



TAMARA READ  
National Coach

Part 2:  
Strategy & Property Due Diligence, Plus Feasibilities

develop Units  
Subdivide Multies  
RENT RENT BY ROOM  
STRA TA  
sell  
Commercial JV  
furnish Options BUILD HOUSEMOVING

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Recap of Part 1 –  
Match The Strategy & Location To Your Personal Circumstances

- o a) Define Your Personal Circumstances?
- o b) Identify Your 3 Locations
- o c) Identify Your 3 Strategies
- o c) Deal Finding – Become an Area Expert




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Update to Part 1 –  
Thematic / Heat Map Sources

- o 1) <http://www.suburbprice.com> – heat map – based on sale price not sold price




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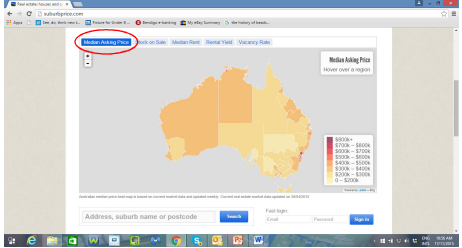
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**SUCCESS Accelerator**

### Update to Part 1 – Thematic / Heat Map Sources

- o a) Scroll Down to Map
- o b) Click on Median Asking Price



The screenshot shows a web browser window with a heatmap of Australia. The map is color-coded by region, with a legend on the right side. The legend includes price ranges: \$200K - \$300K, \$300K - \$500K, \$500K - \$700K, \$700K - \$1M, \$1M - \$1.5M, \$1.5M - \$2M, \$2M - \$3M, \$3M - \$4M, \$4M - \$5M, \$5M - \$7M, \$7M - \$10M, and \$10M+.

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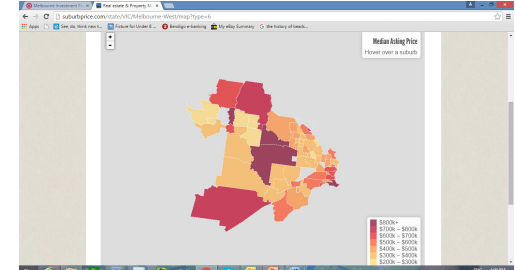
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**SUCCESS Accelerator**

### Update to Part 1 – Thematic / Heat Map Sources

- o c) Zoom in and click on area of interest e.g. Melbourne, then Melbourne West



The screenshot shows a zoomed-in heatmap of Melbourne, Australia. The map is color-coded by suburb, with a legend on the right side. The legend includes price ranges: \$200K - \$300K, \$300K - \$500K, \$500K - \$700K, \$700K - \$1M, \$1M - \$1.5M, \$1.5M - \$2M, \$2M - \$3M, \$3M - \$4M, \$4M - \$5M, \$5M - \$7M, \$7M - \$10M, and \$10M+.

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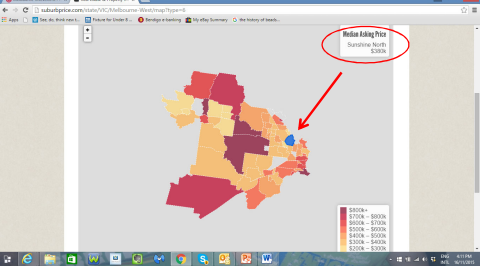
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**SUCCESS Accelerator**

### Update to Part 1 – Thematic / Heat Map Sources

- o d) Zoom in and click on suburb of interest e.g. Sunshine North



The screenshot shows a zoomed-in heatmap of Melbourne, Australia. A red circle highlights the 'Median Asking Price' link in the top navigation bar. A red arrow points to a specific suburb on the map, which is highlighted in a darker color. The legend on the right side of the map includes price ranges: \$200K - \$300K, \$300K - \$500K, \$500K - \$700K, \$700K - \$1M, \$1M - \$1.5M, \$1.5M - \$2M, \$2M - \$3M, \$3M - \$4M, \$4M - \$5M, \$5M - \$7M, \$7M - \$10M, and \$10M+.

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**SUCCESS Accelerator**

### Update to Part 1 – Thematic / Heat Map Sources

- o e) Other Data Sets – Stock on Sale, Median Rent, Rental Yield, Vacancy Rate

The screenshot shows a web browser window with a heatmap of Australia. A legend on the right side of the map indicates rental yield percentages: 1.40% (darkest purple), 1.20% - 1.40% (dark purple), 1.00% - 1.20% (medium purple), 0.80% - 1.00% (light purple), 0.60% - 0.80% (very light purple), and 0% - 0.60% (white). The map shows higher yields in the southern and western coastal regions.

