

FACTS OF THE DUTCH HOUSING MARKET 2023

“It’s a landlords’ market”

The housing market in The Netherlands is currently very competitive and challenging. There is more demand and less supply than ever before, therefore the landlord and their agents are in the lead giving them the power to screen and select the tenants of their choice.

Negotiations on rental price is (in most cases) not possible.

Rental prices in the Netherlands have increased by 15% in 2022 and Eurohome has witnessed many instances of **overbidding** for rental accommodation in all cities. As demand is outstripping supply, there is little to no room for negotiation on price and extremely limited opportunity for property any adjustments.

The agents representing the landlord *allocate* viewings/appointments.

It’s no more the choice for tenants to request specific time and day to view and it is often not possible to schedule multiple viewings in one day. In many cases, a viewing confirmation will be provided at very short notice - even just a day in advance. Various candidates will usually be lined up to view each property on the same day – sometimes it will be an open house. This means we **need to take whatever slot / appointment** is given to us and just go for the viewing. The Eurohome consultant will attend the viewing with the prospective tenant(s) wherever possible, but sometimes we will recommend an unaccompanied viewing takes place in order not to miss the opportunity.

FaceTime, virtual viewing and video recordings are not always possible in the current market.

The agents and landlords prefer to meet the candidates / tenant before deciding.

Budget / Expenses:

- **Rent:** agents require the tenant to earn 3x / 3.5x the rent in order to qualify to rent the accommodation.
 - The min. budget for a 1-bed property is around Euro 1.500.- excl utilities.
 - The min. budget for a 2-bed fully furnished accommodation starts at Euro 1.750.- but could start as high as 2.800 excl. utilities, depending on the city.
- There are not many studios on the market.
- **Utilities:** Gas, water, electricity, TV, Internet – **depends on the usage** but approximate Euro 500.- per month (due to the increase in gas prices).
- **Service Charges** normally apply in apartment buildings to cover maintenance of the general areas and part of the heating costs.
- **Deposit:** normally 2 months’ rent for furnished accommodation, but landlords might also ask for 3 months’ deposit these days (especially for pet-friendly properties).
- **Rental increases:** will be made annually according to the CPI (Consumer price index). Until May 2024 and [by law](#), the central government calculated a maximum rent increase (2022 = 3.3% + 1%) but some brokers could “play” with it and ask for more. Eurohome will assist in negotiating this.

Rental Norms

- **Family Size:** if a tenant has one child, s/he will be expected to rent a 2-bed property. A 1-bedroom apartment is not allowed for total occupancy of 3 people; 1 room per child is standard.
- **Sharing:** getting an application accepted for 2+ working people, who are not part of the same family to rent one property is very difficult and, if accepted, both occupants will be held responsible for the whole property. If one leaves early, the other will be held responsible for the full rental payment.
Eurohome can neither provide a guarantee nor assist in drawing up a tenancy agreement to govern shared occupancy for long term accommodation.
- **Length of the lease** for long term accommodation should be minimum 1 year. 6 – 8 month leases are not generally possible. Anything less than 6 months is considered as short-stay lease and they are typically very expensive.

Securing a Property

- If interested in a particular property, we need to make the lease offer / declare an interest to rent ASAP after the viewing (i.e. the same day) without hesitating or waiting as we will risk losing the property.
- In particular, lower budget accommodations go very quickly.
- Once the offer/ intention to rent is made, please note it does not mean you are selected as the tenant. The offer might be rejected by the landlord as they choose their preferred candidate. (Single vs. couple, family with child, will be preferred in this order. If pets are involved, it is always more challenging.)
- **Once the offer is accepted, it is a binding agreement, and we cannot cancel without paying penalties.**

Application Documents

- The following documents need to be prepared in advance of making an offer:
 - passport copy,
 - employment contract/employer's statement,
 - latest salary pay slip
 - An introduction (or "motivation letter") with a description and pictures of you (and family plus pets) will be required during the rental offer process.

Eurohome's Model and Strategy

- The market is very tough, but the Eurohome team do their utmost to keep all customers happy while managing expectations.
- Neither the real estate agents nor Eurohome work on weekends.
- Given the current overheated housing market, enormous time is spent in research and in scheduling appointments. Frequent calls are made to the agents from the back office and by Eurohome's field consultants, but it can take time to obtain viewing appointments and provide meaningful updates. Even though this is not visible, it does not mean your request is being neglected. It is Eurohome's mission to provide quality options which genuinely meet your requirements, rather than a long list of properties to give the illusion of choice.
- You are welcome to search for property options online and share the links with your Eurohome field consultant, however Eurohome urges caution when doing this for reasons outlined in the below paragraph.

Eurohome's Stance on Agencies

- Eurohome acts independently to identify suitable properties by researching current listings in the private sector and directly with the real estate agents representing property owners. Eurohome does not employ or contract any real estate agents to represent you, the tenant, nor do they work with agencies or/and with construction companies that require you to make an online profile and might charge a subscription fee. Examples of these agencies are Huizenbalie, Kamernet, MVGM, Vb&t, Van 't Hof Rijnland, REBO, Fris.
- According to Eurohome's experience, such agencies often advertise accommodation at cheaper than market price but they are unreliable and enquiries often go unanswered. The properties they offer will be in shell condition and might not be ready on time to be occupied by you.
- You may apply for accommodations with agencies listed above or property managers directly, however it is necessary to create a personal account on the agency's website first and upload all the documents in their system in order to get a viewing. Eurohome cannot assist on this due to GDPR (data privacy) restrictions. Moreover, Eurohome does not recommend working with these agencies and will not be able to intervene to assist with any lease negotiations if this route is taken.
- Eurohome also warns that the listings on Funda or Pararius are not always current. Properties might already be rented out but not removed from the website. This is a consequence of the speed of the market as well as a strategy by the owners of these websites to continue to attract traffic.
- Eurohome cannot assist with accommodation that is not listed with an accredited realtor. These types of listings are often found on Facebook or through word of mouth. Unfortunately the current housing market has attracted many scammers that take advantage of the difficult situation. When accommodation is offered by a private party without the involvement of an accredited realtor, Eurohome cannot guarantee its credibility.