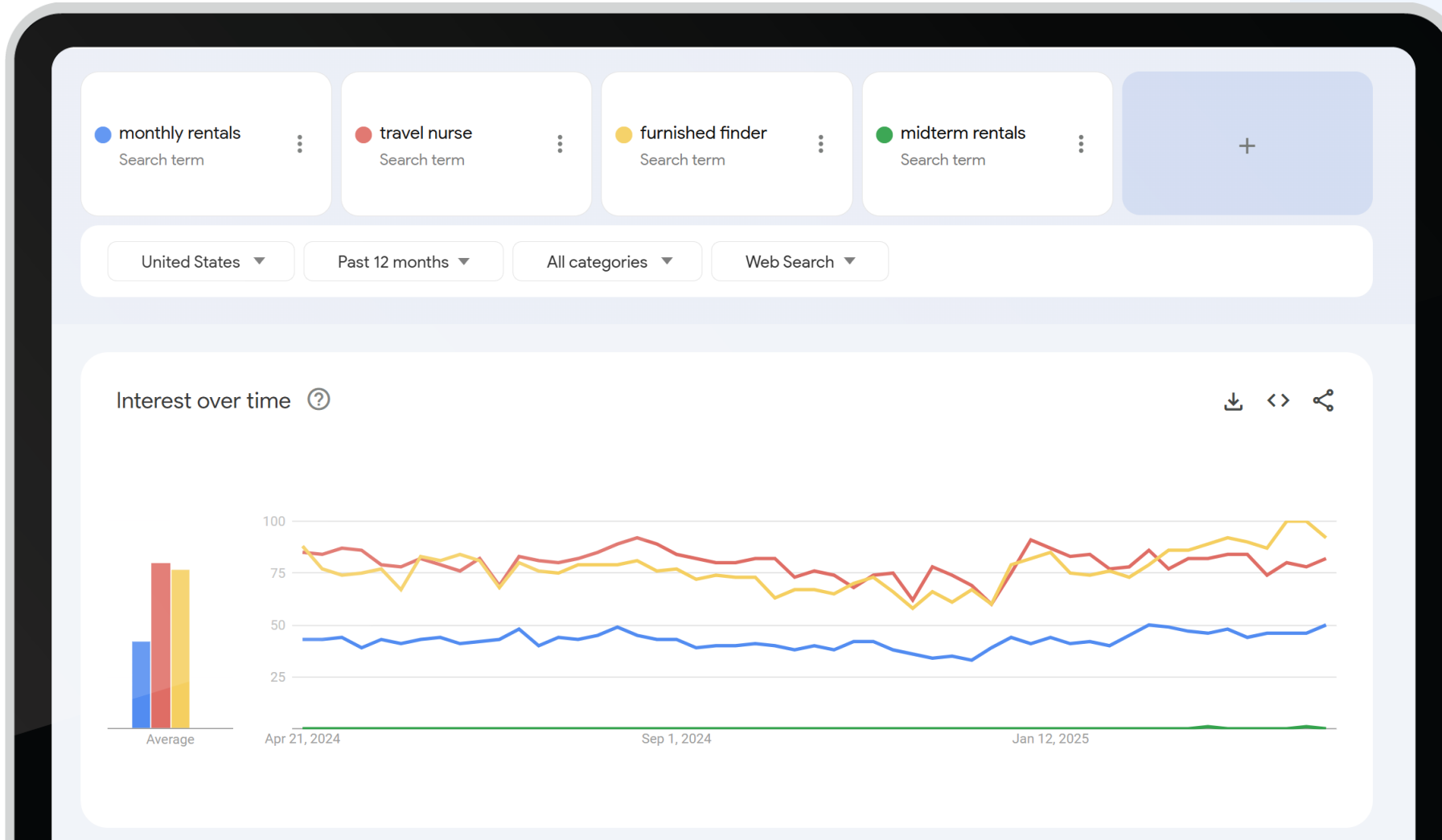


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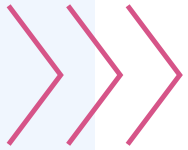
Why 'monthly rentals' replaced 'mid-term rentals' in our marketing