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**SUCCESS Accelerator**

### Update to Part 1 – Thematic / Heat Map Sources

- o 2) <http://www.realestate.com.au/invest> - heat map – based on sale price not sold price

The screenshot shows the realestate.com.au website. The search bar contains "Bynton Ave, Sunshine North, VIC 3020". Below the search bar, there are filters for "All property types", "Min beds", "Max beds", "Min price", and "Max price". To the right of the search bar is a small heatmap of Australia with a red dot indicating the search location.

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**SUCCESS Accelerator**

### Update to Part 1 – Thematic / Heat Map Sources

- o a) Click on invest tab
- o b) Click on State

The screenshot shows the realestate.com.au website with the "Invest" tab selected in the top navigation bar. Below the navigation bar, there is a section titled "Explore suburbs for property investment potential" with a heatmap of Australia. Below this section, there is a "Top performing suburbs in Australia" section with filters for "Metro area", "Min price", and "Max price".

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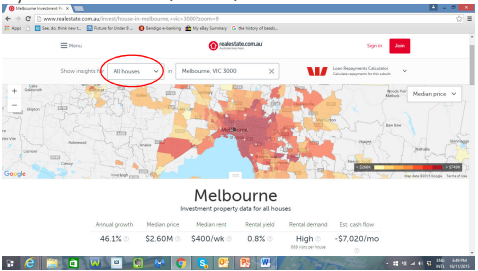
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**SUCCESS Accelerator**

Update to Part 1 –  
Thematic / Heat Map Sources

- o c) Heat Map Shown
- o d) Select houses / units / number bedrooms



Melbourne  
Investment property data for all houses

Annual growth	Median price	Median rent	Rental yield	Rental demand	Est. cash flow
46.1%	\$2.60M	\$400/wk	0.8%	High	-\$7,020/mo

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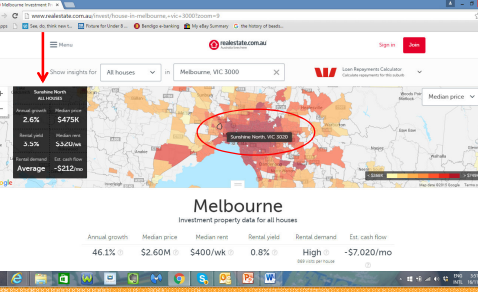
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**SUCCESS Accelerator**

Update to Part 1 –  
Thematic / Heat Map Sources

- o e) Click on suburb – stats shown



Melbourne  
Investment property data for all houses

Annual growth	Median price	Median rent	Rental yield	Rental demand	Est. cash flow
46.1%	\$2.60M	\$400/wk	0.8%	High	-\$7,020/mo

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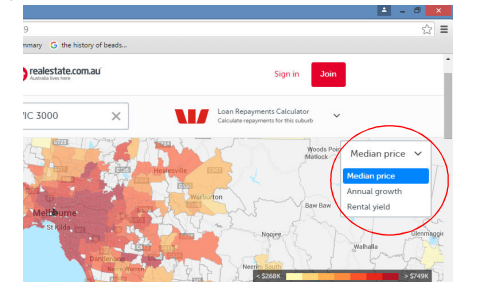
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**SUCCESS Accelerator**

Update to Part 1 –  
Thematic / Heat Map Sources

- o f) View other stats



Melbourne  
Investment property data for all houses

Annual growth	Median price	Median rent	Rental yield	Rental demand	Est. cash flow
46.1%	\$2.60M	\$400/wk	0.8%	High	-\$7,020/mo

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**SUCCESS Accelerator**

Part 2 - Purpose

- a) **Strategy** Due Diligence
- b) **Property** Due Diligence
- c) **Feasibility**

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**SUCCESS Accelerator**

Last Step 24 (Part 1): Property Focused Research – Deal Finding / Creating

- In desired streets, drill down to an **individual property level** to identify properties worthy of **property specific due diligence**



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**SUCCESS Accelerator**

Continue with Existing Example

- 5 Baynton Ave, North Sunshine – **developed**
- 3, 7, 6, 8 Baynton Ave & many others **undeveloped**



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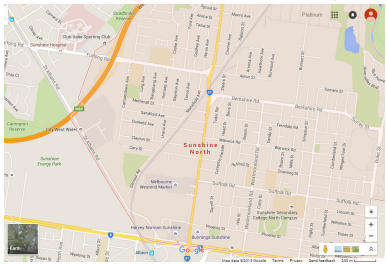
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**SUCCESS Accelerator**

### Step 1 – Strategy Due Diligence

- Map approved & lodged subdivisions & unit developments in your area – electronically (Google Earth) or manually (print out street map)



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**SUCCESS Accelerator**

### Step 2 – Rough Feasibility

- Do rough feasibility to confirm there is potential profit in this strategy in this location and to justify doing more detailed research on individual properties!!!!
- Will cover feaso at end!!!!
- Will assuming the rough feaso shows potential for this strategy in this location and worth of doing more detailed research.

