

ULTIMATE

REAL ESTATE SUCCESS
COACHING PROGRAM

VIRTUAL BOOTCAMP

14. GRID VARIANCE ANALYSIS



SESSION FOURTEEN

The Easy Way To Find Value With Grid Variance Analysis

SESSION FOURTEEN

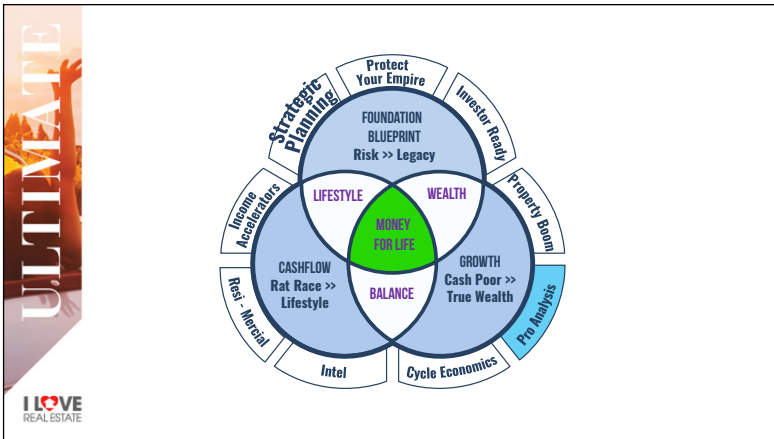
GRID VARIANCE ANALYSIS



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Griding Analysis - What is it?

Tool for the systematic analysis of an area

Assists with:

- Time management
- Focus
- Area selection
- Knowing your market
- Knowing what strategy to apply

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How to do it:

- Select the area you are interested in
- Get a visual representation of that area – usually a map – electronic or hard copy
- Draw or print out grid lines or suburb or council boundaries on the map at a reasonable level of density
- Start working through the grids in a methodical way

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What to do:

- Start with one of the grids or suburbs
- Identify the suburb(s) within that square or area of interest
- Identify:
 - pricing levels within that suburb
 - the council that has jurisdiction in the identified area
 - Council planning parameters (local area town plans and **zoning**, density boundaries/ changes, costs etc)

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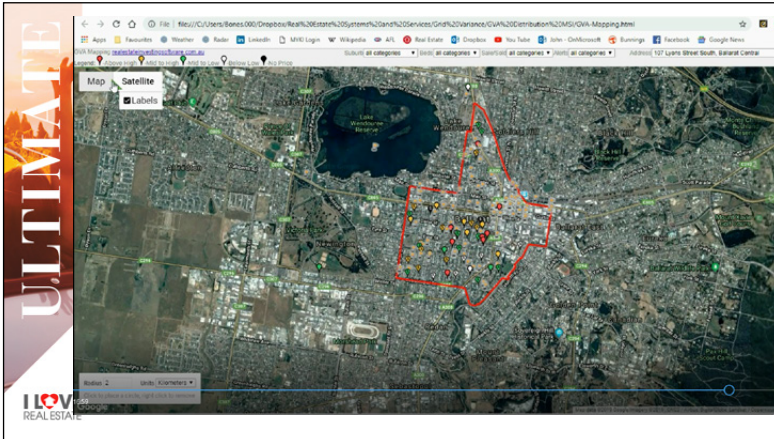
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What to do:

Identify:

- Broader economic supply/demand going on in neighbourhood
- Commercial development – shopping centres
- Infrastructure spending
- Community change

