



Short Stays Canberra

Investment Assessment Report:
18 and 18 A Cameron Road, Queanbeyan

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Story of Our Business

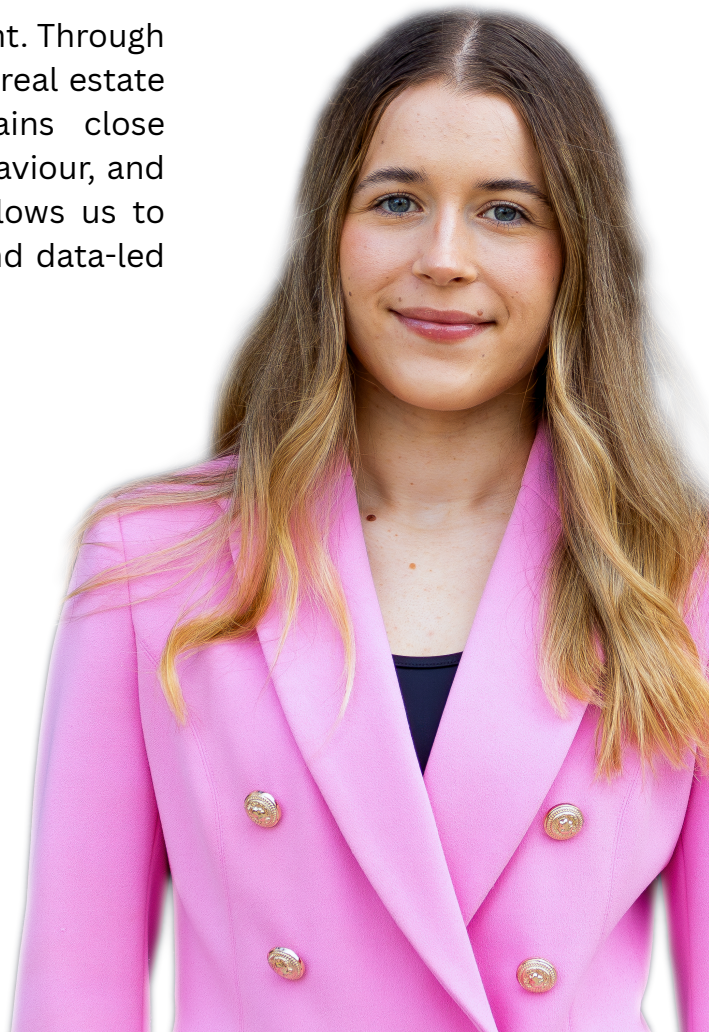
Short Stays Canberra was established under Turnkey Creations Pty Ltd to help property owners unlock greater value, flexibility, and income from their assets in a rapidly changing housing market. As demand for alternative living solutions and short-medium rental accommodation continues to grow, we recognised that traditional long-term leasing no longer meets the needs of many families or investors.

Through Turnkey Creations, we specialise in the design and construction of quality secondary residences. These homes are built to support two key client groups. For families, they enable genuine multigenerational living—providing independent, well-designed spaces that allow loved ones to live close together while maintaining privacy and autonomy. For investors, secondary residences create dual-income capacity on a single property, offering a practical way to strengthen cash flow and diversify portfolios without the need to acquire additional land.

Short Stays Canberra was created to take this one step further. By combining purpose-built secondary residences with professional short-term accommodation strategies, we help clients achieve stronger returns than those typically available through traditional long-term rentals. In an environment of rising housing costs and increasing demand for flexible accommodation, short-stay solutions provide an opportunity to maximise income while maintaining control over the asset.

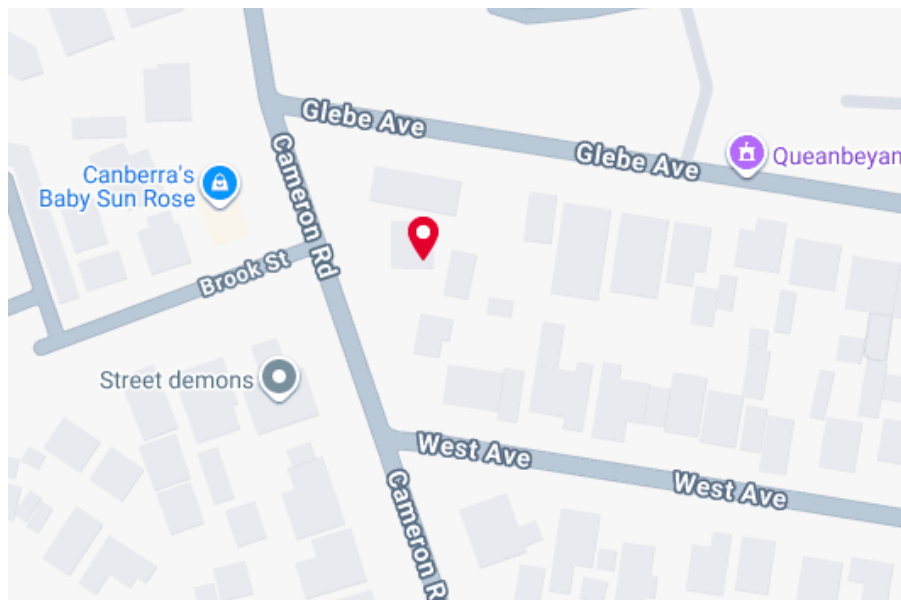
Our approach is informed by real-time market insight. Through our other business, Auction Advantage, a selective real estate company, our director Frank Walmsley maintains close visibility of changing market conditions, buyer behaviour, and rental trends across Canberra. This knowledge allows us to guide clients with clarity, transparency, honesty and data-led decision-making.

Short Stays Canberra exists to help clients move beyond conventional property models. By aligning smart design, construction expertise, and strategic short-term management, we empower owners and investors to increase rental performance, adapt to market shifts, and create long-term value from their properties.



Property Overview

Property Address	18 and 18A Cameron Road, Queanbeyan NSW 2620
Suburb	Queanbeyan
Property Description	R2 Zone - Low Density Residential
SQM	600sqm block Property unit 18 is 81sqm internally Property Unit 18A is
Current Use	Tenanted with Belle Properties



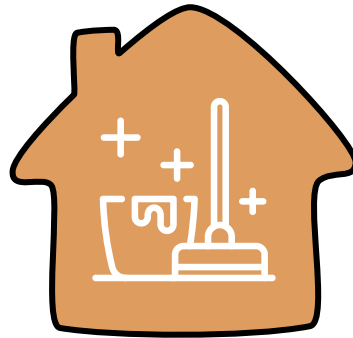
Benefits of Short Stays



Improved Income Potential

Short-stay accommodation allows owners to benefit from seasonal demand and premium pricing periods. During high-demand events such as Easter, New Year's, and Floriade, it is possible to generate more income in a single night than a full week of traditional long-term rent.

Dynamic pricing ensures the property performs at its highest potential year-round.



Greater Control Over Assets, Property Protection

Short-stay accommodation provides owners with increased oversight and control of their property. Owners retain visibility over bookings, pricing, and availability, rather than handing control to a single long-term tenant. Regular inspections, frequent professional cleaning, and active management ensure the property is well maintained and issues are identified early, protecting the long-term value of the asset.



Flexibility for Owners

Short-stay accommodation provides owners with the freedom to use their property when required. In Canberra, many professionals travel regularly for work, making flexibility essential. Rather than booking hotels during visits, owners can schedule personal use of their property while still generating income when it is not occupied, maintaining both convenience and financial performance.

Benefits of Short Stays



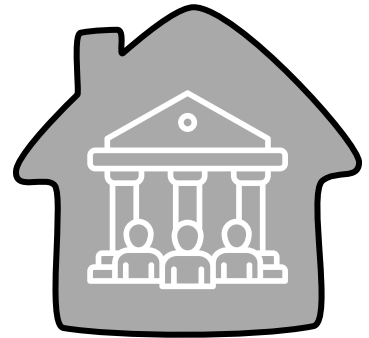
Future Flexibility Preserved

Short-stay accommodation allows owners to adapt as circumstances and market conditions change. Properties are not locked into long-term lease agreements, preserving the option to transition to long-term renting, owner occupation, or sale when required. This flexibility enables owners to respond to lifestyle changes, financial goals, or shifts in demand without restriction.



Recovered Costs of Enhanced Property Presentation

Short-stay properties are furnished and styled to a high standard, often at a similar cost to professionally styling a home for sale. Rather than being a sunk expense, this investment works continuously—attracting guests, supporting higher nightly rates, and improving overall presentation—while also positioning the property strongly for future sale or long-term leasing.



Attraction to Higher-Quality Occupants

Short-term accommodation in Canberra attracts a higher proportion of professional guests, including government employees, consultants, contractors, and relocating families. These guests typically value well-presented properties, respect house rules, and have clear travel purposes. This guest profile reduces behavioural risk, supports better property care, and contributes to more consistent, reliable booking experiences for owners.

Why is Canberra Ideal for Short Stays?

Canberra is ideal for short stays because it has consistent, year-round demand driven by government, corporate, and event travel. Unlike holiday-only markets, Canberra attracts professionals on short-term contracts, consultants, defence personnel, academics, and visiting executives who prefer serviced accommodation over hotels.

The city also hosts major events such as Parliamentary sittings, Floriade, Summernats, Enlighten, New Year's, and graduation periods, creating strong seasonal pricing peaks. With limited hotel supply in suburban areas, well-presented homes are in high demand. Combined with a stable economy, high average incomes, and frequent repeat visitors, Canberra offers reliable occupancy, premium nightly rates, and exceptional flexibility for property owners.



Canberra is surrounded by charming country towns such as Yass, Goulburn, Gunning and Collector. These nearby destinations offer wineries, historic streets, country pubs, markets and beautiful countryside drives—perfect for relaxing day trips while staying in the capital. It's the ideal mix of city attractions and authentic regional Australian experiences.

These locations attract a niche wedding market that Canberra doesn't have. Guests hoping to stay near wedding venues for the days leading to the wedding events creates a huge market that can be catered for in these towns.

Short Stay Potential at Your Property

This report is made based on two residences: a primary residence of 3 bedrooms, 2 bathrooms and a secondary 2 bedroom, 1 bathroom residence in Queanbeyan NSW.