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**SUCCESS Accelerator**

### Step 3 – Detailed Strategy Due Diligence

- Undertake detailed due diligence on individual properties of interest to confirm their subdivision potential



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**SUCCESS Accelerator**

### Step 3 – Detailed Strategy Due Diligence

- Identify potential **opportunities** and **constraints** – town planner:
  - Land size
  - Zoning and how it affects required land size
  - Block frontage width
  - Slope

PROPERTY SUMMARY for 7 Baynton Av, Sunshine North 3020

Property Type: House

Attributes: 3 Bedrooms, 1 Bathroom, 1 Carport

Area Size: Approximately 693 sqm

Local Govt: Brimbank

Distance To: Melbourne CBD 14.4km, Altona Stn 1.4km, Train line within 500m

Owner Name: Not Available

Lot Number: 141

Plan Number: LP10731

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**SUCCESS Accelerator**

### Step 3 – Detailed Strategy Due Diligence

- Identify potential **opportunities** and **constraints** – town planner:
  - Services Location including sewer main, water main, stormwater, power, phone lines, gas – Source: Dial Before You Dig; Council; Utility Providers

Job No 9937979 Phone: 1300 www.1300.cem.au

Caller Details

Contact: Company: Address: Caller Id: Mobile: Email: Phone: Fax:

Dig Site and Enquiry Details

WARNING: This map below only displays the location of the proposed dig site and does not display any other owner's pipe or cables. The area highlighted has been used only to identify the participating street owners, who will send information to you directly.

User Reference: Working on Behalf of: Phone: Not Supplied

Enquiry Date: 17/11/2015 Start Date: 20/12/2015 End Date: 23/12/2015

Address: 7 Baynton Avenue, Sunshine North VIC 3020

Job Purpose: Excavation

Onsite Activity: Manual Excavation

Location of Workzone: Block Boundary

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**SUCCESS Accelerator**

### Step 3 – Detailed Strategy Due Diligence

- Sewer main runs along back boundaries - OK

MOCS SEQUENCE No. 9937979:49173254

7 Baynton Avenue, Sunshine North VIC 3020

Melway Reference: 26G6

**SEWER PLAN**

Scale 1: 2577

Date: 17/11/2015

West Water

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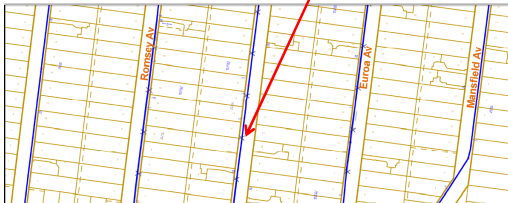
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**SUCCESS Accelerator**

### Step 3 – Detailed Strategy Due Diligence

- Water main runs along road frontage on side of #5 & 7 – Great!!



MOCs SEQUENCE No. 9937979:49173254  
7 Baynton Avenue, Sunshine North VIC 3020  
Melway Reference: 26G6

**WATER PLAN**

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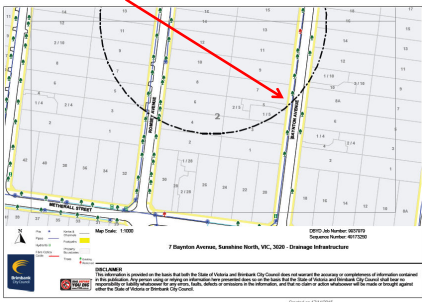
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**SUCCESS Accelerator**

### Step 3 – Detailed Strategy Due Diligence

- Drainage Plan – pipes, pits, trees, footpath



7 Baynton Avenue, Sunshine North, VIC, 3020: Drainage Infrastructure

DISCLAIMER: This information is provided on the basis that both the State of Victoria and Boroondara City Council does not warrant the accuracy or completeness of information contained in this document. It is intended to provide a general overview of the information and is not intended to be used for any purpose other than for general information. It is not intended to be used for any purpose other than for general information. It is not intended to be used for any purpose other than for general information.

