

# ULTIMATE

REAL ESTATE SUCCESS  
COACHING PROGRAM

# VIRTUAL BOOTCAMP

16. FINDING A DEAL

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**SESSION SIXTEEN**

# **Your Step By Step Guide To Finding A Killer Deal!**

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SESSION SIXTEEN

# FINDING A DEAL



**TAMARA READ**

Property Investor  
Platinum Accelerator National Coach & Mentor



**NICOLLE BEER**

Property Investor  
Platinum Accelerator State Coach & Mentor

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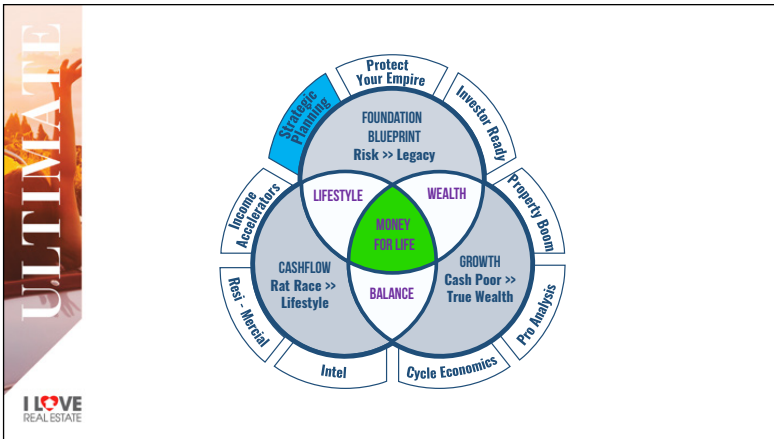
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**Most Common Questions**

- What **strategy**?
- What **location**?
- **How** to do it?



**Different Personal Circumstances**  
**= Different Answers**

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- **No Silver Bullet** – Well executed systematic repeatable process



- First few deals = **Apprenticeship** (e.g. 2 units vs 20)
- **Last part of process** = Looking for actual deals
- Laser focus & clarity - **maximises outcome**
- Create **confidence** in yourself!

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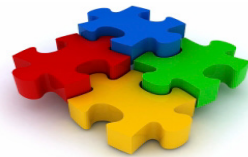
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### Match Strategy & Location To Your Personal Circumstances:

- a) Define Your **Personal Circumstances**
- b) Consider **Locations**
- c) Consider **Strategies**

Example Student: **Sarah**



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### 1. Define Personal Circumstances

- **Your Goal?**
  - Income or chunk deal?
  - <\$200k Available equity = chunk  
**Chunk to pay down home loan**
- **Your timeframe?**
  - Be realistic – 12mth not 6mth unit dev.
  - # Deals in 1 year?  
**12 mths**



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**ULTIMATE**

- 9) **Existing commercial** - long term lease in place + value add potential
- 10) **Vendor finance** / lease option
- 11) **JV** on low – medium risk strategies
- 12) **International property** purchase for cashflow hold - USA



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**c) High Risk Strategies – Characteristics –**  
 One or a combo of:

- **Higher price point** at purchase (>\$500k)
- **Higher risk market** e.g. low volume (<20,000 population) or mining/resource areas
- **Higher skill** level & experience required
- **Higher time** input required



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**ULTIMATE**

**c) High Risk Strategies – Examples –**

- 1) **All low – med risk** strategies but purchased at higher price point, or higher risk area (e.g. low volume, mining/resource)
- 2) **Option** deals (selling short)
- 3) **Business realestate** e.g. caravan park, storage sheds, motel
- 4) **Vacant commercial** or commercial involving DA &/or build




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- 5) Lease & sub-lease e.g. rent room by room
- 6) Larger multi unit developments & construction >4 units (commercial finance)
- 7) Larger subdivisions >4 lots – commercial finance
- 8) DA and sell with approval in place



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- 9) JV on higher risk strategy
- 10) Syndicate deals – multiple parties doing higher risk strategies
- 11) Deals done with private money lending
- 12) Purchase of management rights



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#### 4. Equity - Impact on Strategy

##### a) No / Low Equity Strategies:

- 1) Implement savings plan
- 2) Vendor finance deal
- 3) Seller JV (Joint Venture) deal
- 4) Builder terms



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**c) \$100k - \$200k Equity Strategies:**

- 1) All strategies above in better areas e.g. larger population, closer to infrastructure, higher price point
- 2) Staging strategy & reval. during process still important
- 3) Purchase & construction of granny flat, single dwelling, or dual occupancy



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- 4) Strata titling deal up to 3 units – residential finance
- 5) Subdivision 1 lot into 3 or 4 lots max.
- 6) House relocation based on double shift
- 7) Small regional commercial deal



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**d) \$200,000 - \$300,000 Equity Strategies – Sarah's Cash Allocation**

- 1) All strategies from \$0-\$200,000 but in better areas e.g. larger population, closer to infrastructure, higher price point
- 2) Multi unit construction up to 4 units depending on site purchase price, quality & size of units e.g. in metro, higher quality, larger townhouses = 2 – 3 units?



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