



QUANTUM
SHIFT
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SPECIAL WEBINAR

Grid Variance Analysis Methodology

QUANTUM COACHES

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What Is Grid Variance Analysis?

GRID VARIANCE ANALYSIS – Done Manually

- Grid Variance Analysis is the comparison of the difference (gap) between two events or numbers.
- Your goal is to investigate the gap and see if there is any possibilities to profit from it.
- It is important to keep in mind the strategy you are utilising when you are investigating GVA. i.e Renovation or Subdivision etc...

Gather the Data.

1/65 Holman Street, Alfred Cove, WA 6154	\$517,000	3	1	1	
27 North Lake Road, Alfred Cove, WA 6154	\$499,000	3	1	2	401m ²
34B Rome Road, Alfred Cove, WA 6154	\$549,000	3	2		283m ²
79 Lamond Street, Alfred Cove, WA 6154	\$695,000	3	1	2	439m ²
29b North Lake Road, Alfred Cove, WA 6154	\$646,000	3	2	2	
41A Stirk Road, Alfred Cove, WA 6154	\$699,000	3	2	2	
90 Lamond Street, Alfred Cove, WA 6154	\$680,000	4	1	1	
28b Rome Road, Alfred Cove, WA 6154	\$667,000	4	2	1	483m ²
32A North Lake Road, Alfred Cove, WA 6154	\$735,000	4	3	1	526m ²
1b Clydesdale Street, Alfred Cove, WA 6154	\$717,000	3	2	1	573m ²
36A Norma Road, Alfred Cove, WA 6154	\$738,000	3	2	2	
address available on request (Alfred Cove, WA 6154)	\$739,888	4	2	2	549m ²
address available on request (Alfred Cove, WA 6154)	\$774,999	4	2	2	549m ²
70 Lamond Street, Alfred Cove, WA 6154	\$839,000	4	2	2	506m ²
50A Holman St, Alfred Cove, WA 6154	\$849,000	4	2	2	521m ²
18A Lambert Street, Alfred Cove, WA 6154	\$850,000	4	2	2	403m ²
2B Coverley Street, Alfred Cove, WA 6154	\$800,000	4	2	4	432m ²
18 Latham Street, Alfred Cove, WA 6154	\$879,000	3	2	2	475m ²
10 Rome Road, Alfred Cove, WA 6154	\$867,000	4	2	2	510m ²
37A Davy Street, Alfred Cove, WA 6154	\$985,000	3	2	2	
563 Canning Highway, Alfred Cove, WA 6154	\$1,999,000	5	3		1011m ²
6 Lambert Street, Alfred Cove, WA 6154	\$1,190,000	3	1	2	
10 Cowan Street, Alfred Cove, WA 6154	\$1,400,000	3	1	2	1300m ²
24A Doney Street, Alfred Cove, WA 6154	\$1,300,000	4	2	4	532m ²
40B Stirk Road, Alfred Cove, WA 6154	\$1,295,000	4	2	2	506m ²
address available on request (Alfred Cove, WA 6154)	\$1,333,000	4	2	2	
address available on request (Alfred Cove, WA 6154)	\$1,433,000	4	3	2	
47A Doney Street, Alfred Cove, WA 6154	\$1,433,000	5	2	2	564m ²
37B Doney Street, Alfred Cove, WA 6154	\$1,499,999	5	2	6	
34B Doney Street, Alfred Cove, WA 6154	\$1,733,000	5	3	5	506m ²
27A Denny Way, Alfred Cove, WA 6154	\$1,800,000	5	3	2	