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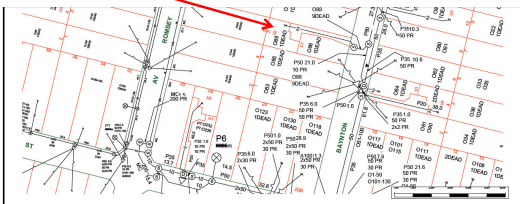
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**SUCCESS Accelerator**

### Step 3 – Detailed Strategy Due Diligence

- Telstra



Sequence Number: 49173252

For all Telstra DEYD plan enquiries email: [TelstraPlans@boroondara.telstra.com](mailto:TelstraPlans@boroondara.telstra.com)  
For urgent onsite contact only - ph 1800 653 935 (plus hrs)

TELSTRA CORPORATION LIMITED A.C.N. 611 775 556

Generated On 17/11/2015 12:42:14

**CAUTION: Fibre optic and/or major network present in plot area. Please read the Duty of Care and contact Telstra Plan Services should you require any assistance.**

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**SUCCESS Accelerator**

### Step 3 – Detailed Strategy Due Diligence

- Electrical Supply

Locality Map Sequence No: 49173251  
7 Quorin Avenue, Sandstone North

MAP IS A GUIDE ONLY- REFER TO CABLE PLANS FOR ACCURATE ASSET LOCATIONS

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**SUCCESS Accelerator**

### Step 3 – Detailed Strategy Due Diligence

- Identify potential opportunities and constraints:

f) Position of the existing dwelling and other built structures and how this effects the subdivision potential, e.g. Driveway width

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**SUCCESS Accelerator**

### Step 3 - Detailed Strategy Due Diligence

- Identify potential opportunities and constraints:

g) Capacity to move or demolish existing built structures

h) Site cover of existing dwelling – if intend to retain

i) Height restrictions for new dwelling

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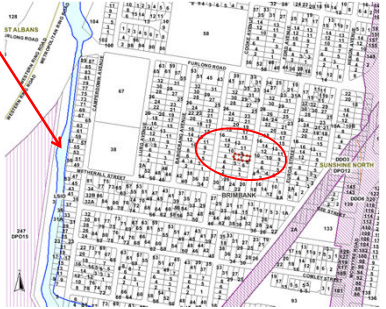
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**SUCCESS Accelerator**

### Step 4 – Research Environmental Constraints & Council Overlays

- Flooding
- Waterways
- Overland flow



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**SUCCESS Accelerator**

### Step 4 – Research Environmental Constraints & Council Overlays

- Native vegetation protection
- Bushfire prone
- Koala habitat
- Slip prone
- Acid sulphate soil
- Cultural heritage
- Demolition Control
- Slope



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**SUCCESS Accelerator**

### Step 5 – Research Site Specific Constraints

- Some site specific **constraints may not be fully researched until latter** in your due diligence once you know there is potential profit in the deal and you are wanting to put a contract on it.
- While the contract is in the **conditional phase**, you would do your more thorough research on some of the less obvious constraints listed below.



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**SUCCESS Accelerator**

### Step 5 – Research Site Specific Constraints

- Significant trees
- Soil type – swelling & cracking clays
- Rock
- Contaminated site
- Easements – sewer, power, access way etc
- Encroachments – survey site
- Covenants
- Caveate or other encumbrances
- Notation on survey plan
- Neighbour disputes
- Council show cause notices
- Heritage listed buildings



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**SUCCESS Accelerator**

### Step 5 – Research Site Specific Constraints

- Above ground infrastructure at front of property (power poles, road signs, signage, bus stop, traffic lights, roundabout, fire hydrant, public mail box, car parks, parking meters, substations)



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**SUCCESS Accelerator**

### Step 5 – Research Site Specific Constraints

- Soil type – swelling & cracking clays
- Contaminated site
- Easements – sewer, power, access way etc
- Encroachments – survey site
- Covenants
- Caveate or other encumbrances
- Notation on survey plan
- Neighbour disputes
- Council show cause notices
- Heritage listed buildings
- Aspect



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**SUCCESS Accelerator**

### Step 5 – Research Site Specific Constraints

- Underground infrastructure – man holes, disused septic tanks, buried water tanks, Telstra pits
- Capacity of Services – electricity, sewer, water, stormwater – need to upgrade for strategy?
- Shared services with neighbors – combined sewer drain



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**SUCCESS Accelerator**

### Step 5 – Research Site Specific Constraints

- Adjoining properties & structures next door – zero lot, windows/doors, private open space
- Road hierarchy – class of road/street, visibility, access restrictions, bin collection, resumption plans, on-street parking etc.
- Noise pollution – road, flight path, industry, birds/bats



