

SMARTER CASHFLOW HOMES



SMARTER CASHFLOW HOMES

Day Two - Kevin Doodney

“If it was
Good Enough
for the Queen
it was Good
Enough for
her children”





DISCLAIMER

- All the information, techniques, skills and concepts contained within this presentation are of the nature of general comment only and are not in any way recommended as individual advice.
- The intent is to offer a variety of information to provide a wider range of choices now and in the future, recognizing that we all have widely diverse circumstances and viewpoints.
- Should any reader choose to make use of the information contained herein, this is their decision, and the contributors (and their companies), authors and publishers do not assume any responsibilities whatsoever under any condition or circumstances.
- The contents herein is opinion and not advice. The reader should seek their own professional advice on the subject being discussed.



SESSION 1

The Current Market



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QUESTION TIME





SESSION 2

7 Strategies to make you Money




There are a few strategies in Making Money in Real Estate.

1. Taking something to a higher or better use such as Subdivision from Farm to titled house lots (Tamborine)
2. Taking an existing home through renovation or extension to a more desirable product (The Block)
3. Building new things such as High Rise, Townhouses, Units, Houses called Specs, short for Speculation.
4. Finding deals that others may invest in such as Joint Ventures.
5. Acting as a buyers agent or sellers agent making your job your hobby (If property is your thing)
6. Building and keeping things that return around 10% per annum (Cash Flow Strategy)
7. Collect as many properties as you can and hope for Capital Growth (This is a long term play)

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Strategy 4: Finding Deals

You may find a deal that is really appealing but have insufficient funds to make this work.

The risk will always be on the guy providing the money, not the guy finding the deal, so it is hard to get JV funding unless you have a track record or provide certain guarantees for repayment outside of the deal.

It generally works on smaller deals and an example of this is we formed a Co-operative that raised around \$30 million in funds from sophisticated investors.

To make this happen a separate document was created that explained the deal and enough funds were raised to buy the project outright.

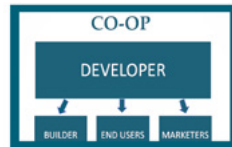
Predicted returns of 15% per annum were tabled and private funding was raised to do all civil works at a lesser amount of cost by about 10% and as the site was unencumbered it was not hard to offer that as equity for final finding.

Over time unpredictability around time ended this concept.



HOW THE CO-OP WORKS

How the co-op being formed there were three lines of sales, the end users, the builders and the marketers.



The largest of all of these segments is the marketers in emerging community areas.

Our vendors needed to undertake sufficient land sales so their decision to reduce the profit, in some cases substantially, usually around \$25,000 was a normal practice. It was then up to the members to either use their own internal building group in our external that could build at say \$1,000 per metre and with that build make sure it was a 4 bedroom home around 300sqm to 350sqm.

The home was then valued at \$200 per sqm giving them another \$15,000 to \$20,000 in increased fees from the build. At settlement of the land the vendor would pay \$20,000 to the marketer and at that in completion the builder would pay around \$10,000, as values were starting to discount built costs. When we started this program, I was asked to design a contract that would allow you, our clients, the discounts payable to the marketers to be payable to yourselves.



“ GOING BACK IN TIME TO THE EARLY 60'S OVER 90% OF WORKING MALES WERE IN A CO-OP SUCH AS AMP OR BUILDING SOCIETIES AND THEIR MANDATE WAS TO ACT FOR THE MEMBERS AND ONLY TAKE 15% OR SO FOR RUNNING COSTS. ”



The developer was therefore to use a Cooperative as the vehicle to assist you in creating the right buy price. From the developers point of view they are simply not aware of the Co-Op members. The developers simply treat the Co-Op as another marketer with exactly the same fee payable at settlement to the Co-Op.

“ THIS WHOLE MECHANICAL PROCESS LIVES OR DIES ON THE ABILITY TO CONVINCE A VALUER THAT THE HOME IS WORTH MORE THAN IT COSTS TO CREATE, HENCE THE DISCOUNT ON LAND AND CHEAPEST HOME COST SOLUTION BEING A 4 BEDROOM BRICK HOME. ”



This is the basic recipe for the changes to disappear in the deal. A suburban development of one bedroom costing around \$60,000 to create reduced valuation by \$30,000 and a 2 bedroom substantially down from say \$450,000 to \$380,000.

