

# ULTIMATE

REAL ESTATE SUCCESS  
COACHING PROGRAM

SESSION FIVE

## Tech Tools

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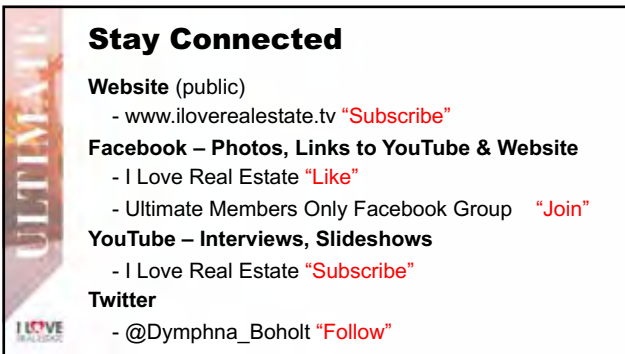
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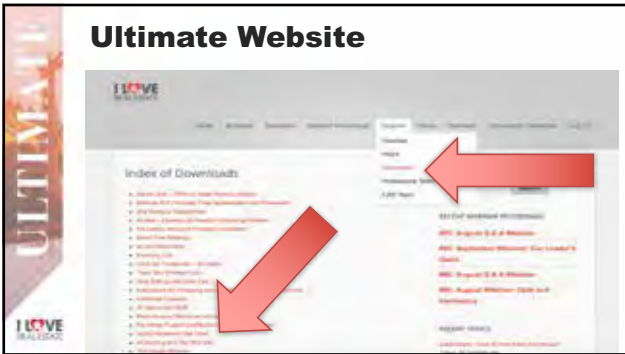
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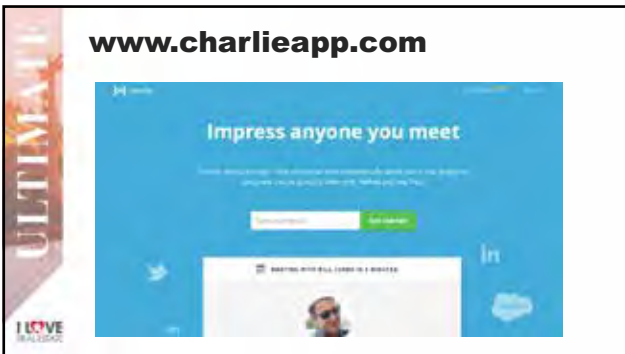
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[www.checkmyproperty.com.au](http://www.checkmyproperty.com.au)

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[www.knowyourcouncil.vic.gov.au](http://www.knowyourcouncil.vic.gov.au)

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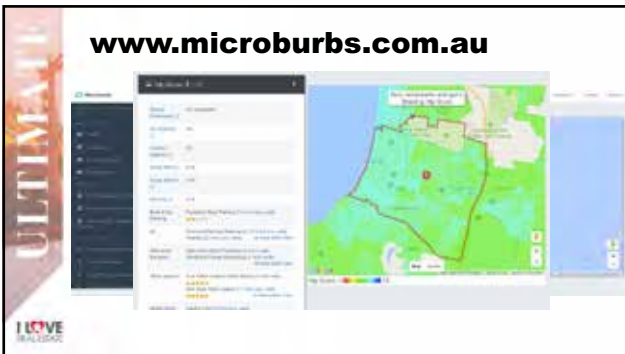
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[www.microburbs.com.au](http://www.microburbs.com.au)

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<http://house.ksou.cn>

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### Website Tools

[www.domain.com.au](http://www.domain.com.au) & [www.realestate.com.au](http://www.realestate.com.au)

FIRST Click on Sold not BUY

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[www.oldlistings.com.au](http://www.oldlistings.com.au)

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**ULTIMATE II**

**Gmail Why you NEED IT !**

Reno photo and receipts to [tenbarkerstreet@gmail.com](mailto:tenbarkerstreet@gmail.com)



This assist in finding new and old plumbing / wiring after you put on gyprock.

