



Short Stays Canberra

Oaks Estate Case Study: Minimum effort, consistent and
reliable income
Traditional Tenancy

Tenancy in Oaks Estate - Property Context



What was the owner's situation?

The owner had a large block of land and saw an opportunity to maximise its potential through a dual residence development. After considering the available options, they decided that building a granny flat was the most suitable solution for the site. Their priority was to secure a single, long-term tenant rather than have multiple occupants coming and going as they had young kids and safety was very important to them, providing greater stability, privacy, and peace of mind.

Why did they choose to tenancy their property?

The owner chose to rent out the granny flat to generate a steady rental income while maintaining privacy and security on their property through a single long-term tenancy.

What did CGFB do for them?

Short Stays Canberra provided appraisals across a range of investment strategies and explained that a standard long-term tenancy was the most suitable option given the owner's financial goals and family circumstances. Short Stays Canberra then obtained proposals from several property management agencies, comparing their rates and service offerings before referring the property to a trusted agency best suited to manage the tenancy.

How did this meet their goals?

This approach delivered a reliable rental income stream while ensuring the property was occupied by a single long-term tenant, aligning with the owner's desire for stability, privacy, and minimal disruption to their family lifestyle.

What are the biggest benefits to this strategy?

Predictable income, zero involvement, limited access and traffic

Case Study - Oaks Estate

Short Term vs. Long Term Rental

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3 2 1,012m² • House

\$800 per week

Bond \$3,200

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Case Study: 10/06/2026
Real Estate.com Source

- Long-term tenancy (gross): \$800
- Less typical leasing/management (~10%): ~\$700 per week
- Long-term net estimate: ~\$2,800 per month

The client found an agent at:
10% commission + gst + 2 weeks rent to help the owner with listing

Long-Term Tenancy Estimate (Traditional Leasing)

Based on current market expectations, the property would be likely to achieve approximately \$8000 per week under a standard long-term tenancy arrangement.

This equates to:

- \$3,200 gross income (4-week period)
- Before agent commission and management fees - approx 10% + gst
- 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.