Note the difference in price between 4 bedroom in Blue Zone and Yellow Zone

Note the difference in price between 4 bedroom in Yellow Zone and Red Zone

Michael & Sara Franks -Coaches

Two Useful Webinars For Further Study



Grid Variance Analysis Done Manually - By Michael and Sara Franks

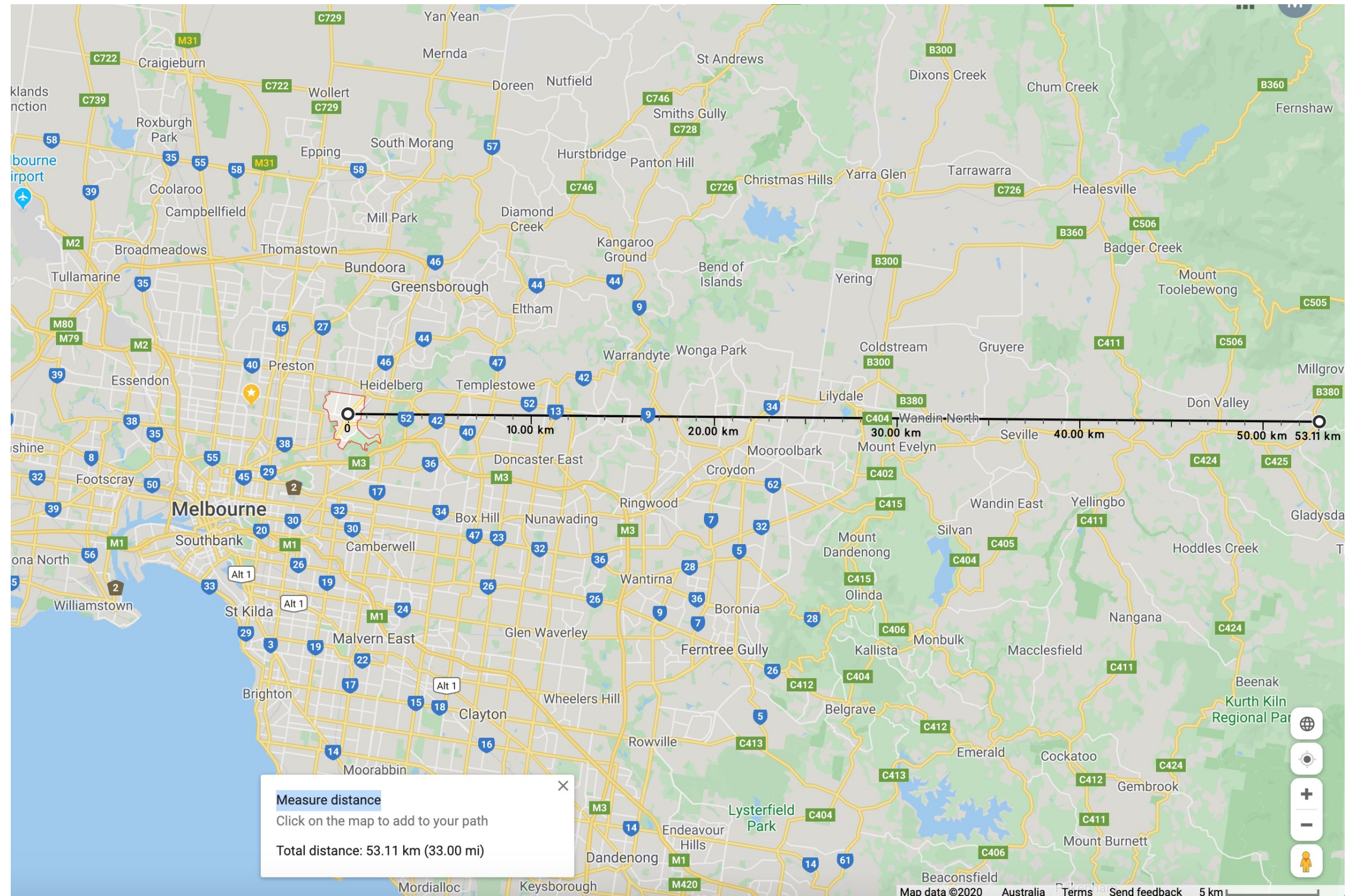
Grid Variance Analysis In Practice - By Platinum Coach Tamara Read



