



INTELLIGENT
PROPERTY INVESTOR

**Business Nervous, Property Confidence High,
Which City Had Property Growing At 32%?**

I LOVE
REAL ESTATE

Disclaimer

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Welcome To The Intelligent Property Investor Masterclass

There are several reasons why I've put these updates together for you.

Firstly, I want you to be a smarter and a more intelligent investor as a consequence of reading this content.

The second reason why I've gone to great lengths to put this content together for you and keep you updated on a weekly basis is to not only make you a more intelligent property investor – but make you a more profitable investor as well.

The third reason is that whilst you may have some news or media outlets that you go to that help you with your investing, most of them are still very broad and not super specific to real estate investing.

So what I do with this series is give you the golden nuggets, cut through the media hype and deliver a series that builds upon itself.

Meaning that if you make this part of your weekly habit as we go through the year you will become a more intelligent investor. Guaranteed. And if you take action in the market place you're also more likely to become a more profitable investor as well. That's my goal.

The next few years are going to be very crucial to your livelihood, really, for the rest of your life. The next three to five years really could set you up for the rest of your life, and that's why these updates are going to be so important to you as we go through.

There's a lot of hype in the media about where the market's going, and fear around COVID, and the vaccine and all of these sorts of things.

Well, I want to lay a lot of that to rest because when we get down to the bottom line economics, then what is actually happening really starts to make a whole lot of sense.

I'm writing this again from my boat, wherever we decide to pull up around the place. It's cool, but I've been keeping a very deep eye on what's going on economically, particularly here in Australia and particularly with respect to property.

We're going to be looking at **why the lockdowns are making business and consumers nervous** because of the way they're continuing on and the longevity. The lockdowns are really taking it's toll right now, but **why is the property market is still absolutely sky high.**

In fact, it is surging. We have record sales at the moment, and **one particular city is even growing at 32% on an annualized basis.**

Which one is that? I wonder. All right let's get into it.

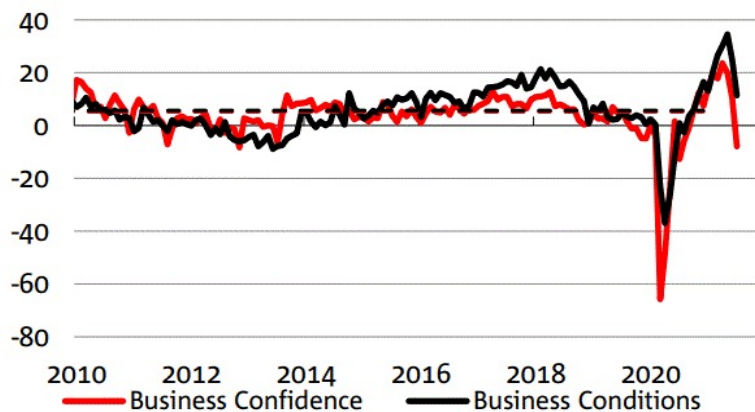
Let's get into the masterclass.



The Australian Economy

Let's look at the Australian economy. Some new research came out last week. As you know or you may not know, the economic departments of the major banks come out with their view of what's going on, they do surveys, analysis and forecasts. Well, this week, it was NAB's turn.

CHART 1: CONFIDENCE TURNS NEGATIVE



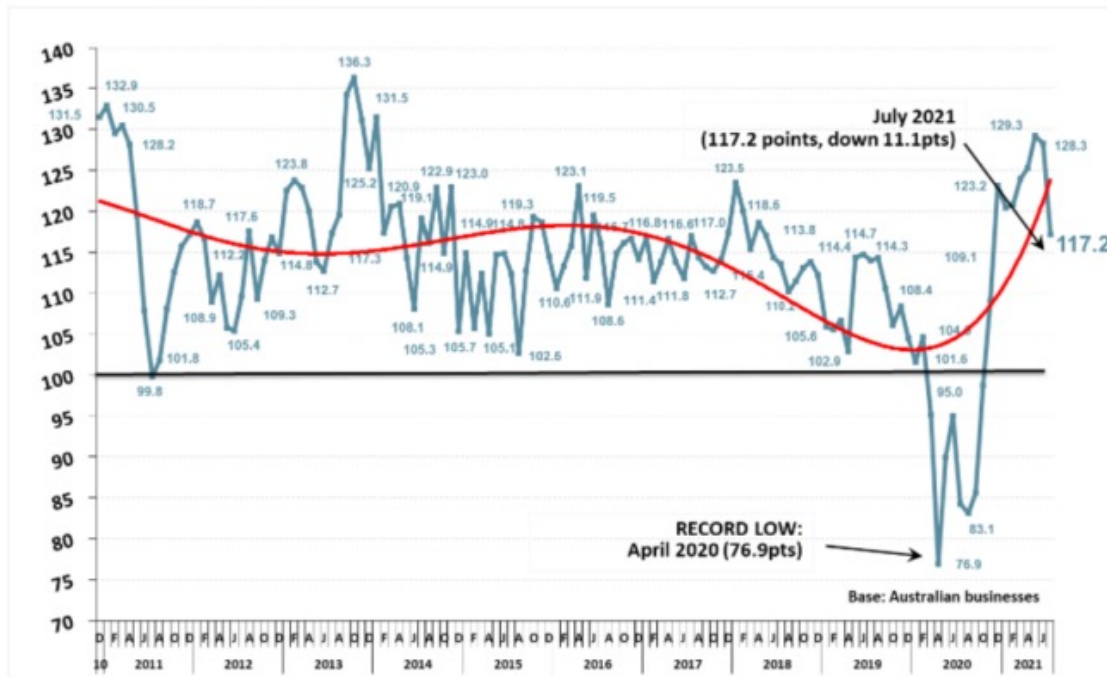
* Dotted lines are long-run averages since Mar-97.

20 to 30 July 2021, covering over 400 firms across the non-farm business sector.

NAB is always, I have found, to be incredibly conservative. The chart above is their view from their surveys as to what's happening from a business confidence perspective, and you can see a big downward push. It's to be expected because of the New South Wales lockdown and it's starting to really take a toll.

Not only that. It doesn't seem to be easing, which is why I think that downturn has really started to happen, and New South Wales is our biggest economy from a state basis.

Roy Morgan Monthly Business Confidence -- Australia



Source: Roy Morgan Business Single Source, Dec 2010-July 2021. Average monthly sample over the last 12 months = 1,321.

Now, this chart above is put out by Roy Morgan, one of our biggest market analysts, here in Australia. Look at the difference in the figures.