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**SUCCESS Accelerator**

### Step 5 – Research Site Specific Constraints

- Air pollution – road, industry
- Subsidence – underground mining & earthworks
- Cyclone rating for new build
- Body corp review – if exists
- Earthquake, sea level rise, tsunami
- Crime rate



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**SUCCESS Accelerator**

### Step 5 – Research Site Specific Constraints

- Tools for researching individual property:
  - Council & council website
  - PD Online
  - RP Data, Investar, PDS Live
  - Investar
  - Internet
  - Town planners
  - Locals & neighbours
  - Surveyor & engineer



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**SUCCESS Accelerator**

### Step 6 – General Property Due Diligence

- a) **Illegal building works** – structures not council approved



- b) Structures not built to **Australian Building Code** incl. built form, smoke alarms, safety switches, pool safety



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**SUCCESS Accelerator**

### Step 6 – General Property Due Diligence

- c) **Usage** of structure **not council approved** e.g. converted garage, multiple incomes, granny flat



- d) Reno works **not council approved**, not done to building code, not done by qualified/licensed person



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**SUCCESS Accelerator**

### Step 6 – General Property Due Diligence

- e) **Condition of existing property** – termite damage, dry rot, concrete cancer, rising damp, asbestos, cracking walls & foundation



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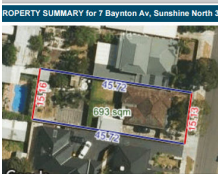
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**SUCCESS Accelerator**

### Step 7 – Initial Deal Review

- For each target site that complies with your strategy & your due diligence looks favorable, **calculate – potential number of blocks** able to be subdivided.
- **Function** of land size, frontage, zoning etc.
- Min lot = 300m<sup>2</sup>
- 2 Lot Subdivision = 300 x 2 = 600m<sup>2</sup> min.
- 693m<sup>2</sup> lot = **Potential 1 lot into 2**



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**SUCCESS Accelerator**

### Step 8 – Concept Design

- Do rough concept sketch to determine layout options for subdivision design e.g.
  - a) 2 Lots on 1 title
  - b) Boundary reconfiguration
  - c) **Batalax subdivision**
  - d) Full road frontage subdivision
  - e) Internal road subdivision - chopper



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**SUCCESS Accelerator**

### Step 8 – Concept Design

- o **Depict:**
  - o a) Driveway/access
  - o b) Layout & configuration of blocks
  - o c) Block dimensions
  - o d) Position of building being retained
  - o e) Location of services
  - o f) Site features that will impact on layout



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**SUCCESS Accelerator**

### Step 8 – Concept Design

- o **Town planner** to review your proposed design options to ensure compliant with council
- o **Specialist consultants** liaised with as required – engineer, surveyor, building designer



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**SUCCESS Accelerator**

### Step 9 – Detailed Feasibility

- o Conduct detailed feasibility on all exit strategies:
  - o 1) Subdivide & sell vacant rear lot
  - o 2) Subdivide & sell reno'd front house
  - o 3) Subdivide, sell front house, build on back & sell/hold
  - o 4) Above with cosmetic reno vs structural or extension
  - o 5) Above with rent by room houses – sell to investor
  - o 6) Subdivide, demolish house & sell 2 vacant lots
  - o 7) Subdivide, demolish house & build 2 new
  - o 8) Subdivide, demolish house & build 2 new for rent by room etc etc etc
- o **Need to do feaso on all & research the demand for each before making a decision which to focus on!!**

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**SUCCESS Accelerator**

### Step 10 – Feasibility - Explained

- Feasibility is simply **financial mapping** of a deal.
- 2 Components – a) **profit** if you intend to sell, b) **cash flow** if you intent to hold
- Even if you intent to sell you should also calc. cash flow in the event that you can't sell and have to hold e.g. assess all **exit strategies**
- Rubbish in rubbish out**



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**SUCCESS Accelerator**

### Step 10 – Feasibility - Explained

- Feaso simply an accounting of **all ins and outs** of a project
- Consider it as a **simple list!!**
- 2 Levels –
  - a) **Quickie / Rough** feaso = rough estimate
  - b) **Full** feaso = detailed with all the nuts & bolts & backed up by written quotes
- Covering here feaso to **assess a deal**, but also there is a feaso for **funding** and feaso for presenting to **JV**



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**SUCCESS Accelerator**

### Step 11 – Rough Feasibility

- Start from the end product & work backwards
  - Sale Value
  - Sale Costs
  - Purchase Price
  - Purchase Costs
  - Strategy Costs
  - Operating Expenses – Hold Costs
  - Total Figures & Profit / Loss Calculation