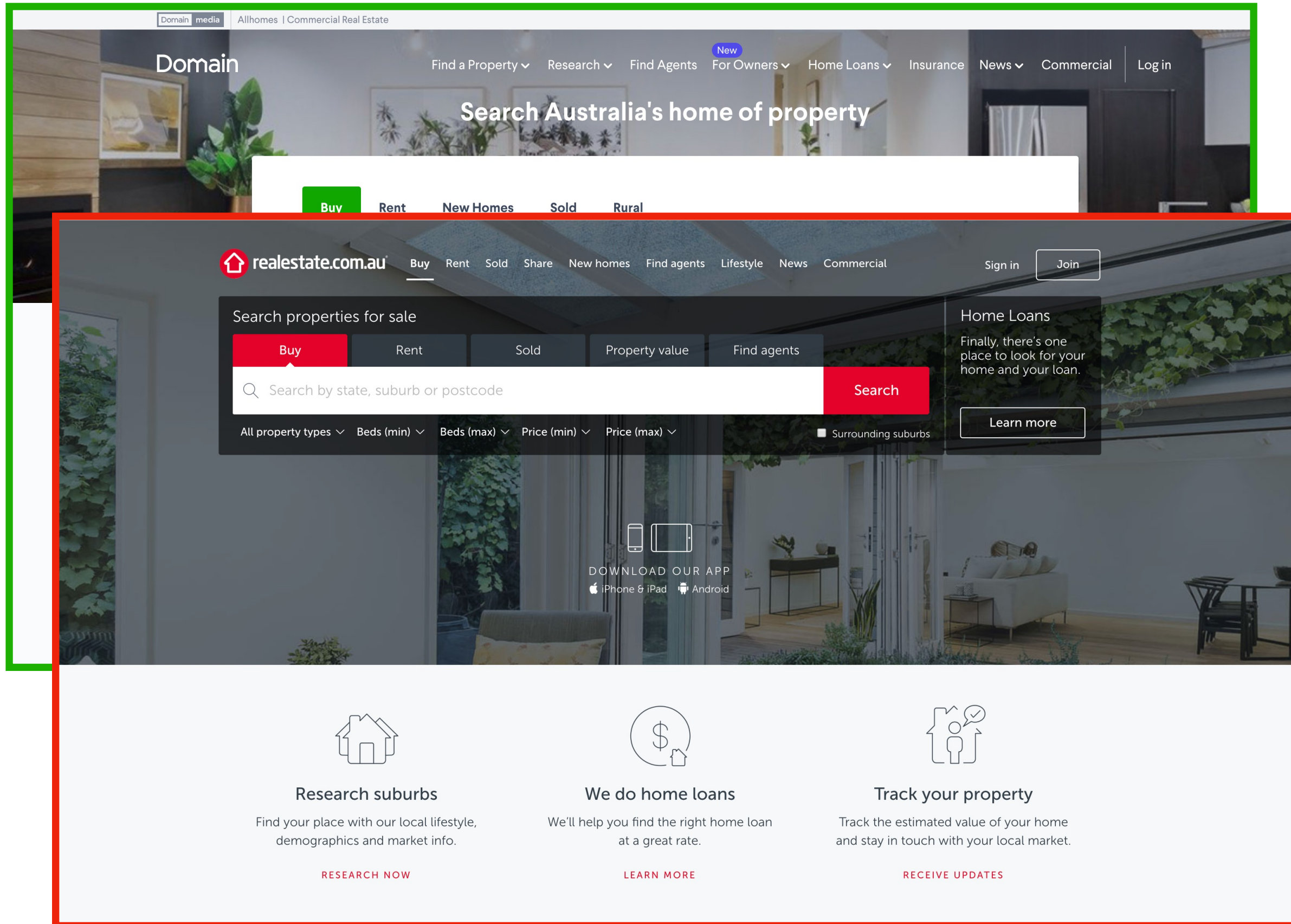
Today we are going to expand on how to do this research online step by step...

Choosing Your Areas

- Start off with, how far you are willing to travel for your next deal i.e 2 hours
- You can choose areas you're familiar with
- Use Google Maps to start working on your areas



Use RE Websites



- Make sure you compare the same things i.e Apples with Apples
- Remove “Surrounding Suburbs” from your selection
- Sort from Lowest Price to Highest

Quick Tip

Domain

Find a Property ▾ Research ▾ Find Agents New For Owners ▾ Home Loans ▾ Insurance News ▾

Ivanhoe, VIC, 3079 X



Filters

Price ▾

Beds ▾

House ▾

Home > Sale > VIC > Ivanhoe > Houses

17 Houses for sale in Ivanhoe, VIC, 3079

List view

Map view

Inspection / Auction

Property alert Off

Sort by: Lowest price ▾



Bedrooms

Any Bedrooms

S 1 2 3 4 5+

(1) (5) (10) (1)

Cancel

Apply

- In domain.com.au you can see that there are more 4 bedrooms (10 properties) than there are 3 bedrooms (5 properties)
- This will be useful when selecting the first comparisons you want to do i.e comparing 4 bed to 4 bed or 3 bed to 3 bed


Finding Median House Price

- Sort the price from Lowest to Highest
- You can see there are 11 results
- So the Median House Price is usually the price in the Middle
- You will need to make judgement with the houses you see
- In this case the sixth house is the middle
- The results is based upon a snap shot at a point in time

Buy > VIC > Ivanhoe > House

Q ivanhoe, vic 3079 House 4 beds Price: Any Filters Update

Nelson Alexander Stephanie Hawke



\$1,800,000 - \$1,980,000

17 Myrtle Street, Ivanhoe

4 4 3 643 m² | House

Getting The Variance

- Lowest Price is \$1.20M
- Median Price is \$1.98M
- Highest Price is \$3.30M
- To Calculate Low to Mid Variance:


$$\frac{\text{Median Price} - \text{Lowest Price}}{\text{Lowest Price}} \times 100$$

