

# ULTIMATE

REAL ESTATE SUCCESS  
COACHING PROGRAM

# VIRTUAL BOOTCAMP

13. NATURAL GROWTH INDICATORS

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**SESSION THIRTEEN**

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

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SESSION THIRTEEN

# NATURAL GROWTH INDICATORS



**DYMPHNA BOHOLT**  
Accountant, Economist, Author & Founder of I Love Real Estate



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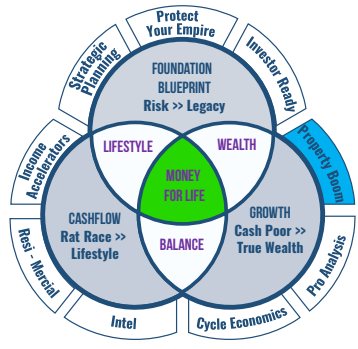
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## Natural Growth & Micro Economics Considerations

- Time frame and time in the market
- Lazy, Longer Strategy – better when combined with cash flow neutral or positive
- No matter how much due diligence you do – it is still a gamble
- And it has UP's and DOWN's – eg. GFC, COVID-19



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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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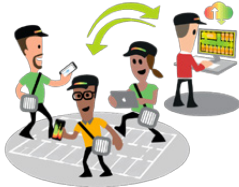
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### Natural Growth Indicators

**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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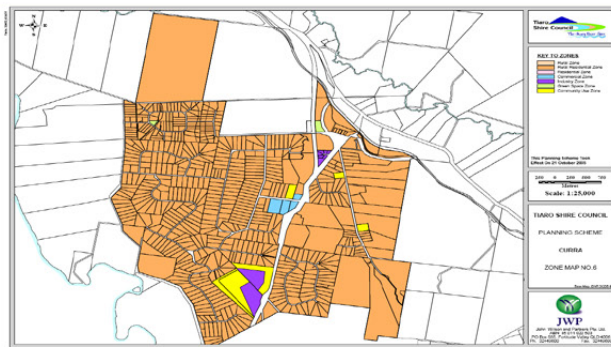
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### Know your Town Plan Zones



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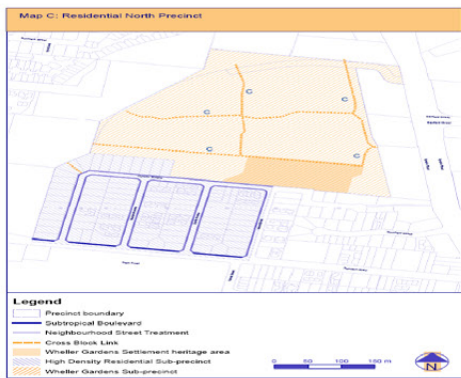
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### Some questions to consider

- 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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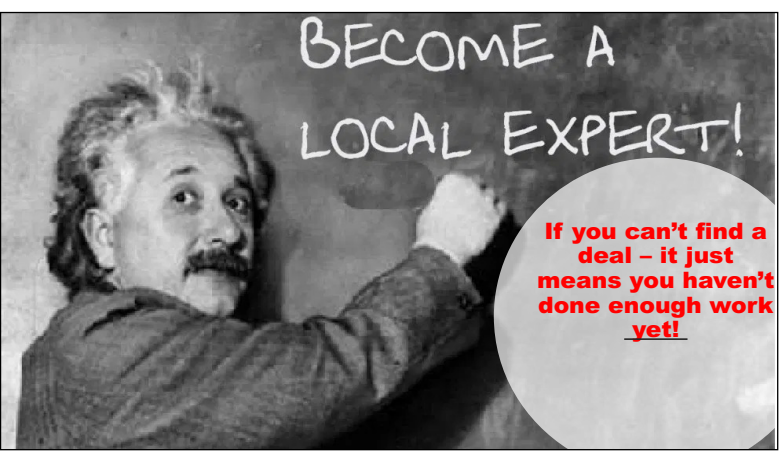
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