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Bedroom Statistics							Bathroom Statistics						
Analysis of Property Values Based on the Number of Bedrooms							Analysis of Property Values Based on the Number of Bathrooms						
Prices are for the most abundant price or the value in the range. They are not the unweighted average, but the high price displayed on the map.							Prices are for the most abundant price or the value in the range. They are not the unweighted average, but the high price displayed on the map.						
Interval Bound	Number of Bedrooms	Number of Properties	Median Price	Median Price Before Tax	High Price	% Variation Median to Low	Interval Bound	Number of Bathrooms	Number of Properties	Median Price	Median Price Before Tax	High Price	% Variation Median to Low
1-2	1	127	\$127,000	\$127,000	\$127,000	0.0%	1-2	1	127	\$127,000	\$127,000	\$127,000	0.0%
2-3	2	1,234	\$234,000	\$234,000	\$234,000	0.0%	2-3	2	1,234	\$234,000	\$234,000	\$234,000	0.0%
3-4	3	1,567	\$367,000	\$367,000	\$367,000	0.0%	3-4	3	1,567	\$367,000	\$367,000	\$367,000	0.0%
4-5	4	890	\$690,000	\$690,000	\$690,000	0.0%	4-5	4	890	\$690,000	\$690,000	\$690,000	0.0%
5-6	5	234	\$1,234,000	\$1,234,000	\$1,234,000	0.0%	5-6	5	234	\$1,234,000	\$1,234,000	\$1,234,000	0.0%
All Bedrooms in the Range	1-6	3,052	\$367,000	\$367,000	\$367,000	0.0%	All Bathrooms in the Range	1-6	3,052	\$367,000	\$367,000	\$367,000	0.0%

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Grid Variance Analysis (v9.3.190124)

Target Suburb Summary

Number Above Average (N/A)	Target Network / From	Suburb	Process Selection	Output to Google Maps
44 in the range \$120,000 to \$170,000	Target Network / From	Suburb	Process Selection	Output Results to PDF
Number from Mid to High	From Cost 1	3200	Process Favourites	Export Results to CSV File
Number from Mid to Low	Local Government Area (LGA)	Ballinacree	Process Favourites	Output This Sheet to PDF
23 in the range \$180,000 to \$275,000	Local Government Area (LGA)	Ballinacree	Process Favourites	Output to Google Earth
Number from High to Low	Local Government Area (LGA)	Ballinacree	Process Favourites	Show Grids on Google Maps
4 in the range \$275,000 to \$320,000	Local Government Area (LGA)	Ballinacree	Process Favourites	Show Grids on Google Maps

Selection

Target Suburb	No of Properties Listed	Average Low Price	Average Sale Price (Mid)	Average High Price	Mid-Low	Mid-High
Ballinacree	96 (12 Private)	\$127,000	\$214,000	\$277,000	28.5%	36.8%

The number of houses for sale (28) represents 1.02% of the dwellings in the selected area (2758). The sample is within an acceptable range of the state average of 1.0% so the analysis of this area may be reasonably accurate.

Council: 2014 (Inverclyde) + 1.07% - 28 Sold Properties Added

Grid Variance Analysis (v10.0.190816)

Target Suburb Summary

Number Above Average (N/A)	Target Network / From	Suburb	Process Selection	Output to Google Maps
44 in the range \$120,000 to \$170,000	Target Network / From	Suburb	Process Selection	Output Results to PDF
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Selection

Target Suburb	No of Properties Listed	Average Low Price	Average Sale Price (Mid)	Average High Price	Mid-Low	Mid-High
Ballinacree	96 (12 Private)	\$127,000	\$214,000	\$277,000	28.5%	43.8%

The number of houses for sale (28) represents 1.23% of the dwellings in the selected area (2277). The sample is substantially different from the state average of 1.0% and further investigation into market dynamics and council attitudes is recommended before investment in this area.

Council: 2014 (Inverclyde) + 1.23%

HEAT MAP - GOOGLE EARTH

Legend:

Blue	\$120,000 - \$130,000
Light Blue	\$130,000 - \$140,000
Yellow	\$140,000 - \$150,000
Orange	\$150,000 - \$160,000
Red	\$160,000 - \$170,000
Dark Red	\$170,000 - \$180,000
Black	\$180,000 - \$190,000

