

# ULTIMATE

REAL ESTATE SUCCESS  
COACHING PROGRAM

SESSION EIGHT

# Income Strategies

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**Cash Flow Strategies**

First Questions you need to ask yourself is;  
Are you prepared to invest in:

- a Regional area?
- a Mining town?
- only Metro areas?
- a commercial property?
- a multi –residential property?
- a property you don't own, but get rent from?

And what is your tolerance to RISK?

An illustration of a brick building with several windows. Money is falling out of the top and bottom of the building. There are red arrows pointing upwards from the bottom, suggesting growth or investment.

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**ULTIMATE II**

## So Let's talk Regional

**PRO**

- Regional has a lower entry costs so less money is on the line when you are still learning
- Regional has a lower sales volume so easier to negotiate
- At the end of the deal its likely to be positive cash flow
- Can be immediately cash flow positive

**CON**

- Because of the lower entry cost the dollar value profit will also be lower
- Lower sales volume means it will be harder to sell
- Distance can be more difficult if doing a hands on strategy
- Not as many trades available to do work

**I LOVE THE DEAL**

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**ULTIMATE II**

**Western NSW**

- 2 X 1 Bedroom Units and 1 X 3 Bedroom Unit
- Renovated them all
- Settlement subject to title and access prior
- No money so got inventive – IKEA
- 3 Bedroom was done last

Buy	\$95k
Costs	\$ 5K
Reno	\$20k
<b>TOTAL</b>	<b>\$120k</b>
<b>Cashflow</b>	<b>Over \$16,000</b>
New Valuation	\$280,000
<b>Equity Increase</b>	<b>\$160,000</b>

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**ULTIMATE II**

- Purchase Price: \$152,000
- Purchase Date: 29/09/2015
- Strategy: Renovation (when existing tenants vacate) and Possible Rent-to-buy Scheme
- End Value: Est. \$240,000
- Rent: \$280/week
- **Cash flow: Over \$4,000/year**




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**Regional QLD. \$50,000**

536 m2 level land.

- opportunity knocks.
- minutes to school.
- investment entry.
- hard work = \$\$\$\$.
- handyman special.
- neighbour to CBD.

• **Revalue est \$120,000**

Student also bought next door for \$80,000 more cash flow and more uplift potential



**\$5,380 Cash Flow**

Rent \$260/w  
Reno \$30K

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**Mining**

Higher yields  
Can be more volatile in returns – construction vs operation  
Do due diligence on mining company and its strength and longevity  
More Risk?



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**Cash Cow Regional Unit**

**\$17,000/yr passive**




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**Typical Mining Property Example**  
Port Hedland WA 6721 \$295,000

Street offers its new owners a neat, tidy and modernised 3x1 home, located in one of the quietest and nicest streets of Cooke Point, this home also offers tropical gardens, outdoor spa and garden shed all only SECONDS walk to the beach!  
Rental \$400 /wk




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**Typical Mining Property Example**

Moranbah Qld	\$129,000	Moranbah Qld	\$199,500
3 Bedrooms		3 Bedrooms master bedroom with built-ins	
- 1 Bathroom		Polished timber floors	
- Great Rental Potential		Separate lounge and dining room	
- Kitchen with ample cupboard space		Updated kitchen with lots of bench space	
	Rent \$220 - \$300 Over 220 available for rent	Children's cubby house in the backyard	
		Front porch to the front entrance of the house	



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**Mining town check list**

<b>The property</b>	<b>The town</b>
• How many for sale?	• How many mines?
• Days on the market?	• How many mining Co?
• How many for rent?	• Co policy - FIFO?
• How much rent?	• Camp policy?
• Break down? eg. new/old, Bed/bath	• Who owns camps?
• Trend – up or down?	• Trend – up or down?
• Cost to replace?	• Back track prices 15 years?

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**ULTIMATE II**

**Metro**

Higher Entry Costs  
Higher Sales Volume  
Generally need to do manufactured growth to make it positive cash flow  
More Risk?