Now at that point the fees required simply did not exist. Once the Dual Key concept became law, first in NSW and then QLD, a whole new energy came back into marketing story selling as this incorporated the 4 bedroom home and an Auxiliary dwelling, giving them a better return on rental and a lift in valuation.

This for the first time also gave the Co-Op an opportunity to build for the students, housing that brought cash flow back into the deal and provide a discount as against the standard Brick 4 bed that did not provide enough incentive for you to make a decision to proceed based on discount alone.

You have seen enough case studies to see how the discount actually works but the Co-Op is also working extensively to create entirely new products for our students, such as the class of 2014 saw in Cash Flow loans issue 2 being 3 challenges in varying stages and some.

“ THE CO-OP MAKES UP ABOUT 10% OF YOUR JOURNEY WITH US AS WE ARE CONSTANTLY FOCUSED ON TEACHING YOU HOW TO CREATE YOUR OWN DEALS IN YOUR OWN AREA, BEING YOUR OWN STATE IF THAT IS WHERE YOU ARE MOST COMFORTABLE. ”

The best example of a Co-Op deal was the Burgess Rose southern lots. It is the perfect example of how a group of individuals can be as powerful as the largest marketers in Australia today. You are a buying group, but each deal is your own individual deal and the Co-Op does not receive or develop any products. It is simply a vehicle that is born to serve its members.

Over time the Co-Op will need to make money in its own right but for now it passes the benefits back to its members because the Co-Op has a building arm which makes industry profit from the build which is sufficient to maintain its external costs. All activities behind the Co-Op receive no payment for the services on the board as no fees are generated so yet.



Strategy 5: Acting as a Buyers Agent or Sellers Agent

This is more of a JOB Strategy (Just Over Broke,) agents are the worst at building a portfolio as they tend to go with the quick buck, being commissions based on roughly \$30,000 per million sold, very few grab a great deal before it goes to market so if you pursue this strategy it would be better to be involved in a development group first and agency second.

An example was Stockland, partnering with me to own L. J. Hooker Pacific Pines that built a great rent roll and handled resales so we did not have a slow down of land sales caused by oversupply of resales.



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The city centre: myth and reality



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The city centre: **the real** CONFIRMED

- Traditional corporate headquarter location
- Concentration of employment /density
- The seat of Government
- Historic origins of city and state
- Concentration of cultural facilities
- Focus of transport networks

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The city centre: **the myth** BUSTED

- This is where everyone works?
- This is where everyone wants to live?
- The lifestyle/housing we choose?
- In need of more infrastructure investment
- The logical location choice for business



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•Myth 1

• HIGHER DENSITIES MEAN LESS TRAFFIC



•Myth 2

• URBAN CONSOLIDATION IS BETTER FOR THE ENVIRONMENT



•Myth 3

• MOST JOBS ARE DOWNTOWN



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QUESTION TIME

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SESSION 5

A Lesson In Rental Return

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Memory of Architecture



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**How much does a
4-bedroom
home rent for**
\$



**How much does a
3-bedroom
home rent for in the
same suburb**
\$



**How much does a
2-bedroom
unit rent for**
\$



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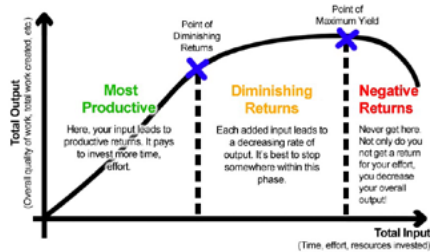
**How much does a
1-bedroom
unit rent for in the same
suburb**
\$



**How much does a
Tent site rent for in the
same area**
\$



**The Law of
Diminishing
Return**



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Smarter Small House 1



Smarter Small Home 1





Smarter Small House 1



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Banyo - Smarter Small Home Case Study