- To Calculate Mid to High Variance:

$$\frac{\text{Highest Price} - \text{Median Price}}{\text{Median Price}} \times 100$$

Nelson Alexander
Liz Walker

No.	Suburb	Post Code	HOUSE				Comments	% Variance	
			Median	Low	Med	High		Low - Med	Med - High
1	IVANHOE	3079	1980	1200	1980	3300	4 bedroom - 11 results	65.00%	66.67%
2	HEIDELBERG								
3	BULLEEN								
4	KEW								
5	BALWYN								
6	HAWTHORN								
7	CAMBERWELL								
8	SURREY HILLS								
9	DONCASTER								
10	BOXHILL								
11	BLACKBURN								



Added 7 hours ago

Expressions of Interest \$3,200,000-\$3,300,000 ☆

52 Russell Street, Ivanhoe

🚗 4 🏠 5 🚊 2 | House

Open Sat 8 Feb 12:30pm

Potential Opportunity?

Can you turn this...

Into this?

Nelson Alexander



\$1,250,000 - \$1,350,000

43 Forster Street, Ivanhoe

3 1 2 | 793 m² | House

Open tomorrow 1:45pm | Auction Sa

Nelson Alexander

Liz Walker



Added 7 hours ago

Expressions of Interest \$3,200,000-\$3,300,000

52 Russell Street, Ivanhoe

4 5 2 | House

Open Sat 8 Feb 12:30pm

**Note: More
Buyers In
Median House
Prices**

Stephanie Hawke



30,000

e

3 m² | House


n

Remember 3 Bedrooms?

Nelson Alexander Gordon Hope 



\$1,250,000 - \$1,350,000 ☆
43 Forster Street, Ivanhoe
🛏 3 🚿 1 🚿 2 🏠 793 m² | House
Open tomorrow 1:45pm | Auction Sat 22 Feb

JellisCraig James Goulopoulos 




Added 6 days ago


\$1,350,000 - \$1,450,000 ☆
22 Salisbury Avenue, Ivanhoe
🛏 3 🚿 1 🏠 628 m² | House
Open tomorrow 4:00pm | Auction Sat 22 Feb

- Can you add 1 more bedroom to increase its value?
- You will need to do further investigations and feasibility
- Be mindful that if there are more 4 bedrooms for sale than 3 bedrooms, you may have a faster sales timeframe if it's 4 bedrooms





Need To Confirm With Sold Data

JellisCraig Stefan Dzanovski 

Sold

\$2,800,000 

15 Magnolia Road, Ivanhoe

 4  3  3  963 m² | House

Sold on 31 Oct 2019

- You will need to do a Sold Data search on Domain or [RE.com.au](https://www.re.com.au)
- Make sure you are comparing Apples with Apples
- You may notice the price is lower and there were more 3 bedrooms Sold
- Some of the Sold Dates are also 2 to 3 months old
- What does this mean?
- You will need to ring Real Estate Agents and attend Open for Inspections to find out
- With a Variance of 60%+ it is worthy of further investigation

Continue Working Down The Spreadsheet

- Continue working down the spreadsheet and save your investigations on a separate document
- Take notice of all the variance numbers that is high