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**ULTIMATE II**

**Develop & sell down for cash flow  
1 into 3 Sunshine Coast**

- Purchased \$390,000
- Development & Sales Costs \$821,000
- Sold 2 - Total sales \$1,045,000
- Retained 1 @ \$530k Val, Debt = \$180k
- Rent \$450/wk

• **\$10,000 Positive**




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**ULTIMATE II**

**Manufactured Income (Metro)**

**Partial Sell Down Strategy –  
Develop 4 townhouses – Sell 2, Keep 2**

- Purchase (incl purchase costs) ~\$620K
- Development & Sales Costs ~\$1.35M
- Sold 2 - Total sales ~\$1.287M
- Retained 2 @ \$1.325M Val, Debt = ~\$680K
- Rent est \$680 / week each

• **~\$30K Passive Income / Year**

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**ULTIMATE II**

**Develop & sell down for cash flow 1 into 6 Brisbane**

- Bought \$470,000  
(Below MV)
- Development Cost \$2 million
- Sold 5
- Total sales \$2,345,000
- Retained 1, No debt.
- **\$22,000 positive.**



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**ULTIMATE II**

**Creating Dual Occupancy Property**

Dual occupancy is the trend for the future!  
 Can never be sold separately (Unlike strata)  
 MUST BE LEGAL! (Otherwise no insurance)  
 Granny Flat wherever and whenever possible  
 Eliminate all wasted space  
 Apply basic design concepts



**Granny Flats**



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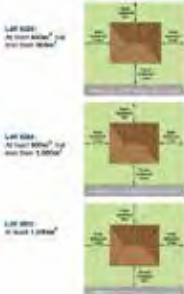
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**ULTIMATE II**

**Granny Flats- Secondary Dwelling**

- Granny Flats in NSW and Qld do not need to be occupied by NANNA
- In NSW minimum 450 square metres block size and maximum 60 square metres floor plan
- Need to keep to Floor Space Ratio (FSR) of Local Council
- 10 Day approval through Private Certifier



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**Granny Flats Australia**

- Other states still needs approval from local authority
- Some WA mining towns have recently changed planning schemes to accept Granny Flats
- Other states allow Granny flats but only allow rental to a related party (family member)

Dual occupancy made simple

1 block  
2 homes  
3 easy!



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**Granny Flats NSW - Secondary Dwelling**

Option: Detached  
A secondary dwelling can be built as a separate structure and detached from the principal dwelling.



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**Manufactured Income (Auxiliary Dwelling)**



2 bed, 1 bath – approx 60m2

Total Strategy Costs:- \$97,500

Additional Rental:- \$210 / week

Gross Yield on Aux Dwelling = 11.2%

Added approx \$4K / year passive income to the deal

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**Regional (Granny Flat)**

Built 60 sqm 2-bedroom granny flat at the back yard with separate electricity, water, access, carport, yard, driveway, letterbox, etc.

Purchase price: \$153,000  
 Purchase costs: \$7,000  
 Borrowing costs capitalised: \$4,000  
 Granny flat design and approval costs: \$11,000  
 Granny flat construction costs: \$116,000

	With Granny Flat
Gross Rent Primary Dwelling	\$275 p.w.
Gross Rent Granny Flat	\$300 p.w.
Gross Rental Yield	11%
Net Cashflow	\$12,000 p.a.




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**Metro (Granny Flat)**

Granny flat design and CDC approval: \$4,000  
 Granny flat construction: \$125,000  
 Total cost: \$129,000  
 Rental income: \$500 p.w. (unfurnished)  
 Cashflow: \$18,670 p.a.

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**Granny Flats NSW - Secondary Extension**

**Option: Attached**  
 A secondary dwelling can be built as an extension, alterations and additions to your principal dwelling.



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**Granny Flats NSW - Built within Existing Dwelling**

**Options: Conversion**  
The AHSEPP allows you to convert part of the principal dwelling, structure or garage into a secondary dwelling.