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**SUCCESS Accelerator**

### Step 11 – Rough Feasibility

- Sale Value
- Sale Costs – 3%
- Purchase Price -
- Purchase Costs
- Strategy Costs – Reno
- Strategy Costs – Subdivision
- Strategy Costs – Build
- Operating – Hold Expenses
- Comparable sales
- 3%
- Research
- 6%
- Cosmetic Reno 9%
- Research \$45k?
- Research
- Research

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**SUCCESS Accelerator**

### Step 12 – Detailed Rough Feasibility

- a) Expand Detailed Sales

	A	B	C	D
1	<b>Feasibility Template - Small Subdivision</b>			
2	<b>- Display Only</b>			
3				
4	White = Enter Data,			
5	Orange = Blocked Formula Cell			
6	<b>Sales</b>			\$
7	Sale of New 1		380000	
8	Sale of New 2		210000	
9	Sale of New 3		0	
10	Sale of New 4		0	
11	Sale of New 5		0	
12	Rental Income while holding(6 mths)		7200	
13			<b>=SUM(D7:D12)</b>	

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**SUCCESS Accelerator**

### Step 12 – Detailed Rough Feasibility

- b) Expanded Sales Costs – list every step & therefore cost involved with selling

14	<b>Sale Costs</b>		
15	Commissions - House		11400
16	Commissions - Land		6300
17	Advertising & Mkt'g		1000
18	Auction Costs		0
19	Photographer		600
20	Staging		2000
21	Website		200
22	Legals		2200
23	Other		0
24			<b>=SUM(D15:D23)</b>

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**SUCCESS Accelerator**

### Step 12 – Detailed Rough Feasibility

- o c) Expand Purchase Costs - list every step & therefore cost to purchase a property

	A	B	C	D
28	<b>Purchase Costs</b>			
29	Purchase Price		380000	
30	Stamp Duty		19000	
31	Legals		1500	
32	Borrowing Costs		600	
33	Mortgage Insurance		0	
34	Structure Set up		1200	
35	Other		0	
36			0	
37	<b>Total</b>			=SUM(D29:D36)

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**SUCCESS Accelerator**

### Step 12 – Detailed Rough Feasibility

- o d) Expand operating expenses / hold costs – list everything involved in holding a property & put a cost against each

39	<b>Operating Expenses per Year</b>			
40	Rates		3000	
41	Water		500	
42	Body corporate		0	
43	Insurance		800	
44	Management Fees		576	
45	Repairs and Maintenance		0	
46	Other		0	
47	Interest on Mortgage			
48	- Interest Rate	0.048		
49	- Bank Loan	=D37		=B49*B48
50				
51	<b>Total</b>			=SUM(D40:D49)

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**SUCCESS Accelerator**

### Step 12 – Detailed Rough Feasibility

- o e) Expand Strategy Costs (Cosmetic Reno) – list every step involved in the reno and put a cost against it

	A	B	C	D
53	<b>Strategy Expenses - House Renovation</b>			
54	Paint Exterior & Interior		7000	
55	Upgrade Bathroom		8000	
56	Upgrade Kitchen		6000	
57	Upgrade Light Fittings		600	
58	Polish Floor Boards		2500	
59	Landscaping Front & Rear		1200	
60	Rubbish Removal		600	
61	Window Coverings		600	
62	Make Good Repairs		1500	
63	Miscellaneous		2000	
64				
65	<b>Total Renovation</b>			=SUM(D54:D63)
66				

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**SUCCESS Accelerator**

### Step 12 – Detailed Rough Feasibility

- o i) Expanded Cash Flow from Holding Long Term

	A	B
110		
111	<b>Cash Flow from Holding Long Term</b>	
112	Rental Income per Year	
113		
114	Operating Expenses per above	
115		
116	<b>Net Yearly Cash Flow / Loss</b>	

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**SUCCESS Accelerator**

### Step 12 – Detailed Rough Feasibility

- o i) Expanded Reval Calculations

	A	B
123		
124	<b>Revalue Calculations on Hold Projects</b>	
125		
126	Estimated Revalue of Hold Project	
127		
128	Estimated LVR on Revalue	
129		
130	New Loan on Revalue	
131		
132	Loans to be paid out on revalue	
133		
134	Sales of Units	
135		
136	Estimated Revalue cash available	
137		
138	Funds originally contributed	
139		
140	Extra Funds for investment	

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**SUCCESS Accelerator**

### Step 13 – Research end product

- o Start with the end & work backwards
- o Research the market value of the end product (comparable's)
  - o a) Subdivided vacant land (battle-axe preferably)
  - o b) Subdivided renóđ front house
  - o c) Subdivided & new build on rear lot
  - o d) Subdivided & newly built rent by room