I can keep receipts in one place just take photo of receipt and email to [tenbarkerstreet@gmail.com](mailto:tenbarkerstreet@gmail.com)

**I LOVE BUILDING**

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**ULTIMATE II**

**Gmail Why you NEED IT !**

Keep your contracts online



**I LOVE BUILDING**

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**ULTIMATE II**

**Gmail Why you NEED IT !**

Take photos and see location of those photos



**I LOVE BUILDING**

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**ULTIMATE II**

**Make a property website with Facebook**



**I LOVE BULLOCK**

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**ULTIMATE II**

**.pdf search**



**I LOVE BULLOCK**

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**ULTIMATE II**

**<http://www.planningalerts.org.au/>**

- Search for Development Applications around your properties
- Have email alerts
- Find existing approvals



**I LOVE BULLOCK**

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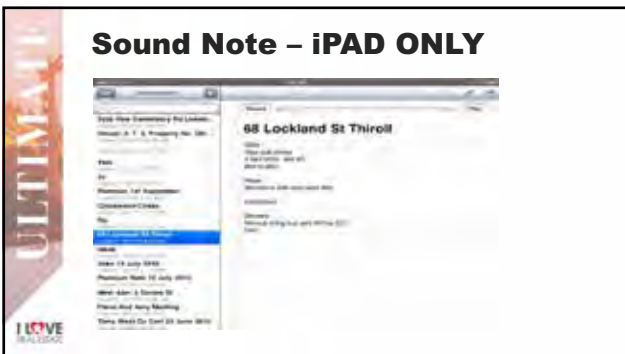
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**www.paintmyplace.mobi**

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**Qwikfeaso**

- What do I need to do?
- What are the costs?
- Where do I get the costs?
- NB- Does not calculate GST

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**www.bmtqs.com.au**  
BMT Depreciation and Construction Cost Calculator

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**LogitFleetcare**  
By Fleetcare



**Description**  
LogitFleetcare is a mobile app that allows fleet managers to track and manage their fleet of vehicles. It provides real-time location tracking, fuel consumption monitoring, and maintenance scheduling. The app is available for both Android and iOS devices.

**What's New in Version 2.0**  
New features include:  
• Improved user interface  
• Enhanced reporting capabilities  
• Support for multiple users

[View on the App Store](#)

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**SketchUp**

- Free download
- Draw 3 dimensional
- Add layers and more

**SketchUp 8**  
A fun, free 3D drawing tool for everyone.



**SketchUp**  
Use SketchUp to create, modify and share your 3D models.

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**SignNow App**

- Sign documents online
- No need for printing, signing and scanning
- <https://signnow.com/>

Sign documents anywhere.



**SignNow**  
Sign documents anywhere.

Access your files • Draw and write • New, simple and free

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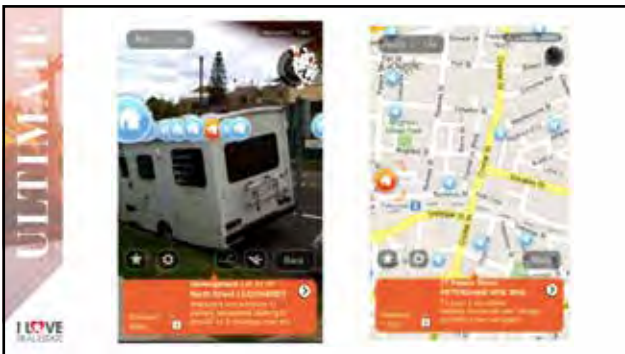
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**ULTIMATE**

## Dial Before You Dig



**Description**

The Dial Before You Dig (DBYD) app will allow a registered user to search for underground utilities and services in their area. The app will also allow a user to report a problem with a utility or service. The app will also allow a user to report a problem with a utility or service. The app will also allow a user to report a problem with a utility or service.

[View on iTunes](#)

Free

**I LOVE**  
NSW

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**ULTIMATE**

## <http://globe.six.nsw.gov.au>



**I LOVE**  
NSW

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**Dennis Wong**



- Product & Training Manager.
- Property investor for over 12 years.
- Personal experience with renovations & cash flow positive properties.