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COSTS- Granny Flat		COSTS- 5 bed Existing	Negative
Purchase	\$450,000		
Purchase Costs	\$19,750		\$450,000
Stamp Duty, legals etc			\$19,750
Renovation			
<b>Total Cost</b>			<b>\$494,720</b>
Interest @ 8%		Interest @ 7.0%	\$4,630
Agent Comm		Agent Comm	\$704
Rates, Insurance, etc	\$4,000		\$4,000
<b>Total</b>	<b>\$42,374</b>		<b>\$41,334</b>
<b>RENT \$900 per week</b>	<b>\$46,800</b>	<b>RENT \$650 per week</b>	<b>\$33,800</b>

**CASH FLOW POSITIVE**  
\$4,426 PA + Depreciation.  
Change of \$11,960

**CASH FLOW NEGATIVE**  
\$7,534 PA

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**General Rules with Dual Occupancy Granny Flats**

- Fire Rating is Essential to Local Standard
- Check out intumescent paint
- Smoke Detectors will need to be linked
- Create separate entrances and yards for each occupancy
- Ensure separate electrical and possibly water

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**ULTIMATE II**


## Around the Country

The "Granny Flats" are known as:

- Secondary Dwellings
- Ancillary Dwellings
- Auxiliary Dwellings

And

- They are stuck with the stigma of "Granny Flat"



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**ULTIMATE II**

## Western Australia

- WA State Government changed legislation as part of the last election promise
- They allow 70m2 or the maximum allowable for the local council
- Can be rented to a second tenant on the same block

<https://www.commerce.wa.gov.au/consumer-protection/renting-granny-flat-ancillary-dwelling>

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**ULTIMATE II**

## Northern Territory

- State Government second party
- Or maximum all

Territorians can now build a granny flat without as many restrictions



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**Queensland**

- Sunshine Coast – Secondary Dwelling – 70m<sup>2</sup>
- Logan – Ancillary – 70m<sup>2</sup>
- Ipswich- Auxiliary – 50m<sup>2</sup>
- Toowoomba and others
- Coming online

**Moreton Bay  
Gold Coast**




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**Dual Occupancy Housing**

One property  
Two rentals  
Look similar to  
any other house  
on the street






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**Duplexes, Triplexes,  
Fourplexes etc.**

Two / Three etc properties  
Can be sold separately





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**Rooming Houses**

- 1b classification under NCC
- Looks like a normal house from the outside
- Victoria has the best rules
- Other States have some restrictions but still worthwhile.
- Requires a fair degree of management
- Reasonably recession proof




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**It's important to know the rules!**

- Need to comply with the relevant building code depending on the size of the building; Class 1b for 5 to 12 residents and up to 299sqm.
- Comply with Local Council Planning and Health & Wellbeing departments
- Register with Health & Wellbeing Dept.




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**A few examples of minimum requirements**

- Minimum bedroom size of 7.5m<sup>2</sup>
- Minimum bedroom size of 12m<sup>2</sup> for a couple
- Refrigerator with at least 400L capacity or 80L per room
- Lockable cupboard for each resident, 100L of storage capacity.
- at least one bath or shower and one washbasin for every 10 people
- Fire evacuation plans located on the back of every habitable room door
- Maximum number of 12 residents per house
- 1 disabled bathroom per house
- 1 disabled bedroom per house

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**Example: Retrofitting an existing class 1a house into class 1b**



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**What if...**

Purchase Price	\$210,000
Renovations & Compliance	\$40,000
<b>Cash Flow \$32,000</b>	
Rent	\$1500/week
Rental return	30%




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Purchase price	\$367,000
Comparable sales	\$425,000
<b>Cash Flow \$28,863</b>	
Rent (7 rooms)	\$1300/week
Rental return	13% to 18%

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**Example: Built Class 1b from scratch + subdivision + renovation to existing front house**

**Net Equity Profit= \$247,000  
+ Cash flow = \$22k p.a  
17% Annual Capital Growth**

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Pros	Cons
Higher Rent Rented per room	You have to pay all the bills
Access Anytime For greater control of property	Higher turnover Depends on the type of resident
Resident not Tenant Able to evict on short notice	More intensive management Dealing with more people
+ve even if not full Due to higher rents	Compliance Building code

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**What's the difference between a rooming house and a boarding house?**

- Building classification 3
- Larger than 300m<sup>2</sup> in building size
- Individual fire separation between rooms
- They are a common place of long term or transient living for a number of unrelated people.
- Examples include a boarding house, guest house, hostel or backpackers (that are larger than the limits for a **Class 1b building**).

