



ULTIMATE

REAL ESTATE SUCCESS
COACHING PROGRAM

VIRTUAL BOOTCAMP

7. SUBDIVISIONS



SESSION SEVEN

**How To Accelerate
Your Wealth With Simple
And Smart Subdivisions**

Subdivision Team

Final Stages

- Surveyor (Plan sealing)
- Lawyer – Register titles
- Mortgage / Finance strategist – Release or amend security
- Graphic artist (if selling)
- Real estate agents (if selling)
- Valuer



Subdivision Team

Ensure that your team:-

- Are members of Professional Associations where relevant
- Are up to date and completely familiar with local and state regulations
- Have the necessary insurances and certification
- Understand your time constraints

Ask for sub-contractors and consultants recommendations
Check up on the progress of individuals to keep them on target

The two most important Consultants on your Subdivision Team are your Town Planner & Surveyor

A good PRIVATE town planner is necessary!
 A good Surveyor is vital!



Developer contributions

- Don't forget about **developer contributions!**
- Fees payable to the Council prior to issuing your statement of compliance
- Related to you bringing more people to the area
- Funds are used to upgrade roads, schools, hospitals, infrastructure and assets



Sub-division Summary

- Best bang for you buck
- Easy starter
- Minimal Risk
- Predictable outcome
- Can be done as a Seller JV
- Can be Regional or Metro
- Relatively short time span – boutique subdivision
- Doesn't require a lot of your time – the team does the work



Do you get that we like Subdivisions!

Great Stacker Strategy

For example:

- Subdiv / sell land
- Subdiv / Build on land / sell one / use profit to ↓ Loan so remaining property is positive
- Subdiv / Reno house / Sell House / FREE LAND
- Subdiv / Reno house / Sell house / Build Duplex
- Great as a PPR Deal
- Great as a Seller JV Deal