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**Real Estate Investor**



- Property investing focused technology company founded 2006.
- 260,000+ investors subscribe to our free membership, news and market reports.
- We simplify real estate investment - reduce risk, save time and boost profits.
- Goal is to help you create wealth through property investment.



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### Search: Renovation Strategy



**Investar Search**

- Radius search within 50km of postcode 2000 (Sydney)
- Keyword Strategy = Renovation
- House
- % of suburb median = max 90%
- Price under \$600K




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### Search: Renovation Strategy





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### Search: Renovation Strategy

73 Barlow St, Cambridge Park, NSW 2747

- 3 bed 1 bath 1 car on 552sqm
- Asking: Auction Guide \$450,000
- Median Listing Price: \$595,000
- Vacancy Rate: 1.7%




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### Search: Renovation Strategy

My Valuer / My Research

Criteria Summary

# Results: 14  
 Criteria: CAMDEN/2008 H400, 2747  
 Sale Date: 12/31/2017 to 12/31/2017  
 Sale Price: Any  
 Land Size: 500 sqm to 600 sqm  
 Property Type: House

Search Statistics

	Sale Price	Area
Highest	\$750,000	550 sqm
Lowest	\$150,000	500 sqm
Average	\$437,286	522 sqm
Median	\$238,000	500 sqm
Total	\$8,258,000	7,802 sqm

	Price	Days	Area
Lowest	\$ 0	2	550 sqm
Highest	\$ 750,000	76	550 sqm
Average	\$ 388,178	27	521 sqm
Median	\$ 238,000	17	500 sqm




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### Search: Renovation Strategy

My Valuer / My Research – 3 bed 1 bath house sales over 12 months

- Lower quarter median - \$590,000
- Higher quarter median - \$679,000




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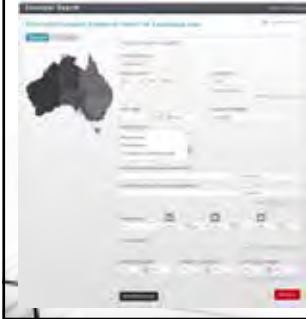
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### Search: Subdivision Strategy



- Investar Search**
- Radius search within 100km of postcode 2000 (Sydney)
  - Keyword Strategy = Subdivide
  - Price under \$900K



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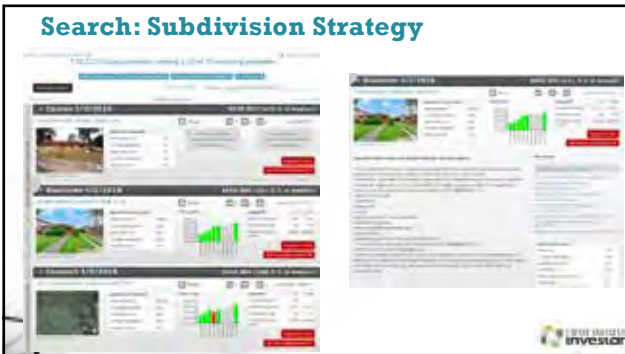
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### Search: Subdivision Strategy



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### Search: Subdivision Strategy

**20 Mcculloch Road, Blacktown NSW, 2148**

- 3 bed 2 bath 2 car on 1012sqm
- Price Guide: Contact Agent
- Median Listing Price: \$700,000
- Vacancy Rate: 2.3%



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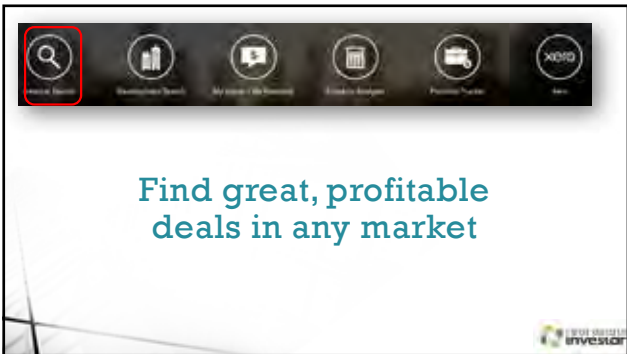
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**Investar Search**

- Find investment property that matches your strategy.
- 900k+ sales listings from 40 Australian property portals.
- Target discount, cash flow, capital growth, renovation and sub-dividable property.
- Instantly see key investment criteria.