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**NSW NGBH - Micro Apartments**

- SEPP allows self contained apartments that can NOT be strata titled
- Land Tax allowances
- Application for Grants of \$2,000 per room per year for each new room produced



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**What about building your own 'Micro Living' dwelling?**



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**Rent room by room for cash flow**

- 4 x 4 in Logan area, with Griffith University nearby.
- One room was being used as a storeroom.
- Added new furniture & appliances.
- Purchased for \$160,000, spent \$3000.
- Each room rents for \$180 and the carport \$4/wk and can **return up to \$19,000 positive** when fully tenanted.



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**Kara & Josh**

- PPR was costing them \$4,000 p.a
- Moved back in with parents
- **Turned property positive cash flow of 8k p.a**



The image shows two photographs of a property. The top photo is an exterior view of a modern house with a dark roof and a large window. The bottom photo is an interior view of a kitchen with a white countertop and a dark island.

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**Worked a charm so why not do it again?**

- Ex-boyfriend owned a similar property down the road.
- Lease and sub lease
- **Positive cash flow of 12k p.a**



The image shows two photographs of a property's interior. The top photo is a kitchen with a white countertop and a dark island. The bottom photo is a dining area with a table and chairs.

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**And again?**

- Lease and sub lease
- **Positive cash flow of 10k p.a**



The image shows two photographs of a property. The top photo is an exterior view of a house with a blue roof and a green lawn. The bottom photo is an interior view of a bedroom with a bed and a window.

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**ULTIMATE II**

**What about getting the return from a property without having to buy to?**

- Lease and Sub Lease arrangements
  - renting then on renting furnished
  - renting then on renting room by room

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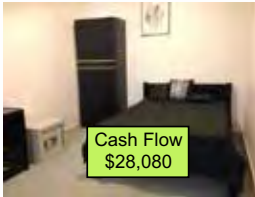
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**ULTIMATE II**

**Residential lease and sub-lease**

6 Br House rented for \$600/wk on a 2 year lease



Cash Flow \$28,080

Rented out on a room by room basis for \$1170/wk plus rents the garage for \$80/wk = \$1250/wk

Out goings rent \$600 + Electricity \$100 + internet \$10 = \$710

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**ULTIMATE II**

**Executive Leasing**

- Works well Metro areas with high business rental demand
  - eg. Close to CBD, Close to short term employment hubs such as FOX Studios.
- Can also work in regional areas where there is little alternate accommodation and Government department still need to visit these more remote areas

**Regional WA Example**  
 Duplex Bought for \$60,000  
 Renovated – Revalued = \$240,000  
 Furnished and executive rented



Cash flow \$24,000

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**Executive Leasing**      **Non Executive Leasing**