No.	Suburb	Post Code	HOUSE				UNIT				Comments	% Variance	
			Median	Low	Med	High	Median	Low	Med	High		Low - Med	Med - High
1	IVANHOE	3079	1980	1200	1980	3300	675	529	675	880	4 bedroom - 11 results/ Units 2 Bedrooms - 21 results	65.00%	66.67%
2	BULLEEN	3105	1298	1050	1298	1330	550	480	550	720	4 bedroom - 11 results/ Units 2 Bedrooms - 7 results	23.62%	2.47%
3	HEIDELBERG	3084	-	-	-	-	-	-	-	-	2 Houses For Sale - Data Too Low	#VALUE!	#VALUE!
4	KEW	3101	2150	1400	2150	-	-	-	-	-	Numbers between 3 & 4 Bed. A lot has no Asking Price - need to contact agents	53.57%	#VALUE!
5	BALWYN	3103	2500	2300	2500	3200	1650	530	1650	2400	4 bedroom - 10 Results, 5 beds plus also viable/ Units more 2 and 3 bedrooms	8.70%	28.00%
6	HAWTHORN	3122	-	-	-	-	-	-	-	-	3 Bedroom - 9 results. Not enough data and different style homes. Need to contact agents	#VALUE!	#VALUE!
7	CAMBERWELL	3124	2160	1650	2160	3190	1390	539	1390	2880	4 Bedrooms - 16 Results/ Units 2-3 Bedrooms more Apartments	30.91%	47.69%
8	SURREY HILLS	3127	-	1300	-	-	-	-	-	-	3 and 4 Bedrooms - 5 & 7 Results. Not enough Data	#VALUE!	#VALUE!
9	DONCASTER	3108	1400	970	1400	2150	550	460	550	620	4 Bedrooms - 11 & 13 Results./ Units 2 Bedroom Apartments most popular	44.33%	53.57%
10	BOXHILL	3128	1485	1400	1485	-	560	495	560	750	3 Bedroom - Results 8/ Units 2 Bedroom Apartments most popular	6.07%	#VALUE!
11	BLACKBURN	3130	1400	850	1400	2800	869	510	869	1100	3 and 4 Bedrooms - 13 & 11 Results./ Units 2 & 3 Bed most popular.	64.71%	100.00%
12	DONVALE	3111	1400	990	1400	1650	780	620	780	1100	4 Bedrooms - 13 Results/ Units 2 to 3 bedrooms most popular	41.41%	17.86%
13	TEMPLESTOWE	3106	1850	1150	1850	2200	820	780	820	1200	4 Bedroom - 18 Results/ Units 4 bedroom townhouses most popular	60.87%	18.92%
14	MACLEOD	3085	1320	759	1320	2090	660	570	660	1295	3 Bedrooms - 5 & 6 Results/ Price variations between new and old unit/townhouses	73.91%	58.33%
15	GREYNSBOROUGH	3088	900	800	900	1400	680	320	680	850	4 bedrooms - 9 Results/ Units 2 and 3 bedroom more popular	12.50%	55.56%
16	ELTHAM	3095	1200	730	1200	2500	800	680	800	1350	3 & 5 Bedrooms - 7, 6 & 6 Results./ Units 3 bedroom townhouses most popular	64.38%	108.33%
17	RESEARCH	3095	-	-	-	-	-	-	-	-	Larege Acrage Sites	#VALUE!	#VALUE!
18	WARRANTYTE	3113	985	770	985	1150	-	-	-	-	3 and 5+ Bedrooms most popular. No Units	27.92%	16.75%
19	RINGWOOD	3134	990	660	990	1500	530	405	530	590	3 and 4 Bedrooms - 15 & 17 Results./ Units Apartments more popular	50.00%	51.52%
20	VERMONT	3133	1210	850	1210	1760	-	-	-	-	4 Bedroom - 10 Results	42.35%	45.45%
21	FOREST HILL	3131	1280	880	1280	-	-	-	-	-		45.45%	#VALUE!
22	TOORAK	3142	6300	3389	6300	-	1695	1250	1695	-	3 Bedroom most popular for units	85.90%	#VALUE!
23	MALVERN	3144	-	-	-	-	-	-	-	-	No listed price. Need to contact agents	#VALUE!	#VALUE!
24	RICHMOND	3121	1540	1085	1540	2950	509	290	509	869	3 Bedrooms - 10 and 16 Results/ Unit 1 and 2 bedroom Apartments are the most popular	41.94%	91.56%
25	PRAHAN	3181	2200	1350	2200	2590	505	188	505	960	3 Bedrooms - 13 Results/ Units 1 & 2 @ beds most popular	62.96%	17.73%
26	ST KILDA	3182	-	-	-	-	549	299	549	810	Units 1 & 2 Bedrooms most popular	#VALUE!	#VALUE!
27	CAULFIELD	3162	1760	890	1760	3450	-	-	-	-	5 Houses only for sale.	97.75%	96.02%
28	RESOVOIR	3073	820	640	820	1200	550	330	550	610	3 Bedrooms - 32 Results/ Units 2 Beds most popular in Townhouses and Apartments	28.13%	46.34%
29	PRESTON	3072	880	770	880	995	570	450	570	750	3 Bedroom - 13 Results/ Units 2 Bedrooms Apartments & Townhouses most popular	14.29%	13.07%
30	COBURG	3058	960	750	960	1250	450	377	450	534	3 Bedrooms - 12 Results/ 1 & 2 Bedroom Apartments most popular	28.00%	30.21%