© 2018 Investar Investor

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### Members can apply 8 key strategies

1. Capital growth
2. Discount
3. Renovation
4. Positive cash flow
5. Vendor finance
6. Strata titling
7. Sub-dividing
8. Development



**investor**

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### Members can apply 8 key strategies

1. Discount
  - Deceased estate; Desperate; Distressed; Divorce; Ill health; Mortgagee in possession; mortgagee sale.
2. Renovation
  - Add value; Cosmetic; Renovate; Renovation; Renovators delight; TLC; Work needed.
3. Strata titling
  - All on one title; On one title; Option to strata title; Potential to strata.
4. Sub-dividing
  - Double block; Dual frontage; Splitter; STCA; Sub Divide; Subdivision



**investor**

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### Extensive property & suburb filters



**investor**

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**Love the numbers, not the property**



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**Extensive property & suburb data**



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**There are 900k to 1.2m sales listings in Investor Search every day**



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**NSW Discount deals 20%+ below median - 391 deals**



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**NSW Positive cash flow 7%+ gross yield - 643 deals**



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**NSW Reno's 30%+ below median - 346 deals**



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**NSW Potential Sub-division on 800m2+ - 547 deals**

The screenshot shows a search results page with a red circle around the number '547'. The page includes property listings with photos and details.

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**Estimate market value**

- Helps with negotiation.
- Invest with great confidence.
- Avoid paying too much.
- Reduce your risk and boost your profits.

**pricefinder**

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**Value estimate – any property in Australia**

The screenshot shows a property listing for 8 Conqueror Lane, Balmain NSW, 1510 4377. It includes a photo of the property and a value estimate section.

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## Generate accurate property report




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## Property Report – Sales History

Sale Amount	Sale Date	No. Chg	Vendor	Sale Type	Area	Related
¥1,420,000	2024/02/07	1/00	THE PROPERTY	Agents advice sale	42.00	1/0
¥1,200,000	2024/02/08	0/00	THE PROPERTY	General Sale	42.00	0/0
¥1,000,000	17/11/2020	0/00	THE PROPERTY	General Sale	42.00	0/0

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## Property Report – Listing History

Listing Price	Date	Agency Name	Agent Name	Partial
Current Agent	14/02/2024	Quanta Bay (H)	Eric Zhang	1/00
Current Agent	20/02/2024	Quanta Bay (H) - 200 H&L	Eric Zhang	1/00
Current Agent	21/02/2024	Quanta Bay (H)	Eric Zhang	1/00
Current Agent	18/02/2024	Quanta Bay (H)	Eric Zhang	1/00
Current Agent	18/02/2024	Quanta Bay (H) - 200 H&L	Eric Zhang	1/00
Current Agent	14/02/2024	Quanta Bay (H) - 200 H&L	Eric Zhang	1/00
Current Agent	14/02/2024	Quanta Bay (H) - 200 H&L	Eric Zhang	1/00

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### Advanced sales research

- Key sales numbers for any suburb.
- Comparable sales and rentals.
- Use the tools the banks use.
- Takes the guesswork out of your investing.

**pricefinder**

SMITH INVESTOR

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### Sales radial search



SMITH INVESTOR

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### Sales radial search



SMITH INVESTOR

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### Sales Statistics

**Criteria Summary**

City: 10  
 County: 10  
 Radius: 10000  
 Sale Date: 1/1/2017 - 1/1/2017  
 Sale Price: \$0  
 Lot Size: 0  
 Property Type: 10

**Search Statistics**

Category	Count	Area
Highway	10	10000
Lowland	10	10000
Average	10	10000
Median	10	10000
Total	10	10000

**Auction Summary**

Location: 10

Category	Total	Sold	Days
PROSPECT	10	10	10
BLACKTOWN	10	10	10

**Search Summary** Results: 10

Category	Price	Days	Area
Lowland	\$0	10	10000
Highland	\$10000	10	10000
Average	\$10000	10	10000
Median	\$10000	10	10000

