



25% Developers Club

VIRTUAL BOOTCAMP MAY 2022

ACTIVITY
WORKSHEETS

*Industry Professionals give you
all the tools you need for success
in Property Development*



Example Deal 1 – Duplex Deal

For Sale:

Absolute canal front land with direct ocean access

Build your dream home on the canal!

A large block of land with breath taking water views and direct access to the ocean, only minutes to Sunshine coasts pristine beaches.

Vendor will trade with house, vacant land or development sites. Excellent Zoning/Medium density.



Don't be the one to miss out.

- Private pontoon option
- House and land options
- Personal brokerage service available through Loan Market
- Generous water frontages with o waterside public pathways
- Highly sought after north south aspects
- Schools and transport only a short walk away
- Only minutes to Sunshine Coast University & first class hospitals
- A selection of shopping precincts to choose from
- World famous Mooloolaba beach only a few minutes drive or boat trip away
- The best selection of restaurants, taverns & Cafes close by

Build your dream home on your own slice of prestige land right here on the canal

Land size: 448m²

Zoning Information:

- Residential zone
- Medium density
- Biodiversity overlay
- Flood Hazard overlay
- Waterways and Wetlands overlay

Target Area Research:

- Owner occupier location
- Demographic = retiree
- Well Established convenient suburb



Deal Description:

- Purchase vacant land
- Build a duplex and strata
- Sell one; keep one

Project Financial Details:
Example Feasibility

Purchase price	\$ 450,000
Purchase costs	\$ 6,000
DA Costs	\$ 30,000
Build & Titling Costs	\$ 650,000
Hold costs	\$ 30,000
Total Costs	\$ 1,166,000
Sales	\$ 1,440,000
Selling Costs	\$ 43,200
Net Sales value	\$ 1,396,800
GST owing	\$ 24,255
Profit	\$ 206,545

Example Build Contract Clauses:
a) Works to be completed as specified in:

Endorsed plans and Working drawings – AAA Design – Stamped 7 December 2019 – 15 pages

Engineering plans – Adams Project Engineers – version 2.6 – 8 pages

Landscape plans – NJM Garden Designs – version 1.4 – 6 pages

Construction Period		Calendar Days
A	Delay as a result of inclement weather	7
B	Delay subsequent caused by the effect of inclement weather	7
C	Saturdays and Sundays	56
D	Public Holidays	8
E	Other foreseeable breaks in the continuity of works	0
F	Rostered Days off	0
G	Builder's Holidays	0
H	Delays reasonable due to the nature of the contract	0
I	Total delay days	78
J	Allowance for actual construction period not including delay days	140
K	Total construction period including delay days	218

b) Progress payments:

The parties agree that i) the progress payment fixed by section 40 of the Domestic Building contracts Act 1995 do not apply, and ii) that instead the percentages of the contract price and amounts payable are as follows:

Name of Stage	Description of works	% of total Contract Price	Amount (in \$)
Deposit	Deposit	5	\$ 31,500
1	Slab	10	\$ 63,000
2	Framing stage	20	\$ 126,000
3	Lock up	25	\$ 157,500
4	Fit out stage	20	\$ 126,000
5	Completion	20	\$ 126,000
		100%	\$ 630,000

c) Liquidated damages:

Rate for Liquidated damages is agreed at \$100 per week for each week that the builder fails to complete the works by the Completion Date.

Real Estate Agent Summary:

Agent Summary	Num	For Sale	Num	Sold	Num	Total
Fitzpatrick's	2	\$2,575,000	0	\$0	2	\$2,575,000
Hore & Davies	0	\$0	1	\$800,000	1	\$800,000
Kitson Property	1	\$540,000	0	\$0	1	\$540,000
PRD Nationwide	1	\$0	1	\$1,040,000	2	\$1,040,000
Professionals	3	\$2,385,000	1	\$720,000	4	\$3,105,000
Ray White	2	\$899,000	1	\$615,000	3	\$1,514,000
Stroud	5	\$3,100,280	0	\$0	5	\$3,100,280

Finished Product – Agent's ad Copy

3 Bed 2 Bath 1 Car - Absolute waterfront living...

This stunning brand new architecturally designed duplex sets the benchmark for uninterrupted waterfront living. Set over 2 levels with direct deep water ocean access, perfect positioning, amazing architecture presence and features too numerous to mention. It is a home that dreams are made of.

- Contemporary architectural home in prime waterfront location
- Outdoor entertaining deck with stunning water views
- Great size kitchen with high quality appliances
- 3 bedrooms all with built ins
- Low maintenance brand new duplex
- Quality finishes

Example Deal 2 – Townhouse Deal

For Sale:

Investors take note! Huge Land, Great Potential & a Prime Position

Two street frontages! Do not miss this increasingly rare opportunity to acquire two blocks front and back in one of Melbourne's best performing growth suburbs.