**Executive Leasing:**  
 10/11/12/13/14/15/16/17/18/19/20/21/22/23/24/25/26/27/28/29/30/31/32/33/34/35/36/37/38/39/40/41/42/43/44/45/46/47/48/49/50/51/52/53/54/55/56/57/58/59/60/61/62/63/64/65/66/67/68/69/70/71/72/73/74/75/76/77/78/79/80/81/82/83/84/85/86/87/88/89/90/91/92/93/94/95/96/97/98/99/100/101/102/103/104/105/106/107/108/109/110/111/112/113/114/115/116/117/118/119/120/121/122/123/124/125/126/127/128/129/130/131/132/133/134/135/136/137/138/139/140/141/142/143/144/145/146/147/148/149/150/151/152/153/154/155/156/157/158/159/160/161/162/163/164/165/166/167/168/169/170/171/172/173/174/175/176/177/178/179/180/181/182/183/184/185/186/187/188/189/190/191/192/193/194/195/196/197/198/199/200/201/202/203/204/205/206/207/208/209/210/211/212/213/214/215/216/217/218/219/220/221/222/223/224/225/226/227/228/229/230/231/232/233/234/235/236/237/238/239/240/241/242/243/244/245/246/247/248/249/250/251/252/253/254/255/256/257/258/259/260/261/262/263/264/265/266/267/268/269/270/271/272/273/274/275/276/277/278/279/280/281/282/283/284/285/286/287/288/289/290/291/292/293/294/295/296/297/298/299/300/301/302/303/304/305/306/307/308/309/310/311/312/313/314/315/316/317/318/319/320/321/322/323/324/325/326/327/328/329/330/331/332/333/334/335/336/337/338/339/340/341/342/343/344/345/346/347/348/349/350/351/352/353/354/355/356/357/358/359/360/361/362/363/364/365/366/367/368/369/370/371/372/373/374/375/376/377/378/379/380/381/382/383/384/385/386/387/388/389/390/391/392/393/394/395/396/397/398/399/400/401/402/403/404/405/406/407/408/409/410/411/412/413/414/415/416/417/418/419/420/421/422/423/424/425/426/427/428/429/430/431/432/433/434/435/436/437/438/439/440/441/442/443/444/445/446/447/448/449/450/451/452/453/454/455/456/457/458/459/460/461/462/463/464/465/466/467/468/469/470/471/472/473/474/475/476/477/478/479/480/481/482/483/484/485/486/487/488/489/490/491/492/493/494/495/496/497/498/499/500/501/502/503/504/505/506/507/508/509/510/511/512/513/514/515/516/517/518/519/520/521/522/523/524/525/526/527/528/529/530/531/532/533/534/535/536/537/538/539/540/541/542/543/544/545/546/547/548/549/550/551/552/553/554/555/556/557/558/559/560/561/562/563/564/565/566/567/568/569/570/571/572/573/574/575/576/577/578/579/580/581/582/583/584/585/586/587/588/589/590/591/592/593/594/595/596/597/598/599/600/601/602/603/604/605/606/607/608/609/610/611/612/613/614/615/616/617/618/619/620/621/622/623/624/625/626/627/628/629/630/631/632/633/634/635/636/637/638/639/640/641/642/643/644/645/646/647/648/649/650/651/652/653/654/655/656/657/658/659/660/661/662/663/664/665/666/667/668/669/670/671/672/673/674/675/676/677/678/679/680/681/682/683/684/685/686/687/688/689/690/691/692/693/694/695/696/697/698/699/700/701/702/703/704/705/706/707/708/709/710/711/712/713/714/715/716/717/718/719/720/721/722/723/724/725/726/727/728/729/730/731/732/733/734/735/736/737/738/739/740/741/742/743/744/745/746/747/748/749/750/751/752/753/754/755/756/757/758/759/760/761/762/763/764/765/766/767/768/769/770/771/772/773/774/775/776/777/778/779/780/781/782/783/784/785/786/787/788/789/790/791/792/793/794/795/796/797/798/799/800/801/802/803/804/805/806/807/808/809/810/811/812/813/814/815/816/817/818/819/820/821/822/823/824/825/826/827/828/829/830/831/832/833/834/835/836/837/838/839/840/841/842/843/844/845/846/847/848/849/850/851/852/853/854/855/856/857/858/859/860/861/862/863/864/865/866/867/868/869/870/871/872/873/874/875/876/877/878/879/880/881/882/883/884/885/886/887/888/889/890/891/892/893/894/895/896/897/898/899/900/901/902/903/904/905/906/907/908/909/910/911/912/913/914/915/916/917/918/919/920/921/922/923/924/925/926/927/928/929/930/931/932/933/934/935/936/937/938/939/940/941/942/943/944/945/946/947/948/949/950/951/952/953/954/955/956/957/958/959/960/961/962/963/964/965/966/967/968/969/970/971/972/973/974/975/976/977/978/979/980/981/982/983/984/985/986/987/988/989/990/991/992/993/994/995/996/997/998/999/1000

