

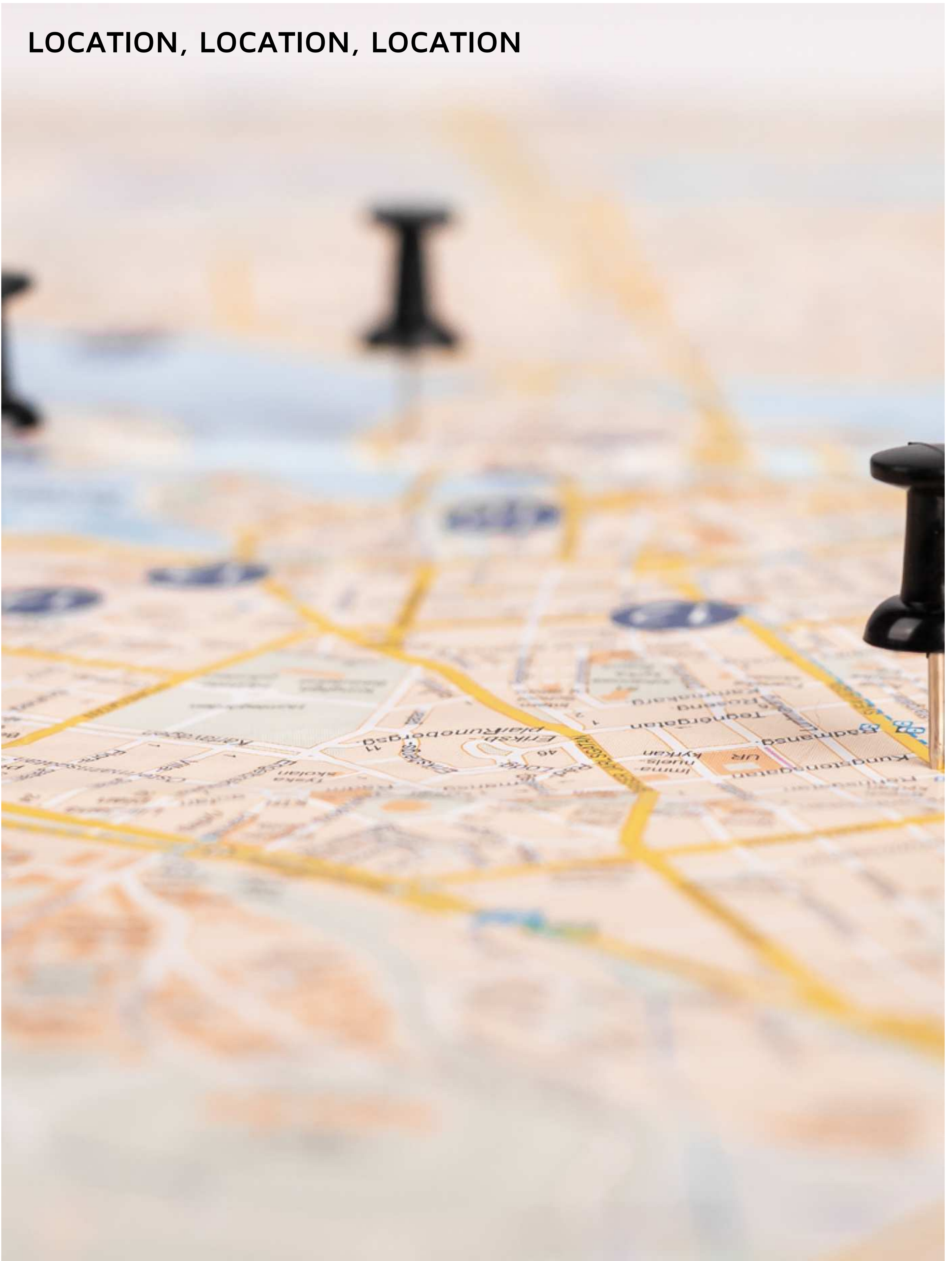
eBook



NO.005

PROPERTY PULSE

LOCATION, LOCATION, LOCATION



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Introduction

Researching property is entirely different from researching shares or other investments. The researcher has to experience a certain thinking process to discover and recognize the value of real estate transactions. This eBook is an approach to that thinking process.

Good research will help you to access several markets and sub-markets with possibilities of good capital growth. Locating these markets is a foundation of efficient property acquisition.

You can also pay a detailed visit to a professional property advisor to seek guidance. 'Property research secrets' targets understanding property research with what mistakes should be avoided and identifying growth areas and value.

KNOW THE PROPERTY INVESTMENT PURPOSE

Before starting any research, you have to identify its purpose. The same is the case with property research. First, you have to find out why you want to invest in real estate and what type of property you are looking to invest in. You have to identify your objectives and what you want to achieve. Writing down your goals is also important for identifying the purpose, as words are expressive. If you don't know how to start, consult a property advisor who can assist you. Also, consider the issues, such as whether you want to add value and trade for a profit or implement a 'set and forget' policy.