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**SUCCESS Accelerator**

### Step 13 – Research end product

o c) Subdivided & new build on rear lot

**215 Baynton Av, Sunshine North VIC 3020**  
Current Market Price Estimate \$250,000 - \$460,000

**Property Details**

Property Type: Residential  
Area Size: 1000sqm  
Features: Brick, Gully, Hardwood, New Kitchen, New Bath, New Windows, New Fencing, New Lawn, New Shed, New Water, New Sewer, New Stormwater, New Driveway, New Gate, New Fencing, New Water, New Sewer, New Stormwater, New Driveway, New Gate

**Price Estimate**  
Current Market Price: \$250,000 - \$460,000

**Sales Activity**  
Last sold: \$250,000  
Sale Date: 12 September 2015

**211 Centre St, Sunshine VIC 3020**  
Current Market Price Estimate \$400,000 - \$500,000

**Property Details**

Property Type: Residential  
Area Size: 1000sqm  
Features: Brick, Gully, Hardwood, New Kitchen, New Bath, New Windows, New Fencing, New Lawn, New Shed, New Water, New Sewer, New Stormwater, New Driveway, New Gate

**Price Estimate**  
Current Market Price: \$400,000 - \$500,000

**Sales Activity**  
Last sold: \$400,000  
Sale Date: 12 September 2015

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**SUCCESS Accelerator**

### Step 13 – Research end product

o c) Subdivided & new build on rear lot

**1/140 Morris St, Sunshine VIC 3020**  
Current Market Price Estimate \$465,000 - \$530,000

**Property Details**

Property Type: Residential  
Area Size: Approx 181 sqm  
Features: Alarm, Ensuite, Walk in Wardrobe  
Local Government: Boroondra  
Distance to: Melbourne CBD 12.9km  
Sunshine Bk 402m  
Top/Low 500m

**Price Estimate**  
Current Market Price: \$465,000 - \$530,000

**Sales Activity**  
Last sold: \$465,000  
Sale Date: 4 August 2015

**Property Photos**

**Property Location**

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**SUCCESS Accelerator**

### Step 13 – Research end product

o d) Research the market value of undeveloped

**7 Metherell St, Sunshine North VIC 3020**  
Current Market Price Estimate \$375,000 - \$480,000

**Property Details**

Property Type: Residential  
Area Size: 1000sqm  
Features: Brick, Gully, Hardwood, New Kitchen, New Bath, New Windows, New Fencing, New Lawn, New Shed, New Water, New Sewer, New Stormwater, New Driveway, New Gate

**Price Estimate**  
Current Market Price: \$375,000 - \$480,000

**Sales Activity**  
Last sold: \$375,000  
Sale Date: 12 September 2015

**34 Sandford Av, Sunshine North VIC 3020**  
Current Market Price Estimate \$375,000 - \$480,000

**Property Details**

Property Type: Residential  
Area Size: 1000sqm  
Features: Brick, Gully, Hardwood, New Kitchen, New Bath, New Windows, New Fencing, New Lawn, New Shed, New Water, New Sewer, New Stormwater, New Driveway, New Gate

**Price Estimate**  
Current Market Price: \$375,000 - \$480,000

**Sales Activity**  
Last sold: \$375,000  
Sale Date: 12 September 2015

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**SUCCESS Accelerator**

### Step 15 – Use Street View to Research



The screenshot shows a Google Street View interface. The main window displays a street-level perspective of a residential area with houses, trees, and a clear sky. The address bar at the top shows '5 Baynton Ave, Sunshine North VIC 3020'. The bottom of the window shows a Windows taskbar with various application icons.

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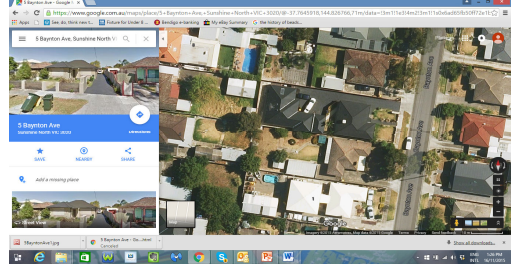
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**SUCCESS Accelerator**

### Step 15 – Use Aerial View to Research



The screenshot shows a Google Aerial View interface. The main window displays a top-down view of the same residential area, showing rooftops, gardens, and street layouts. The address bar at the top shows '5 Baynton Ave, Sunshine North VIC 3020'. The bottom of the window shows a Windows taskbar.

