Welcome 1

AirBed&Breakfast

Book rooms with locals, rather than hotels.

Problem

Price is an important concern for customers booking travel online.

Hotels leave you disconnected from the city and its culture.

No easy way exists to book a room with a local or become a host.

Solution

A web platform where users can rent out their space to host travelers to:



MAKE MONEY when hosting



Market Validation

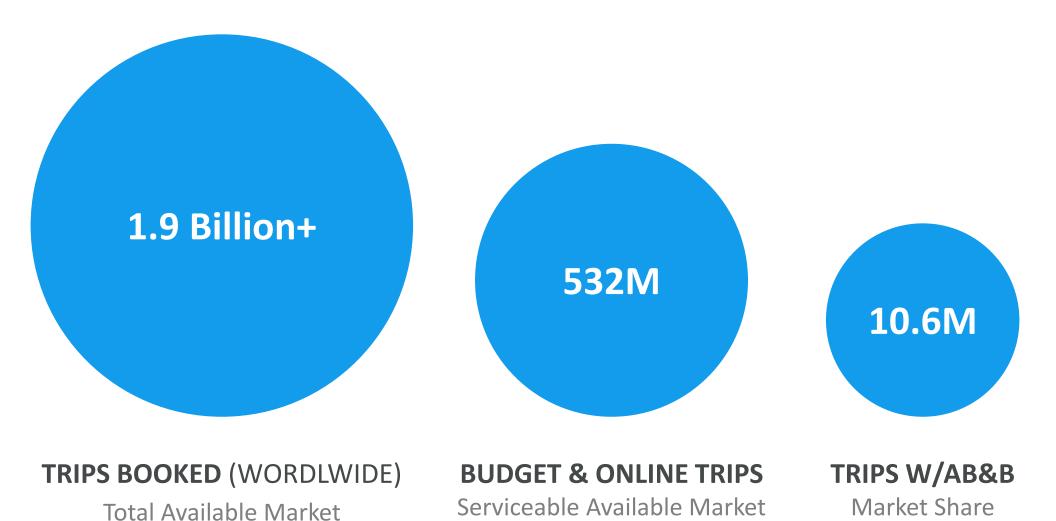
630,000

on temporary housing site couchsurfing.com

17,000

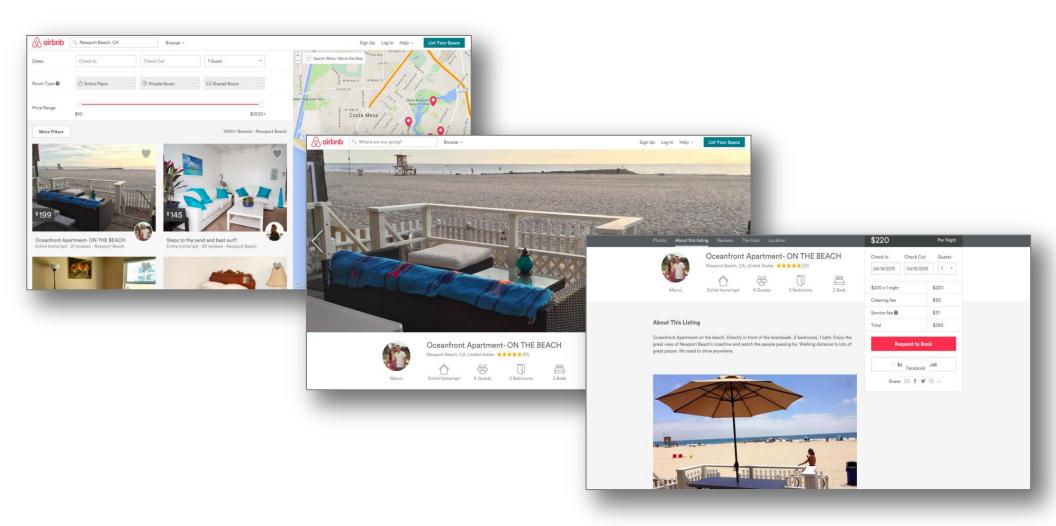
temporary housing listings on SF & NYC Craigslist from 07/09 – 07/16

Market Size



Product

SEARCH BY CITY — → REVIEW LISTINGS → BOOK IT!



Business Model

We take a 10% commission on each transaction.



Share of Market

\$70/night @ 3 nights

2008-2011

Market Adoption

EVENTS

target events monthly

Octoberfest (6M)
Cebit (700,000)
Summerfest (1M)
Eurocup(3M+)
Mardi Gras (800,000)

with listing widget

Widget screenshot

PARTNERSHIPS

cheap/alternative travel







CRAIGSLIST

dual posting feature

AirBnB screenshot

Craigslist screenshot

AFFORDABLE









OFFLINE TRANSACTION













Competitive Advantages

1st TO MARKET

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer nec odio. Praesent libero.

HOST INCENTIVE

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LIST ONCE

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EASE OF USE

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PROFILES

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DESIGN & BRAND

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer nec odio. Praesent libero.

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