18 Cameron Road benefits from a number of complimentary tenants in close proximity, including but not limited to:

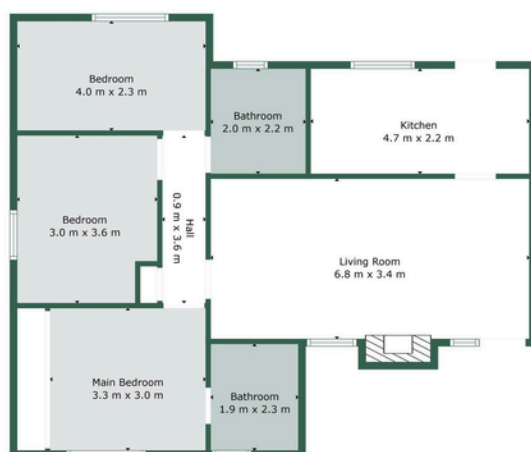
- Queanbeyan Show grounds - 5 minute walk
- Riverside Plaza - 4 minute drive, 10 minute walk
- Canberra Airport - 14 minute drive
- Canberra Outlets - 7 minute drive

Nearby Attractions:

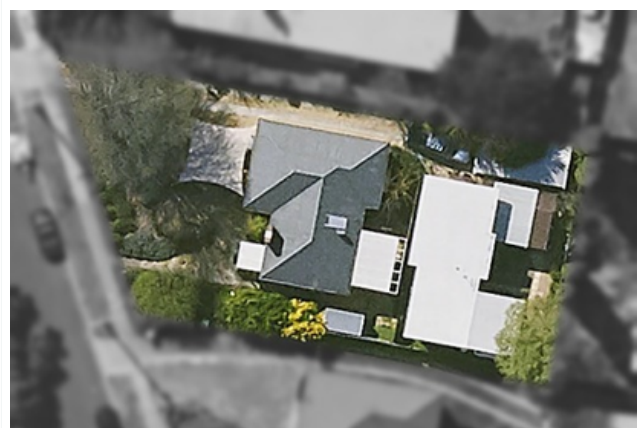
- Queanbeyan Museum
- Showgrounds
- Bungendore
- The Q Exhibition Space
- Heritage Walk Queanbeyan

Your property is ideal for:

- Travelling Families - large families looking to come together for gatherings
- Showground Guests looking to stay close to livestock or business displays



TOTAL: 81 m²
FLOOR 1: 81 m²
EXCLUDED AREAS: FIREPLACE: 1 m²
WALLS: 6 m²
Floor Plan Created by Calibre App. Measurements Deemed Highly Reliable But Not Guaranteed.



AirBnb Comparable Listings - Primary Residence

A home away from home.

Share Save



Entire rental unit in Queanbeyan, Australia

4 guests · 3 bedrooms · 2 beds · 2 baths

★ 4.84 · [64 reviews](#)



Hosted by Amanda

2 years hosting



Self check-in

Check yourself in with the keypad.

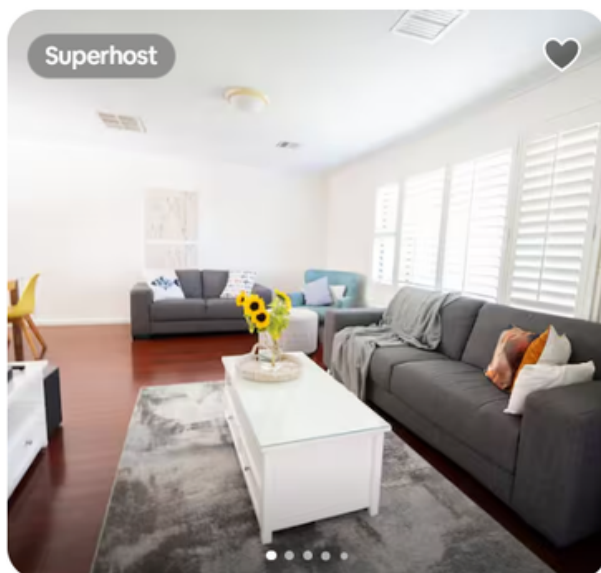
Rare find! This place is usually booked

\$228.75 AUD total

CHECK-IN
01/05/2026

CHECKOUT
02/05/2026

GUESTS
1 guest



Superhost



Home in Gowrie

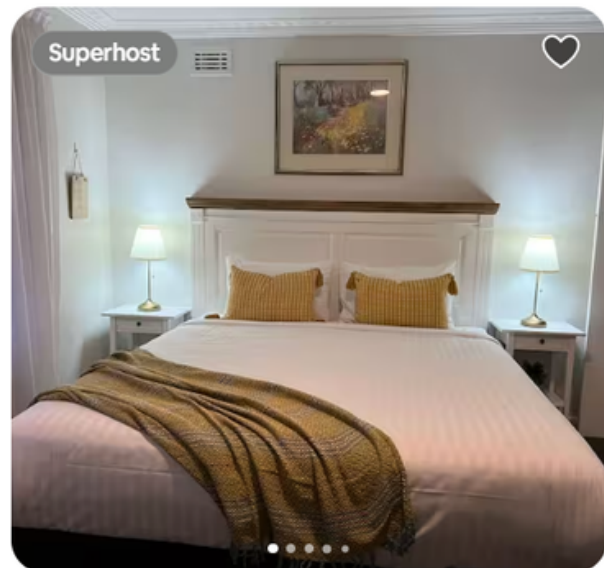
★ 4.9 (131)

Games House

3 bedrooms · 4 beds

7-9 Aug

\$703 AUD total



Superhost



Home in Queanbeyan West

★ 4.81 (62)

Three bedroom house with full cooking facilities

3 bedrooms · 4 beds

7-9 Aug

\$795 AUD total

AirBnb Comparable Listings - Secondary Residence



Guesthouse in Karabar

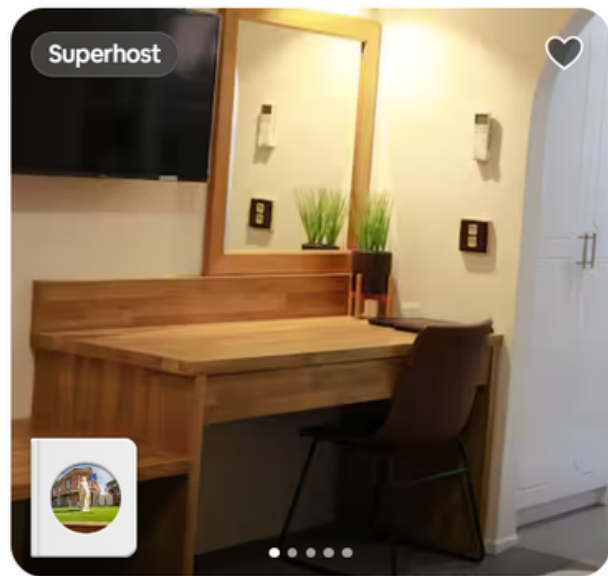
Ingleside Guesthouse

2 bedrooms · 3 beds

7-9 Aug

\$513 AUD total

★ 4.96 (26)



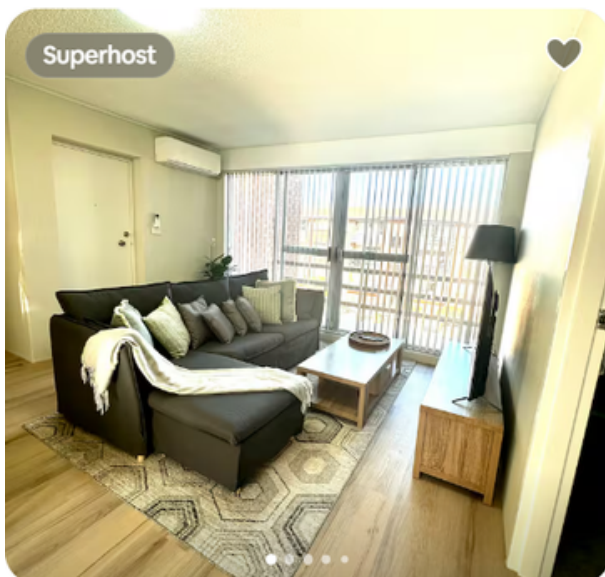
Hotel in Queanbeyan West

Deluxe Triple Room

1 bedroom · 3 beds

7-9 Aug

\$424 AUD total



Apartment in Crestwood

Modern Crestwood Retreat | 2BR Near Canberra...

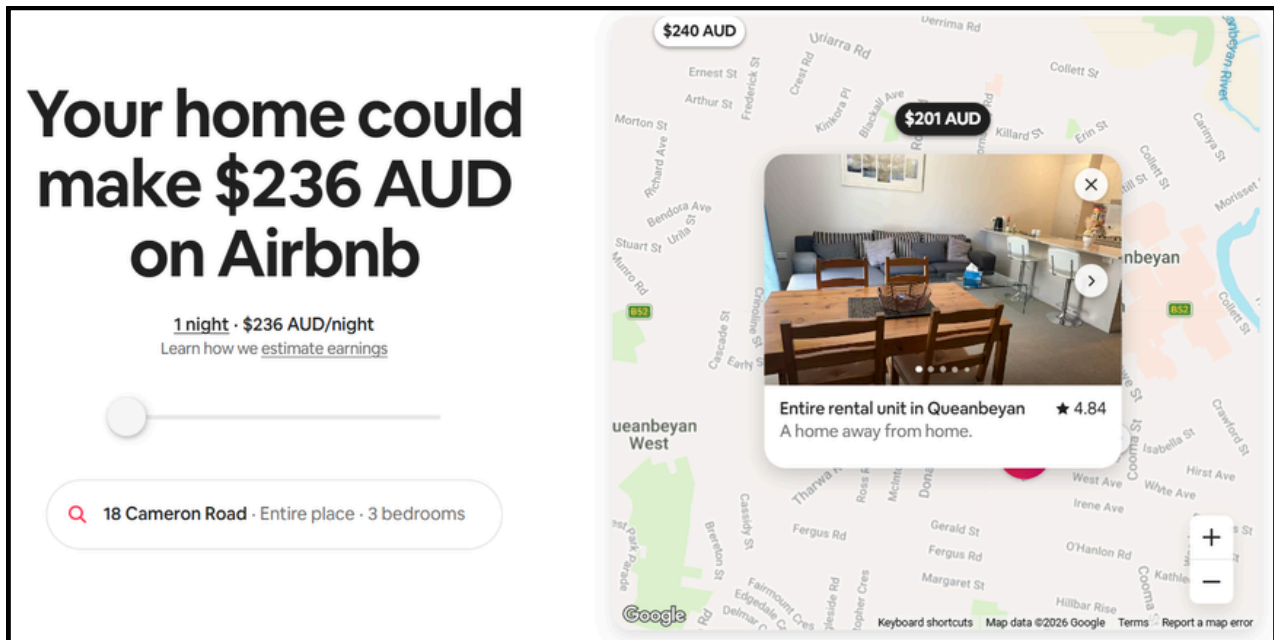
2 bedrooms · 2 queen beds

7-9 Aug

\$440 AUD total

★ 4.88 (16)