Situated in a quiet cul-de-sac on approx. 1080sqm grounds, the two existing homes offer a developer's dream with the potential to rent out the 3-bedroom 2-bathroom and 2-bedroom 2-bathroom homes whilst they finalize their plans/permits. Within walking distance to all of Edithvale's amenities including schools, kindergartens, parks, golf clubs, public transport and superb sandy beaches.

See the prestige new homes appearing all around and take part in the transformation of this generous block with a cutting-edge new home design or dual occupancy development (subject to Council approval) to meet the demand for luxury living at this prized Bayside address.

3 Bed 2 Bath.

Land size: 1080m²

Zoning Information:

Residential zone

Aboriginal cultural overlay

Noise/Acoustic overlay

Min land size / unit = 200m²

Site Specific Research:

See diagram provided of site layout

Target Area Research:

Demographic = Investor and Owner occupier

Mostly young couples/families

Deal Description:

Purchase land with existing house to be demolished
4 townhouse development



Project Financial Details:
Example Feasibility

Purchase price	\$ 1,625,000
Purchase costs	\$ 97,500
DA costs	\$ 50,000
Build & Titling costs	\$ 1,600,000
Hold costs	\$ 75,000
Total Costs	\$ 3,447,500
Sales	\$ 4,800,000
Selling Costs	\$ 144,000
Net Sales value	\$ 4,656,000
GST owing	\$ 125,545
Profit	\$ 1,082,955

Example Build Contract Clauses:
a) Works to be completed as specified in:

Endorsed plans and Working drawings – Perkins Architects – Stamped 4 August 2019 – 22 pages

Engineering plans – Lindsay Engineering

Works as issued by water authority - version

Construction Period		Calendar Days
A	Delay as a result of inclement weather	7
B	Delay subsequent caused by the effect of inclement weather	7
C	Saturdays and Sundays	87
D	Public Holidays	12
E	Other foreseeable breaks in the continuity of works	0
F	Rostered Days off	0
G	Builder's Holidays	10
H	Delays reasonable due to the nature of the contract	0
I	Total delay days	125
J	Allowance for actual construction period not including delay days	179
K	Total construction period including delay days	304

b) Progress payments:

The parties agree that i) the progress payment fixed by section 40 of the Domestic Building contracts Act 1995 do not apply, and ii) that instead the percentages of the contract price and amounts payable are as follows:

Name of Stage	Description of works	% of total Contract Price	Amount (in \$)
Deposit	Deposit	5	\$ 78,250
1	Slab	10	\$ 156,500
2	Framing stage	25	\$ 391,250
3	Lock up	25	\$ 391,250
4	Fit out stage	20	\$ 313,000
5	Completion	20	\$ 313,000
		100%	\$ 1,565,000

c) Liquidated damages:

Rate for Liquidated damages is agreed at \$100 per week for each week that the builder fails to complete the works by the Completion Date. Early completion bond at \$200 per week is payable to the builder for each week the works are completed early.

d) Excluded Works:

Authority works, headworks, landscaping and driveways surfacing.

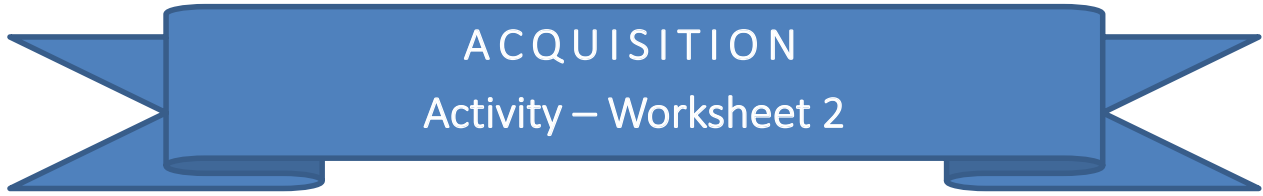
Real Estate Agent Summary:

Agent Summary	Num	For Sale	Num	Sold	Num	Total
Area Specialists	1	\$1,200,000	1	\$2,030,000	2	\$3,230,000
Barry Plant	0	\$0	2	\$1,370,000	2	\$1,370,000
Barry Plant Real Estate	0	\$0	1	\$880,000	1	\$880,000
Biggin & Scott	5	\$3,560,000	0	\$0	5	\$3,560,000
Develop Connect	1	\$1,050,000	0	\$0	1	\$1,050,000
First National Real Estate	1	\$1,500,000	0	\$0	1	\$1,500,000
For Sale by Owner	1	\$979,000	0	\$0	1	\$979,000
Greeland Property Group	1	\$0	0	\$0	1	\$0
Harcourts	2	\$2,520,000	3	\$3,594,000	5	\$6,114,000
Isell Group	6	\$4,949,000	3	\$2,312,500	9	\$7,261,500
Le & Co	1	\$950,000	0	\$0	1	\$950,000
Leyton Real Estate	5	\$3,350,000	1	\$750,000	6	\$4,100,000

Finished Product – Agent’s ad Copy

For sale:

4 bedroom 2 bathroom townhouses: suit investors, Convenience - Close to public transport and shops, easy access by car to freeways, bike rack, storage, 1 bedroom on ground floor, potential good rental return, accommodation for 2 cars



ACQUISITION
Activity – Worksheet 2

Describe 3 possible ways to acquire deals.