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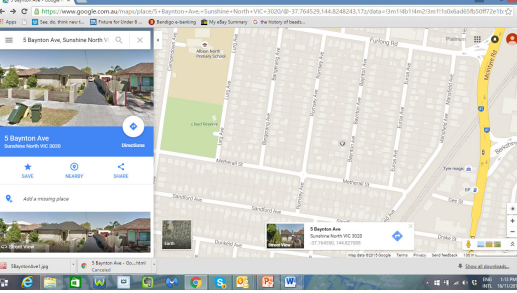
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**SUCCESS Accelerator**

### Step 15 – Use Street Map View to Research



The screenshot shows a Google Street Map View interface. The main window displays a 2D street map of the residential area. The address bar at the top shows '5 Baynton Ave, Sunshine North VIC 3020'. The bottom of the window shows a Windows taskbar.

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**SUCCESS Accelerator**

### Step 15 – Zoom in to See Lots & Building Footprint

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**SUCCESS Accelerator**

### Step 15 – Use Investor to See Spread in Values

Suburb sales and rental listings summary for Sunshine North (all bedrooms)

All sales listings		House sales listings	
Total	115	48 total	32
House	88	No Price	0
Unit	11	Up to \$50K	0
Townhouse	10	\$100K-\$199K	0
Multi Dwelling	0	\$200K-\$299K	0
Land	43	\$300K-\$399K	4
Other	3	\$400K-\$499K	5
		\$500K-\$599K	3
		\$600K-\$699K	1
		\$700K-\$799K	0
		\$800K-\$899K	0
		\$900K-\$999K	0
		\$1,000,000+	2

**Disclaimer**  
Please note: We will display all statistics where data is available for suburbs/pos visible where a large enough sample isn't available hence statistics may read "N missing".

★ **Sunshine North 14/11/2015**  
8 Brooker Court, Sunshine North, VIC 3020

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**SUCCESS Accelerator**

### Step 16 – Research Demand For End Product – Rental & Sale

- Talk to lots of agents & property managers
- What is selling
- Who are buyers
- Days on market
- What product is easiest for agents to sell
- What finishes are required
- What location do buyers want
- Above but for tenants

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**SUCCESS Accelerator**

### Step 17 – Research & Create Realistic Timeline of Project

- Approval phase,
- Financing phase
- Construction phase
- Sales phase




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**SUCCESS Accelerator**

### Step 18 – Due Diligence on Your Capacity to Finance Various Strategies

- Reno upfront
- Subdivide upfront & reno latter
- Sell front before build on rear
- Sell rear vacant land
- Hold front or rear




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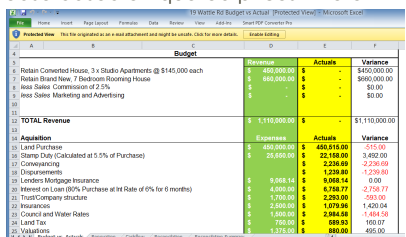
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**SUCCESS Accelerator**

### Step 19 – Detailed Feaso

- For properties where initial due diligence & rough feaso good then do detailed feaso
- Detailed feaso based on quoted prices where possible



	Budget	Actuals	Variance
14 TOTAL Revenue	\$ 1,110,000.00	\$ 1,110,000.00	\$ 0.00
15 Acquisition	\$ 680,000.00	\$ 680,000.00	\$ 0.00
16 Land Purchase	\$ 25,000.00	\$ 22,168.00	\$ 2,832.00
17 Stamping Duty (Calculated at 5.5% of Purchase)	\$ 1,375.00	\$ 1,277.77	\$ 97.23
18 Conveyancing	\$ 2,236.00	\$ 2,236.00	\$ 0.00
19 Engineering	\$ 9,068.14	\$ 9,068.14	\$ 0.00
20 Lenders Mortgage Insurance	\$ 1,700.00	\$ 1,700.00	\$ 0.00
21 Interest on Loan (80% Purchase at 6% Rate for 6 months)	\$ 2,000.00	\$ 1,979.96	\$ 20.04
22 Trust/Company structure	\$ 1,800.00	\$ 1,800.00	\$ 0.00
23 Insurance	\$ 700.00	\$ 700.00	\$ 0.00
24 Council and Water Rates	\$ 1,800.00	\$ 1,800.00	\$ 0.00
25 Land Tax	\$ 700.00	\$ 700.00	\$ 0.00
26 Valuations	\$ 1,375.00	\$ 800.00	\$ 575.00

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### Step 20 – Not Stacking Up?

- If having trouble getting rough feaso to stack up, consider doing reverse feaso on similar completed subdivision projects in area to better understand the numbers & what they need to be to make a deal profitable



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# QUESTIONS?

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