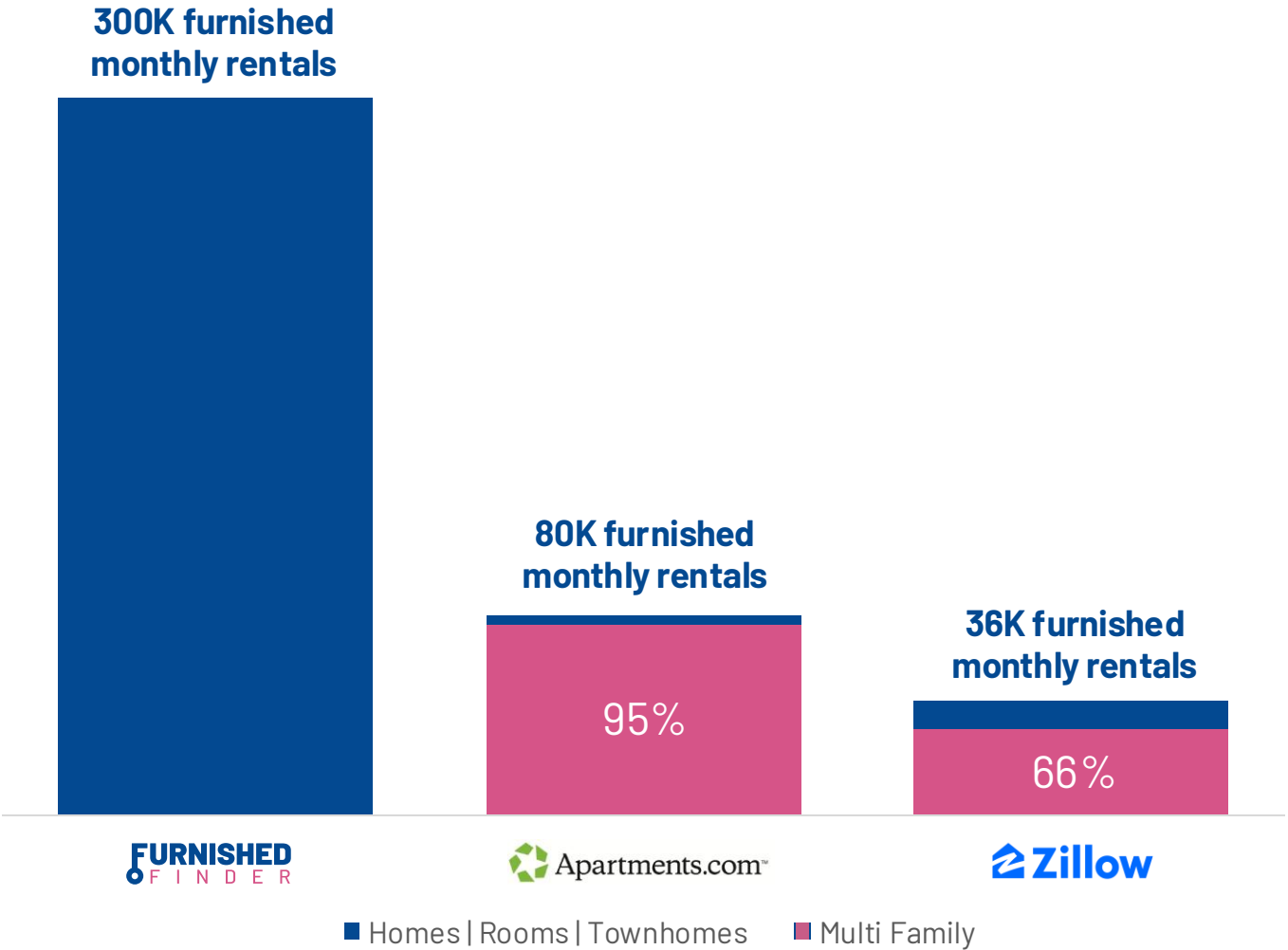
- ✓ **"Monthly rentals"** has ~50x the popularity according to Google
- ✓ **"Travel nurse"** remains a strong search trend
- ✓ **"Furnished Finder"** now exceeding "travel nurse" in popularity

Furnished Finder is the leading monthly furnished rental marketplace

WHAT TO WATCH
 Apartments.com and Zillow clearly focused on growing **multi-family** MTR segment



FURNISHED MID-TERM RENTALS



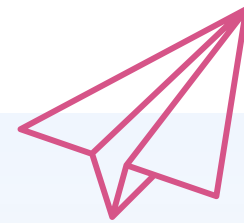


Demand is surging!



2 million+

tenant inquiries in 2025

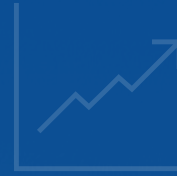


+105%

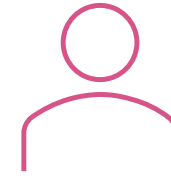
YOY YTD booking requests

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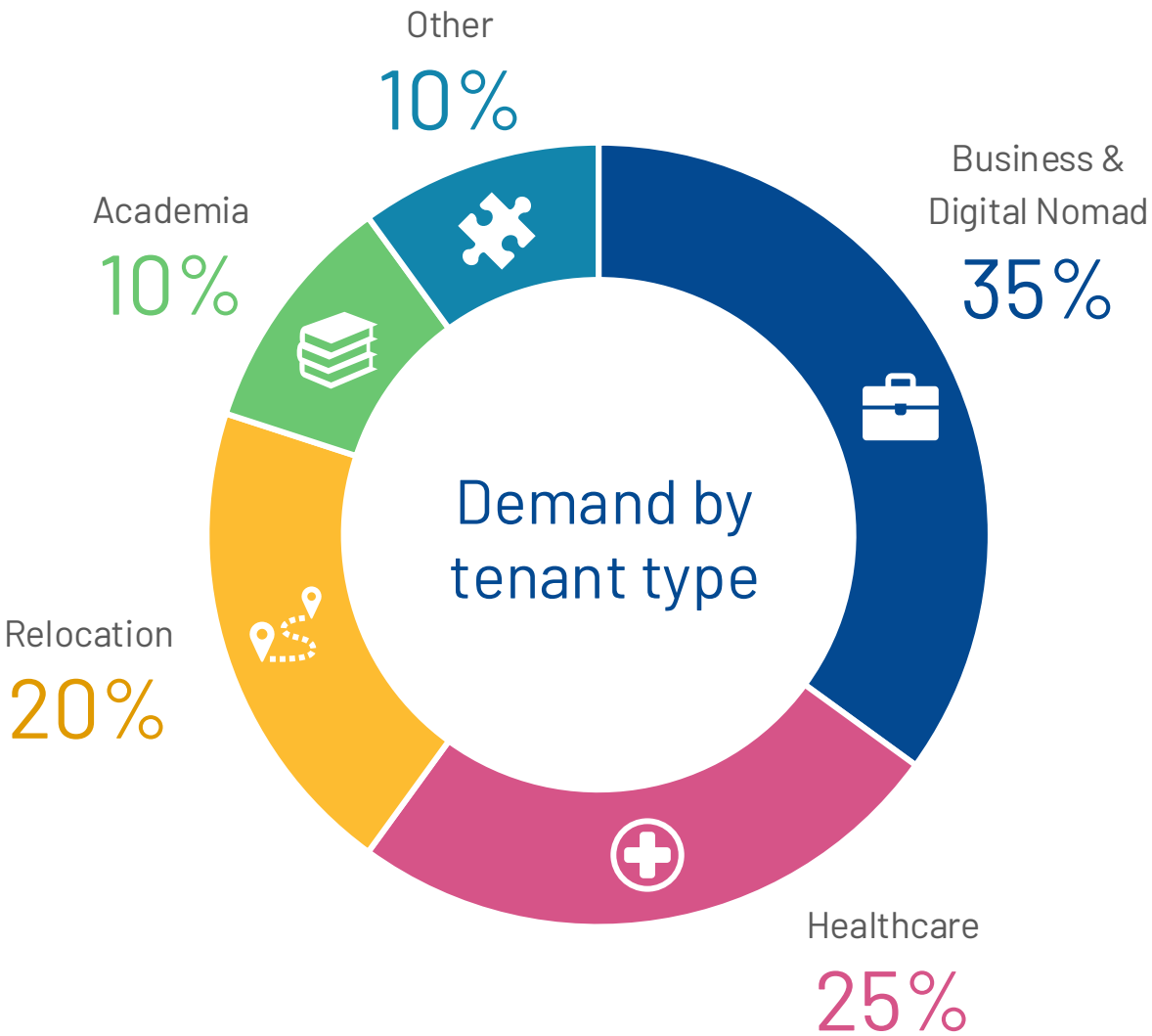