Some other factors should be kept in mind, like if you are looking for a deal that will tend to make significant growth over time or if you want to invest in such property that will generate income regularly. These are the main factors of valuable property investment. Also, beginning with identifying what you want is how you will make a good start.

Figuring out your goals will lead you to develop a well-matched research and investment strategy.



DON'T LISTEN TO THE UNEDUCATED

Always be informed by listening, reading, getting online, and accessing industry information. Mainstream news for the reports on property hotspots is not enough. You must keep yourself one step ahead of others if you want to invest successfully in a property. Taking hold of macroeconomics is also beneficial in this regard. If you are not going to university, get all the information associated with the property market from any source. Don't ignore even a single update or news because the thing you consider unimportant today can help you later.

You can also start your research by reading Australian Financial Review, the people who want to gain knowledge also read the pages next to the headlines. Make sure to go through the reports by Residex, SQM Research, MicorBurbs and Corelogic nationwide, which regularly release reports on the state of property across the country. However, Updates for News will aid you in searching out through the country.

You need to seek out the indicators of such events in an area where there are chances of significant price growth, for instance, the declaration of big government and infrastructure projects.



Research State Infrastructure Plans.

Planning decisions of public and private sectors have a great impact on the property. It is essential to keep an eye on the public sector projects, such as urban renewal projects, to improve a particular area and larger regional plans to tackle population growth.

Moreover, there are some plans that the state government should consider. For example, the South East Queensland Regional Plan was presented by the Queensland state government in 2029 or Victoria Plan Melbourne 2050.

More Medium and high-density residences to manage the growth in population were allowed according to the guidelines mentioned in the framework of this area. It was also suggested that dwellings would turn out to be sparse in inner city regions, which would grow in value over the years. To provide shelter for the population of Sydney for the next 25 years, the NSW government plans to follow the same strategy by investing in similar developments.

If you are interested in making a high-profit investment in mining towns, you must discover where the industry players are aiming to open up their next mine or find out the existing ones. Check the updates on major industry websites regularly to get information about developments.

For instance, new shopping centres can signify upcoming growth, such as those constructed by Westfield or Stockland. You can view their past and future developments through their annual general meeting notes and annual reports, such as their recent developments and where they are targeting the next development.

Perform comprehensive research and examine the fluctuation in the price of those areas where shopping centres are built. Also, dig about the types of houses in demand and the effect on prices over time. Assembling all the information you gathered will assist you in assessing the workability of



HOW INFRASTRUCTURE TURNS TO SUCCESS.

Local, state or federal government level. Understand the transport system and grasp any transport infrastructure plans in the pipelines on a larger scale.

First, start with the understanding of the locality in consideration. Also, how and to what extent is public transport facilitated by it? It tells you whether the location will attract tenants in the future.

You should focus more on upcoming large-scale plans, such as a new freeway, if you are searching for growth areas. You can gain an idea of major transportation development projects of the Australian Government's infrastructure and regional development department by accessing the website www.infrastructure.gov.au. It lets you trace projects from all over the country through search or map.

For instance, in Victoria, the drive from Melbourne to the coastal towns of Lorne and Torquay will finish off in less than 30 minutes of the total time through the Geelong bypass, undoubtedly increasing their current desirability and inevitably adding to their current desirability and directing the future growth.

Tugun bypass in southeast Queensland can be taken as another example, which has enhanced the growth and improved access to the region of Tweed Shire south of the Gold Coast. These types of projects can assist you in choosing the areas with good potential for capital growth. Hence, it would be best if you kept an eye on such projects.



CRUNCH THE NUMBERS

Try to look at the numbers once you have decided where you want to invest. If you want to invest in income streaming, intermediate rents and returns will give you an idea of how strong an area is for your desired purpose. Existing land, house and unit price offer an estimate of the value of the area. You can also dig up the past growth rates over twelve months of the past five years.

Quarterly data for each state are made available by the real estate institute. The Australian Bureau of Statistics develops a record of the property market for each city. It is not wise to depend upon past performance as it is not a measure of future performance for any investment. So be very careful when making conclusions about an area's growth because it generates great returns.

The change in price growth of remote areas should also be considered. To put it in simple words, it means that look for the price fluctuations of the neighbouring areas as high growth often reaches into adjoining areas.

The next step is to search for a fair value in that area after looking into prices of different areas for a bit and having an idea about where you want to own a property according to your specific requirements. You will understand what a future purchase is supposed to cost by figuring out the recent trend of sales prices and the kinds of property.

Get access to the sales history of the locality you decide to buy property. The required data can be found in the RP Data and Australian Property Monitors. Both present information regarding past sales on specific properties and streets.

RESEARCH ON LOCAL LEVEL

To understand the current affairs and plans for any local area you are considering investing in, it is important to get information about local Councils. Around 609 councils work under the Australian Local Government Association, and it has links to every council on its website www.alga.asn.au

These councils provide information on the population growth and reckonings, changes in transport and transport hubs. All these factors contribute towards the growth in local business activity and resident demand.

Modifications to zoning, new provisions in the community, urban renewal schemes and town planning initiatives are the things that are worth looking for. For instance, look into an urban renewal project where industrial land has been converted into a residential area, as it will be of great interest to you.