Note all the potential Renovation deals all over 35%

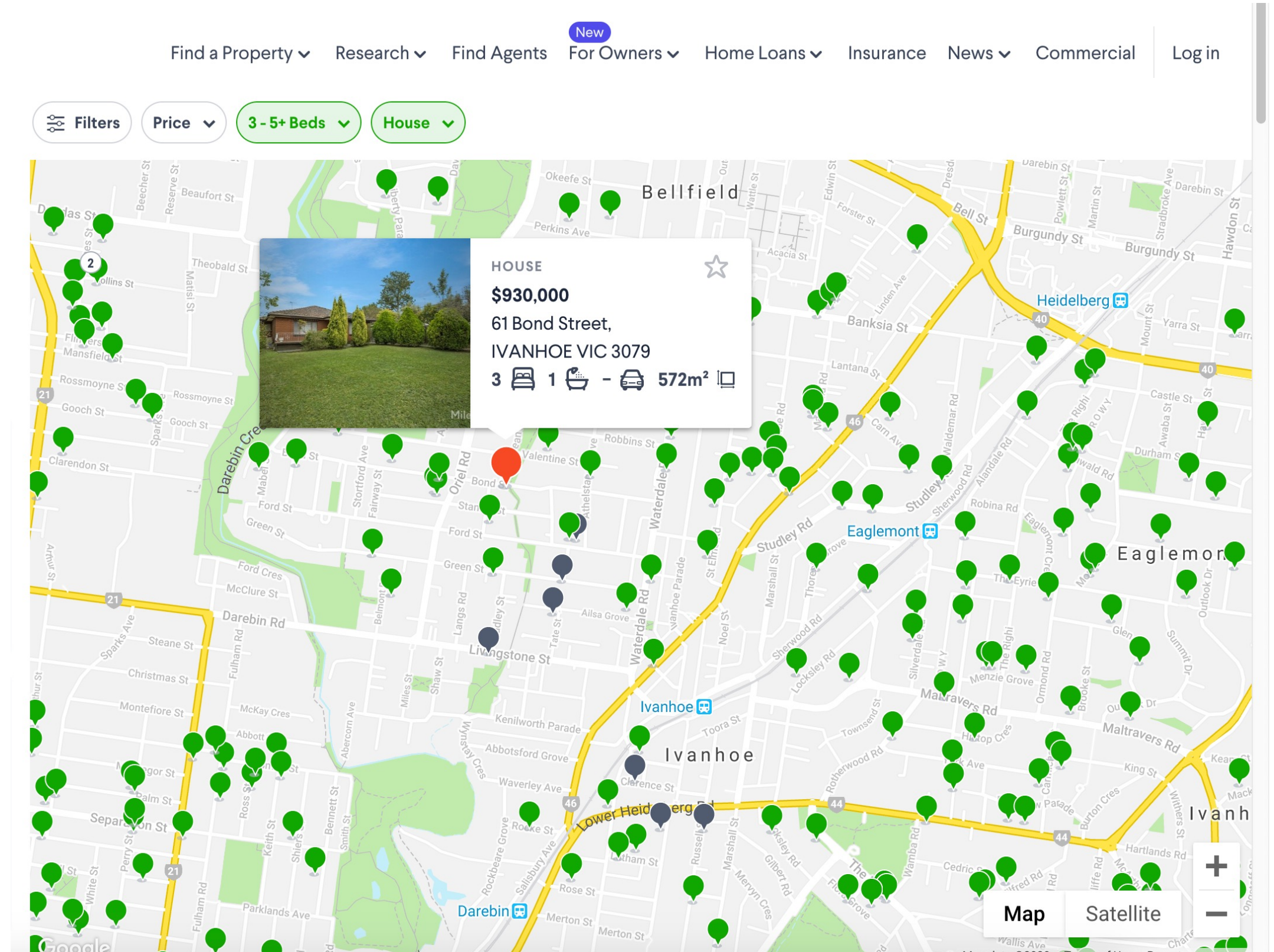
What's With Variance Numbers?