Recent product
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**What's
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Business travelers and digital nomads are leading the way





Our 4 largest tenant segments represent 90% of the demand for housing on our platform



RELOCATION

+130% GROWTH YOY



Business | Digital Nomad



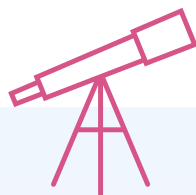
Academia



Healthcare

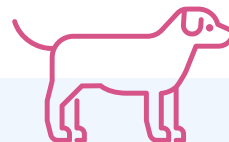


What tenant behavior tells us in 2025



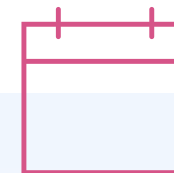
Planning more in advance

- ✓ **36 days**
Average search-to-stay window
- ✓ **+2 days**
vs. last year



More tenants bringing their pet

- ✓ **32%** of booking requests with pets
- ✓ **+18% YoY**



No change to length of stay

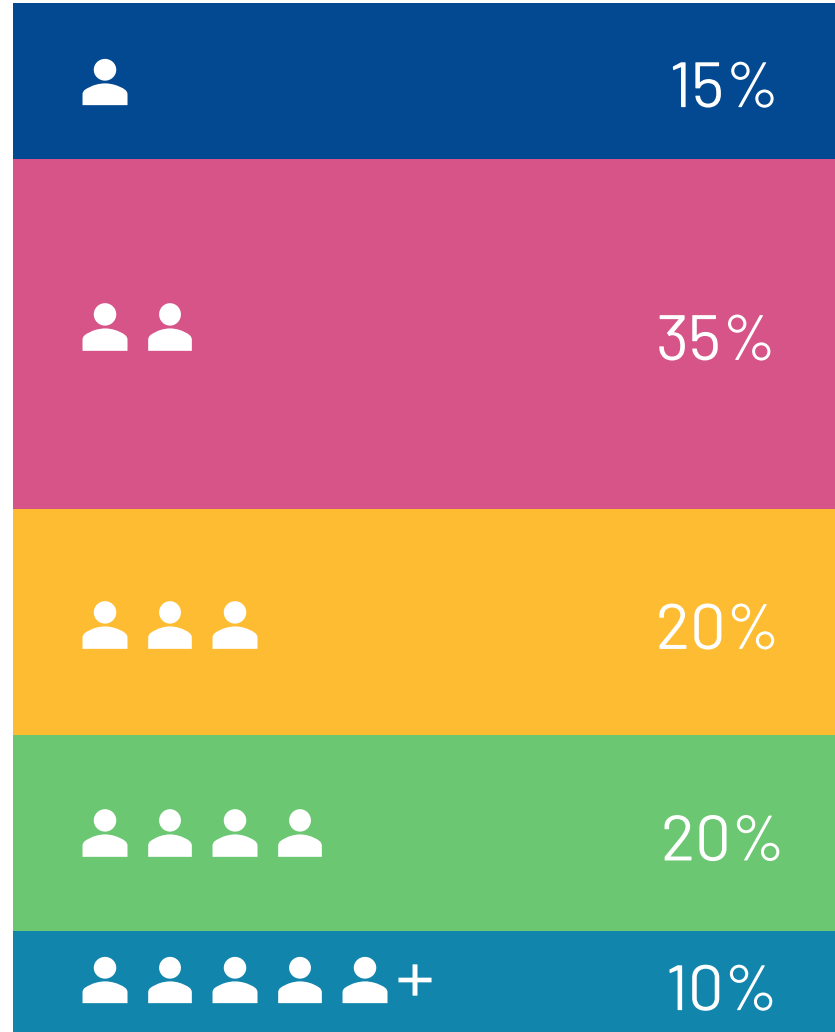
- ✓ **93 days**
Length of stay
- ✓ **No change YoY**

Most stays = small groups, big opportunity

i DID YOU KNOW?

