

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

WORKBOOK - BRISBANE MARCH 2021





**SESSION SIX**

**The Key Indicators To  
Alert You To Future Growth  
Before It Happens**

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## Growth Drivers

- **Banking Monetary Policy**
  - With the availability of finance all natural growth in the market stalls
- **Increasing Population**
  - Interstate, Inter-suburban and Immigration
- **Consumer Confidence**
  - Overall Economic Wellbeing
- **Government Policy**
  - Council attitudes, first home owner grants, State Government incentives, property taxes
- **Infrastructure Spending**
  - Government and Industry




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## Increasing Population

- Population Movements
- Where are they coming from?
- How long do they stay?
- What style of housing do they want?
- Source data – mostly ABS – check age of data
- Check the timing of these events!




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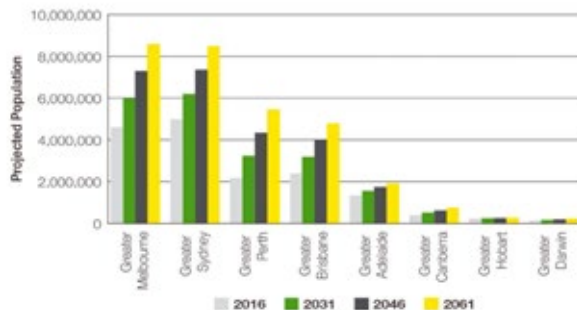
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## Long Term Population Predictions have not changed




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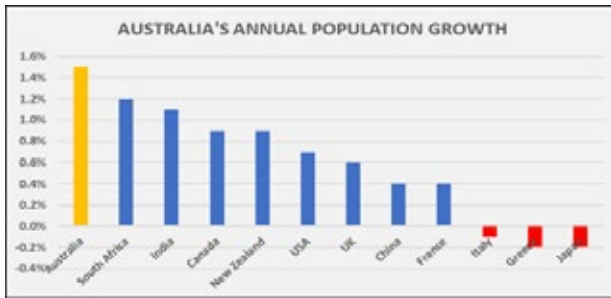
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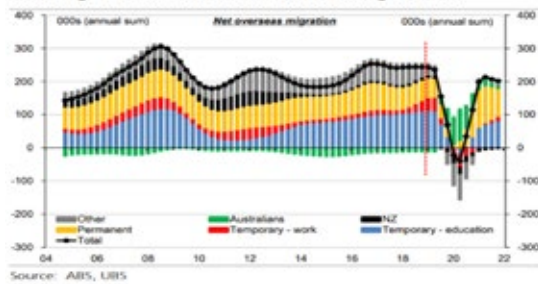


## Australia's Population Growth compared to other Countries



## Long Term impact still strong but Short Term Impact Negative

Figure 2: Travel restrictions are likely to see migration turn negative in 2020, before rebounding in 2021



## Government Policy

- Local Government – council attitude to growth and development
- State Government incentive and council over-rides
- Federal housing Policy such as
  - first home owners grant
  - migration policy
  - specialist policy eg. NDIS
  - defense policy
  - general economic climate
- COVID Stimulus





## **Infrastructure Spending**

### **Government Spending**

- Education
- Medical
- Infrastructure
- Departmental
- Military



Check the timing of these events!




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## **Infrastructure Spending**

### **Industry Spending**

- Mining
- Manufacturing
- Tourism
- Infrastructure (longevity)
- JOBS, JOBS, JOBS



Check the timing of these events!




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## **State Infrastructure Searches**

### **Department of planning websites have:**

- Reports on major projects and planned infrastructure
- Urban & regional planning
- Growth Strategies
- Population forecasting
- Land Planning
- Fact sheets, plans & satellite images




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- NSW: <http://www.infrastructure.nsw.gov.au/>
- NT: <https://dipl.nt.gov.au/>
- QLD: <https://www.statedevelopment.qld.gov.au/>
- WA: <https://www.infrastructure.wa.gov.au/>
- Vic: <https://www.infrastructurevictoria.com.au/>
- SA: <https://www.dpti.sa.gov.au/>
- Tas: [https://www.stategrowth.tas.gov.au/infrastructure\\_Tasmania](https://www.stategrowth.tas.gov.au/infrastructure_Tasmania)
- ACT: <https://www.planning.act.gov.au/>




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## Natural Growth Indicators

### Quick analysis

- Sales volume increases
- Days on the market
- Clearance rates
- Variance between replacement and old
- Movement in median house prices



You are looking for upward trends!




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When doing a hold or partial hold strategy – chasing natural growth is GOOD!

What is BETTER is doing manufactured growth in a natural growth area!




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SO,

- IF your price point suits the areas you have identified from targeting the growth drivers – You now need to become an expert in these key areas.



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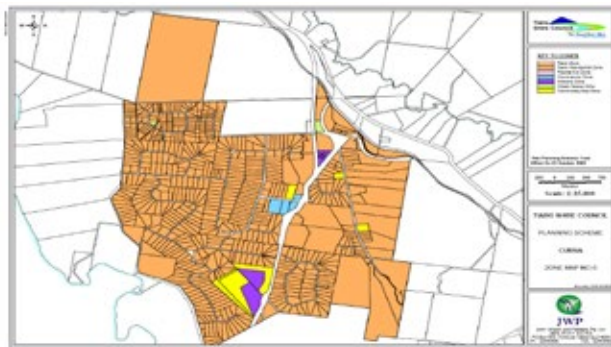
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## Know your Town Plan Zones



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## Some questions to consider

- Is there urban renewal going on?
- Are the demographics of the area changing?
- Are lot sizes changing?
- What frontages do you need?
- Are there any restrictions?
- What are the zonings for low medium and high densities?
- Is there precedent in the area for your strategy?
- Who are the sellers?
- Who are the buyers?
- What is selling?



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## Are Lot sizes changing – Look for precedent in the target area? - How old are the smaller lot changes?



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