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### Sales Report

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### Sales Report – Export to Excel

- Ray White Blacktown City – 110 average days to sell
- Richardson & Wrench Blacktown – 43 average days to sell
- Starr Partners Blacktown – 38 average days to sell

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### Map searching




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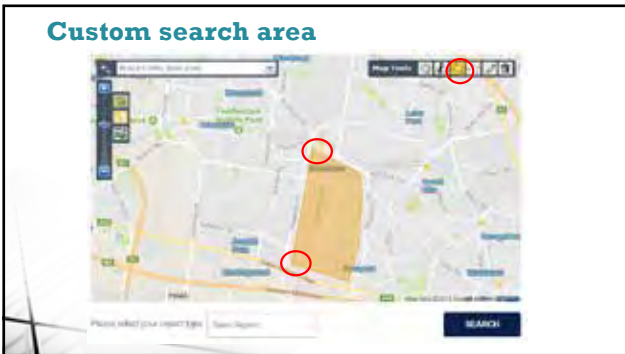
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### Custom search area




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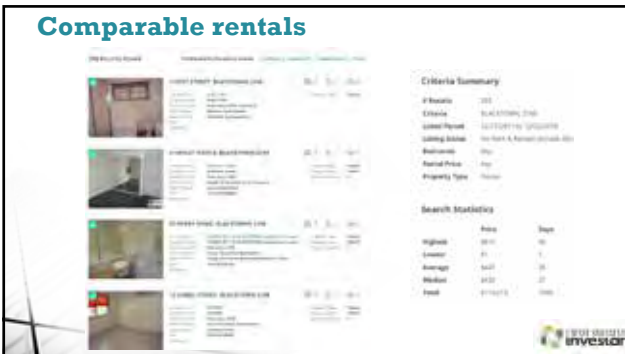
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### Comparable rentals




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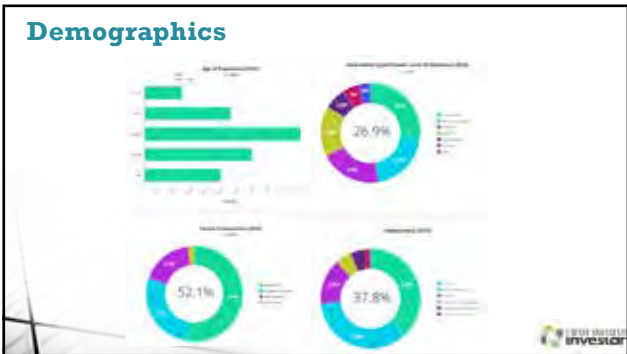
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### My Valuer and My Research

- ✓ Unlimited nationwide valuation estimates available 24/7.
- ✓ Don't lose deals while you wait for valuations.
- ✓ Negotiate with confidence.
- ✓ Estimate the value of renovations, subdivision and development opportunities.
- ✓ It's real, it's live and you control it...


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### Analyse investment financials

- Buy on facts, not emotion.
- Create long term cash flow and growth forecasts.
- Understanding each potential investment's financial KPIs.
- Purchase property that will work for your long term goals.




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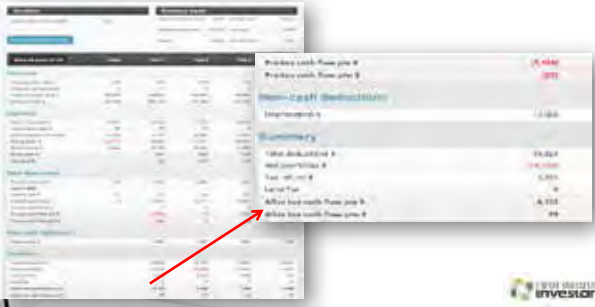

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### Comprehensive 10-year analysis report


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### Add to your portfolio

- Manage and grow your portfolio with ease.
- Track market values, capital growth, equity, income and expenses.
- Optimise your portfolio's performance.
- Know when to reinvest and grow your portfolio.