Tenants per stay increased from **1.6 to 2.6** since this time last year

Demand by tenants per stay



70% of stays include **3 tenants or less**

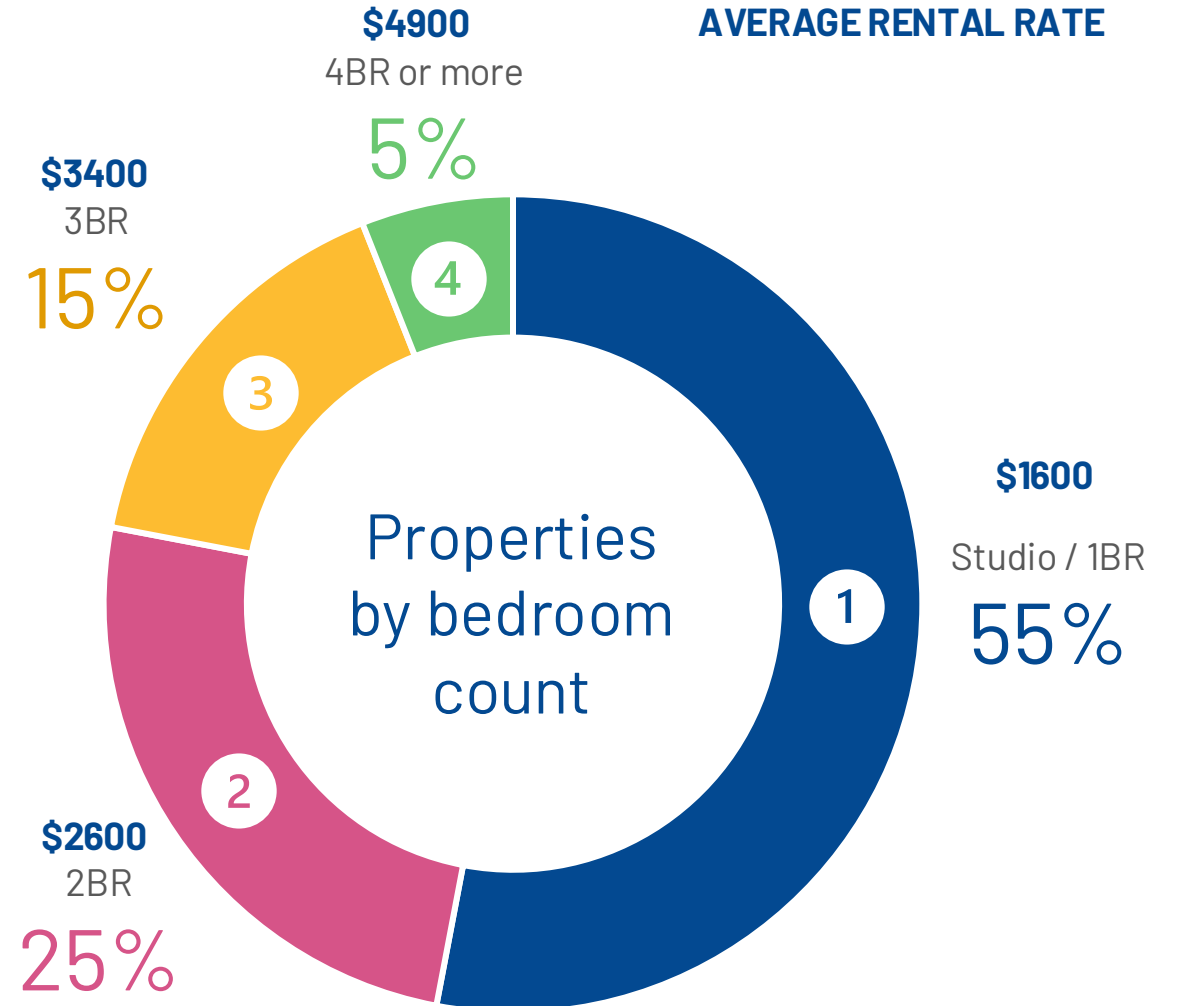
Smaller spaces still dominate our inventory

i DID YOU KNOW?

We have
63,000
room rentals



AVERAGE RENTAL RATE

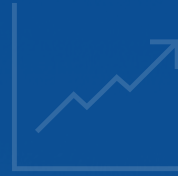


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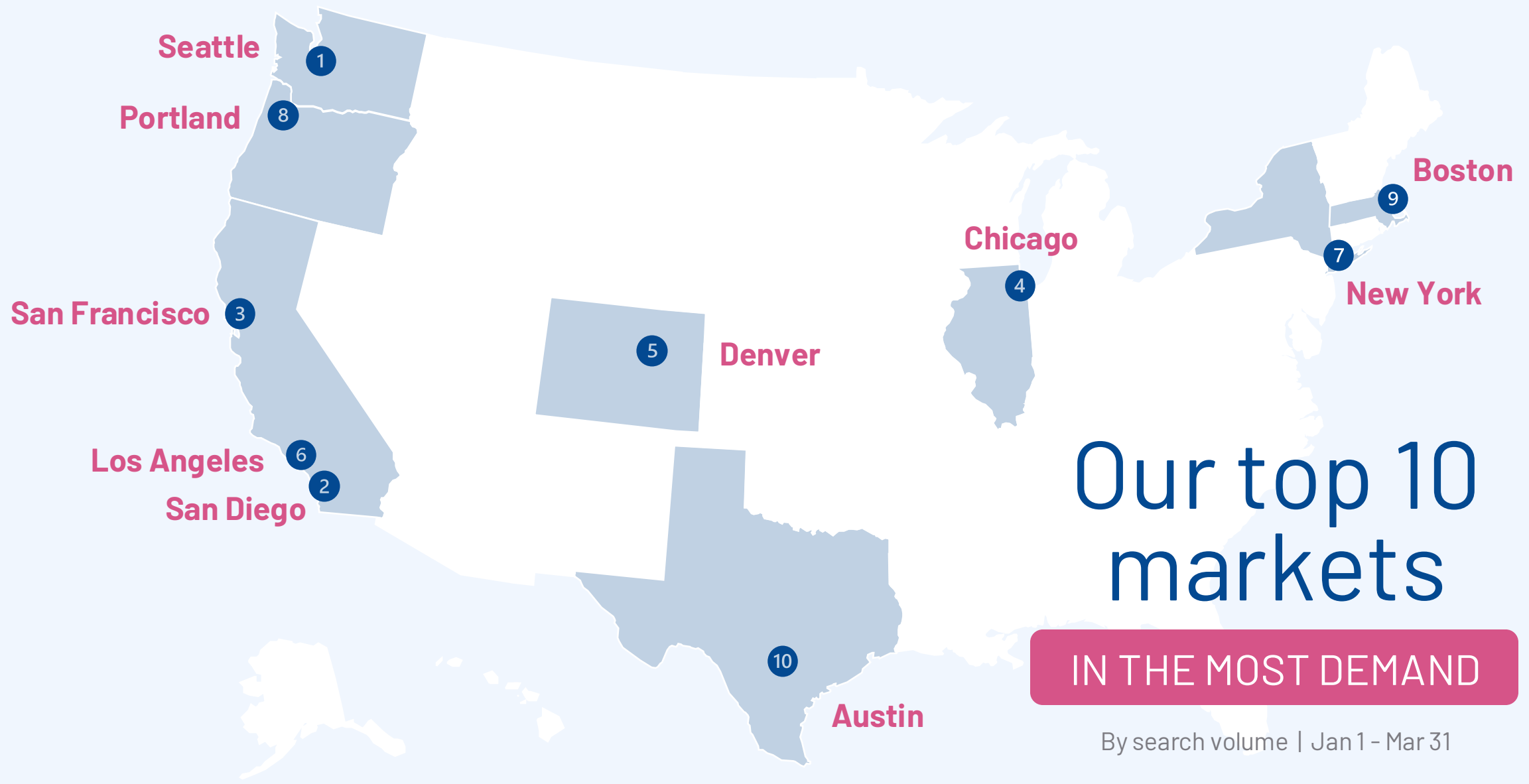