Case Study 1: 41 Paradise St, Banyo

Deane bought an old cottage at 41 Paradise Street Banyo a suburb of Brisbane around 12km north of the CBD. Banyo is an old mining town to the Brisbane airport and has a railway station that is used occasionally by commuters. He acquired the site in August 2005 for \$200,000 and in August 2008 knocked the house down to build the cottage. For this to happen he had to pay some bills being:



1. D.A. application for town planning	\$ 4,000.00
2. Brisbane city council fee	\$ 2,750.00
3. Building approval to knock house down	\$ 800.00
4. Survey fees	\$ 1,000.00
5. Services connection	\$ 2,000.00
6. Water supply fees	\$ 2,500.00
7. Plan sealing fee	\$ 1,000.00
8. Knock over house (inclusive of asbestos removal)	\$ 12,000.00
9. Development works	\$ 26,000.00
Total	\$ 54,050.00

This gave Deane a sub-division of two lots creating:

Lot 1 - 200 sqm	\$ 271,250.00 each
Lot 2 - 200 sqm	\$ 270,000.00 each
Total	\$ 541,250.00

Deane then decided to build two smaller "Small Homes", he retained the original design by 3 metres, added a kitchen island bench, stairs and a garden shed.

The house design and build cost x 2 @ \$171,000 each	\$ 342,000.00
Add to the land	\$ 270,000.00
Grand total inclusive of GST for two homes	\$ 612,000.00
Cost per home	\$ 306,000.00 each or
Residual value for a residential in 2011	\$ 280,000.00
Total	\$ 280,000.00
Nett outflow	\$ 188,000.00

On day one of completion the houses were rented out for \$450 each, today they are \$600 per week or \$600. Deane's gross return on his costs of \$188,000.00 based on \$600 per week is sitting at 17%, he managed to get depreciation allowance of \$4200.00 per house which makes him and his accountant happy.



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68 Golda Avenue, Salisbury

The original tiny, quaint house that was on the block when purchased set approx. 200mm from the fenceline, with the fence leaning against the house, full of asbestos & with rotting timber posts that created such a slope internally you couldn't possibly ignore it. It was going to be a cracker!



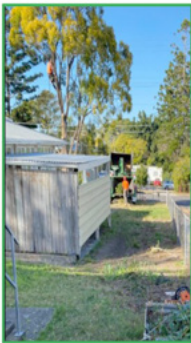




It was going to be a labour of love with the need for rewiring, full asbestos strip out, walls that were held together with putty & spilt, cracked windows, requiring to be moved away from the fenceline or fire rating the walls. So many options with this beauty.

NOTE: This property can only be VIEWED EXTERNALLY and will be attended until 2pm




68 Golda Avenue, Salisbury

So ... we forged ahead with getting quotes for work & started with tree lopping to give space for moving the house away from the fenceline as opposed to fire rate the walls. Also, better tenant privacy & much easier to put up future fencing since the current fence was falling down, some of which was actually asbestos sheeting.

68 Golda Avenue, Salisbury




Now after careful consideration, quotes coming in, trees been lopped & due to the level of work required on the original house it was decided that, since we had a spare house lying around, we'd bring a removal house to the site that was a lot larger, newer & in much better condition. I mean, what could go wrong.




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6 on 680sqm



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SESSION 9

When Body Corporate Works better





Body Corporate vs Freehold





Body Corporate vs Freehold



Kean purchased a block 800 sqm for \$230,000 his goal to obtain a Material Change of Use to build two houses as Free Standing dwellings as the block was a corner lot.



The surrounding land sales for smaller lots around the 700 sqm were \$200k average at that time.

House and land packages were advertised from \$280k generally had values closer to \$400k as there were many end users on the estate.