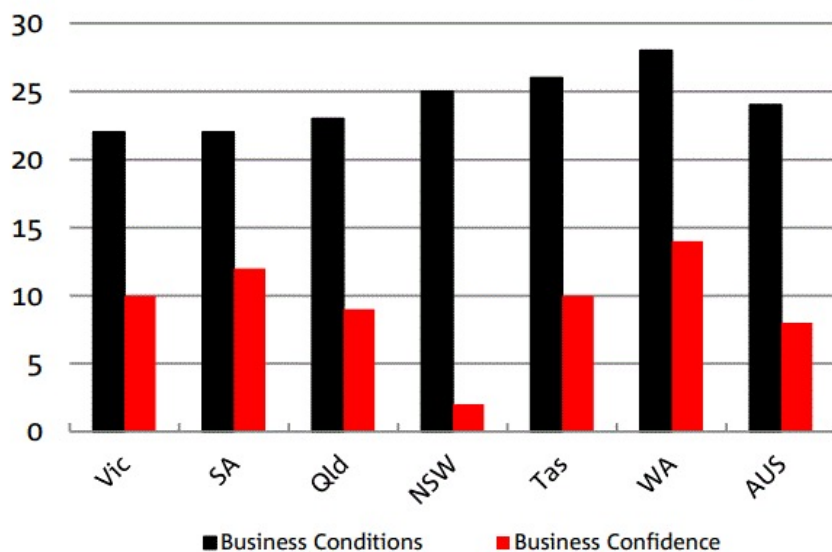
Now, this is the difference between two surveys doing exactly the same thing at the same time. Yes, they both show a downturn because of the recent lockdowns, but look at the level that the Roy Morgan chart shows.

Much higher than that of NAB. NAB is more conservative.

When you look at the baseline on both charts, it's the horizontal line going across. Both indicate that we are above baseline.

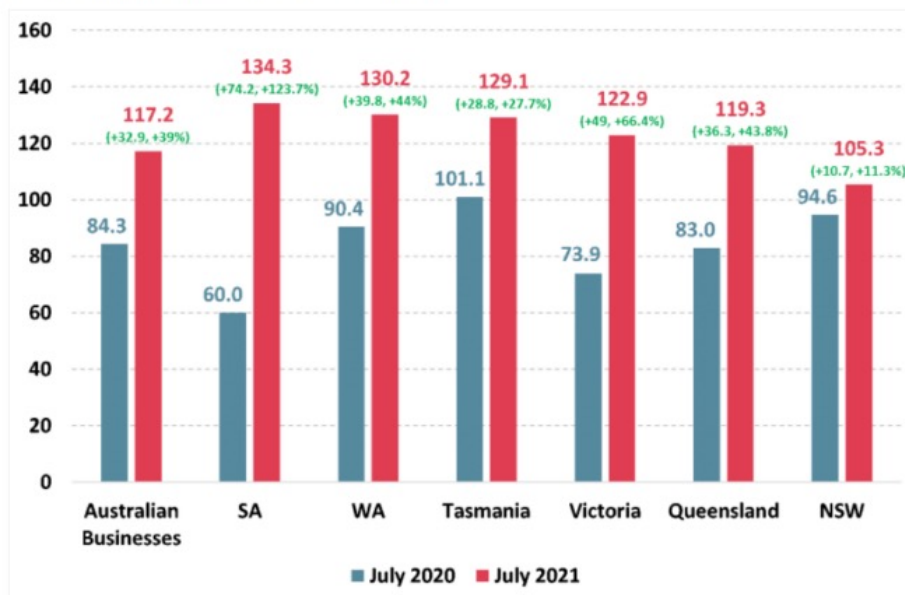
So we are more buoyant than our traditional period of buoyancy, I suppose, from a business perspective. I think you got to take these charts into perspective.

CHART 10: BUSINESS CONDITIONS BY STATE, LATEST MONTH (TREND)



Again from NAB, this is business confidence across the states. The black lines are the business conditions. So, in fact, business conditions are actually much better than how people perceive them, and that's an interesting thing.

Business Confidence by State in July 2020 vs. July 2021



Source: Roy Morgan Business Single Source, July 2020, n=1,380, July 2021, n=1,341. Base: Australian businesses.

This is the Roy Morgan view across the states, and you can see again, it is much more buoyant than that indicated by NAB. I guess the downturn there in New South Wales on the NAB figures really shows the lockdown.

If you're in a lockdown, you can't run a business. You can't do anything. Of course you're going to have a negative attitude towards things, because there doesn't seem to be an end in sight.

The thing is that people are talking it up, and saying that it could go on till Christmas. Well, of course, that's going to affect a lot of people. It's going to cost an enormous amount of money, and we don't have the federal government turning on the printing presses like they did when this whole thing began.

So it will be an interesting few months to see how the hard lockdown is affecting New South Wales and Victoria, and how much those numbers come down, and how much that affects business, because business affects consumers and manufacturing.

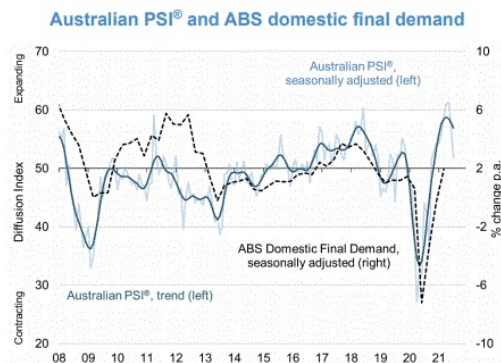


Lockdowns disrupt consumer services sectors again in July

The Australian Industry Group Australian Performance of Services Index (**Australian PSI®**) fell by 6.1 points to 51.7 points (seasonally adjusted) in July 2021, the largest monthly deceleration since April 2020. Results above 50 points indicate expansion in the **Australian PSI®**, with higher numbers indicating a stronger expansion.

Three of the five services sectors available in the **Australian PSI®** indicated slower growth in July but the two sectors that provide consumer-oriented discretionary services contracted sharply (seasonally adjusted). Of the five activity indicators in the **Australian PSI®**, new orders remained robust while growth in sales and employment moderated, but supplier deliveries and stock levels both contracted in July (seasonally adjusted).