**What's
next**

Top 10 Cities

BY LISTING SUPPLY





Our top 10 markets

IN THE MOST DEMAND

By search volume | Jan 1 - Mar 31

Top 5 underserved areas



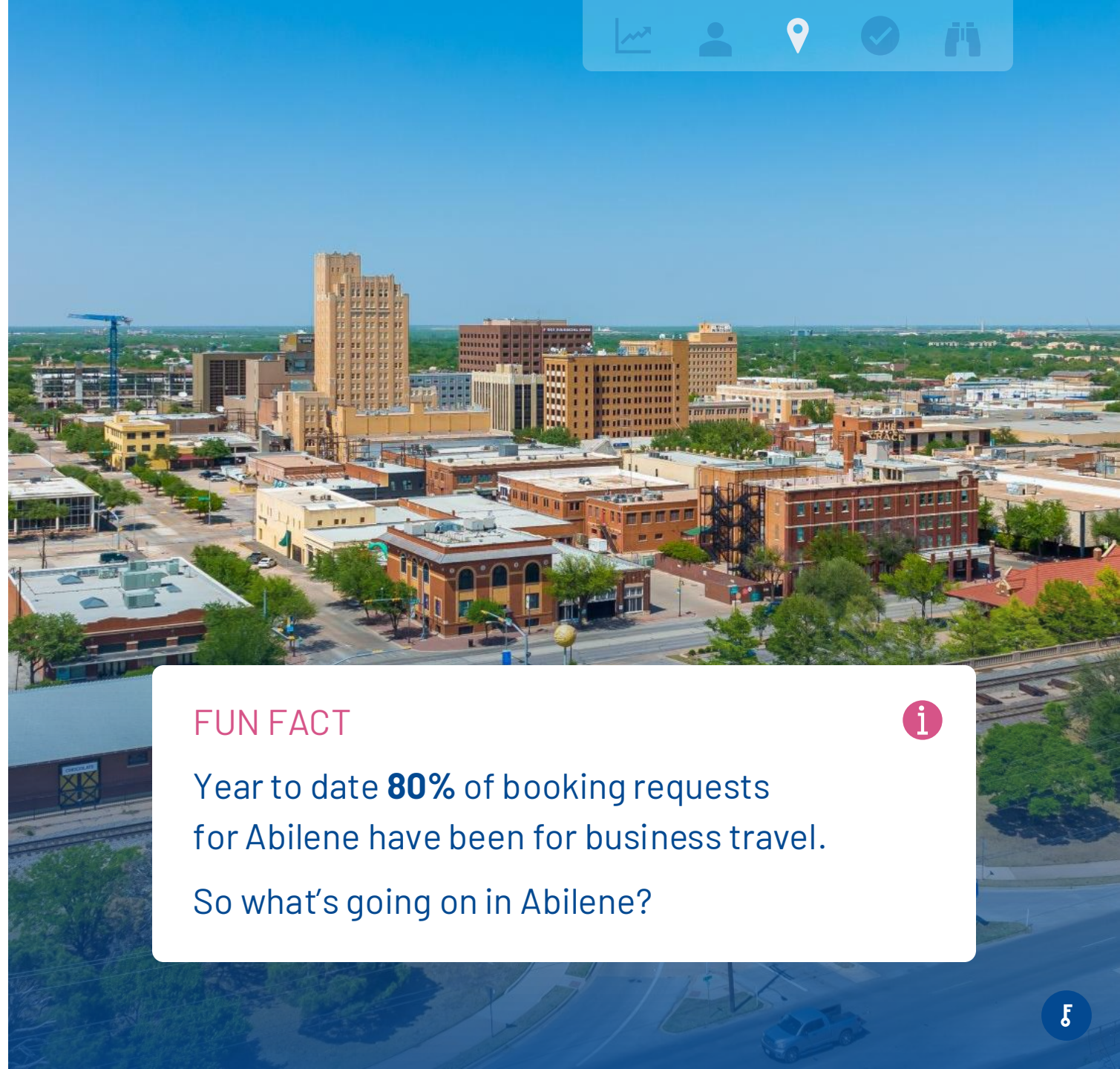
1 ABILENE, TX

2 Kirkland, WA

3 Juneau, AK

4 Butte, MT

5 Rehoboth Beach, DE



FUN FACT



Year to date **80%** of booking requests for Abilene have been for business travel.
So what's going on in Abilene?



BUSINESS INSIDER

DOW JONES +0.78% NASDAQ +0.57% S&P 500 +0.79% AAPL -0.85% NVDA -1.17% MSFT -0.45% AMZN -0.47% META -0.49% TSLA -1.38%

TECH

Stargate's first data center is underway in Texas. Public filings show how much it will cost to build.