Kean intended to the following assets:

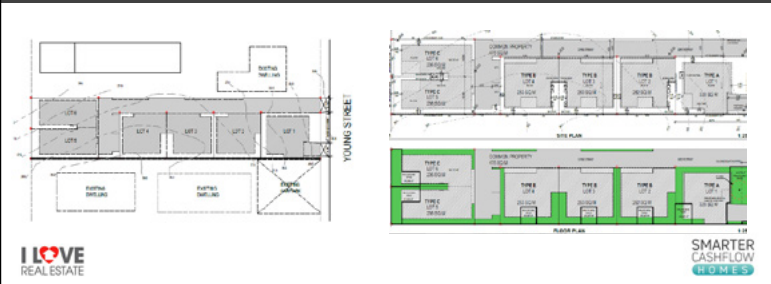
1. Storm water plans and engineer	\$ 2,760.00
2. Consulting survey and building format	\$ 1,800.00
3. Council fees for building format	\$ 4,490.00
4. Banks water meter	\$ 1,720.00
5. Land cost	\$ 399,000.00
6. Stamp duty and legal	\$ 104,000.00
7. Council fees for Material change of use and infrastructure	\$ 14,840.00
8. Landscaping plan	\$ 400.00
9. Town planner	\$ 2,300.00
10. Building contracts	\$ 242,000.00
Total	\$ 882,770.00
Valuation	\$ 420,000.00 and \$420,000.00
Total	\$ 840,000.00
Nett difference	\$ 177,220.00

Each home was rental within seven days for \$400 per week. Add in depreciation.

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Body Corporate vs Freehold



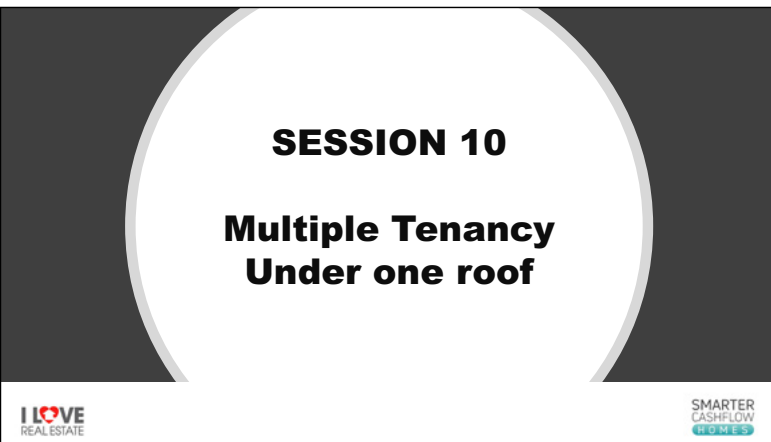


QUESTION TIME



SESSION 10

Multiple Tenancy Under one roof



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Rooming Houses

Hendra



Estimate only at \$83,200 pa



Bald Hills



\$79,560 pa



Rooming Houses

Annerley



Estimated only at \$83,200



Morningside



\$83,200 pa and \$83,460 pa



Rooming Houses

Wynnum



**\$1600 per week head lease
low level
NDIS \$83,200 pa**



Acacia Ridge



Renovation \$ 74,360 pa



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Rooming Houses

Sunnybank



\$78,000 pa



Tennyson



**Estimated only
at \$72,500 pa**



Rooming Houses

Norman Park



Estimated at \$83,200 pa



Salisbury



\$73,840 pa





Nigel Archer Newcastle

Next Generation Boarding Houses

New Generation Boarding Houses,
Providing Safe, Secure and Long
term Communities for Uni Students, Doctors,
Nurses, First Responders and Ministers
of Religion.



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Sandgate Rd Shortland

Next Generation Boarding Houses



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Sandgate Rd Shortland NSW 2307
34 Studio's
Gross Rental Income 2019/2020
\$291,027.54
or
\$164 per week average per week

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Lawson Ave Beresfield



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24 Lawson Ave Beresfield NSW 2322
44 Studio's

Gross Rental Income 2019/2020 \$504,222.86 or
\$220 per week average per week

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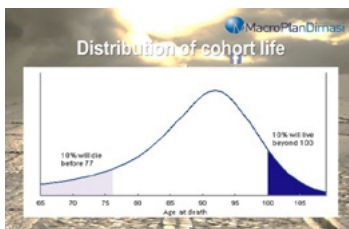
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Brisbane's population density is 145 people per square kilometer, which is ranking 6th most populated city in Australia. Brisbane's population density is far from being called populated city by world standard.