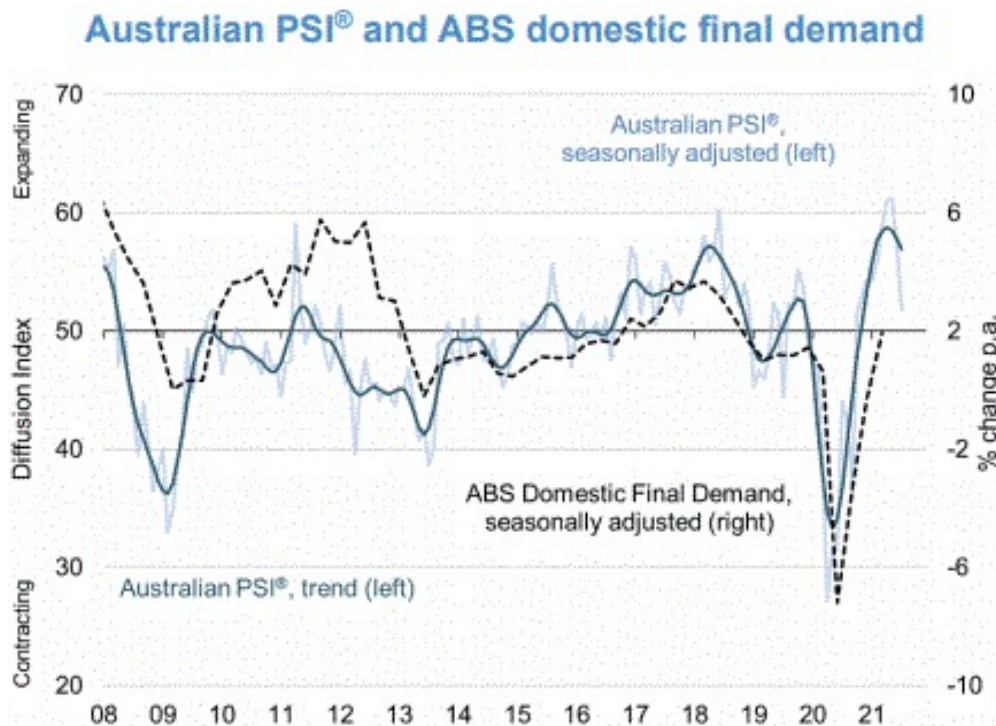
Lockdowns in Victoria, Sydney and other locations affected business-oriented services nationally in July, but they had the biggest impact on retail, hospitality and other consumer-oriented businesses located inside the lockdown zones. Several Victorian business operators indicated they feel worn down by the cumulative effects of successive lockdowns. Ongoing uncertainty was a key concern for respondents in July. Businesses with more stable sales volumes, regular customers or long-term contracts reported fewer disruptions, less anxiety and less uncertainty.



July 2021	
MEDIA CONTACT Tony Melville Australian Industry Group Tel: 0419 190 347	
Australian PSI® ▼ 6.1 points (seasonally adjusted)	51.7
Australian PSI® ▼ 1.0 points (trend)	56.9
Business & property services ▼ 10.7 points (seasonally adjusted)	51.5
Logistics ▼ 7.7 points (seasonally adjusted)	53.5
Finance & insurance	n.a.
Retail trade & hospitality ▼ 24.2 points (seasonally adjusted)	26.8
Health & community ▼ 10.9 points (seasonally adjusted)	52.2
Personal, recreation & other services ▼ 11.8 points (seasonally adjusted)	47.0

These are the latest figures on manufacturing. You can see there they're pretty buoyant really.

Yes, there's been a downturn because of the downturn in New South Wales' biggest manufacturing... one of the bigger manufacturing states. Obviously, Victoria plays a big part in that as well.



You can see the bit of a there in manufacturing, but look at from the big picture perspective.

We are still miles ahead of the baseline, which is that horizontal line that we talked about there, of where the average is, if you like. So we're still miles ahead of that.

You can see back in 2012, 2013, 2014, we were below that baseline. It wasn't anywhere near where we are now.

Yes, there was a massive drop off with COVID that took us way down, but we're still heaps above that and things are doing pretty well.

ANZ_Research
@ANZ_Research

ANZ-Roy Morgan Aus Consumer Confidence lost 3.1% as lockdowns hit south-east Qld and Victoria. Confidence fell below neutral for the first time since just after Victoria's long second lockdown (1 Nov 2020). #ausecon #ausbiz @DavidPlank12 @arindam_chky @roymorganonline

Source: ANZ-Roy Morgan, ANZ Research

ANZ Bank put this into context a little bit.

They said, "ANZ - Roy Morgan Aus Consumer Confidence has lost 3.1% as lockdowns hit South-east Queensland, and Victoria, and New South Wales. Confidence fell below the neutral for the first time since just after Victoria's long second lockdown," which was November last year.

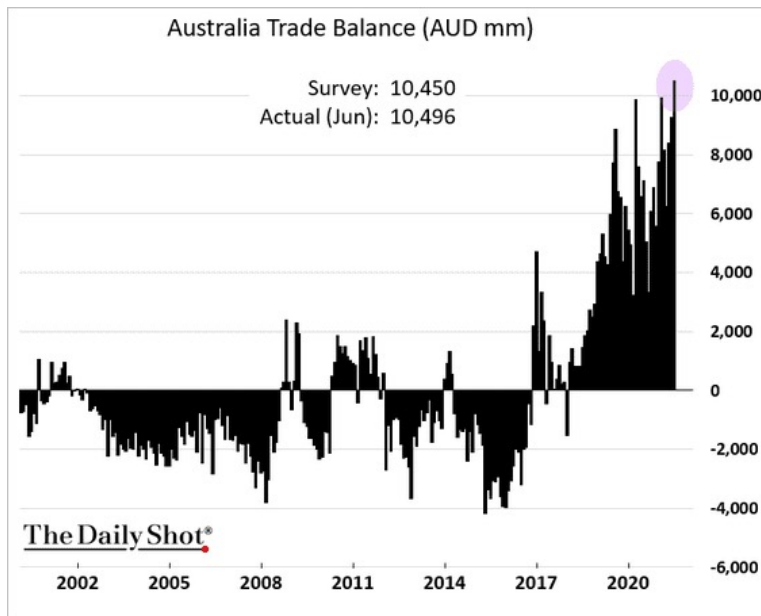
It's to be expected I suppose is really what I'm saying there.



Commodity Boom

Let's talk about the commodities boom because we're still in a commodities boom, but it does tend to be turning.

Now, when we talk commodities, we are a resource country. So what that means is that anything happens on a commodities basis, it really does affect us, and we've been flying pretty high over the last year or so because of the high commodity prices. Well, it's just starting to turn.



This is our balance of trade. Fantastic. Amazing. Look at where we are compared to where we've been previously.

Our balance of trade is through the roof. Why? Because of commodity pricing, and this shows that there's a lot of activity around the world.



What this chart shows is containers are expensive.

Because there was such a backlog out of COVID and containers were sitting in places they shouldn't be sitting in, things weren't moving, and the balance of trade and trade around the world were a bit sluggish.

But now, because there's such a shortage of containers due to that backlog, we're starting to see the pricing of freight go through the roof, and this chart shows that.

You can see that massive increase, and it's not a little bit. It's a lot.

If you look at the baseline there of how from 2015 through to about halfway through 2020, it was bubbling along at about the same level. Now, you look at where it is now, we are 10 times at least those figures. So freight has gone through the roof.