Airbnb Property Valuation - Primary Residence

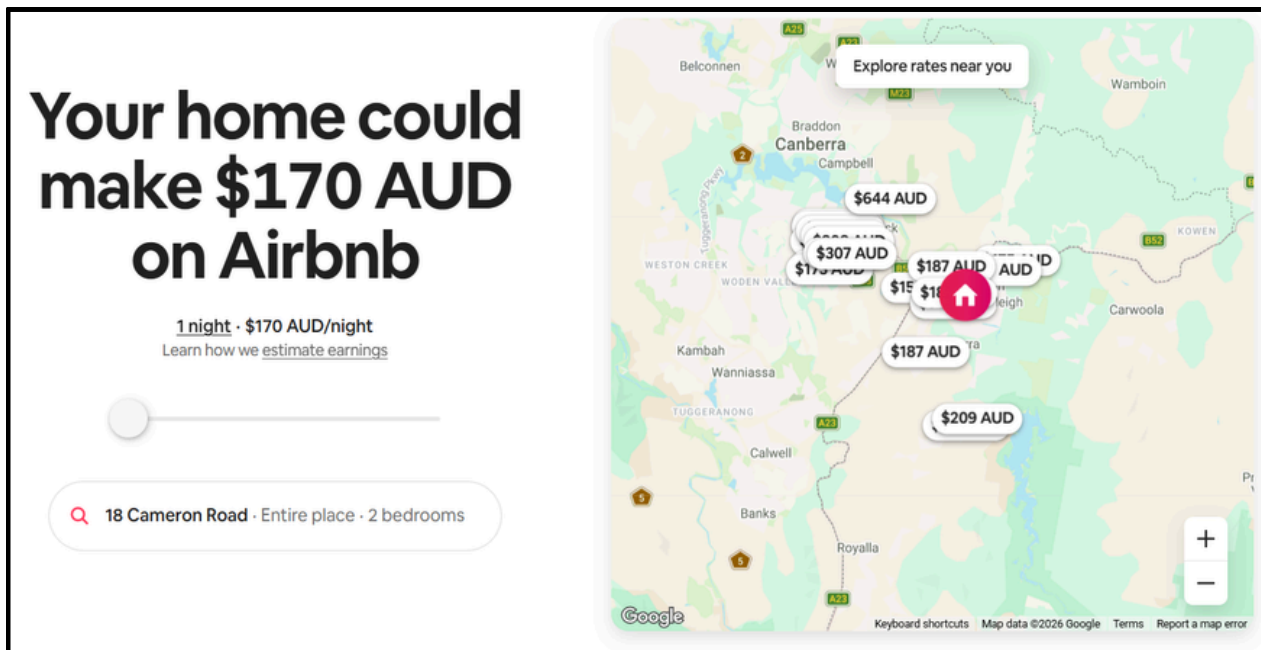


Occupancy Assumption and Revenue Projection

Based on regional short-stay performance data for the areas surrounding Canberra, applying a conservative occupancy assumption of 65%, consistent with current AirDNA benchmarks for the region, the subject property is forecast to achieve approximately 220–240 booked nights annually. At an average nightly rate of \$220, this results in projected gross revenue at approximately \$50,600 per annum. This estimate reflects blended annual performance across seasonal demand cycles and excludes reliance on peak-event pricing.

- Average nightly rate: \$220
- Nights booked (60%): 230 nights
- Gross annual income: \$50,600

Airbnb Property Valuation - Secondary Residence



Occupancy Assumption and Revenue Projection

Based on regional short-stay performance data for the areas surrounding Canberra, applying a conservative occupancy assumption of 65%, consistent with current AirDNA benchmarks for the region, the subject property is forecast to achieve approximately 220–240 booked nights annually. At an average nightly rate of \$160, this results in projected gross revenue at approximately \$36,800 per annum. This estimate reflects blended annual performance across seasonal demand cycles and excludes reliance on peak-event pricing.

- Average nightly rate: \$160
- Nights booked (60%): 230 nights
- Gross annual income: \$36,800

AirDNA Property Valuation - Primary Residence



Property Earning Potential



18 Cameron Road,
Queanbeyan NSW 2620, Australia

Market: Palerang Type: N/A

Market Score

3 Bed 2 Bath 4 Guests



Operating Expenses

\$11.5K



Net Operating Income

\$24.5K



Cap Rate

\$35.9K

Projected
Revenue

68.3%

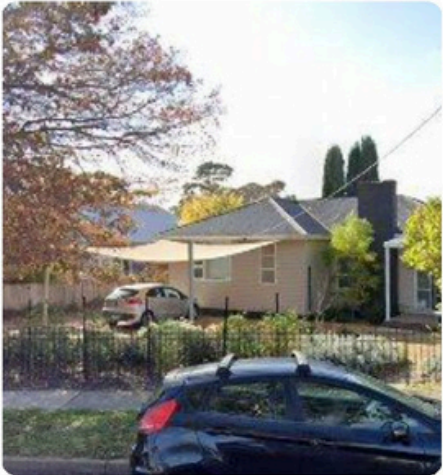
Occupancy

\$144.3

Average
Daily Rate

Medium

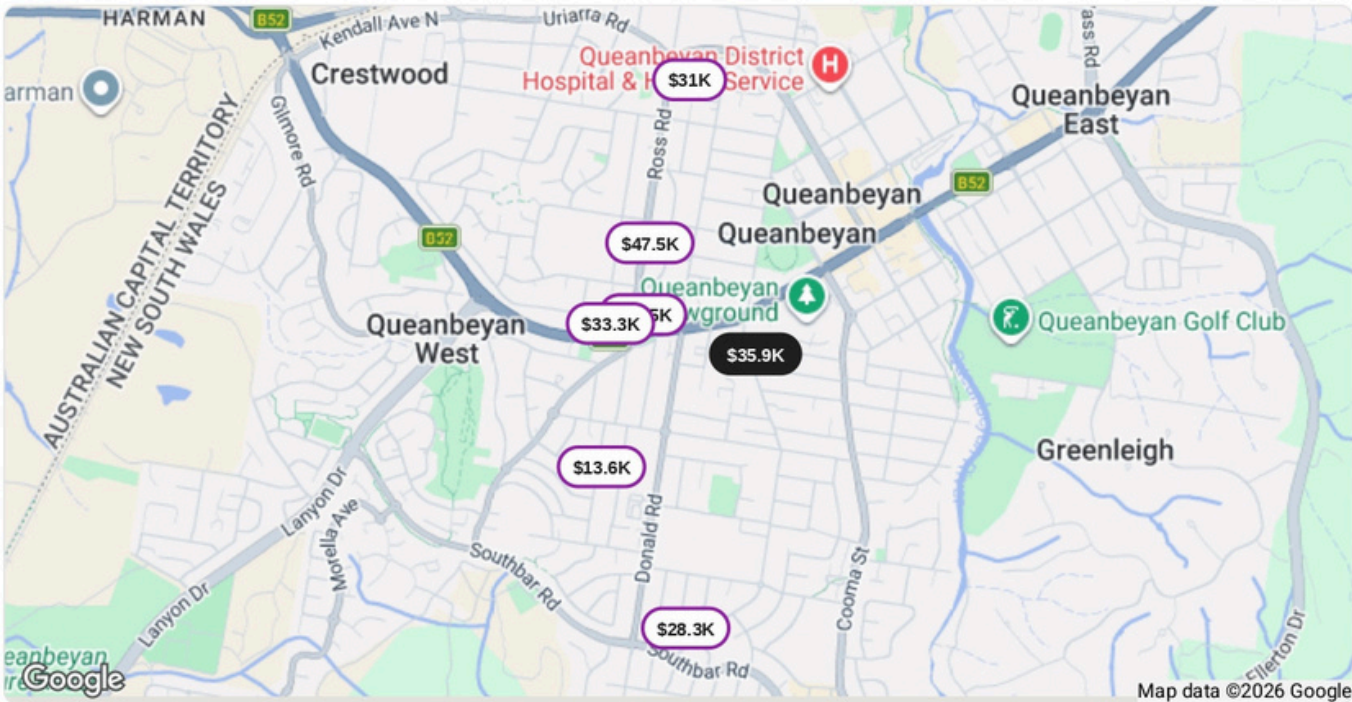
Confidence
Score



Comparable short-term rental listings

Default Comps

Title	Bedrooms	Baths	Revenue Potential	Days Available	Revenue	Occupancy	ADR
Ingleside Guesthouse	2	1	\$13.8K	360	\$13.6K	43.1%	\$87.5
A home away from home.	3	2	\$35.7K	313	\$31K	84%	\$117.9
Entire home, 5 ppl, 3 bd, air con, central	3	1	\$50.3K	344	\$47.5K	90.7%	\$152.2
Three bedroom house with full cooking facilities	3	1	\$59.2K	322	\$52.5K	68.9%	\$236.6
A home away from home.	3	2	\$29.9K	339	\$28.3K	58.7%	\$145
Renovated Townhouse Close to the CBD and Schools	2	1	\$34K	357	\$33.3K	69.7%	\$133.8



AIRDNA.CO

18 CAMERON RD, QUEANBEYAN NSW 2620, AUSTRALIA

Comparable short-term rental amenities

 Air Conditioning	83%	 Parking	83%
 Dryer	50%	 Pool	0%
 Heating	83%	 Cable TV	83%
 Hot Tub	0%	 Washer	100%
 Kitchen	67%	 Wireless Internet	100%

What is the projected monthly revenue over the next year?



How has the annual projected revenue changed over time?



How does the revenue calculator work?

When an address is entered, a list of comparable short-term rentals is compiled and an index is created based on relevance. The more similar a property, the more weight it has on the calculation. It also factors in market-wide metrics such as seasonality, rental demand, and revenue growth.