You can get the internet's help if you invest out of the state.



WHAT DO YOUR TENANTS LOOK LIKE?

If you want to find out what is planned for the future and how a population division structures an area, local council websites are important sources of this information.

By exploring the preferences of people in the area of your interest, you can set up an idea about the category of property that is most demanded in that area.

For instance, you may not want to invest in an area where many students and young professionals reside. Similarly, investing in a studio apartment won't give you the desired returns because the number of tenants would be limited if families lived there.

Information about the number of people per family unit and the household revenue of that area can be accessed on council websites.

Another good source of such information is the Australian Bureau of Statistics.



INTERNET CAN ASSIST.

Google can advance your research at the speed of lightning. Local services such as shopping centres, hospitals and community centres can all be located with a simple search.

Google alone can make your research advanced even in milliseconds. Shopping centres, community centres and hospitals on a local level can all be found with a single click. Google also offers a map facility that shows the maps of shopping malls, restaurants, institutions, parks and hospitals and their nearness to any potential property. Another significant factor to consider is the local schools; as mentioned earlier, Google can provide sufficient information about any vicinity.

It is important to think about the potential tenants in your decided area. For example, if you have decided to invest in an area having an older population, you have first to check whether the hospitals are working properly within their funding and its doors are always open to everyone

Be cautious, as the internet is not always accurate and current.

RECREATION & LIFESTYLE AMENITIES.

The fashion of work-life balance has been around for the past some years. People are getting interested in fun activities such as sports. Hence, you have to consider this factor as well.

When deciding on any local area, look for available leisure openings. This can also be searched on the council's websites.

Furthermore, visit tourism websites and explore the areas under consideration.

Recreation facilities such as golf clubs, swim centres, and local parks and beaches are all attractive services. Google Maps would also be helpful in finding green space with possible recreation opportunities.





Talk to Real Estate Agents.

Several people are available to find the desired property, and these people are known as estate agents. You should consult with real estate agents for several reasons besides the council websites and your own research.

You can learn from estate agents about tenants' requirements for properties in a particular area. The rarity factor will contribute to your property getting rented quickly, and you will be guaranteed the best price and the best tenants.

Stay in contact with the estate agents in the areas you would like to invest. Since not everything is mentioned on the internet, they will provide you with much more information about the good aspects of a property.

Property managers can help you understand the extent to which tenants demand an area and the price trend over the past years. Also, what the tenants are looking for. Never hesitate to spend time with estate agents and property managers, and try to get a good hold of all the information regarding your desired local area.

PHYSICAL VISIT OF PROPERTY OR LOCATION.

Physical inspection of the property is also helpful. You should approach the property and examine all the possible properties and a price range. Being well-informed is one of the secrets of property research and a means of good negotiation.

Always be informed of any building inspections conducted locally and get there to ask about the problems that need to be fixed and a rough estimate of the renovation cost if required. It is always best to visit the property personally, even if you are busy. It is advised to visit the property at different times to check factors such as the noise, traffic in the area and if there is any restaurant in the vicinity.

Another way is to attend the auction events, converse with the local area dwellers and go through the local paper. The degree of the local economy should also be considered.



CONCLUSION

Property investments can be immensely profitable and an excellent way to create wealth. However, there are some associated risks. Predicting profits and guessing taxation is highly complicated, and it requires expertise when you are planning for negatively geared investments.

It would be best if you relied on a professional financial advisor who can understand your financial position and guide you according to them to maximize your profits and make a successful wealth-generating plan. You will make progress on your road to financial independence with the support of the right advisor.

DISCLAIMER ON OUR UNIQUE SKILLS.

Our team members are specialist investment planners in property, and what we do is different to that of a financial planner. We are licenced to deal in real estate, not financial planning.

Financial planners and accountants often buy into us to assist their clients in starting a successful property portfolio. We have no specialist skills in family succession, shares, or testaments. We do not hold an Australian Financial Services or Credit Licence. Until we learn more about your uniqueness, the opinions published here can only be general.

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The data in the following graphs and tables are from third-party authoritative sources, all listed at the rear of this document.

These use historical data. Of course, past performance is not necessarily indicative of near- future results. We use this data to highlight long-term trends.

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We believe that any financial commitment is a big step in your journey, so we strongly recommend obtaining independent advice before making financial decisions arising from this document.

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The law compels us to state that we make no warranty as to the accuracy, completeness, or reliability of the information, including the tools used to compute the information, nor do we accept any liability and responsibility arising in any way from omissions or errors contained in this document.

All arguments herein are made in good faith, and all data has been obtained in good faith from the most accurate sources we could find, much from government agencies

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Feel free to contact us to set up an initial complimentary meeting and find out how we can help you on your quest to develop your property portfolio that can change your future.

The steps include:

Step one. Relationship.

Step two. Knowing the numbers.

Step three. The choices.

Step four. Recommendations.

Step five. Plan into action.

Step six. Working together as a team.

CONTACT US TO START YOUR RELATIONSHIP WITH OUR LICENSED TEAM MEMBERS