

Hombex, a platform that connects landlords and tenants without intermediaries

LOCATION: Seville

DURATION: 1'35"

SUMMARY: Now there are no extra expenses when renting an apartment thanks to Hombex, the project of Elena, Vicente and Alberto. It's a site that can be used for free to offer and find houses for rent without intermediaries. Through this site, tenants can bid for a home and landlords can set appointments.

VTR:

Irene is searching for a flat in Seville. She doesn't want to hire a real state and pay for the intermediation expenses. Paco wants to rent out his house but without intermediaries and not spending much time in dealing with the possible tenants. However the two of them have discovered a new site that solves their problems by connecting landlords and tenants.

IRENE SANTOS
Tenant

"There are no commissions or intermediaries. You meet the owner and that gives you confidence and certainty. You know the person behind it and if they are going to solve any problem that may come up in the flat."

Hombex was created by Elena, Vicente and Alberto, three entrepreneurs from Seville. This site, which can be used for free, introduces new concepts in Spain such as an auction system, according to which the tenant, after seeing the house, makes an offer.

IRENE SANTOS
Tenant

"I think that the auctions system is very good because, despite there's a set price, you can consider if you want to pay more or less."

FRANCISCO RUIZ
Landlord

"I had set a price and it was a little increased."

VICENTE PEÑUELA
Co-founder of Hombrex

"It's important to say that bids are secret in order to avoid speculation."

ELENA RUIZ
Co-founder of Hombrex

"It allows both parts to get what they want for as much as they want."

And it also offers the possibility to set appointments online.

ALBERTO REMESAL
Co-founder of Hombrex

"You can manage everything through the app. You don't need to pay attention to the phone or other devices. It gives them freedom."

The decision is made online. The landlord receives information about the candidates and their offers.

VICENTE PEÑUELA
Co-founder of Hombrex

"They must choose one of the profiles that have sent an offer. It doesn't have to be the highest or the lowest."

And once everything is settled, they both shake hands. Deal closed!