How are the financial numbers determined?

After the projected revenue is created, we use that amount to generate common expenses associated with running a short term rental. The operating expenses include items such as HOA fees and taxes. The net operating income is calculated by removing the operating expenses from the projected revenue and the cap rate is telling you how much this property can yield.



AirDNA Property Valuation - Secondary Residence



Property Earning Potential



18a Cameron Road,
Queanbeyan NSW 2620, Australia

Market: Palerang Type: N/A

Market Score 2 Bed 1 Bath 4 Guests

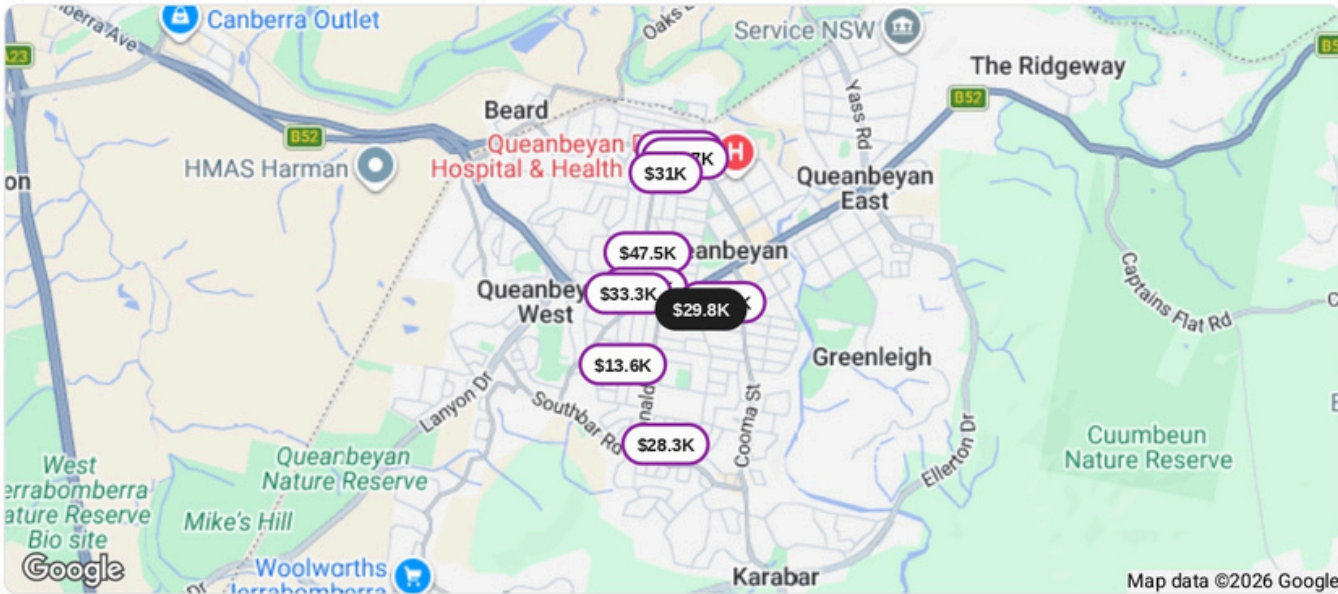
Operating Expenses	\$9.2K
Net Operating Income	\$20.6K
Cap Rate	---

\$29.8K Projected Revenue	70.6% Occupancy	\$115.6 Average Daily Rate	Low Confidence Score
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Comparable short-term rental listings

Title	Bedrooms	Baths	Revenue Potential	Days Available	Revenue	Occupancy	ADR
Ingleside Guesthouse	2	1	\$13.8K	360	\$13.6K	43.1%	\$87.5
A home away from home.	3	2	\$35.7K	313	\$31K	84%	\$117.9
Entire home, 5 ppl, 3 bd, air con, central	3	1	\$50.3K	344	\$47.5K	90.7%	\$152.2
One bedroom Lift access	1	1	\$15.3K	362	\$15.2K	73.8%	\$56.9
Towncenter unit (timber floor)	1	1	\$15.9K	356	\$15.7K	73%	\$60.2
Private self contained garden flat showground/CBD	1	1	\$21.4K	285	\$17.8K	84.2%	\$74
Three bedroom house with full cooking facilities	3	1	\$59.2K	322	\$52.5K	68.9%	\$236.6
A home away from home.	3	2	\$29.9K	339	\$28.3K	58.7%	\$145
Renovated Townhouse Close to the CBD and Schools	2	1	\$34K	357	\$33.3K	69.7%	\$133.8



AIRDNA.CO

18A CAMERON RD, QUEANBEYAN NSW 2620, AUSTRALIA

Comparable short-term rental amenities

 Air Conditioning	89%	 Parking	89%
 Dryer	56%	 Pool	0%
 Heating	78%	 Cable TV	89%
 Hot Tub	0%	 Washer	100%
 Kitchen	78%	 Wireless Internet	78%

What is the projected monthly revenue over the next year?



How has the annual projected revenue changed over time?



How does the revenue calculator work?

When an address is entered, a list of comparable short-term rentals is compiled and an index is created based on relevance. The more similar a property, the more weight it has on the calculation. It also factors in market-wide metrics such as seasonality, rental demand, and revenue growth.

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Short Stays Property Valuation

Comparison to Traditional Leasing

When assessing the viability of the short-stay model, it is important to compare projected performance against the likely income generated under a conventional long-term rental arrangement. Based on current rental listings within Queanbeyan and the broader Jerrabomberra region, for 2 combined residences of comparable size and standard would typically achieve approximately \$1200 per week in the long-term rental market.

This equates to:

- \$62,400 gross annual income under a traditional lease - before agent fees which average at 10% commission.
- Fixed weekly income with limited pricing flexibility
- Standard 12-month tenancy structure
- Limited ability to adjust to seasonal demand

By comparison, under the short-stay accommodation model (based on minimum incomes from previous valuation pages), the projected gross income is \$87,400 per annum representing a material uplift.

This indicates:

- Potential gross income increase of approximately 40% compared to traditional leasing
- Greater flexibility in pricing during high-demand periods
- Ability to adjust availability and strategy in response to market conditions
- Retention of owner access if required

While short-stay accommodation involves higher operational management and variable costs (cleaning, utilities, platform fees, management), the projected income margin remains materially stronger under conservative assumptions.

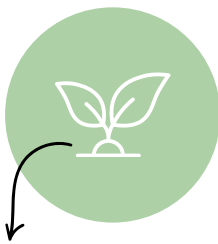
From a valuation perspective, the short-stay model demonstrates clear income superiority over traditional leasing in the current Latham market, particularly where the dwelling is well-presented and professionally managed.

Furniture Concept

When furnishing a property for Airbnb, the best approach is minimal, Nordic/Scandinavian-inspired, light and calming. Think neutral tones, natural textures, clean lines, and practical comfort. This style photographs beautifully, appeals to the widest range of guests, and creates a space that feels fresh, welcoming, and easy to relax in—exactly what short-stay guests are looking for.

Over-investing in expensive furniture or leaning into highly creative or niche design themes won't convert to recover the investment. Bold colours, unusual layouts, or statement pieces may suit a personal home, but they don't always translate well for short stays where guests want simplicity, functionality, and familiarity. A neutral, timeless aesthetic also wears better over time, is easier to maintain, and allows you to refresh the space affordably as trends change.

The goal isn't to impress a specific taste—it's to create a universally appealing, welcoming experience that feels effortless, cozy, and comfortable for every guest who walks through the door.



Bring natural colours into the home like green through accents in art works and plants, larger plants are strong and can withstand lower maintenance - only being watered 1-2 times a week when cleaners visit.

Smaller plants can be substituted for good looking artificial plants.



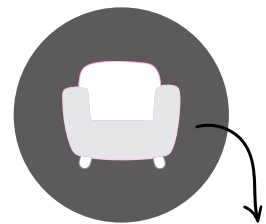
Walnut woods compliment greens and plants well. It looks more sophisticated and expensive than pine wood, and is becoming more accessible in more affordable retailers like Bunnings, Mocha and Kmart.



Beige is a comforting colour, it is relaxing and cozy. It is a natural earth tone and works well with plants and wood pieces.

Beige looks like a quietly elevated colour.

Add blankets, coffee table books or statues/vases for shape.

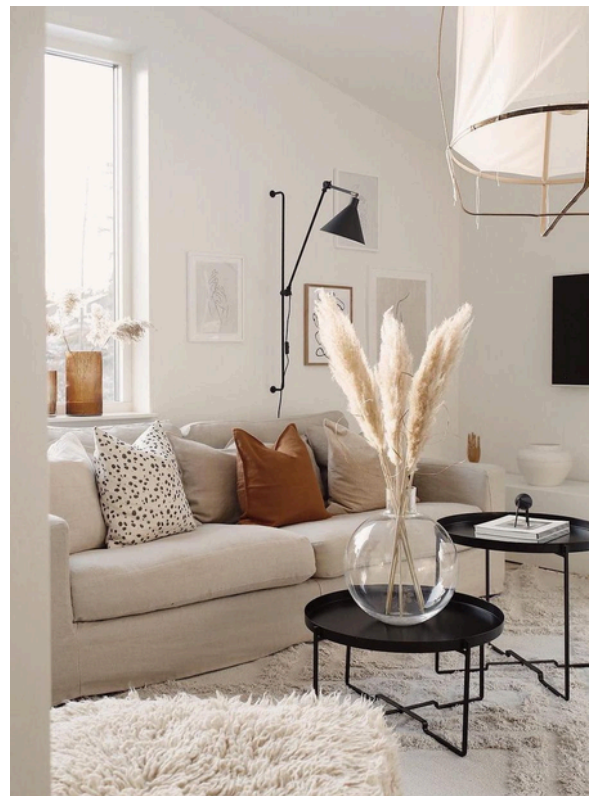


For items that get a lot of use, use dark grey. Not as harsh as black, and very accessible it is a strong finish colour to make a place look structured.

Ideal for couches that get a lot of use and are prone to dirt.

Please note: if you already have furniture that works for the space, we would be happy to use it - so long as it is functional. Our aim is not to start fresh, or to contribute to over-consumption, but this is the idea concept map we use for empty properties.

Furniture Concept



Room Type: Bedroom - Furniture

Room Quantity: 5



Bed Frame Link - \$239 (Kmart).