Position	City	Population Density
1	Melbourne	453/km ²
2	Adelaide	404.205/km ²
3	Sydney	400/km ²
4	Perth	317.736/km ²
5	Canberra	173.3/km ²
6	Brisbane	145/km²
7	Hobart	124.8/km ²
8	Darwin	44.976/km ²



Age Apartheid



MacroPlanDimasi
Self funded retirees?

- For those who own their own home, the average value is \$500,000
- For people aged 65+, two thirds have a weekly income of less than \$400pw
- One in four retirees receives close to the full pension
- A further quarter receive a part pension



MacroPlanDimasi

- Australia aged 65+ the fastest growing age group
- Currently 14% of population will live to age 85 by 2025
- Current 2.2 million people aged 65+
- Will be 4.2 million people in next 20 years
- Income of 2.8 trillion needed

MacroPlanDimasi
Many, many more seniors

State/Territory	2016	%
Western Australia	3,061,100	30%
Queensland	4,812,176	48%
South Australia	1,742,171	17%
Tasmania	542,100	5%
Victoria	6,455,100	64%
New South Wales	7,571,100	75%
ACT	421,100	4%
Northern Territory	241,100	2%
Australia	10,210,000	100%

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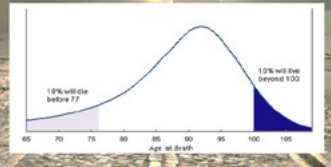


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Distribution of cohort life



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Self funded retirees?

- For those who own their own home, the average value is \$500,000
- For people aged 65+, two thirds have a weekly income of less than \$400pw
- One in four retirees receives close to the full pension
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Where is Pensioner Poverty The Most Prevalent?

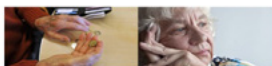
% of people aged 65+ living in relative income poverty in selected OECD countries*



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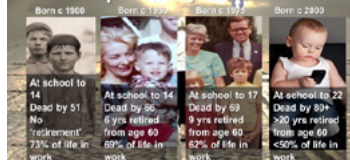
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- Roughly **one in four** seniors (aged 65+) are either renting or still paying off a mortgage
- The proportion of people aged 65+ with **no super at all** is around 65%
- The median superannuation balance on retirement (2017) is only \$100,000 for men, \$28,000 for women
- The proportion of **ALL Aussies** with super balances over \$500,000 is just 5%

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Life expectancy and work ...



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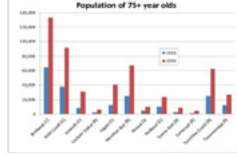
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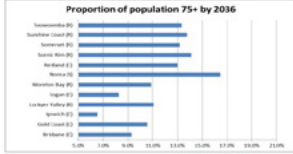
In South East Queensland... MacroPlanDimasi



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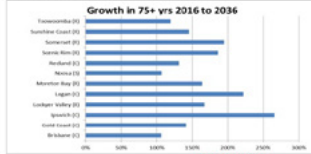
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In South East Queensland... MacroPlanDimasi



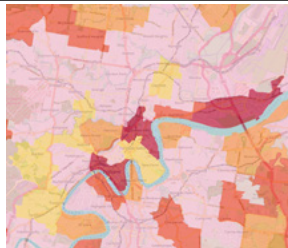
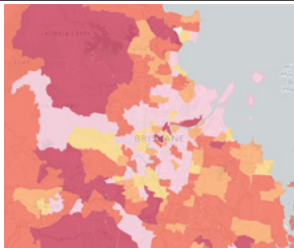
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In South East Queensland... MacroPlanDimasi



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Over 75's Population growth - Brisbane