Let's look at that from a bigger perspective though because when you look at freight, what that means is that two-way street.

Imports into Australia are going to be more expensive because of the freight costs, but that also means that our exports are also going to be more expensive to other countries. So it cuts both ways.

A lot of the freight on smaller goods is higher because of packaging and all of those other things. Whereas our exports of iron ore and coal, and those, they don't come with packaging.

So comparatively, our exports from a freight perspective work out better than our imports because of all that packaging and whatever else. It's affecting us, but we're on the good side of it because the commodities and the exports from Australia are very strong.

But what we are starting to see now is a change in circumstances. We're starting to see the iron ore futures, which is the indication of what the prices are going to do in the future of iron ore.



The price of iron ore that we export is starting to come down, which is predictable. There's no way that those really heady prices that we had. They just can't last at those kind of levels.

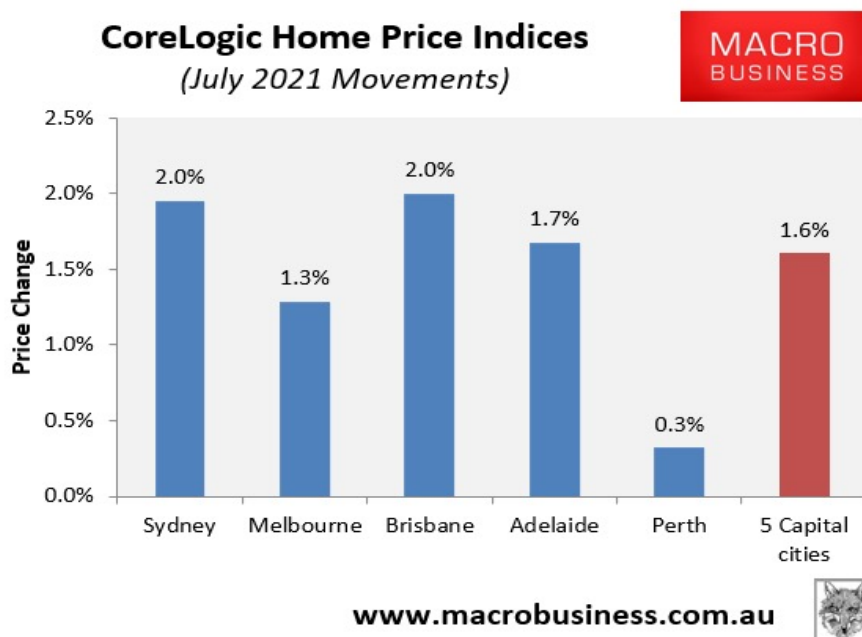
When you can see where we were just a year ago, in August last year we were down under \$90, and now we're up to nearly \$210. So it's going to come down. We're sitting at the moment at somewhere around the \$160.

We want ore pricing to be up, but we're going to see a change. There will be a cutback in our balance of trade. There will be a cutback in pricing, and we'll come back to some kind of normality. We really have been riding the high on this one.



Australian Property Market

Let's talk about property. What's happening in the Australian property market? Well, guess what? Prices are up.

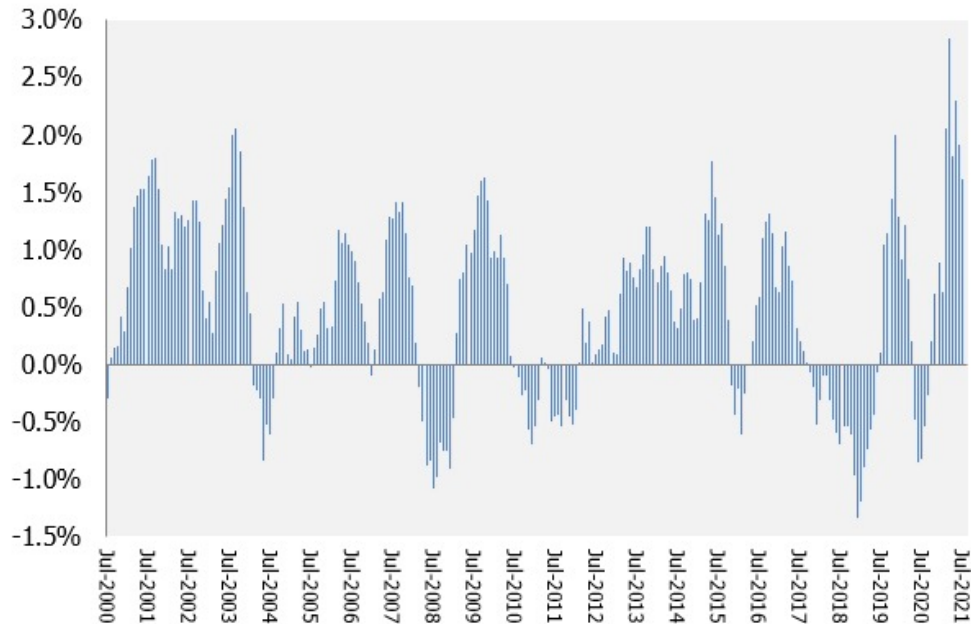


These are the monthly figures. In the month of July across the five capital cities, prices went up by an average of 1.6%. Sydney and Brisbane were actually the highest at 2%. That's for the month. Prices went up by 2% in one month. That's incredible. Perth's still lagging behind there at 0.3%. Melbourne came in at 1.3%, and Adelaide came in at 1.7%. It's only a month. That is a very short period of time.