Mattress Link - Queen \$329
(Fantastic Furniture).



Bed Side Table Link x 2 - \$65 (Kmart).



Mirror Link - \$72 (Kmart).



Floor Rug Link - \$115 (Kmart).

Estimated Bedroom Furniture Cost: \$4,423

Cost is estimated on total number of rooms of the same type.

Room Type: Bedroom - Finishings

Room Quantity: 5

Sheet Set	Quantity: 3	<u>Fitted Sheet, Flat Sheet, 2 x Pillow cases - \$34</u>
Bed Side Lamps	Quantity: 2	<u>Hazel Table Lamp - \$29</u> <u>Globes - \$7</u>
Pillows and Duvet	Pillow Quantity: 4 Duvet Quantity: 2	<u>High Profile Pillow - \$16</u> <u>Duvet All Seasons - \$34</u>
Duvet Covers	Quantity: 3	<u>Ruffle Stripe Green Queen Cover - \$49</u>
Decorative Books	Quantity: 2	<u>Large Book - \$29</u> <u>Small Book - \$10</u>
Throw Blankets + Pillows	Pillow Quantity: 2 Blanket Quantity: 1	Pillows - Approx \$25 Blanket - Approx \$15
Candles	Quantity: 2	<u>Small - \$7</u>
Wall Art	Quantity: 1	Approx \$25



Estimated Bedroom Finishings Cost: \$2,750

Cost is estimated on total number of rooms of the same type.

Room Type: Living Room- Furniture

Room Quantity: 2



[Rug Link](#) - \$115 (Kmart).



[Couch Link](#) - \$679 (Ikea).



[Coffee Tables Set of 2 Link](#) - \$59 (Kmart).



[TV 58'](#) - \$595 (Bing Lee).



[TV Consol Unit](#) - \$289 (Kmart).

Estimated Living Room Furniture Cost: \$3,474

Cost is estimated on total number of rooms of the same type.

Room Type: Living Room - Finishings

Room Quantity: 2

Throw Blanket Decorative Pillows	Quantity: 3	\$100
Standing Lamp	Quantity: 1	\$25
Decorative Plants	Pillow Quantity: 4	\$60
Decorative Candles	Quantity: 3	\$30
Wall Art	Quantity: 2	\$45
Board Games	Quantity: 3	\$45



Estimated Living Room Finishings Cost: \$610

Cost is estimated on total number of rooms of the same type.

Room Type: Kitchen + Laundry

Room Quantity: 2



Fridge Link - \$599
([BingLee](#))



Dinner Table Link - \$310 (Temple and Webster)

Dinner Chair 4 Set Link - \$280
([Kmart](#))



Washing Machine Link - \$229
([Bing Lee](#))

Buffer		\$200
Cups + Mugs	Quantity: 1	\$25
Plates + Bowls	Quantity: 4	\$60
Cutlery	Quantity: 3	\$30
Cooking Accessories	Quantity: 2	\$45
Board Games	Quantity: 3	\$45
Microwave	Quantity	\$300
Kitchen Buffer	Toasters, Kettle, Iron, Drying Rack	\$300

Estimated Living Room Furniture Cost: \$5,406

Cost is estimated on total number of rooms of the same type.

Easy Home Upgrades



Top Rated



View Similar

Vue
Vue Bubble Dinner Plate in
Bubblegum
★★★★★ 4.9 (162)
\$19.95

+38 MYER one Points [Join Now](#)

Buy 2 & Save 30%
Buy 2 or more and save 30% off the original price across
the Vue Bubble range.*
[View more](#)

Colour:
Pink

[Add to Bag](#)

Risk free shopping [30-day return policy](#).



Top Rated

Salt&Pepper
Cuvee Prosecco Glass 230ml Set of 6 in
Clear
~~\$79.95~~ **\$39.98**
Save 50%
★★★★★ (518)



Top Rated

Krosno
Avant Garde Wine Glass 6 Piece 550ml Gi
Boxed
~~\$89.95~~ **\$44.98**
Save 50%
★★★★★ (467)



**Target Ella Faux Fur
Throw - Queen Bed
- Brown**



ONLINE EXCLUSIVE

+ 8 more



Bedroom Furniture	\$4,423	Bed, Mattress, Rug, Mirror, Side Table
Bedroom Finishings	\$2,750	Sheets, Pillows, Books, Candles, Lamps
Living Room Furniture	\$3,474	Couch, Rug, Side tables, Tv, Tv Consol
Living Room Finishings	\$610	Books, Candles, Games, Lamp, Blanket
Kitchen + Laundry	\$5,406	Fridge, Miscellaneous Items + Cookery
Total	\$16,663	GST incl, Delivery Excl

We select suppliers that offer fast delivery, competitive pricing, and allow the space to be fully set up and ready within 2–3 weeks. Our team also works weekends and schedules deliveries based on the earliest available delivery windows, rather than the next standard business day, which can cause unnecessary delays.

Taking into account all rooms, miscellaneous items, and potential delivery fees, the total furnishing cost should not exceed \$17,00 for both dwellings.

If you would like to be involved in the design process, we would be happy to create vision boards and provide AI-rendered images of the spaces so that you can change your mind or choose your own.

Rent Back Agreement Summary



What

You lease your property to Short Stays Canberra for a fixed period, and we operate it as short-stay accommodation.

Who

We pay rent upfront for the agreed term, giving you guaranteed income from day one.

Use

The property is professionally managed and used for short-stay accommodation (e.g. Airbnb).

Involvement

We handle guests, bookings, cleaning, linen, maintenance coordination, and support — you stay hands-off.

Costs

We cover usage costs like electricity, gas, water usage, and internet. You cover property insurance, rates and land taxes.

Accessibility

As similar to a standard residential lease, the property owner cannot use the property for certain days - eg blocking out the calendar for family/friends to stay at.

Property Care

Professional cleaning and regular inspections help maintain presentation and reduce long-term wear.

Best Suited Customer

Owners seeking stable income without the effort of self-managing short-term or long-term tenants.

Management Summary



What	You keep full ownership and control of your property while Short Stays Canberra manages it as short-stay accommodation on your behalf.
Who	You earn the accommodation income from guests. We invoice our management fee at the end of the months.
Use	The property is listed on platforms like Airbnb, Stayz, and Booking.com for short-term stays.
Involvement	We handle guests, bookings, cleaning, linen, maintenance coordination, and support — you stay hands-off.
Costs	Utilities, rates, insurance, internet and ownership costs remain the owner's responsibility.
Accessibility	You have the ability to request access, book out times, and use the property when it suits your lifestyle and your family/friends needs.
Property Care	Professional cleaning and regular inspections help maintain presentation and reduce long-term wear.
Best Suited Customer	Owners who want to maximise returns and stay flexible, without managing guests or operations themselves. Allows the owner to take advantage of dynamic pricing.

Case Study - Turner

Short Term vs. Long Term Rental



2/12 Hartley Street, Turner, ACT 2612

Share Hide Save

3 2 • Townhouse

\$900 per week

Case Study: 12/02/2026
Real Estate.com Source

- Long-term tenancy (gross): \$3,600
- Less typical leasing/management (~18%): ~\$648
- Long-term net estimate: ~\$2,950

To demonstrate the income potential of short-stay accommodation compared to a traditional tenancy, the following case study is based on a comparable property in Turner, ACT. This example provides a real-world comparison between a standard long-term lease arrangement and a professionally managed short-stay model over the same period.

February was selected as the reporting month as it represents a clean calendar period consisting of exactly four weeks, making it an effective and transparent benchmark for monthly income comparison and reporting consistency.

Long-Term Tenancy Estimate (Traditional Leasing)

Based on current market expectations, the property would be likely to achieve approximately \$900 per week under a standard long-term tenancy arrangement.

This equates to:

- \$3,600 gross income (4-week period)
- Before agent commission and management fees
- Before outgoings and maintenance allowances
- Fixed income with minimal flexibility to adjust to market demand

While long-term leasing provides stability, it does not allow owners to capitalise on peak demand periods or adjust pricing based on seasonal market conditions.

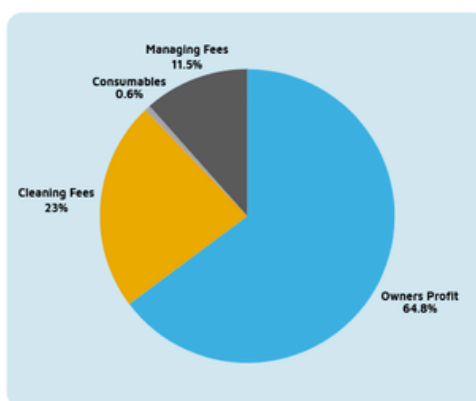
Case Study - Turner

Short Term vs. Long Term Rental



Source: Extracted from real current client future performance financial report, with real and accurate bookings.

- February 2026



Gross Income: \$7,813
Net Income: \$5,062

Occupancy Rate: 79%
Nights Book: 22 Nights

Short-Term Accommodation Performance (Short Stays Canberra)

Under the short-stay model, the same property generated a significantly higher return through professional pricing, guest management, and booking optimisation. Over the same four-week period, the property achieved approximately \$5,000 net income, after operational expenses such as consumables and cleaning-related costs.

This reflects:

- Strong demand within the inner-north Canberra market
- Higher revenue potential driven by nightly pricing and occupancy
- A professionally managed system that improves efficiency and guest experience

Platform Fee Structuring - Example Break Down



Host payout

4 nights room fee	\$1,000.00
Wed, 01/07	\$250.00
Thu, 01/08	\$250.00
Fri, 01/09	\$250.00
Sat, 01/10	\$250.00
<u>Collapse details</u>	
Cleaning fee	\$250.00
Host service fee (3.0% + VAT)	-\$41.25
Total (AUD)	\$1,208.75

Thinking of selling your home? Airbnb it!

Selling a home rarely happens overnight. Between preparing the property, appointing agents, photography, and finalising marketing materials, it's common for around four weeks to pass before a listing even goes live. From there, a typical six-week auction campaign follows — meaning your home can be tied up for two to three months before a result is achieved.

During that time, many owners are still covering mortgage repayments, council rates, utilities, and insurance, with no income coming in. Short-stay accommodation can help bridge that gap.

By placing your home into professionally managed short stays while you prepare and market for sale, you can generate income during the selling period — helping offset holding costs without locking yourself into a long-term lease.