HOUSE				UNIT				Comments	% Variance	
Median	Low	Med	High	Median	Low	Med	High		Low - Med	Med - High
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-	-	-	-	-	-	-	-	4 Bedroom - 9 results. Not enough data and different style homes. Need to contact agents	#VALUE!	#VALUE!
2160	1650	2160	3190	1390	539	1390	2880	4 Bedrooms - 16 Results/Units 2-3 Bedrooms more Apartments	30.91%	47.69%
-	1300	-	-	-	-	-	-	3 and 4 Bedrooms - 5 & 7 Results. Not enough Data	#VALUE!	#VALUE!
1400	970	1400	2150	550	460	550	620	4 Bedrooms - 11 & 13 Results./Units 2 Bedroom Apartments most popular	44.33%	53.57%
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1850	1150	1850	2200	820	780	820	1200	4 Bedroom - 18 Results/Units 4 bedroom townhouses most popular	60.87%	18.92%
1320	759	1320	2090	660	570	660	1295	3 Bedrooms - 5 & 6 Results/ Price variations between new and old unit/townhouses	79.91%	58.33%
900	800	900	1400	680	320	680	850	4 bedrooms - 9 Results/Units 2 and 3 bedroom more popular	12.50%	55.56%
1200	730	1200	2500	800	680	800	1350	3 5 Bedrooms - 7, 6 & 6 Results./Units 3 bedroom townhouses most popular	64.38%	108.33%
-	-	-	-	-	-	-	-	Larege Acrage Sites	#VALUE!	#VALUE!
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990	660	990	1500	530	405	530	590	3 and 4 Bedrooms - 15 & 17 Results./Units Apartments more popular	50.00%	51.52%
1210	850	1210	1760	-	-	-	-	4 Bedroom - 10 Results	42.35%	45.45%
1280	880	1280	-	-	-	-	-		45.45%	#VALUE!
6300	3389	6300	-	1695	1250	1695	-	3 Bedroom most popular for units	85.90%	#VALUE!
-	-	-	-	-	-	-	-	No listed price. Need to contact agents	#VALUE!	#VALUE!
1540	1085	1540	2950	509	290	509	869	3 Bedrooms - 10 and 16 Results/Unit 1 and 2 bedroom Apartments are the most popular	41.94%	91.56%
2200	1350	2200	2590	505	188	505	960	3 Bedrooms - 13 Results/Units 1 & @ beds most popular	62.96%	17.73%
-	-	-	-	549	299	549	810	Units 1 & 2 Bedrooms most popular	#VALUE!	#VALUE!
1760	890	1760	3450	-	-	-	-	5 Houses only for sale.	97.75%	96.02%
820	640	820	1200	550	330	550	610	3 Bedrooms - 32 Results/Units 2 Beds most popular in Townhouses and Apartments	28.13%	46.34%
880	770	880	995	570	450	570	750	3 Bedrooms - 13 Results/Units 2 Bedrooms Apartments & Townhouses most popular	14.29%	13.07%
960	750	960	1250	450	377	450	534	3 Bedrooms - 12 Results/ 1 & 2 Bedroom Apartments most popular	28.00%	30.21%

- From our education we know for Renovations we want the after Reno Sold Price to be 1.35 the Purchase Price (as a rule of thumb) to be profitable.
- So for a Renovation Strategy we want to look at Variance numbers of at least 30% (to account for errors) for further investigation.
- If our strategy is Development, looking at Sub-divisions, then we would want the Variance between Units and Houses to be as low as possible
- If it cost you \$500k to buy a House, it would be great to sell a Unit/Townhouse for \$500k or more.