By [Ellen Thomas](#)

President Donald Trump announced Stargate, a joint venture between OpenAI, Oracle, and SoftBank, at a White House press conference in January. That month, Business Insider reported that Oracle is the tenant of two data center buildings under construction on Crusoe's data center campus in Abilene, which is widely assumed to be Stargate's first site. The estimated cost for those buildings, \$1.1 billion, will count toward the targeted investment.

Medium markets that need more inventory now



TOP TENANT TYPE

1 PORTLAND, ME TRAVELING HEALTHCARE

2 Milwaukee, WI BUSINESS

3 Anchorage, AK BUSINESS

4 Rehoboth Beach, DE BUSINESS

5 Santa Barbara, CA BUSINESS



Major cities where demand is outpacing supply



TOP TENANT TYPE

1 SILICON VALLEY, CA BUSINESS

2 Chicago, IL BUSINESS

3 Seattle, WA BUSINESS

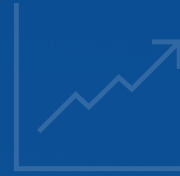
4 Boston, MA TRAVELING HEALTHCARE

5 San Francisco, CA BUSINESS



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What's
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What have
we been doing
since we saw
you last year?



A lot.

A better calendar!



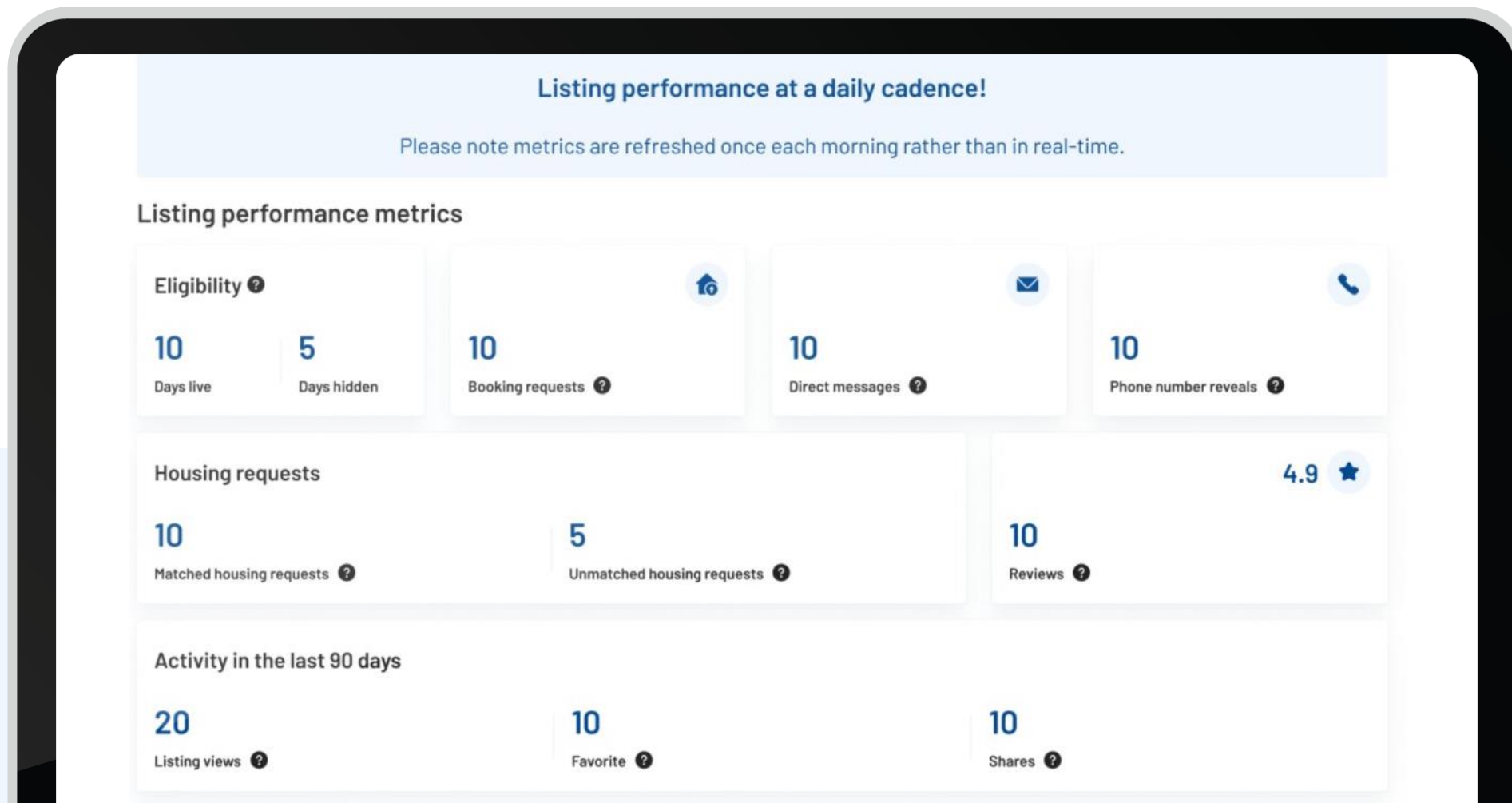
CALENDAR
WALKTHROUGH

The image shows a smartphone displaying a calendar application. At the top, there are navigation icons: a line graph, a person, a location pin, a checkmark, and binoculars. The calendar grid shows days from Sunday to Saturday. The current date, March 31, 2025, is highlighted with a blue circle. Horizontal bars represent bookings: 'David Smith' from March 31 to April 30, and 'Maintenance' from May 07 to May 09, 2025. A legend below the grid identifies the blue circle as 'Current date' and the light blue bar as 'Furnished Finder bookings'. Below the legend is a section titled 'Furnished Finder bookings' containing a table with columns for 'Bookings', 'Start Date', 'End Date', and 'Action'.