Unlike traditional renting, short stays offer flexibility. Availability can be adjusted around your sales campaign, making it easy to accommodate open homes, inspections, and styling appointments. Need the property vacant on weekends? No problem. Want it clear for weekday morning inspections? Availability can simply be closed during those windows.

Guests are carefully managed, stays are short, and the property is professionally cleaned and maintained throughout — helping keep your home presented at a high standard while it's on the market.

This approach is particularly well suited to owners who:

- Are preparing for auction and want income during the campaign
- Have already moved out or are living elsewhere
- Want flexibility without committing to a fixed lease
- Are conscious of ongoing holding costs while waiting for a sale

Short stays won't replace the value of a successful sale — but they can make the journey there far more comfortable financially. If you're thinking about selling and want your property working for you in the meantime, short-stay hosting may be the smart middle ground.



Trade Partners



Cleaning and Linen Changeovers

Property Size	Stay
1-2 Bedrooms	\$160 incl. GST
3-4 Bedrooms	\$180 incl. GST

For one of the most competitively priced cleaners in all of Canberra, Sam provides exceptional service - taking his staff through for training before works commence and creating detailed checklists for quality control.



Maintenance and General Repairs

Formed from a 15 years trusted relationship, Brad Smith is our trusted maintenance trade partner. Should minor issues occur at the property, Brad is able to attend the site without much notice.



Real Estate and Appraisal

If you want to prepare your house for market, we can work with Auction Advantage to provide uninterrupted access for open homes, inspections and appraisal appointments.

Short Stays Canberra Management Agreement - Example Draft





Short Stays Canberra

Service Agreement

This agreement confirms the terms and condition of the Service Agreement between Turnkey Creations, trading as Short Stays Canberra and the owners of the property, for which details are listed below.

This agreement is ongoing from the date of commencement until termination is requested in accordance with the terms outlined in this agreement.

Agreement Commencement:

	Property Details
Property Listing Address	
Legal Title Details	
Property Insurance details <i>(if held)</i>	
Third Party Interests <i>Names of any persons who have tenancy or occupation rights, and the nature of the rights.</i>	



	Managing Company Details
Company Name	Turnkey Creations Pty Ltd trading as Short Stays Canberra
ABN	67 155 832 732
Trading Address	6/80 Emu Bank, Belconnen
Real Estate License	18404240

	Client Contact Details
Registered Property Owner Name	
Owner Postal Address <i>Not listing address</i>	
Owner Email	
Owner Telephone	
Owner ABN/ACN <i>if applicable</i>	
Bank Details <i>for receipt of payments</i>	Account Name: Account Number: Account BSB:



Services

Once commenced, the "Managing Company" will provide the following items in consideration of fees paid by the client.

1. Listing Services:

- a. Cross platform software registration
 - i. Airbnb
 - ii. Stayz
 - iii. Booking.com
- b. Secure and unassisted check-in services for guests
- c. Pricing and appraisal
- d. Cleaner checklist creation
- e. Marketing and Imagery
- f. Decorative services
- g. New linens and sheets

2. Ongoing Management and Hosting Services:

- a. Communication with guests, including screening enquiries about the property and securing deposits
- b. Providing guests with information about the use, care, and features of the property, including a comprehensive house manual
- c. Monitoring all guest payments made through the short-term letting platforms
- d. Cleaning and preparing the property after each booking, including replenishing consumables such as soaps, toilet paper, basic kitchen items, and cleaning products
- e. Inspecting the property following each guest's stay
- f. Making claims to the short-term letting platform for any damage, theft, or issues caused by guests
- g. Replenishing laundry and linen items as required
- h. Carrying out minor property maintenance, such as replacing light bulbs or undertaking small repairs.
- i. Coordinating and booking major maintenance services when needed
- j. Linen Changes
- k. Handover Cleaning Services

3. Excluded Services:

Items that are not included in the management fees:

- a. Council rates, land taxes, body corporate levies
- b. Metred utilities such as electricity, gas, water, internet, subscriptions
Replacement or repair of appliances, furniture, and other non-consumable items
- c. Repairs or maintenance requiring professional attendance, including electricians, plumbers, carpenters, builders, or other qualified tradespeople
- d. Property insurance



Fee Schedule

1. Listing

The term "Listing Charges" refers to the costs associated with creating and establishing a listing for the Property on short-term letting platforms. Listing Charges include the Listing Services outlined in the Services Schedule.

For the Listing Services agreed to in this document, the Owner will pay Short Stays Canberra a fee of \$990 (inclusive of GST). Any additional contingent setup expenses (as required by specific tasks) may be coordinated by Short Stays Canberra for an extra charge.

2. Hosting and Ongoing Charges

"Accommodation Charges" refers to the total amount received from guests, including cancellation fees, after deducting the letting platform's booking fees. These charges, set by Short Stays Canberra, may vary and can include discounts of up to 10% to encourage longer stays. Accommodation Charges exclude cleaning fees and other service charges.

For all Services other than Listing Services, the Owner will pay Short Stays Canberra 15% of the Accommodation Charges (exclusive of GST). You authorise Short Stays Canberra to have these fees deducted directly from the Accommodation Charges collected by the short-term letting platforms. The remaining balance will be paid to the Owner by the 5th business day of each month in arrears.

The owner will be provided profit summaries on a monthly basis, along with profit disbursement to the nominated bank account.

3. Linens and Laundry Service

Short Stays Canberra will supply all linen and manage laundry services for the Property. To support environmentally friendly practices, laundry cleaning costs will be incorporated into the overall cleaning fee charged through the booking platform, ensuring these expenses are covered as part of each guest's stay.

4. Cleaning

Regular, thorough cleaning of the Property is essential to maintain a high standard for guests. Wherever possible, cleaning costs will be charged to the guest and are separate from the Accommodation Charges. A deep clean will be carried out every 4 months and will be paid by the Owner from the Accommodation Charges, unless the Owner completes the deep clean themselves in accordance with the Short Stays Canberra checklist.



5. Keys and Check-in Devices

Short Stays Canberra will arrange the placement of a device required for self-access, such as a key safe or combination lock. ~~The owner will contribute \$400 for the initial placement of this device. The Owner must provide Short Stays Canberra with two sets of keys and access devices (fobs or swipe cards) before the listing begins.~~ Any costs to replace lost keys or access devices will be recovered through the short-term letting platform insurance.

Short Stays Canberra is permitted to create key copies when required without further consent from the owners.

6. Gardening and Maintenance

Short Stays Canberra is authorised to undertake maintenance and minor repairs to the Property as required. Emergency maintenance valued below \$250 does not require approval from the property owners. Any non-urgent maintenance expected to exceed this amount will only proceed once approval has been obtained from the Owner.

Short Stays Canberra will provide gardening services twice per month, approximately once a fortnight, at a cost of \$350 per month if the property owners elect this service in writing. Otherwise, it is presumed that the property owners will have this service organised, or that it is not needed. This service includes mowing, pruning, and watering. Further maintenance will be discussed with the owners before engaging workman.

7. Insurance

The property owner is responsible for covering the cost of property insurance. Airbnb's Host Protection Insurance program, provided through the platform, offers primary liability coverage of up to \$1 million per incident for third-party claims involving bodily injury or property damage.



Terms and Conditions

We will deliver the Services described in the Service Schedule, and you agree that some or all of those services will be supplied to you on the terms below.

AGREED TERMS

1. DEFINITIONS

1.1 Meaning of terms

In this service agreement (called "Agreement" unless the context says otherwise):

- a) **Agreement** has the meaning set out in clause 2.1.
- b) **Agent** refers to any person or business you appoint to represent you in dealings with Short Stays Canberra, including signing this Agreement on your behalf.
- c) **Business Day** means in Australia any day other than a Saturday, Sunday, public holiday, or bank holiday.
- d) **Fees** are the charges listed in, and calculated under, the Fee Schedule forming part of this Agreement.
- e) **GST** means goods and services tax as defined under the *A New Tax System (Goods and Services Tax) Act 1999 (Cth)*.
- f) **Information Table** means the information table included in the Agreement Form.
- g) **Intellectual Property Rights** includes all intellectual property rights in Australia and internationally, including:
 - i. trademarks and service marks, trade, business or company names, patents, registered designs, copyright, rights in circuit layouts, indications of source or appellations of origin, rights to have confidential information kept confidential, and any application for, or right to apply for registration of, or to assert or waive, any of those rights; and
 - ii. ideas, concepts, materials, techniques, know-how, and trade secrets.
- h) **Agreement** means the agreement between you and us that incorporates these Standard Terms and Conditions.
- i) **Personal Information** means any information or opinion about an identifiable individual (including in a database), whether true or not and whether in material form or not, and any other information treated as "personal information" under the *Privacy Act 1988 (Cth)*.
- j) **Property** is the property identified in the Information Table.
- k) **Revenue** means accommodation income we earn from listing the Property on a short-term letting platform, excluding cleaning fees and other service charges.
- l) **Services** are the services we agree to provide to you, as described in the Service Schedule.



- m) **Service Schedule** means the Services attached to this Agreement.
- n) **Term** has the meaning given in the Agreement Form.
- o) **We / Us / Our** (whether capitalised or not) refers to Short Stays Canberra.
- p) **You / Your / Yours** means the owner of the property named in the Agreement.

1.2 Rules of interpretation

Unless the wording requires a different meaning:

- a) singular words include plural words, and vice versa;
- b) headings are only for convenience and do not change interpretation;
- c) references to clauses, paragraphs, or schedules are references within this Agreement;
- d) defined words include their grammatical variations;
- e) references to individuals also include companies, partnerships, joint ventures, associations, and other legal entities;
- f) references to legislation include amendments, consolidations, or replacements;
- g) references to parties mean their legal representatives, successors, and approved assigns;
- h) obligations benefiting or binding more than one person apply jointly and severally; and
- i) references to any body (statutory or otherwise) that no longer exists or transfers its functions refer to the successor or replacement body.

2. AGREEMENT

2.1 This Agreement is made up of:

- a) these Standard Terms and Conditions;
- b) the Service Schedules, Fee Schedule, and Information Table; and
- c) the Agreement Form signed by both you and us.

2.2 If any parts conflict, the earlier document listed in clause 2.1 will prevail to the extent of the inconsistency.

2.3 You confirm and warrant that you have full legal power to enter into this Agreement and to give us access to and use of the Property so we can provide the Services.