CoreLogic Monthly Price Movements



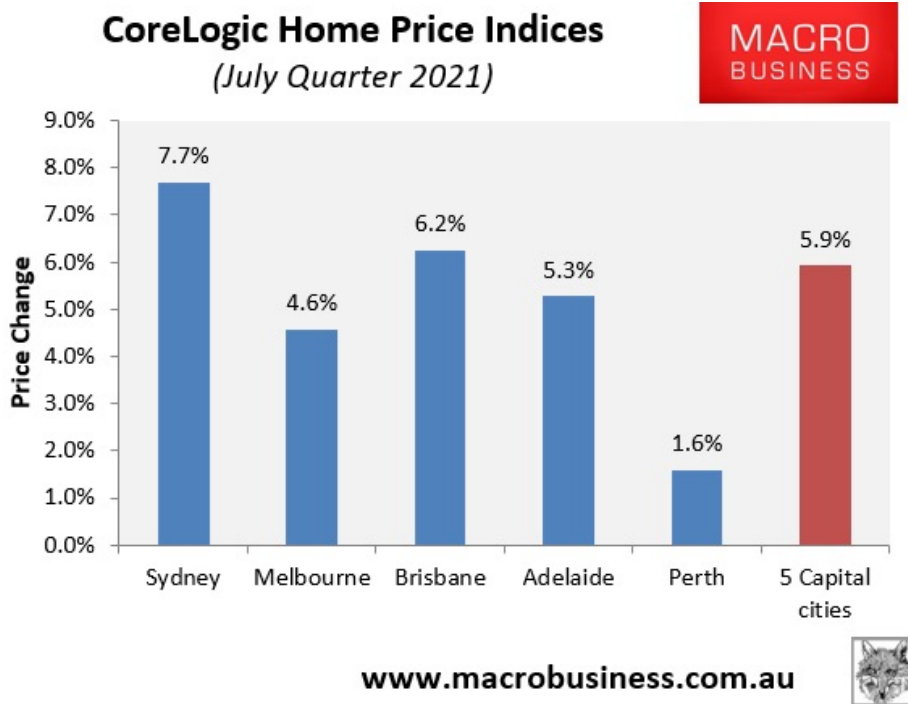
Source: CoreLogic



When we look at the price movement from July 2000 right through to July 2021. So we're talking price movement in each month back 21 years. This isn't how expensive things are. This is the movement in prices, how much prices moved in the month of July each year.

Look at it. It's crazy. It's the highest it has been for a single month increase in over 21 years by a long way. Not just a little way, by a long way. Can it continue?

With the lockdowns, we are seeing it drop off a bit from May, but it's crazy, I can tell you.



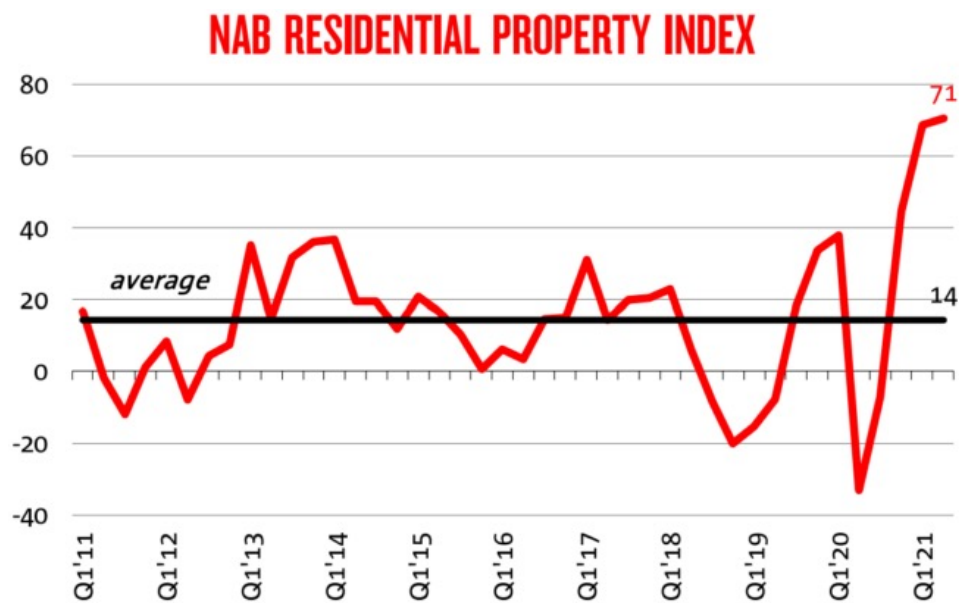
This is the July quarter, so we're talking three months now, a little bit of a better indicator, if you like.

Sydney went up by 7.7%. Now, if you annualise that, it comes in at about 32%. Crazy, crazy figures. Will it continue to be that high? Look, I think it's going to be in the high 20s when we look back on the whole year, and it will continue for this calendar year.

We're still going to see some decent price increases, and we've already seen it.

Melbourne came in at 4.6%, Brisbane at 6.2%, Adelaide at 5.3%, and Perth is still lagging behind there at 1.6%, but rounding off, the average for the five cities at 5.9%.

Now, that's for that's for a three-month period. So that's crazy.



Even conservative NAB shows that the figures are up, and their expectation is that they're going to continue to go up.

NAB HEDONIC DWELLING PRICE FORECASTS (%)*

	2019	2020	2021f	2022f
Sydney	5.3	2.7	21.6	3.1
Melbourne	5.3	-1.3	17.6	3.5
Brisbane	0.3	3.6	19.5	4.4
Adelaide	-0.2	5.9	17.4	3.9
Perth	-6.8	1.9	11.6	3.9
Hobart	3.9	6.1	23.5	4.3
Cap City Avg	3.0	2.0	18.5	3.6

*% change represent through the year growth to Q4 SOURCE: CoreLogic, NAB Economics

20. Dwelling price forecasts

	avg*	2019	2020	2021f	2022f
Sydney	5.8	5.3	2.7	22	4
Melbourne	4.2	5.3	-1.3	16	6
Brisbane	2.1	0.3	3.6	18	8
Perth	-0.6	-6.8	1.9	12	4
Adelaide	2.2	-0.2	5.9	14	6
Hobart	4.5	3.9	6.1	18	2
Australia	4.0	3.1	1.8	18	5

All dwellings, Australia is five major capital cities combined measure; *10yr avg;

So last week, I presented to you the Westpac forecast, and I thought it would be interesting to show the Westpac forecast alongside the NAB forecast.

This is where they predict what's happening in interest rates, in bonds and all this kind of stuff so they have an understanding of what's happening in the market. As you can see, Westpac is a little bit more buoyant, but there's not a lot between them for 2021. All are expecting Sydney to be the highest growth center coming in at around about 22% and 21.6% for NAB.

Melbourne running at 16% and 17.6% for NAB, and then you have 18%, the average for Australia, Hobart, and Brisbane.

Whereas NAB is coming in at 19.5% and 19.8% for the average. Hobart in NAB's is off the charts. It's sitting there at 23%, whereas Westpac's study is saying 18%. So that's interesting.

When you look at 2022, which I think is where we're all looking to, prices are not going to go down.

Some people think, "The prices are too high. I'll wait." Well, by waiting, they're only going to get higher.

Even though the percentage increase may not be as huge as it has been this year, they're still going to go up.

Look at the forecast. Sydney, ranging from 3% to 4% up. Melbourne, 3% to 6% up. Brisbane, 4% to 8% up. Adelaide, 4% to 4% up. Perth, 4% to 6% up. They're all up. So waiting is not your answer.

Your answer is to have as big a footprint in the property market as you can. Those who have the right kind of assets in property are going to excel. Their wealth is going to excel compared to everybody else.

Now, it's not about keeping up with the Joneses.

What it's about is keeping up with inflation, and keeping up with wealth, and making sure that your wealth is not lagging behind, which is why you cannot delay it any longer.



You have to get yourself educated. You have to learn how to accumulate properties. You need to learn the structures to put them in. You need to learn how to get into deals, perhaps without any money.