ACCOUNTING & TAX

Activity – Worksheet 6

GST calculation template. Calculate the GST Applicable

Example Deal 1		Example Deal 2	
GST on Sales – owing to ATO		GST on Sales – owing to ATO	
End value	\$	End value	\$
Less Purchase price -	\$	Less Purchase price -	\$
Difference =	\$	Difference =	\$
Divided by	11	Divided by	11
GST owing on Sales =	\$	GST owing on Sales =	\$
GST on Expenses – credit from ATO		GST on Expenses – credit from ATO	
Total Build, DA, Titling costs	\$	Total build, DA, Titling costs	\$
Plus Selling costs +	\$	Plus Selling costs +	\$
Total GSTable Costs =	\$	Total GSTable Costs =	\$
Divided by	11	Divided by	11
GST Credit on Expenses =	\$	GST Credit on Expenses =	\$
GST Payable for Project		GST Payable for Project	
GST owing less GST credit	= \$	GST owing less GST credit	= \$

MARKETING AND SELLING
Activity – Worksheet 7

**Choose one example deal. Refer to the above agent activity summary provided for the deal.
Which 3 agents would you consider and why?**

What is their average sale price?

25% Club – Additional Resources

Target Area Research

- Ultimate Members Only Website - Deal Finding presentation – Ultimate Bootcamp Day 3
- Ultimate Members Only Website – Weekly Wednesday Webinar (WWW) Series – Sourcing Your ‘A’ Team – Platinum Coaches - Tamara Read & Nicolle Beer - August 2018

Acquisition Process

- Ultimate Members Only Website – Asset Protection presentation – Ultimate Bootcamp Day 1

JVs

- Ultimate Members Only Website - WWW Series – Joint Ventures – Professionals – Pacific Law – July 2019
- Ultimate Members Only Website - WWW Series – Joint Ventures – Dymphna Boholt - August 2019

Negotiation

- Ultimate Members Only Website - WWW Series – Negotiation Skills – Platinum Coaches – Melissa Fisher - April 2020
- Ultimate Members Only Website – WWW Series – Seller JV’s and Distressed Properties – Platinum Coaches – Narelle Cosstick December 2018
- Ultimate Members Only Website – Quantum Shift – Other People’s Money On-line Training 2019

Options

- Ultimate Members Only Website - FAQ 28
- Ultimate Members Only Website - FAQ 29
- Ultimate Members Only Website Masterclass – Fundamentals
- Ultimate Members Only Website - WWW series

Seller JVs

- Ultimate Members Only Website - WWW Series - Seller JVs and Distressed Properties – Platinum Coach - Narelle Cosstick - December 2018

During Settlement

- Ultimate Members Only Website - WWW Series – Choosing Your Builder – Platinum Coach – Mick Tiemens – September 2017

Design Considerations

- Ultimate Members Only Website – Building Design, Time & Cost Saving Tips – Platinum Coaches – ILRE Super Conference Nov 2019 Session 6 Day 2

Feasibility

- Ultimate Members Only Website - Feasibility Software Program – John Bone
- Ultimate Members Only Website - WWW Series - Rough Feasos – Platinum Coach - Nicolle Beer – June 2019
- Ultimate Members Only Website - WWW Series – Analysing a Deal – Platinum Coach – Tamara Read - April 2019

Accounting & Tax

- Ultimate Members Only Website – WWW Series - Business of Real Estate – Kamal Power – October 2019

Demolition and Construction

- Ultimate Members Only Website - WWW Series – Building Contracts – Pacific Law - September 2019
- Ultimate Members Only Website - WWW Series – House Relocation – Platinum Coach – Tamara Read – May 2018
- Ultimate Members Only Website - WWW Series – Construction – Platinum Coach – Greg Miller and Mick Tiemens – July 2018

Marketing and Selling

- Ultimate Members Only Website - WWW Series – Selecting a Gun Real Estate Agent – Platinum Coach – Nicolle Beer – November 2018
- Ultimate Members Only Website - WWW Series – Marketing Off the Plan – Platinum Coach – Mick Tiemens – October 2018

Checklists - Ultimate Members Only Website

- Subdivision checklist
- Development checklist
- JV checklist

Recommended Reading

- It's My Time – A to Z of Property and Financial : Simplifying the language of Property and Finance by Brian McNicol and Muthu Pannirselvam