2.4 If clause 2.3 does not apply and an Agent is involved, the Agent gives the same warranty of authority and capacity to enter into this Agreement and allow us access to the Property.

2.5 Where relevant, you agree that we may deal directly with your Agent for instructions and information. We are not responsible for the correctness of anything communicated between you and your Agent.



3. THE SERVICES

3.1 Once both parties sign, we will supply the Services described in the Service Schedule, and you agree to purchase them for the Fees and on these terms.

3.2 We may change a Service at any time by giving you reasonable advance notice. A change may include moving the Service to another short-term accommodation platform or discontinuing the Service in its existing form.

3.3 If a change under clause 3.2 is substantially harmful to you, and we reasonably agree that it is materially detrimental, you may end that Service by giving three (3) months' written notice.

3.4 If you request services beyond those listed, we may provide them for an extra agreed fee. If additional or altered Services are provided without charge, we may later charge for them if you agree to continue using them.

3.5 If you want to change the Services' content or how they are delivered, we may agree to those changes for an additional agreed fee.

4. TERM

4.1 This Agreement continues for the term stated in the Agreement Form unless ended earlier under clause 9. Any renewals form part of the "Term".

4.2 After the initial term, this Agreement automatically renews for rolling one-year periods unless one party gives written notice to end it at least 30 days before the end of a yearly period.

5. PROVIDING THE SERVICES

We will:

- a) list the Property on one or more short-term letting platforms at our discretion;
- b) use reasonable care and skill in supplying the Services, but we do not promise they will be uninterrupted or error-free; and
- c) ensure the Services are reasonably suitable for their intended purpose and meet legal requirements.

6. YOUR RESPONSIBILITIES

You acknowledge and agree that you:

- a) are fully responsible for supplying and upkeep of the Property for the Services;
- b) bear all risk for the Property and everything in it;
- c) are fully responsible for how the Property is used by you or anyone else, whether authorised or not;
- d) guarantee that you exclusively own or control the Property and that the Information Table is accurate;
- e) guarantee you have unrestricted legal rights to sign this Agreement and make the Property available, and that you follow all relevant laws, regulations, strata rules, and community bylaws;
- f) will follow any reasonable directions we issue so we can provide the Services properly;



- g) confirm you hold appropriate insurance for Property/contents damage or loss and public liability for guests, and will provide proof on request where the Property is listed somewhere other than Airbnb;
- h) must ensure utilities and services are connected and all owner obligations are met (including rates and owners corporation levies);
- i) will comply with our reasonable operational policies or directives as issued from time to time, including those needed for internal processes or compliance duties;
- j) accept that we may charge guests for cleaning at our discretion and those charges belong entirely to us;
- k) authorise us to manage all listing activity and dealings with Airbnb or similar platforms for the Property, including all financial transactions;
- l) authorise us to determine marketing, pricing, and guest communications on Airbnb, subject to any agreed minimum price floor; and
- m) must not install or use any cameras or recording devices inside the Property.

7. FEES AND GST

7.1 In exchange for the Services, you must pay the Fees in the amounts and manner shown in the Agreement Form.

7.2 You understand that we may have a referral arrangement with your Agent and may need to pay that Agent a referral fee, reward, or commission.

7.3 You agree that Revenue from Airbnb or similar platforms is first paid to us, and we will pay you the remainder after deducting our Fees.

7.4 If you use an Agent, you agree the Revenue balance may be paid to the Agent first. We are not responsible if the Agent delays payment or pays you incorrectly.

7.5 Defined terms in the *A New Tax System (Goods and Services Tax) Act 1999 (Cth)* carry the same meaning in this clause.

7.6 If a supply is made under or connected with this Agreement and the price does not clearly include GST, then GST is added to the price and the recipient must:

- a) pay the supplier the GST amount due on that supply without deductions or offsets; and
- b) pay that GST at the same time as the underlying payment, provided a valid tax invoice (or adjustment note) has been issued.

7.7 The supplier must promptly issue an adjustment note or seek a refund from the Commissioner and repay any GST overpayment to the recipient. The supplier is not required to refund GST already remitted to the ATO unless it receives a corresponding refund or credit.

7.8 If a party pays compensation or satisfies a claim under or linked to this Agreement (including claims for misleading conduct, misrepresentation, warranty breach, indemnity, or reimbursement) and GST applies, the paying party must pay and indemnify the receiving party for that GST.



7.9 Where a claim involves a cost that includes GST, the claim equals the cost plus GST, except where the claimant is entitled to an input tax credit.

7.10 Where a claim amount depends on revenue (actual or estimated) or lost revenue, the revenue figure must be calculated excluding any GST reimbursement components.

8. SERVICE SUSPENSION OR CANCELLATION

8.1 We may restrict, pause, or cancel any Service (whole or part) by notice if:

- a) amounts owed for the Service are overdue;
- b) we reasonably believe the Service is being used unlawfully;
- c) you are failing to meet obligations linked to that Service; or
- d) you become insolvent or unable to pay debts as they fall due.

8.2 If we reinstate a Service after suspension or cancellation, we may charge a recommencement fee.

9. TERMINATION

9.1 We may end a Service on seven (7) days' notice if no Services are being used under that Service Schedule. Ending or suspending a Service does not automatically end this Agreement unless all Services are terminated.

9.2 If a material breach occurs and is not fixed within 14 days after written notice, the non-breaching party may terminate this Agreement (if the breach affects the Agreement) or the relevant Service (if it affects only that Service).

9.3 We may terminate this Agreement at any time (before or after the stated Term) on one (1) month's written notice.

9.4 You may terminate this Agreement at any time (before or after the Term) once all future bookings are completed, on one (1) month's written notice.

9.5 We may terminate this Agreement on one (1) week's written notice if:

- a) we cannot access or use Airbnb or a similar hosting platform for any reason;
- b) we become legally required to hold a real estate licence under the *Property, Stock and Business Agents Act 2002 (NSW)* or similar law elsewhere;
- c) the Services would breach law or regulation;
- d) a legal or market shift negatively affects how or at what cost we provide the Services;
- e) we reasonably believe the Property is not owned or controlled by you;
- f) we reasonably believe you lack unrestricted rights to enter this Agreement or make the Property available, or that you are not complying with applicable laws/bylaws;
- g) we reasonably believe the Property is not being properly maintained or serviced by you or anyone acting for you; or
- h) utilities or rates remain unpaid or Property services are disconnected.



9.6 We may terminate immediately without notice if:

- a) you enter insolvency administration or cannot pay debts when due;
- b) you cease to own or control the Property;
- c) you or your Agent no longer have authority/capacity to allow us access to the Property;
- d) the Property or common areas are unfit to reside in or damaged in a way that reduces liveability;
- e) you receive two (2) or more breach notices under clause 9.2 within any 12-month period, whether or not fixed within the notice period; or
- f) you knowingly keep or give false records or information.

9.7 When this Agreement ends for any reason:

- a) all unpaid invoices and other outstanding amounts must be paid by their due dates and, if requested, within 30 days; and
- b) you must stop using any Services immediately.

10. CONFIDENTIALITY AND PRIVACY

10.1 Each party must keep confidential:

- a) the contents of this Agreement; and
- b) any information supplied under it by the other party, including technical, operational, pricing, billing, and commercial material.

10.2 A party may only disclose confidential information if:

- a) it is disclosed to staff, professional advisers, or subcontractors who need to know and who first agree to confidentiality;
- b) the other party gives written consent;
- c) disclosure is required by law, regulator, or stock exchange; or
- d) the information is publicly available without breach of this Agreement.

10.3 Both parties must comply with the National Privacy Principles, the *Privacy Act 1988 (Cth)*, and any other relevant privacy laws.

10.4 Each party will provide reasonable help to the other to ensure privacy-law compliance.

10.5 Each party must inform the other immediately if it believes privacy or security duties under this clause have been breached.



11. INDEMNITY

11.1 You indemnify us, and keep us (including our agents and contractors) indemnified, for reasonable losses, costs, or expenses arising from:

- a) any wilful, wrongful, fraudulent, unlawful, or negligent act or omission by you or your employees/agents/contractors related to this Agreement;
- b) any breach by you of your warranties or obligations;
- c) guest claims connected with our performance of the Services;
- d) any breach of law or regulation by you, including installing cameras or recording devices inside the Property;
- e) third-party claims arising due to your insolvency/bankruptcy; and/or
- f) third-party claims caused by your failure to provide services to guests.

11.2 We indemnify you for reasonable loss, cost, or expense resulting from our fraudulent conduct while performing the Services.

11.3 You release us from claims connected with us supplying the Services, except claims arising from our deliberate breach of this Agreement.

12. LIABILITY

Except for clause 12.3, we are not responsible to you, and you release us from any claims for loss, damage, cost, or expense arising from our delivery of the Services or anything connected to it. We are never liable for lost profits, economic loss, loss of revenue, reliance loss, wasted costs, expected savings, goodwill loss, data loss, or any indirect or consequential loss, whether foreseeable or not, and whether or not you warned us of the risk.

12.1 You acknowledge that warranties or conditions may be implied under the *Competition and Consumer Act 2010 (Cth)* and similar laws. To the maximum extent allowed, all implied warranties/conditions are excluded. We do not guarantee our systems are uninterrupted, error-free, or virus-free. Apart from express warranties in this Agreement, we give no other warranties or representations.

12.2 Where liability cannot be excluded but can be limited, we may choose to: re-supply Services, pay for re-supply, repair/replace goods, or pay repair/replacement costs.

12.3 If we are liable and cannot exclude that liability, our total liability for any claim (contract, equity, tort including negligence, statute, or otherwise) is capped at the total Fees you paid us in the 12 months immediately before the event giving rise to the claim.



13. INTELLECTUAL PROPERTY

13.1 Intellectual Property Rights created by a party while fulfilling this Agreement belong to that party unless otherwise agreed in writing.

13.2 We grant you a limited, revocable licence during the Term to use our Intellectual Property Rights supplied under this Agreement, subject to any usage conditions we give you in writing.

14. REPORTING

Each month we will send you a report showing bookings for the Property, accommodation charges generated, and Fees paid in relation to the Property.

15. RELATIONSHIP OF THE PARTIES

15.1 You confirm that, from the date(s) in the Agreement Form, we are your exclusive provider for the Services (or substantially similar services) for the Property.

15.2 This Agreement does not create a partnership, joint venture, employment, or agency relationship. We act as independent contractors.