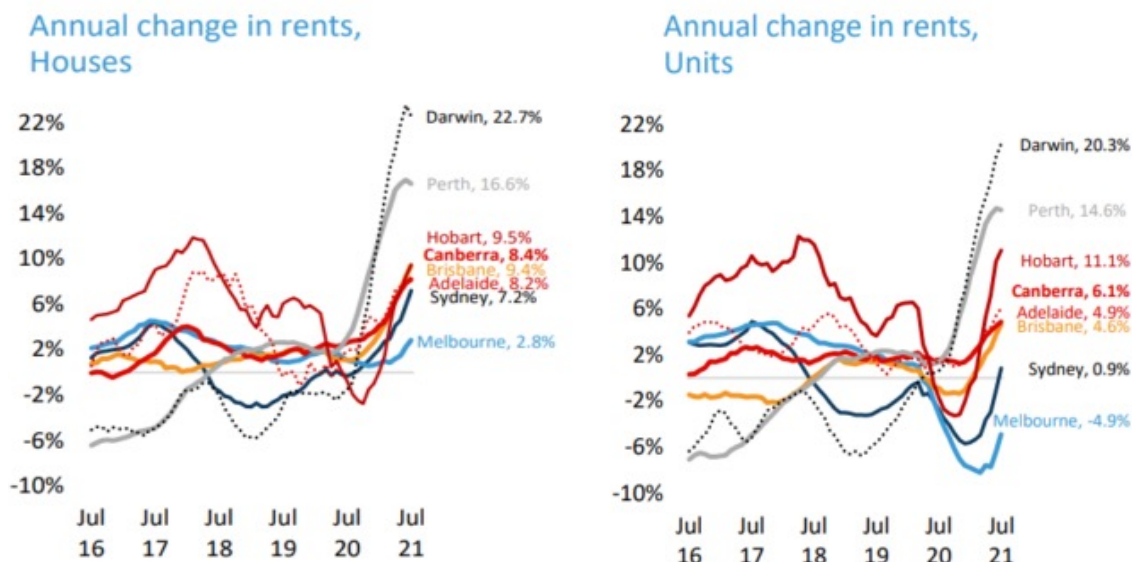
How to actually do a business plan in real estate that can step you through, that sets you up for this period of growth. You can't afford to miss it basically.

Now, if you're interested in any of that, go to www.iloverealestate.tv/questions/ and make yourself an appointment. I've set aside just a few appointments for the week that you can book into. There is no time to dilly-dally. It will take you time just to get market-ready.

Book a [I Love Real Estate Breakthrough Session](#) and chat to one of my advisors for 60 minutes. It's a full hour, and it's free.

They will talk to you about your goals, where you want to go, what you want to achieve, and they'll talk to you about how we can help you with that.

So please book onto one of those appointments. Now, put it in your diary because I've set the advisors' times aside. They are there to help you. They are brilliant, and I want to make sure that if they're putting the time aside, you are too. So put in your diary so you don't forget.



The rent story is very similar to the price story. Rents are going up.

You can see the figures. Darwin went up 22.7%, 16% in Perth, and the rest are hanging around somewhere between 7% to 9%, except for Melbourne that is hanging in there just under 3%.

Melbourne has obviously been hit a lot harder over the longer term.

Units are not as good.

The chart on the right really shows the oversupply of apartments in inner city Melbourne. I have been saying this for two years now, and these figures are really showing it.

Sydney is as well, but it's not as bad as Melbourne.

A lot of the Sydney apartments are actually being absorbed into the market right now, whereas Melbourne haven't because there have been such oversupply.

So we're looking at rents across houses going up by an average there of 7.7%, which is a lot. It's forcing a lot of the city dwellers who can work it to actually move to more affordable areas in the peripheral.

A lot of regional areas now are starting to see price increases because there's a big push out of the cities.

If you can work from home, if you can change careers, if you can commute and all of those other things in a workable fashion, the more affordable areas are definitely in demand, and consequently, prices are starting to increase there as well.

AVG SURVEY EXPECTATIONS: RENTS (%)

	Next 1 year	Next 2 years
VIC	1.7% (0.4%)	3.1% (2.0%)
NSW	2.8% (2.5%)	2.8% (3.1%)
QLD	4.3% (4.2%)	4.3% (4.4%)
SA	2.8% (4.7%)	2.7% (4.3%)
WA	6.0% (8.1%)	5.7% (7.1%)
ACT	-0.3% (3.9%)	-0.6% (4.9%)
NT	6.0% (4.0%)	5.4% (4.0%)
TAS	4.1% (3.8%)	3.9% (2.7%)
AUS	3.3% (3.2%)	3.5% (3.6%)

This is the rent predictions from NAB.

The NAB figures came out on what they're expecting over the next year and the next two years. They predict that rents will continue to rise 3.3% over a year, and 3.5% over two years. That's big.

Annual dwelling sales, Australia



What this graph shows is the annual dwelling sales and it's certainly a seller's market at the moment.

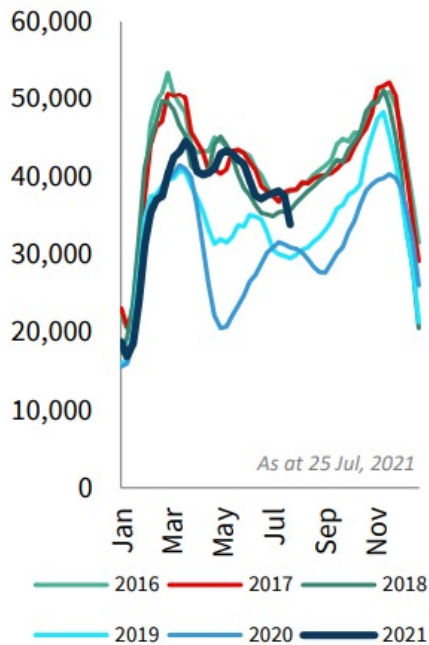
“With buyer demand so strong and active listings well below average, prospective buyers are likely to be feeling a sense of urgency due to the level of competition in the market”.

That was a statement put out by CoreLogic, and they collect all the data on property sold, et cetera. You can see there's a massive surge there.

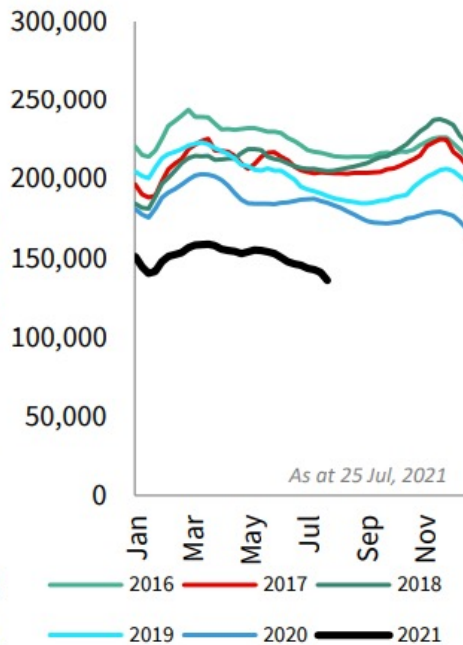
You can also see on the chart where the 10-year average is, and we are way above that.

