

ULTIMATE REAL ESTATE SUCCESS **LIVE & VIRTUAL** **BOOTCAMP**

WORKBOOK - BRISBANE MARCH 2021



SESSION THIRTEEN

**The Easy Way To
Find Value With Grid
Variance Analysis**

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Grid Variance Analysis
GVA

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Property Genius Formula

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Gridding Analysis - What is it?

Tool for the systematic analysis of an area

Assists with:

- Time management
- Focus
- Area selection
- Knowing your market
- Knowing what strategy to apply

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How to do it:

- Select the area you are interested in
- Get a visual representation of that area – usually a map – electronic or hard copy
- Draw or print out grid lines or suburb or council boundaries on the map at a reasonable level of density
- Start working through the grids in a methodical way





What to do:

- Start with one of the grids or suburbs
- Identify the suburb(s) within that square or area of interest
- Identify:
 - pricing levels within that suburb
 - the council that has jurisdiction in the identified area
 - Council planning parameters (local area town plans and **zoning**, density boundaries/ changes, costs etc)





What to do:

- Identify:**
- Broader economic supply/demand going on in neighbourhood
 - Commercial development – shopping centres
 - Infrastructure spending
 - Community change





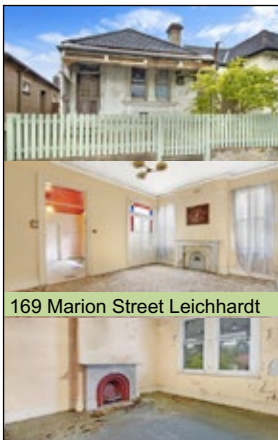
MID
18 Empress Street Kingsville Vic 3012
\$590K - \$640K



\$825,000 Most Expensive in the suburb

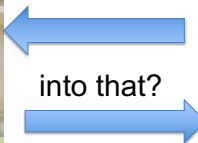
LOW
\$380 K

MID
\$600K



169 Marion Street Leichhardt

Could you see yourself turning this



into that?



153 Marion Street Leichhardt

Price Indicators



217a Marion Street Leichhardt
SOLD \$650,000
221 Marion Street Leichhardt
SOLD \$962,000





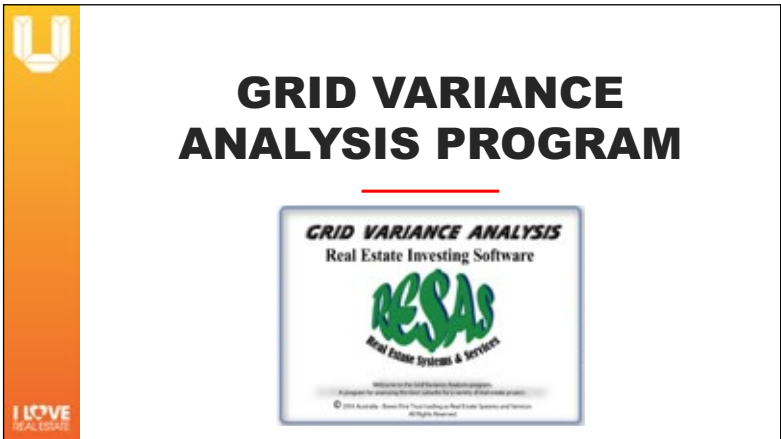
**MAP IT
GRID IT
PLOT IT
EVALUATE IT
COST IT
CHASE IT**



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Grid Variance Analysis (v9.3.19124)

Target PostCode Summary

Number Above Average High	Target Suburb / Town	Suburb	Process Selection	Output to Google Maps
0 in the range \$0.00 to \$0.00	Name	VVC	Process Favourites	Output Results to PDF
Number from Mid to High	Post Code 1	411	Output to CSV File	Export Data to CSV File
0 in the range \$0.00 to \$0.00	Local Government Area (LGA)	Ward	Output This Sheet to PDF	Output This Sheet to PDF
Number from Mid to Low	LGA	Ward	Output to Google Earth	Output to Google Earth
0 in the range \$0.00 to \$0.00	LGA	Ward	Save Clusters on Google Maps	Save Clusters on Google Maps
Number Below Average Low				
0 in the range \$0.00 to \$0.00				

Select Surrounding Suburbs: [410] [411] [412] [413] [414] [415] [416] [417] [418] [419] [420] [421] [422] [423] [424] [425] [426] [427] [428] [429] [430]

Select by Walking Distance: [0.5km] [1km] [1.5km] [2km] [2.5km] [3km] [3.5km] [4km] [4.5km] [5km]

Walking Distance (Meters): [800] [1600] [2400] [3200] [4000] [4800] [5600] [6400] [7200] [8000]

Include Sold Properties: [All] [None] [High] [Mid] [Low] [All Sold] [None Sold] [High Sold] [Mid Sold] [Low Sold]

Within Time Period (Days): [90] [180] [270] [360] [450] [540] [630] [720] [810] [900]

Process Alerts: [All] [None] [High] [Mid] [Low] [All Alerts] [None Alerts] [High Alerts] [Mid Alerts] [Low Alerts]

Select Property Type: [Residential] [Commercial] [Industrial] [Agriculture]

Sale Price Variation Amounts as at - 6/30/2019 17:03

Target PostCode	No of Properties Listed	Average Low Price	Average Sale Price (MS)	Average High Price	Mid-Low	Mid-High
Suburb	16 (14 Private)	\$0	\$0	\$0	0.0%	0.0%

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Grid Variance Analysis (v9.3.19124)

Target Suburb Summary

Number Above Average High	Target Suburb / Town	Suburb	Process Selection	Output to Google Maps
0 in the range \$750,000 to \$1,500,000	Name	VVC	Process Favourites	Output Results to PDF
Number from Mid to High	Post Code 1	2000	Output to CSV File	Export Data to CSV File
0 in the range \$500,000 to \$750,000	Local Government Area (LGA)	Suburb	Output This Sheet to PDF	Output This Sheet to PDF
Number from Mid to Low	LGA	Suburb	Output to Google Earth	Output to Google Earth
0 in the range \$250,000 to \$500,000	LGA	Suburb	Save Clusters on Google Maps	Save Clusters on Google Maps
Number Below Average Low				
0 in the range \$0.00 to \$250,000				

Select Surrounding Suburbs: [410] [411] [412] [413] [414] [415] [416] [417] [418] [419] [420] [421] [422] [423] [424] [425] [426] [427] [428] [429] [430]

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Process Alerts: [All] [None] [High] [Mid] [Low] [All Alerts] [None Alerts] [High Alerts] [Mid Alerts] [Low Alerts]

Select Property Type: [Residential] [Commercial] [Industrial] [Agriculture]

Sale Price Variation Amounts as at - 6/30/2019 19:28

Target Suburb	No of Properties Listed	Average Low Price	Average Sale Price (MS)	Average High Price	Mid-Low	Mid-High
Suburb	58 (14 Private)	\$177,000	\$238,800	\$717,000	28.5%	36.8%

The number of houses for sale (28) represents 1.02% of the dwellings in the selected area (2756). The sample is within an acceptable range of the state average of 1.0% so the analysis of this area may be reasonably accurate.

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