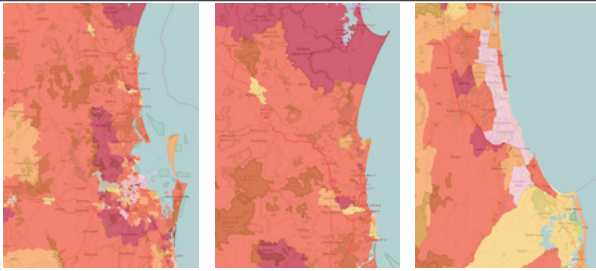


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**Over 75's Population growth
2011-2016**



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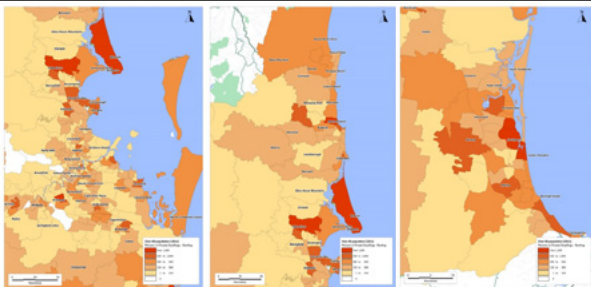
**Over 70 and earning less
than \$399/week**



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Over 60 and still renting - 2011

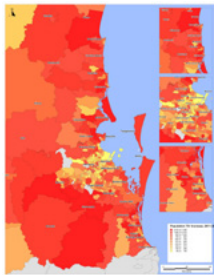


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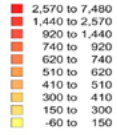
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FORECAST Increase in 75+ year olds, 2011 to 2036



Population 75+ Increase, 2011-2036



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What's it all mean?

- Once in a generation wave of seniors is coming
- Many are low income
- Many still renting
- Few facilities being developed - nowhere near enough to meet demand
- The facilities that are being developed target high income seniors demographic
- Little choice in prices, or location, or in tenure (typically DMF model with capital upfront, locations are where available, and tenure is not rental)

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- Independent retirement living options are well beyond the financial means of the majority of retirees:
- LU providers target high income areas or areas with high median house prices and high rates of outright ownership
- Average 2 bed villa (including older stock) is now close to \$500,000 (at a minimum)
- Plus ongoing monthly management fees
- Less DMF on sale
- But only if you have the capital

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A real world scenario

Mrs Penny Jones
Aged 65
Recently widowed

Husband had a small super balance of \$75,000
This went toward the mortgage
House worth \$450,000
Weekly pension: \$440



- Retirement living product? **No.** Cannot afford the \$550,000 entry fee, is wary of the DMF and the MAP.
- Manufactured Housing Estate? **No.** Would need \$400,000 to buy into one, leaving nothing much left over.
- Stay in own home? Still has to pay rates, utilities, food, travel etc from the pension. Very tough financially. Plus the home is too big to maintain and she feels unsafe.
- Rent? Penny can sell the house, put \$300,000 in the bank for future needs, buy a new car, have a holiday and still get full pension plus rent assistance. But there are no rental options for seniors.

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Multiple dwellings, single title in existing residential area



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Our Second Draft



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So, if you buy the block at say \$400,000 and build a home on it that is not undercapitalised then you will not get change out of \$1 million.



So, if you buy the same lot and 4 people share ownership using a Unit Trust or Company Title then there will only be one infrastructure charge, one set of rates and water charge, electric etc. It is all shared by 4 owners.



You are restricted to say 300sqm all up, so divided by 4 owners at say 60sqm each is leaving 50sqm for the common areas being laundry, kitchen, meeting and maybe a sleep over occasionally



That's a pretty big space.

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You build all up 300sqm of home on 5 different locations on that block with connected decks.