There is a little bit of FOMO going on, but the underlying supply and demand is really what's driving it, and we just don't have enough listings.

New listings, rolling 28 day count, national



Total listings, rolling 28 day count, national



If you look at the chart on the right-hand side, you can see the total listings on a rolling 28-day count nationally and how much further down we are than we have been in the past five years.

MATERIALS

Timber, concrete and steel more expensive as demand surges



Global Construction Materials

Usually a stable resource, fresh timber's international prices have hit unprecedented heights this year due to a combination of [COVID-related shipping delays and high demand](#) for new home builds across major markets such as the United States and Europe. Prices increased nearly 250 per cent to highs of \$US1711 (\$2305) per 1000-board feet in May. They have since dropped to \$US774 as demand eased and supply improved.

A story I want to bring to you this week is something that is concerning me, and it's that dwelling and building costs have been up for a little bit of time now.

I want to talk about the global construction market and the demand on timber, concrete and steel, right across the world, not just in Australia. Usually, it's a stable resource.

Timber international prices have hit unprecedented highs, and this is mainly due to a combination of the COVID-related shipping delays, but also very high demand, and this has been fueled right around the world.

A lot of countries, like Australia, have also had building boost grants of some description. United States, some places in Europe and Australia have all had those.

It put a surge on new construction because in most Western countries, we're actually in an undersupply for different reasons, but particularly in America.

Prices increased nearly 250% in the US, from \$1,711, which equates in Australian dollars to about \$2,305 per thousand broad foot. Which is 12 inches by 12 inches and an inch thick. So it's one-twelfth of a cubic foot.

God knows why America still uses feet and inches, and whatever else when the rest of the world is in cubic meters, but they do.

Now, what we are also seeing is that has now just started to ease. When prices were high, a lot of the Australian timber as well as from other places, Indonesia and the like, were all going overseas because the pricing was so high.

They took advantage of the global pricing, and then that meant a shortage here in Australia, which meant our pricing went up.

Timber shortage threatens to send builders to the wall

NEWS

In part two of *InDaily's* special report on the national timber shortage, South Australian builders warn of looming job losses due to the lack of supply for the housing industry.



The timber shortages threaten to send builders to the wall and this is my concern.

A lot of the contracts that were entered into at the end of the builder's boost. I'm talking contracts that started straight after the end of December was the first cutoff for us, and then the end of March was the next cutoff.

There was a massive surge of new contracts for new builds.

Now, a lot of that was made worse by the big boys, Metricon and the like, who ordered five and six times their requirement for trusses, studs, walls, and whatever else, because they know that they're not going to get them in the future.

So they get more than what they need, and they might have a little bit of an excess that they can either store or pass on to the other builders. I hope they pass it on.

They had big contracts and they sign up at special pricing to get the suppliers business, but now they've got to fulfill. In the meantime, timber prices have gone up.

Concrete has gone up. Steel has gone up. Labor is now starting to go up because contractors are in such big demand.

So the cost of producing these buildings that they contracted into at fixed pricing has now gone through the roof.

A few things are going to happen. One is that they're going to try and increase how much they get paid by adding extras. So variations.

If you're in a build, don't change your power points. Don't change anything. If you've signed a contract, that's what you're going to get. Change anything, and you're going to be charged phenomenally to try and make up some of the extra costs there.

Second thing is that some builders may not be able to withstand those price increases because their margins have been squeezed, and in some cases, those margins have been squeezed so much that it's actually costing them to build a house for you.

Now, that's dangerous. It's worrying. It's concerning to me.

Global pricing for timber is now starting to come down fortunately, but we could see some builders go to the wall.

I'm predicting that it will mainly be the small builders that don't have the buffers in place to be able to handle those increases in costs.

We saw it in GFC. Some majors went down as well.

So it's something I want you to watch. I want you to be very conscious of it and make sure that you do your research on your builders if you're building anything new at the moment.

Global timber prices

Lumber prices (per 1000 board feet) skyrocketed last year and remain well above pre-pandemic levels



Source: Bloomberg

Prices have started to come down as you can see there. That's the global per thousand broad feet, which is that one foot by one foot by one inch times a thousand.

The peak was in April and May, and it started to come down by the end of June. So hopefully, this will start to translate to a bit of a reduction and a bit of a reprieve here in Australia, because no one wants to see builders go down.

No one wants to see the trouble that would create with jobs, and people with half-finished homes, and insurance, and all of that kind of stuff. It could get very, very messy.

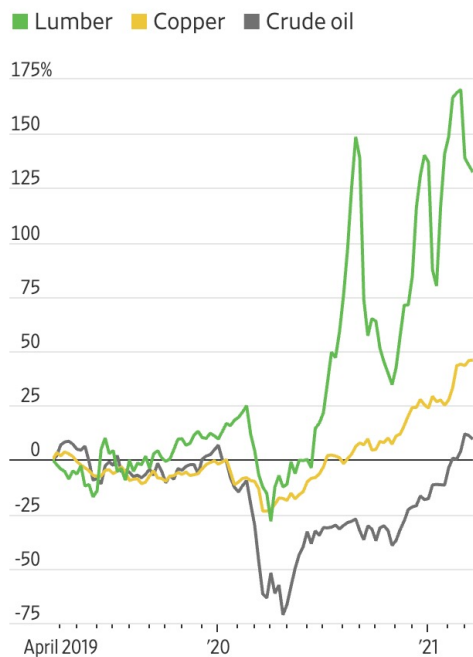
Sydney remains the most expensive place to build in Australia even though it has slipped from position 13 to 45 in the rankings, a reflection of rapidly rising costs elsewhere.

The average cost to build in Sydney is \$2640sq m – less than half the rate of Tokyo, the most costly city in which to undertake construction at \$5465sq m, followed by Hong Kong (\$5317sq m) and San Francisco (\$5080).

Melbourne building costs are \$2576sq m, followed by Brisbane (\$2448sq m), Perth (\$2142sq m) and Adelaide (\$2070sq m).

Now, that is the average per square meter. So that takes into account the low end of the market, which are obviously low-spec'd and the very high end of the market, which are high-spec'd.

