

A two-bedroom serviced let at Salford Quays, modelled to generate £885 a month at 70% occupancy.

CASH IN

£7,759

Everything, fee included

BREAKEVEN

43.8%

Occupancy that covers every cost

NET A MONTH

£885

Modelled, at 70%

CASH-ON-CASH

136.9%

£10,624 a year, modelled

Illustrative financial model, not a forecast or guaranteed return. Occupancy and nightly rates are assumptions, not confirmed trading performance. The proposed serviced accommodation arrangement remains subject to written landlord consent and any required building permissions.

THE STRATEGY

A furnished flat with two double bedrooms and one bathroom, 637 sq ft, second floor, advertised at £1,100 a month from late October. The plan: a company let, with the landlord's written consent, run as serviced accommodation for contractors, crews and business visitors. Nothing is bought; the money in pays the first month, deposit, set-up and sourcing fee.

The income

At a modelled £150 a night and 70% occupancy (21 nights) the flat takes £3,150. Per-stay costs (£315), the 15% management and channel fee (£473), rent and bills (£1,477) leave £885 a month. Neither the rate nor the occupancy is yet backed by bookings.

The capital

£7,759 goes in: £1,269 is the returnable deposit, £6,490 is spent. At the modelled £885 a month it comes back in about nine months. Income only — no asset to sell or refinance — for as long as the lease runs.

The location

Broadway, Salford Quays, close to The Lowry and the Metrolink (agent's listing), with allocated parking. The media and production cluster is why the strategy fits — upside, not something the numbers depend on.

RENT-TO-RENT · SERVICED LET

Hudson Court, Broadway, M50

Leasehold flat · 2 double bedrooms · furnished · council tax band C · 637 sq ft · allocated parking

Revenue, 21 nights at £150	£3,150
Rent to the landlord, monthly (asking)	£1,100
Per-stay costs (£75 a stay, 5-night minimum)	£315
Management and booking channels (15%)	£473
Bills (council tax, utilities, broadband, insurance)	£377
Net after everything	£885

CASH REQUIRED

What goes in, and what comes back

Sourcing fee inside the total — it is money invested, not an extra

First month's rent	£1,100
Tenancy deposit (5 weeks, returnable)	£1,269
Sourced sourcing fee	£4,000
Letting agent fee	£200
Set-up: bedding, deep clean, kitchen kit, TV, décor	£1,190
Total cash in	£7,759
Months to earn the cash back, at 70%	About 9
Deposit back at the end, subject to condition	£1,269
Spent and at risk	£6,490

What is evidenced, and what is not.

Every figure here is one of four things: evidenced by a document, supported by a comparable, modelled from a standard assumption, or stated by the seller and not yet verified.

WHAT OCCUPANCY DOES TO THE INCOME

Occupancy	Basis	Net a month	Net a year
85%	High-occupancy scenario	£1,392	£16,699
70%	Modelled operating scenario	£885	£10,624
50%	Lower-occupancy scenario	£210	£2,524
43.8%	Modelled break-even occupancy	£0	£0
36.4%	Salford city-wide market reference (AirROI)	-£249	-£2,984
30%	Downside scenario	-£465	-£5,576

The 70% occupancy assumption illustrates the potential return if the property achieves 21 booked nights per 30-day month. It is not an evidenced forecast.

AirROI reports 36.4% occupancy across the wider Salford short-let market. This includes different property types and locations, so it is not a direct comparison with a two-bedroom corporate accommodation property at Salford Quays.

The difference between these figures is material. Achieving the modelled return depends on attracting sufficient corporate and contractor bookings. Property-specific comparable trading evidence is still required to establish how realistic that assumption is.

THE MODEL ASSUMPTIONS

Input	Value	Basis	Status
Rent to landlord	£1,100 pcm	Rightmove listing 94233003, Northern Group, read 15 Oct 2026. Deposit £1,269 from the same listing. Not yet agreed for a company let.	EVIDENCED
Nightly rate	£150	Disa's working figure for a two-bed at MediaCityUK. No booking comparables for this block yet.	MODELLED
Occupancy	70%	Modelled operating scenario, not an evidenced forecast. Salford city-wide market reference: 36.4% (AirROI).	MODELLED
Running costs	15% + £75 a stay	15% management and channels. £75 per stay: cleaning £40, laundry £15, check-in £15, booking £5; 5-night minimum. Set for one-bed units.	MODELLED
Bills	£377 pcm	Council tax £192 = Salford band C 2026/27 (£2,306.17 ÷ 12); band C as stated on the agent's listing. Utilities £55, broadband £55, insurance £75.	MODELLED
Entry costs	£6,490	Sourcing fee £4,000 (Disa minimum), agent fee £200, set-up £1,190 (a one-bed kit list), first month's rent £1,100.	MODELLED
Landlord consent	Not obtained	Written consent to a company let with serviced use, and the building lease's short-let terms. Nothing here holds without both.	NOT CONFIRMED

STRESS TESTS

NIGHTLY RATE -15%

£484 /m

Breakeven rises to 52.7%

OCCUPANCY 50%

£210 /m

Still positive

DOWNSIDE 30%

-£465 /m

A loss-making month

SALFORD
REFERENCE 36.4%

-£249 /m

Below breakeven

What breaks, and what it costs.

Nothing is owned, so the downside is the £6,490 spent going in, plus the rent committed for the length of the lease.

01 Landlord and building consent

No written landlord consent has yet been obtained for a company let operating as serviced accommodation. Any required building or freeholder approval must also be confirmed. The opportunity cannot proceed on the proposed basis until the necessary permissions are secured.

02 Occupancy risk

At 70% occupancy, the model generates £885 monthly profit. At the cited Salford city-wide occupancy figure of 36.4%, it generates a £249 monthly loss.

Because the city-wide figure is not directly comparable, it should be treated as a market reference and downside sensitivity, not a forecast for this property.

03 The nightly rate

£150 a night is modelled, not evidenced. At £127.50 (-15%) the profit falls to £484 a month. At Airbtics' £101 Salford average it falls to about £11 a month.

04 Costs set for a one-bed

The £75 changeover, £1,190 set-up and £55 utilities were set for one-bed units. A two-bed costs more to clean and equip, and short stays use more power. Every extra £100 a month in costs comes straight off the £885.

05 Rules and tax

Serviced use may move the flat from council tax to business rates. How a rent-to-rent company let sits under the Renters' Rights Act rules in force since 1 May 2026 has not been checked. All profit figures are before tax.

NEXT STEPS IN THE DUE DILIGENCE

- 1 Ask Northern Group, in writing, whether the landlord will grant a company let with serviced use, and get the building lease's short-let terms and the full postcode.
- 2 Pull two-bed booking comparables around Broadway and The Lowry: nightly rate and occupancy over the last twelve months.
- 3 Get utility and cleaning quotes for a two-bed, and check whether serviced use moves the flat onto business rates.
- 4 Have a solicitor review the company-let agreement: term, break clause, permitted use and deposit.
- 5 Re-run the deal calculator on the confirmed figures before any commitment.

Prepared by Disa Property Investments, Sourced franchise partner. Figures marked modelled, comparable or stated are assumptions or third-party statements and must be verified before commitment. The nightly rate and occupancy are modelled, not evidenced. Not a recommendation; not investment, tax or legal advice. Capital is at risk.