**Non Executive Leasing:**  
 \$895 per week  
 267 Castlereagh Street, Sydney, NSW 2000

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**Executive Leasing**      **Non Executive Leasing**

**Executive Leasing:**  
 Leased \$1,200 per week  
 6/539-543 Victoria Plaza, Drummoyne, NSW 2047

**Non Executive Leasing:**  
 \$720 application received  
 15/90 St Georges Crescent, Drummoyne, NSW 2047

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**Holiday Rentals**

- For the right property holiday rentals can provide a positive cash flow
- Best to combine with other strategies such as renovation to give better leverage in pricing to yield ratio
- Need good rental managers – watch out for high on site management costs and body corporate fees




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**Airbnb**

- Emerging trend in the rental market
- Great returns on whole houses as well as spare bedrooms
- Make sure you declare your income. ATO doing shadow shopping
- Can effect your CGT exemption if Air BnB'ing your PPR

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**Airbnb – Reno'd Unit Gold Coast**

**Az & Em**

- Purchased \$336k
- Reno (6mths) \$30k
- Reval \$480k
- Air bnb Rental: \$49k 10ths

**•\$29k Net Cash Flow**

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**Airbnb Business**

**Jenny**

- 4 brm furnished unit had trouble renting on Airbnb and now on Air
- Rent from Airbnb \$22,500/yr
- Turnover \$59,842/yr (Less Commission, Cleaning, Linen)
- Rent in the Hand from Airbnb \$40,000/yr (less electricity & internet)

**## Owner > \$15k/yr better offer + 3-4wk per year holiday home**

**•Increased Cashflow from Air BnB**

**Jenny = \$15k/yr Commission!!**





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**Airbnb – PPR : Brisbane**

**Megan & Kevin**

- Downstairs Studio Reno \$54 k
- Target Air bnb Income to cover PPR Mortgage \$1,440/mth
- Air bnb Rental @ 85% occupancy achieving \$2200/mth
- **Smashed their Target from the Very First Month!!!!**



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**Direct Cash Cows**


**Multies**

**Residential**

Regional / Mining  
Metro

**Commercial**

Regional / Mining  
Metro



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**Direct Cashflow – Block of Units**

**Block of 6 units**

Purchased: \$432,500


Unit 1 – 4 - \$180 / week

Unit 5 - \$200 / week

Unit 6 - \$180 / week

Gross yield:- 13.2%

Net cashflow (passive income):- Approx \$17K / year



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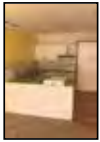
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**Cashflow – Block of Units**

8 UNITS ON 1 TITLE – VENDORS TERMS  
\$35,000 now, Settle in September 2018

Purchase Price: \$480K  
Renovation (prior to settlement): \$100K  
ANTICIPATED FINAL VAL: \$900K- \$1MIL  
ANTICIPATED EQUITY UPLIFT: \$320K-420K  
ANTICIPATED CASHFLOW: \$40,000pa



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**Look for multiple income streams**

Blocks of Units	Residential
Granny flats	Residential
Rooming or Boarding house	Residential
Strips of Shops	Commercial
Warehouse Estate	Commercial
Car Parks	Commercial
Storage sheds	Commercial
Office Complexes	Commercial
Small Shopping Centres	Commercial
Business Real-Estate	Commercial
(Caravan Parks, Motels, Back Packers)	