Futures-price performance



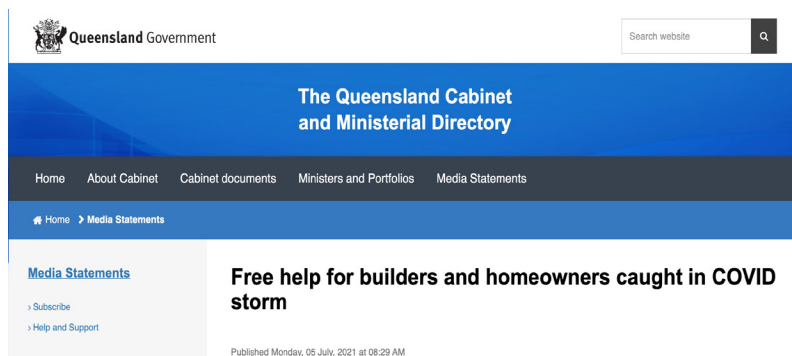
Note: Continuous contracts
Source: FactSet

I thought I'd throw in this chart of lumber, copper, and crude oil. Crude oil doesn't affect us that much. We're not big producers of crude oil.

Copper does in the building industry because of copper piping and things like that, but oh my god, look at lumber. That's timber. Look at it.

Most of our houses are still built from stud frames. We have timber trusses, and timber doors. Timber is a big component of construction, and look at the pricing there.

It had a bit of a swing prior to the COVID lockdowns. We started to see a big surge there. COVID happened, and you can see what happened there after. So it's troubling.



Held to ransom, 50 per cent cost hikes: HomeBuilder crisis exposed

Queensland's building industry is in crisis with homeowners and renovators facing huge cost blowouts of \$30,000 and tradies being held to ransom, with the cost of materials skyrocketing.

- Homeowners and builders caught in the “perfect storm” of rising prices and material shortages now have access to free help to get their homes built.
- The Accelerated Builder / Consumer Dispute (ABCD) service went live on July 1 with free professional mediators to help frustrated homeowners and embattled builders find a way to get their homes completed
- Queensland’s \$45 billion construction industry and its 240,000 jobs

Queensland has recognized that it is troubling and have come out with a wonderful idea for their \$45 billion construction industry, which employs 240,000 jobs.

They're going to put on free counseling. We probably do need counseling, but we need more than counseling.

On the right there's also there's an article from The Courier-Mail. It says, "Held to ransom, 50% cost hikes: HomeBuilder crisis exposed."

Basically, across the board, you're facing at least a \$30,000 blowout, and some tradies are suffering because they've quoted on jobs, and now timbers gone up, their costs have gone up and they're getting caught out. So it's the little guys that are going to hurt the most.

Hopefully, there was enough learning from GFC that these little guys have been able to put some buffers in place. But knowing human nature, they don't.

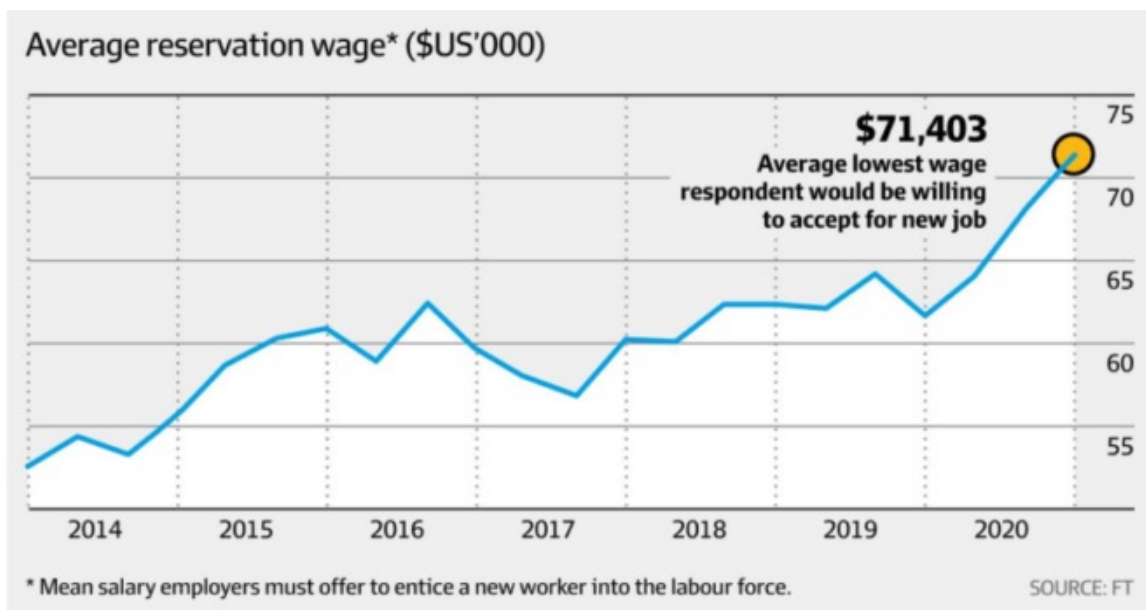
Years as an accountant, I can tell you most small businesses don't even put aside enough money to pay their taxes once they go into business for themselves, it is a big trap.



Truth Bomb Of The Week

My truth bomb for the week is that it's time for a pay rise.

Wages have been down for a very long time, and across the world there is this inflationary effect happening.



Figures came out of the USA, and this is the wage at which most people who responded said that they would leave their current employment to accept a new job. Really, the figures don't matter because everything is different in the States, but it's the trend line that I want you to focus on there. It's going up, and the same thing is happening here in Australia.

It's definitely time for a pay rise and that's not going to add any favours to the property market. The property market is going to go up accordingly because of this as well. We're going to have this inflationary effect happening there.

I decided to throw in a second truth bomb for the week, which is about appreciating the little things in life.

Life goes in the blink of an eye. Appreciate the moments.

As you know, I'm appreciating the moments at the moment. I'm sitting here on my boat. We're in a beautiful harbour at the moment, and we've been sailing to some amazing destinations.

It really brings home the things that really matter in life. It's nature. It's health. It's family. It's love. It's all of those things that make us humans.

So that's my thought for you for the week. There is no time to dilly-dally though life.

Your next step, so that you can afford to appreciate life more, is to book one of those [I Love Real Estate Breakthrough Session](#) appointments. They're 60 minutes long and they are free.

My advisors have set some time aside. All you've got to do is go to www.iloverealestate.tv/questions/ to book one of those free appointments.

So appreciate the moments and all of you guys. I am very excited bring to you what's actually going on, because if you turn on the mainstream media, all you get is COVID news and not much else.

I also encourage you to go across to my website www.iloverealestate.tv and subscribe to my weekly updates. That way you're going to get these coming out to you every single week and so you'll always be on top of the latest information.

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Yours in success,



Dymphna Boholt

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