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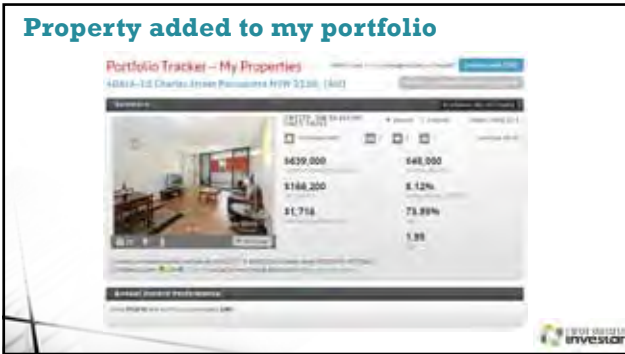
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### Property added to my portfolio




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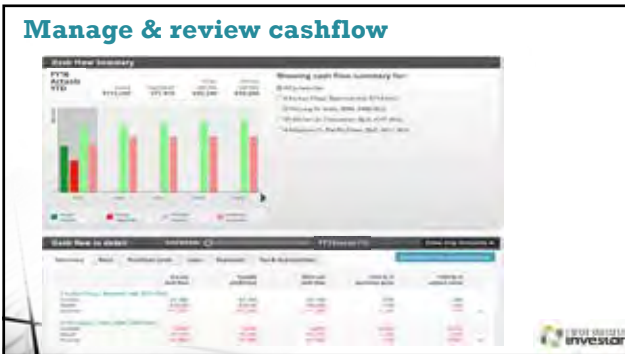
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### Manage & review cashflow




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### Your portfolio KPI dashboard




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Beautiful accounting software

Automate your accounting

real estate investor

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### We help you automate your accounting

- A Xero organisation provided at no cost.
- Set up and integrated with Portfolio Tracker for you.
- Track your property capital growth, cashflow and more.
- Save time, save costs.

real estate investor

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We can help you build and manage your property portfolio

real estate investor

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### Case Study: Subdivision

Stafford, QLD (809 sqm)

- Purchase price \$560,000
- Acquisition costs \$ 20,000
- Demolish house \$ 20,000
- Subdivision cost \$ 90,000
- **Total costs \$690,000**

Estimated lot value (404m2) x 2 \$800,000

Estimated equity created \$110,000




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### Join Real Estate Investor today....

- ✓ Use Australia's leading property investment platform.
- ✓ Find, analyse and research great deals in any market.
- ✓ Build a profitable portfolio quickly and simply.
- ✓ Avoid financial mistakes that can hold you back.
- ✓ Create long term wealth through property investment.




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### Membership includes...

Online Tools	
Investor Search	✓
Development Search	✓
My Values	✓
My Research	✓
Property Analysis	✓
Portfolio Tracker	✓
Renovation Cost Estimator (1 entry)	✓




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### Dedicated help and support

Support	
App integration	✓
Suburb Performance Reports	✓
On-demand email and phone support	✓
Online support centre	✓
Video tutorials	✓
Live/Joining webinars	✓




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### I LOVE REAL ESTATE

## ULTIMATE WEEKLY WEBINAR SUPPORT PROGRAM

- 1<sup>st</sup> Wednesday of every month at 7pm AEDT
- Exclusive to I Love Real Estate students
- Register through Member's Only Website (MOW) area
- Next Webinars:
  - 7<sup>th</sup> March - "Analysing Valuation Estimates, Property & Suburb Data"
  - 4<sup>th</sup> April - "How to find, analyse & research renovation opportunities"




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### Dedicated on-demand support





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**And remember...**

- ✓ Immediate advantage over 99% of investors.
- ✓ Membership is tax deductible.
- ✓ Unlimited on-demand help and support.

✓ Hand your completed form in before lunch time Sunday for the chance to win a "12 Month Pro Membership"



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**Our gift to you - \$891 reports pack**



- Movers and faders pack of 9 reports valued at \$891.
- Latest market data.
- We we email them to you next week.



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Thank you & good luck on your investing journey...

We'll be in the lobby for live demos and questions in the breaks throughout the event.



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