The costs are set at say \$1,350 per sqm and then roughly another \$400,000 shared by 4 people being \$100,000 each

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QUESTION TIME

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SESSION 13

Tiny Homes that don't Cost a Fortune

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The Caravan



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The Viscount Caravan



The Viscount Caravan



Original Condition



Starting the renovation process



The Viscount Caravan

The Design



Before & After



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The Viscount Caravan



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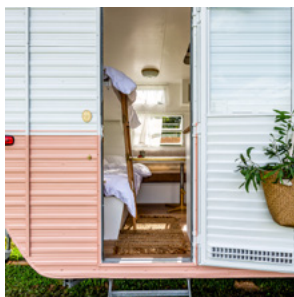
ER SMARTER CASHFLOW HOMES

The Caravan



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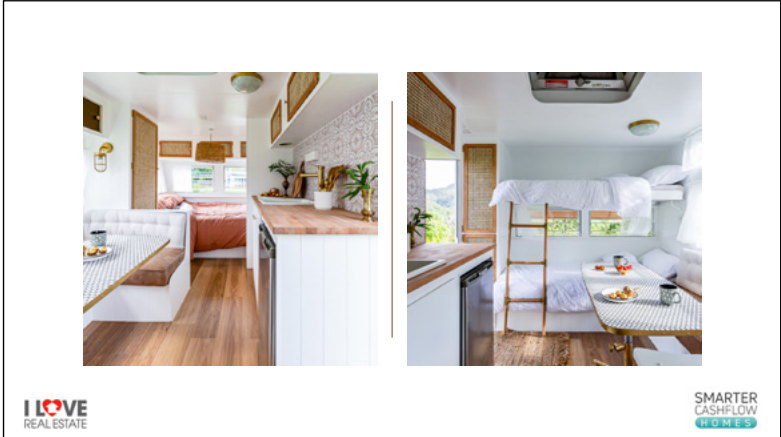
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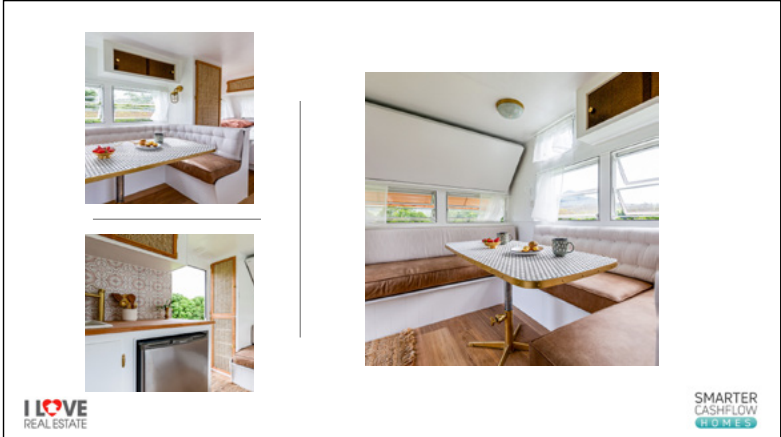


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Imagine you buy a van for \$30,000 rebuild and renovated and for 4 years you are guaranteed a rental return of 10% on your investment and at the conclusion of the 4 years you could receive a guaranteed buy back of your caravan paying you back your original investment.

A cash return after costs such as rental management, insurance, maintenance, site fees, tenancy selection, furnishings.

So in 4 years, whatever condition the van is in after the 4 years of service to this social impact community you get your original purchase price back in full. You can repeat again if the model has not reached capacity which can vary in area to area.

So yes that is 10% nett. Set and Forget. These returns are generally suitable for properties above \$500,000.

So \$120,000 investment gets you 4 fully renovated vans.

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QUESTION TIME

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SESSION 14 Final Session

Bringing all of This into one Location

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EXPO

Parcel A	846 (20x70m)
Parcel B	746 (20x70m)
Parcel C	846 (20x70m)
Parcel D	846 (20x70m)
Parcel E	846 (20x70m)
Total site	32



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Scotland's Housing Expo 2010

- first event of its kind in Scotland: learning from the Finnish experience
- demonstration project supporting Scottish Government's low carbon communities agenda
- role in raising aspirations and supporting business development
- demonstrated integrated approach to design of sustainable, low carbon housing



Expo objectives

- to showcase innovative, low carbon housing and placemaking to a wide audience and help change attitudes towards house and place design;
- to stimulate the construction industry in terms of consideration of design led housing solutions and high quality home-grown and manufactured skills, materials and products;
- to investigate and trial new ways of thinking about places, design and materials.





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QUANTUM SHIFT

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