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Year	Rent	Return	Year	Rent	Return
1	\$105,000	9.1%	1	\$105,000	10%
2	\$109,200	9.5%	2	\$109,200	10.4%
3	\$113,568	9.8%	3	\$113,568	10.8%
4	\$118,110	10.2%	4	\$118,110	11.2%
5	\$122,835	10.6%	5	\$122,835	11.6%
6	\$127,748	11.1%	6	\$127,748	12.1%
7	\$132,858	11.5%	7	\$132,858	12.6%
8	\$138,172	12.0%	8	\$138,172	13.1%
9	\$143,699	12.4%	9	\$143,699	13.6%
10	\$149,447	13.0%	10	\$149,447	14.2%
11	\$155,425	13.5%	11	\$155,425	14.8%
12	\$161,642	14.0%	12	\$161,642	15.4%
13	\$168,108	14.6%	13	\$168,108	16.1%
14	\$174,832	15.2%	14	\$174,832	16.6%
Buy Price \$1,150,000			Buy Price \$1,050,000		

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**Doctors Surgery**  
 Excellent cash flow, long term tenant. \$731,500

Doctor has operated out of this building for 19 years and practice has grown. Whenever they decide not to renew lease, we will look at constructing a 2 storey commercial unit – mirror reverse of what has been constructed next door. Rental \$60,000/yr + outgoings + GST. 3.5% increases



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**Storage Sheds**

Buy it direct – build it - add it on to existing

Existing block of Land owned  
 65 units –  
 Rent at 90% occupancy \$79,153  
 Expenses & operating (\$38,910)

**Total Cash flow \$40,243**



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**Botany**  
 Resi-mercial deals

Sold for \$580,000  
 \$70,000 reno would increase value by \$260,000

\$680,000 asking  
 2 Units  
 1 shop  
 Long Term Tenants



Property Description  
 This property offers the added flexibility of a shop alongside the dual investment residential tenor of Botany. Close to all amenities and within close proximity to Port Botany, M55 Freeway, airport and city centre. The property is currently rented out to long-term tenants and is priced to sell. This property is ready for your inspection. Real Estate \$58,000 is a deposit.

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**Defence Housing**

Passive investment  
Low skill level  
Un-preferred strategy

**DHA**  
Defence Housing Australia

**Investing**

Why buy a DHA investment property?

- Government owned
- High rental yield
- Low vacancy rate
- Low maintenance

**Act a DHA investment property**  
The efficiency of government owned properties makes them an ideal investment. The DHA provides a range of properties and services to meet your investment needs.

**Government owned by DHA**  
Government owned properties are the most secure investment option available. The DHA provides a range of properties and services to meet your investment needs.

**Pay and all-inclusive**  
Government owned properties are the most secure investment option available. The DHA provides a range of properties and services to meet your investment needs.

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**Retirement Village Units – Worth it or Not?**

15/10 Federation, Wynnum West, Qld 4178 \$120,000

**NEAT AS A PIN**  
OPEN FOR INSPECTION: Sunday 11:00 - 1:00pm (Sunday 9 AM - 10:00am) (No agency fees and afterhours call is available for...)

[View & Enquire](#) [Save](#) [Details](#)

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**Holiday Cabins**

**Perfect Over 50's Retirement Park Home**  
Forrestfield WA 6058

\$98,000  
2 bedrooms 1 bath 1 car

Discovery Holiday Park - Do you want



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**Hostels / Backpackers / Motels**



**Donnybrook WA 6239**  
**\$450,000 INCL GST**  
**House 10 2**

- 10 bedroom Backpackers Lodge/Separate Single Caretakers Unit/Plus Single caretakers flatlet. - Big grassed areas line three sides of property providing ample room for people to congregate/entertain or parking facilities. - Decking to rear and big undercover cement patio overlooking single room caretakers cottage together with a fully equipped.
- Jarrah Floorboards, new carpeting
- Spacious well equipped Laundry
- Modern Ablution facilities.
- All Rooms are sized and come with all bedding/linen.
- Re-Registration required through Donnybrook Shire- max 12 persons
- Fully fitted Bell Fire Alarm System.
- Fully equipped/fitted kitchen.
- 2012square metre Block.

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**ULTIMATE**  
 REAL ESTATE SUCCESS  
 3-DAY BOOTCAMP

**ULTIMATE**  
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