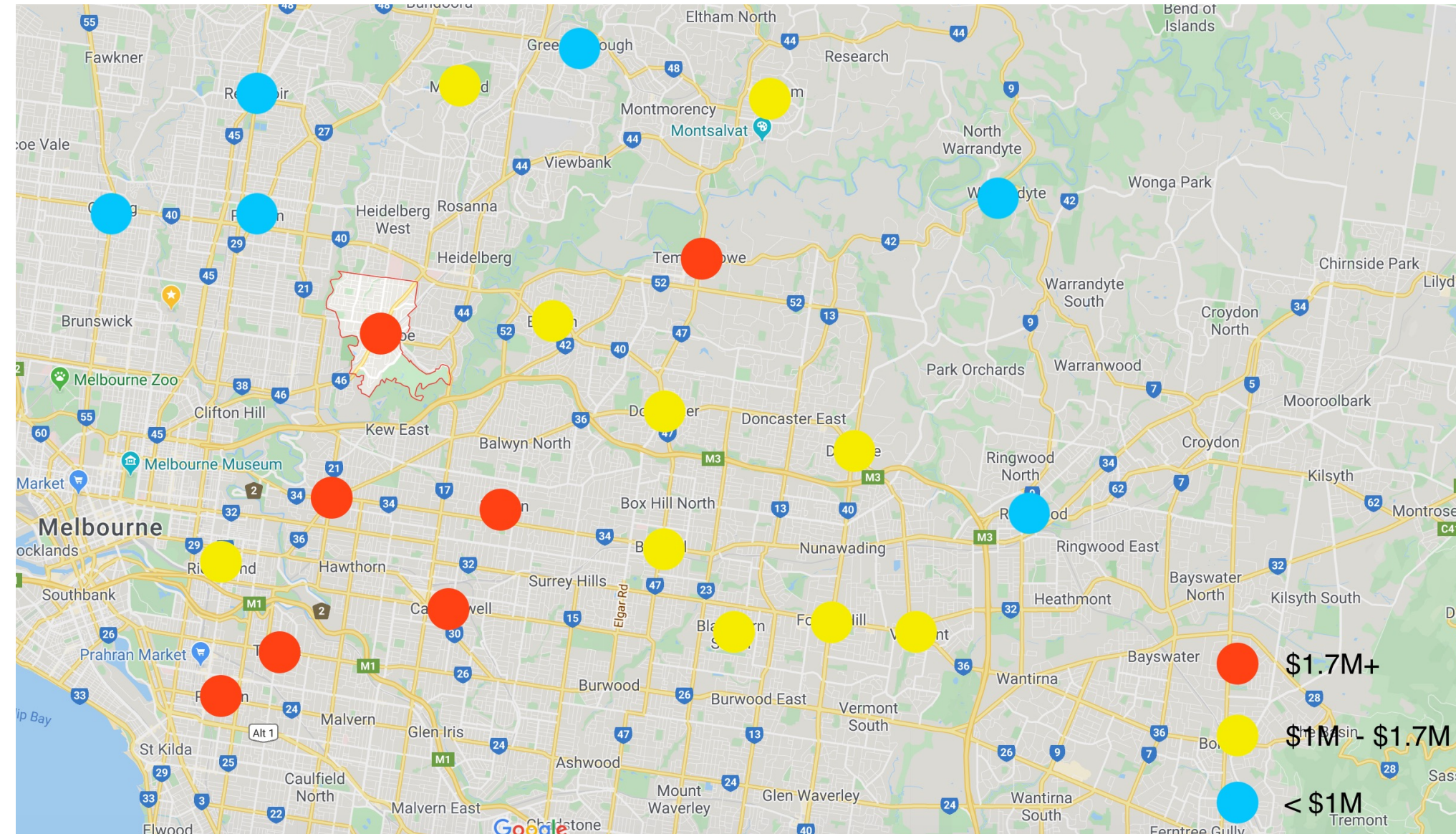
How To Investigate Further Within Domain or RE.com.au

- You can use 'Map View' from the real estate websites to have a better understanding of where the High Price properties are
- Click on each pin to find out its price



Creating Your Own Heat Map

No.	Suburb	Post Code	Median
1	IVANHOE	3079	1980
2	BULLEEN	3105	1298
3	HEIDELBERG	3084	-
4	KEW	3101	2150
5	BALWYN	3103	2500
6	HAWTHORN	3122	-
7	CAMBERWELL	3124	2160
8	SURREY HILLS	3127	-
9	DONCASTER	3108	1400
10	BOXHILL	3128	1485
11	BLACKBURN	3130	1400
12	DONVALE	3111	1400
13	TEMPLESTOWE	3106	1850
14	MACLEOD	3085	1320
15	GREENSBOROUGH	3088	900
16	ELTHAM	3095	1200
17	RESEARCH	3095	-
18	WARRANDYTE	3113	985
19	RINGWOOD	3134	990
20	VERMONT	3133	1210
21	FOREST HILL	3131	1280
22	TOORAK	3142	6300
23	MALVERN	3144	-
24	RICHMOND	3121	1540
25	PRAHAN	3181	2200
26	ST KILDA	3182	-
27	CAULFIELD	3162	1760
28	RESOVOIR	3073	820
29	PRESTON	3072	880
30	COBURG	3058	960



- Buy a map and some coloured stickers and chart the map from Median Price
- You will notice some suburbs with good potential from natural growth as a results of the “Ripple In The Pond” Effect.
- If you’re handy with computers you can use Google Maps, Screen Capture and Paint to achieve a similar effect.

So Why Do Grid Variance Analysis?

- It allows us to systematically and strategically find areas that are suitable to our strategy and situation
- It helps us start our Due Diligence process on an area
- You can see patterns appear when you work through your Grid Variance Analysis
- It gives you an advantage when dealing with Real Estate Agents as you will become more knowledgeable about the area

Want A Shortcut?

GRID VARIANCE ANALYSIS PROGRAM



- Use the Software - it's much faster and more accurate
- Learn the manual way though and the reasoning behind it, you can always use it in a 'pinch'



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