Bookings	Start Date ^	End Date ⌵	Action
David Smith	Mar. 31, 2025	Apr. 30, 2025	
Maintenance	May. 07, 2025	May. 09, 2025	



Track listing success with our new listing performance panel



The redesigned search page is driving more property page views

The screenshot displays the 'FURNISHED FINDER' search interface. At the top, navigation links include 'Search Our Map', 'Housing Request', 'About Mid-Term Rentals', and 'Resources'. A 'List Your Property' button and a user profile icon are also present. The search filters are set to 'San Diego, CA' for the location, '04/14/2025' for the move-in date, and '\$0 - \$20,000+' for the monthly budget. A 'Filters' button and a 'Search' button are located to the right of the filters. Below the filters, the text '1,706 furnished monthly rentals near San Diego, CA' is displayed. A grid of six property listings is shown, each with a price tag, an interior or exterior photo, and a brief description. To the right of the listings is a map of San Diego with price markers overlaid on various neighborhoods. The map shows prices ranging from \$1,350 to \$6,000 per month. A 'Save This Search' button is located above the map. The bottom right corner of the page features a small circular icon with the number '5'.

FURNISHED FINDER

Search Our Map Housing Request About Mid-Term Rentals Resources

List Your Property [User Profile Icon]

Where are you going? ×

Move in date [Calendar Icon]

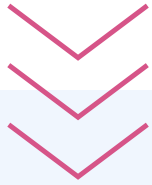
Monthly budget [Filter Icon] **Search**

1,706 furnished monthly rentals near San Diego, CA Save This Search

- \$3,500/month**
Entire place in San Diego, CA
Brand New Updated Cozy 2B...
2 Bedrooms - 1 Bathroom
Available
- \$3,950/month**
Entire place in San Diego, CA
Hidden Gem in Downtown SD...
2 Bedrooms - 1 Bathroom
Available: Apr. 30, 2025
- \$1,350/month**
Private room in San Diego, CA
Incredible Penthouse Room ...
1 Bedroom - 1 Bathroom
Available
- \$2,950/month**
Entire place in San Diego, CA
- \$3,400/month**
Entire place in San Diego, CA
- \$3,450/month**
Entire place in San Diego, CA

Map showing rental prices in San Diego: \$6,000, \$3,600, \$2,400, \$3,495, \$4,900, \$1,900, \$3,400, \$3,800, \$2,800, \$2,495, \$3,500, \$2,500, \$1,350, \$3,500, \$3,000, \$2,100, \$3,200, \$2,600, \$4,590, \$2,600.

Redesigned
property pages
help your
rental shine



Leading to more
tenant demand
per landlord

The image shows a tablet displaying the Furnished Finder website. The website layout includes a top navigation bar with the logo, search options, and utility links. The main content area features a large gallery of interior photos, a detailed property description, a map of the location, and a list of nearby facilities. A sidebar on the right provides pricing and booking information.

FURNISHED FINDER Search Our Map Housing Request About Mid-Term Rentals Resources List Your Property

Share Save

Zilker Home 3br/2ba with office - Minutes from Barton Springs and Downtown

Last updated 04.14.2025
Property ID: 616329_1
★★★★★ (2 Reviews)
House in Austin, Texas
Landlord Tenure: 1 year, 5 months
Available: Jul. 01, 2025
1501 Sq. Ft. · 3 Bedroom · 2 Bathroom

\$4800.00 / month

Utilities: Included
Minimum stay: 1 month
Available: Jul. 01, 2025

Property fees
Cleaning Fee \$200.00

Send booking request
Call The Landlord
Send the landlord a message
Report this property to Furnished Finder

Closest facilities

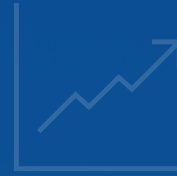
- St Davids South Austin Medical Center 1.54 miles away
- Ascension Seton Medical Center 6.31 miles away
- Del Children's Medical Center 7.5 miles away
- University Medical Center At Bracknridge 3.16 miles away

What this property offers See All

- Air Conditioning
- Heating
- Essentials (Kitchenware, Bathware, Linens)
- Washer and dryer
- Quiet Environment
- Pets on Property

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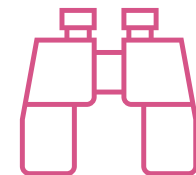
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Recent product
improvements