16. COMPLETE AGREEMENT

This Agreement contains the full understanding between the parties regarding the Services and replaces all prior discussions, agreements, or representations.

17. NOTICES

Any notice or consent must be written and sent to:

- a) you: the Owner or Authorised Representative in the Information Table; and
- b) us: the Managing Director, or another address we notify to you in writing.

18. SET-OFF

We may, and you authorise us to, deduct or set off any amount you owe us from money we hold on your behalf, at any time, without notice and without liability.



19. CHANGES TO THIS AGREEMENT

We may change these terms during the Term by giving you written notice, and your continued use of Services will mean you accept the updated terms. Otherwise, changes must be agreed in writing by both parties.

20. ASSIGNMENT

20.1 We may transfer (assign) any or all of our rights under this Agreement to another person at any time without asking you, and this does not reduce your responsibilities.

20.2 You must not assign this Agreement or any of your rights or obligations under it.

20.3 If you are a corporation, any change in your main shareholding or in control of any entity that controls you is treated as an assignment and requires our consent. An entity controls you if it can influence management or operational decisions of your business.

21. GOVERNING LAW

This Agreement is governed by the laws of the applicable State or Territory in Australia. Both parties submit to the non-exclusive jurisdiction of that State or Territory's courts.



Agreement

In signing this agreement, I declare that that I have read the *Services Terms* and the attached *Terms and Conditions*. I acknowledge and agree to the terms of this *Service Agreement* including:

- (a) the services described in the attached Service Terms;
- (b) to pay the Fees in accordance with the Fee Schedule; and
- (c) the Standard Terms and Conditions attached.

	Party Details
Property Owners (if multiple owners, the party signing declares they have permission to do so from all relevant individuals)	Name: Signature: Date:
Managing Company (signed by authorized individual)	Name: Position: Signature: Date:

Short Stays Canberra Rent Back Agreement - Example Draft





Short Stays Canberra

Rent Back Agreement

This agreement confirms the terms and condition of the Rent Back Agreement between Turnkey Creations, trading as Short Stays Canberra and the owners of the property, for which details are listed below.

This agreement is ongoing from the date of commencement for 12 months, or until termination is requested in accordance with the terms outlined in this agreement.

Agreement Commencement: 15/12/2025

	Property Details
Property Listing Address	
Legal Title Details	
Property Insurance details <i>(if held)</i>	
Third Party Interests <i>Names of any persons who have tenancy or occupation rights, and the nature of the rights.</i>	



	Leasor Company Details
Company Name	Turnkey Creations Pty Ltd trading as Short Stays Canberra
ABN	67 155 832 732
Trading Address	6/80 Emu Bank, Belconnen
Real Estate License	18404240

	Client Contact Details
Registered Property Owner Name	
Owner Postal Address <i>Not listing address</i>	
Owner Email	
Owner Telephone	
Owner ABN/ACN <i>if applicable</i>	
Bank Details <i>for receipt of payments</i>	Account Name: Account Number: Account BSB:



Agreement Summary

	Details
Commercial Terms	Upfront Rent: Lease Term: Rent Paid: in advance
Use Rights	Subleasing permitted Short-stay accommodation permitted Transportable secondary dwelling permitted Storage and ancillary lawful uses permitted
Costs	Owner: insurance, land taxes, council rates Leasor: water, electricity, gas
Third Party Interests <i>Names of any persons who have tenancy or occupation rights, and the nature of the rights.</i>	



This proposal is intended to form the basis of a **residential tenancy agreement** under the *Residential Tenancies Act 1997 (ACT) (RTA)*, subject to execution of a formal written agreement.

1. Term and Rent

The Lessor agrees to lease the residential premises known as the Property to the Tenant for a fixed term of twelve (12) months.

The Tenant shall pay **\$XYZ** as rent in advance, payable in full prior to the commencement of the tenancy, in accordance with the *RTA*. The parties acknowledge that this payment constitutes rent in advance and does not form part of any rental bond.

2. Permitted Use and Subletting

Pursuant to section 68 of the *RTA*, the Lessor consents to the Tenant subletting the Property, including for short-term accommodation purposes (including via Airbnb and similar platforms), provided the Tenant remains responsible for compliance with the *RTA* and all applicable ACT laws, planning requirements, and strata by-laws (if applicable).

3. Transportable Secondary Dwelling

The Lessor consents to the Tenant installing, operating, and removing a transportable secondary dwelling on the Property, subject to:

- compliance with all ACT planning, development approval, and building requirements;
- no permanent damage to the Property; and
- reinstatement of the land to its original condition at the end of the tenancy, fair wear and tear excepted.

4. Utilities and Outgoings

The Tenant shall be responsible for payment of all utilities usage, including but not limited to water usage, electricity, gas, and internet services, in accordance with the *RTA*.

The Lessor shall remain responsible for sewerage charges, rates, land tax (if applicable), and building insurance, as required under the *RTA*.

5. Responsibilities of the Parties

5.1 Owner (Lessor) Responsibilities

The Lessor shall:

- maintain building insurance, including fire, structural, and public liability coverage;
- pay sewerage charges, rates, and land tax (if applicable);
- ensure the Property complies with ACT minimum standards, including minimum insulation requirements and the installation and maintenance of compliant smoke alarms, as required under the *RTA* and relevant ACT regulations.



5.2 Operator (Tenant) Responsibilities

The Tenant shall:

- pay for all utilities usage, including water usage, electricity, gas, and internet;
- be responsible for all repairs and maintenance costing less than \$1,000 per incident, excluding fair wear and tear and statutory obligations of the Lessor;
- manage all guest operations, including bookings, guest communications, cleaning, linen, laundry, and turnover services;
- install a smart lock at the Tenant's cost, and reinstate the original lock or entry device at the end of the tenancy if required by the Lessor;
- operate the Property as short-term accommodation through Airbnb and similar platforms;
- act as the sole point of contact for all minor repairs and operational matters, such that the Lessor will not be contacted for minor repairs or day-to-day issues, which shall be managed entirely by the Tenant.

6. Maintenance and Access

The Tenant may engage trades, contractors, and service providers of its choosing to fulfil its obligations under this agreement. All works must be carried out in a proper and workmanlike manner and in compliance with ACT laws.

7. Rent-Back Arrangement

The parties acknowledge that a rent-back arrangement may be entered into, subject to a separate written agreement and compliance with the *RTA*.

8. Additional Permitted Uses

With the Lessor's consent, the Tenant may use the Property or any part thereof for short-term accommodation, storage, or other lawful purposes, noting that such uses are not limited to those expressly listed, provided they comply with applicable laws and do not cause unreasonable interference.

9. Governing Law

This agreement is governed by the laws of the Australian Capital Territory, and the parties submit to the jurisdiction of ACT courts and tribunals.



Agreement

In signing this agreement, I declare that that I have read the *Services Terms* and the attached *Terms and Conditions*. I acknowledge and agree to the terms of this *Service Agreement* including:

- (a) the services described in the attached Service Terms;
- (b) to pay the Fees in accordance with the Fee Schedule; and
- (c) the Standard Terms and Conditions attached.

	Party Details
Property Owners (if multiple owners, the party signing declares they have permission to do so from all relevant individuals)	Name: Signature: Date:
Managing Company (signed by authorized individual)	Name: Position: Signature: Date:

Frequently Asked Questions

What is short-stay property management?

Short-stay property management is a full-service solution that allows property owners to rent their homes for stays ranging from a few nights to several weeks, without the day-to-day workload. A professional manager handles everything from listing the property on booking platforms and setting dynamic pricing, to guest communication, check-ins, cleaning, linen, and ongoing maintenance.

Unlike traditional long-term leasing, short-stay management focuses on flexibility, presentation, and maximising nightly returns—especially during peak seasons and major events. Owners retain full control over their property, can block out dates for personal use, and benefit from higher income potential while their asset is professionally cared for and monitored.

Who is short-stays management best suited for?

It's ideal for owners who want flexibility, higher earning potential, or use their property periodically while still generating income.

What platforms do you list on?

We list properties across leading platforms such as Airbnb, Booking.com, and other corporate and government accommodation channels.

Do you manage pricing?

Yes. We use dynamic pricing tools and local market insight to maximise returns during high-demand periods.

Can I still use my property?

Absolutely. Under a management agreement, owners retain full control and can block out dates for personal use at any time.

How often do you clean the property?

A professional clean is completed after every guest stay, including linen laundering and restocking essentials.

Frequently Asked Questions

How do you screen guests?

We review guest profiles, past reviews, booking intent, and booking patterns to ensure suitable stays.

Is short-stay accommodation legal in Canberra?

Yes, short-stay accommodation is permitted in Canberra when operated in line with ACT regulations and strata rules (where applicable).

How do you handle maintenance issues?

Minor maintenance is managed proactively. Larger issues are reported immediately with owner approval before works proceed.

What happens if something is damaged?

We document and manage claims through platform protections and guest security deposits where required.

Do you provide linen and towels?

Yes. Linens, towels and bedding is accounted for in our furnishing budget

How do owners get paid?

Earnings are paid regularly via your nominated account, with transparent reporting and statements. Payments are made weekly to you based on money that is paid into our account and monthly reporting is provided to you at end of month

Can you manage multiple properties?

Yes, we have the capacity to manage individual properties as well as multi-dwelling and investor portfolios by utilising management softwares and comprehensive procedures.

Frequently Asked Questions

What makes short stays more profitable than long-term leasing?

Short stays allow owners to benefit from seasonal demand, event pricing, and premium nightly rates.

Do you manage guest communication?

Yes. We handle all guest messaging, check-ins, check-outs, and support throughout the stay. We have a response window of 6am-12am and hold super host status based on timely responses.

How do you ensure neighbours aren't disturbed?

We enforce house rules, quiet hours, and build trust with guests before arrival. Guest screening allows us to monitor who is staying at the house and why they are travelling.

What costs are involved?

Our management fee is commission-based, with no hidden costs. Cleaning is charged per stay, and consumables are purchased in bulk, only being invoiced on a needs basis.

Can I switch from long-term to short-stay easily?

Yes. We handle the full transition, including setup, styling advice, and platform onboarding.

How quickly can my property be listed?

Most properties average 14 days, depending on readiness, photography and styling.

Why choose professional management instead of self-hosting?

Professional management saves time, reduces risk, and consistently achieves higher occupancy and returns.