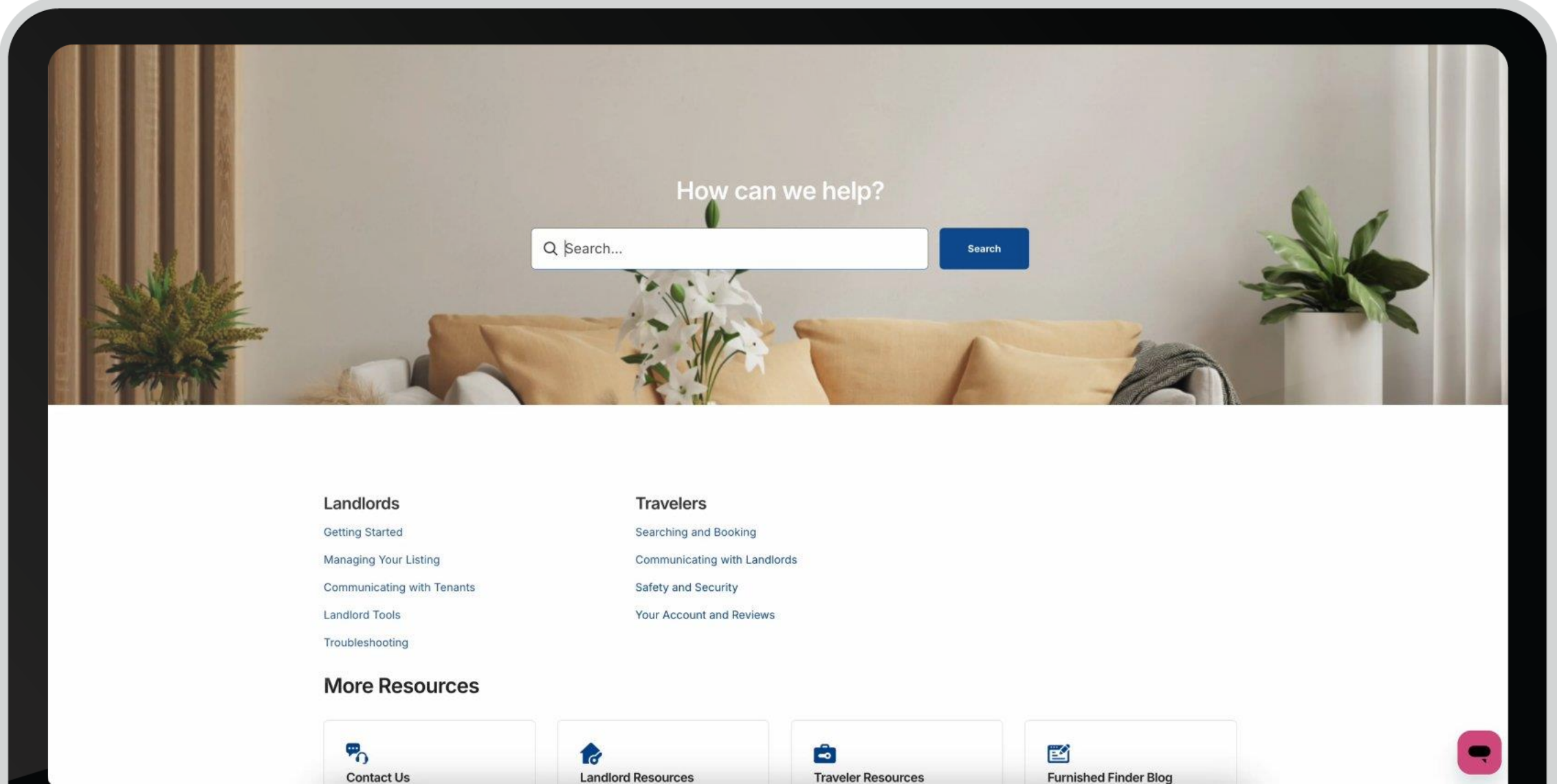


What's
next

COMING SOON



A smarter, more helpful help center





What's next for 2025 and beyond

NEXT UP

Furnished Finder App improvements

More feature parity with web.

Smoother experience.

Manage your rental business from anywhere with new tools built to save time and reduce hassle.

BY THIS TIME NEXT YEAR

Messaging & Reviews overhaul

We're rebuilding the way you connect.

A brand-new messaging and reviews platform will help you engage directly with leads, earn more glowing reviews, and convert more bookings with confidence.



Airbnb recently announced some new policies

Help Center Search how-tos and more

Home > All topics > About Airbnb > Our community policies > Community expectations > Off-Platform and Fee Transparency Policy

Community policy

Off-Platform and Fee Transparency Policy

By hosting on Airbnb, you agree to abide by our terms and policies, including our [Terms of Service](#), which we reserve the right to enforce at our sole discretion. In the event of repeated or severe violations, we may suspend or permanently deactivate a user's listings or account. In order to protect our community, we prohibit the following behaviors listed below.

In this article

- ▣ [Moving current, future, or repeat bookings off of Airbnb](#)
- ▣ [Failing to disclose reservation fees at the time of booking](#)
- ▣ [Payment for any reservation fee off of Airbnb](#)
- ▣ [Asking guests for, or using, contact or identity information in ways unrelated to their stay, or that compromise the quality of their stay](#)
- ▣ [Taking people off of the Airbnb platform for feedback and reviews](#)
- ▣ [Requiring guests to use other websites or apps to physically access their listing](#)

Moving current, future, or repeat bookings off of Airbnb

This includes:

- Asking or encouraging users to move current, future, or repeat bookings (including reservation extensions) off of Airbnb
- Including links that take people off of the Airbnb platform in listings or messages
- Offering or soliciting discounts to book off of Airbnb
- Canceling existing full or partial reservations to rebook off of Airbnb

Need to get in touch?
We'll start with some questions and guide you to the right place.

[Contact us](#)

You can also [give us feedback](#).

Requiring guests to use other websites or apps to physically access their listing

- Asking guests to create a separate account or register on another website besides Airbnb.com for purposes of gaining entry to a listing
- Asking guests to install a third-party app to access a listing; all listings on Airbnb must be accessible to a guest without requiring they have another app or account

Exceptions

- Additional registration or installation of additional apps is permitted where it's required for legal or compliance reasons which a Host can verify in writing upon request by Airbnb (such as local laws, HOA rules, building security rules). In such instances, hosts must include information about what is required, and why, in their guest-facing listing description, so guests understand this additional step is a requirement prior to booking
- Keyless entry apps and apps that facilitate a guest's experience during the stay (ex: Sonos, Nest, concierge apps) as long as they are optional

What's around the corner for monthly rentals?

BREAKING Mortgage rates surge over 7% as tariffs hit bond market



Will tariffs affect mortgage rates? What to know about the housing market.

Experts say it's not immediately clear how President Trump's new tariffs will affect borrowers, but building costs might rise and volatility may follow.

Updated April 6, 2025

Rent Prices Keep Rising Amid Inflation, Low Inventory

Asking rents were up 3.5% in February 2025 compared to the same time last year, according to Zillow's latest rental report.

REAL ESTATE

Here's how China could crush the U.S. housing market

PUBLISHED WED, APR 9 2025-11:44 AM EDT | UPDATED WED, APR 9 2025-2:27 PM EDT

What a Recession Could Mean for the Housing Market

BY KEITH GRIFFITH
APRIL 9, 2025



Getty Images



Ready

TO LIST

YOUR

PROPERTY?

Exclusive offer for
MTR Summit attendees

Use code

MTR2025

at checkout to get
10% off new listings

Hurry—offer expires Friday, May 2.

Have more than 5 properties?

Give our team a call at 661.409.2618 to
see if you might be eligible for bulk discounts.

FURNISHED FINDER