

PLATINUM

February 2024

Renovation

Mastermind
Event

Brisbane

Tamara Read, Nicolle Beer &
Christine Hamilton

State Coaches



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REAL ESTATE

Event Outline -

- 6:00 – 6:30 Networking
- 6:30 - Start
- 6:30 – 6:45 Housekeeping
- 6:45 – 8:00 Personal Development & Accountability
- 8:00 – 8:20 Networking Break
- 8:20 – 10:00 Renovation

Workshop Format

- Use microphone
- Involve everyone in the conversation
- Be supportive
- Feel free to order food and drinks downstairs



Housekeeping



WELCOME NEW PLATINUM'S



- Helen Newell

2024 DATES

- **1) Monthly Dates (Tuesday's)**

@ Amora Hotel 6pm start

- ❖ 5th March
- ❖ 2nd April
- ❖ 7th May
- ❖ 4th June
- ❖ 16th July
- ❖ 6th August
- ❖ 3rd September
- ❖ 8th October
- ❖ 5th November
- ❖ 3rd December

**** Parking
beneath
venue via
Cousins
Lane**

- **2) PA Nationals**

- ❖ 5-7th April Twin Waters
- ❖ 2-5th July Phuket
- ❖ 29-1st Dec Twin Waters

- **3) Ultimate Bootcamps (Live Only)**

- ❖ 8-10th March Brisbane
- ❖ 31 – 2nd June Sydney
- ❖ 16 -18th Aug Perth
- ❖ 18 -20th Oct Melbourne

- **4) Ultimate Other**

- ❖ 15-16th June MW - TBA
- ❖ 15 – 17th Nov Super Conf Bris

- **5) Quantum**

- ❖ Check Website

THAILAND – JULY 2024 National Conf

Date: Tues 2nd to Fri 5th July 2024

Venue: Pullman Phuket Arcadia
Karon Beach Resort Thailand

Travel: Fly to Phuket International
Airport – 50min drive to Resort

Costs: Students to pay own flights,
transfers, accommodation, &
meals outside of conference
meals & Gala dinner

Accom Booking: Venue will offer
discounted rate on accom
booked via Knowledge Source

Event Booking:

<https://iloverealestate.tv/pnc-thailand-2024-registration/>





Raw Impact Charity Partnership

- ❖ Trip Planning Zoom Meeting Dates: 26th Feb & 28th May
- ❖ Non-attendees – Can Donate \$ and / or Resources (List to come)
- ❖ Resources Coordination – Key Person – Nominations Please Per State



Money Mind Mastery



Designed to tackle the top 4 Mindset issues that affect ILRE students.

Creating momentum toward success!

All sessions starting 7pm
Melb/Syd Time

- 26 Feb 2024
- 25 Mar 2024
- 29 Apr 2024
- 27 May 2024

Platinum Student Meetups

- ❖ PA Website / Platinum Schedule
- ❖ Must have your Facebook account / profile open to access the links

PLATINUM ACCELERATOR

[Home](#) [Education](#) [Meeting Recordings](#) [Coaches & Contact](#) [Platinum Schedule](#) [Community](#)

PA Student Meetup Groups

These Student Meetup groups are for ALL Platinum students only, both past and present. They are organised by Platinum students to facilitate networking between Platinums and staying connected with the awesome Platinum family. Typically they occur between the PA Monthly Meetings.

NOTE: You MUST have your Facebook Account/Profile open to access these links.

Brisbane Student Meetup



Student Organizer – Magen Humphreys

Click on the link below to access the Platinum Accelerator Facebook Events for each Brisbane Student Meetup. All of the upcoming dates, location, times and RSVP information is in these events.

[Brisbane Student Meetup](#)

Sydney Student Meetup



Student Organizer – Dindy Lukic

Click on the link below to access the Platinum Accelerator Facebook Events for each Sydney Student Meetup. All of the upcoming dates, location, times and RSVP information is in these events.

[Sydney Student Meetup](#)

Melbourne Student Meetup



Student Organizer – Aygun Ozkan

Click on the link below to access the Platinum Accelerator Facebook Events for each Melbourne Student Meetup. All of the upcoming dates, location, times and RSVP information is in these events.

[Melbourne Student Meetup](#)

Perth Student Meetup



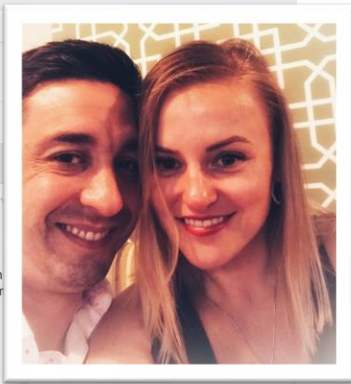
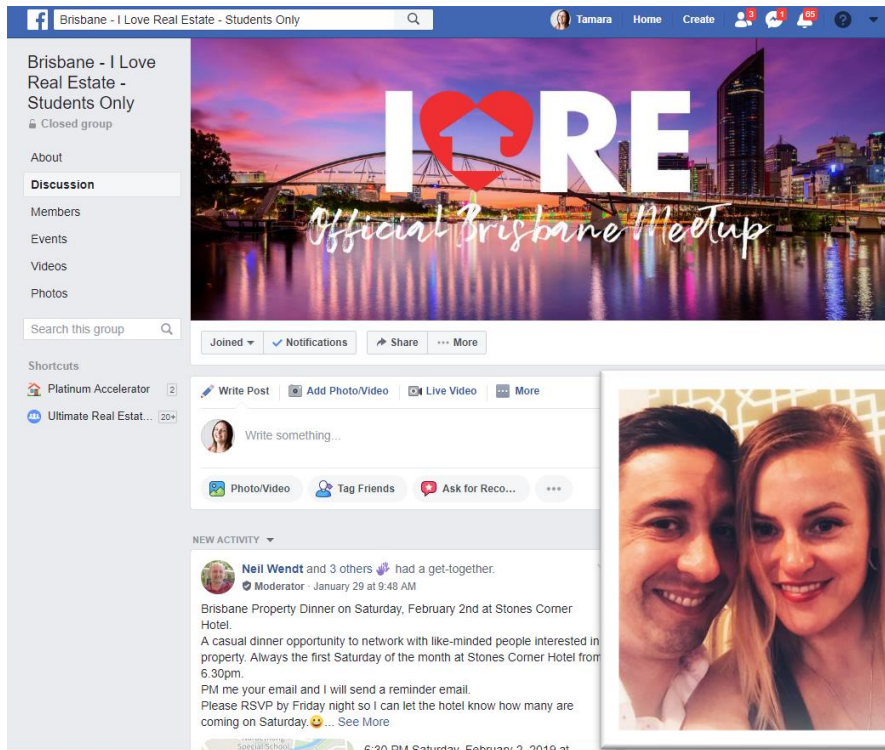
Student Organizer – Basia Garbowska & Heath Worlton

Click on the link below to access the Platinum Accelerator Facebook Events for each Melbourne Student Meetup. All of the upcoming dates, location, times and RSVP information is in these events.

[Perth Student Meetup](#)

ILRE Student Meetups

- ❖ Info & RSVP: Ultimate Website / ILRE Community / ILRE Brisbane Meetup / Link to FB Page



GRADUATING PLATINUMS



- ???????
- ???????



STUDENTS OF THE MONTH

PLATINUM

GOALS



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Imagine a small row boat. Your **goals** are like the **rudder** on the boat. They **set the direction** and determine where you go. If you commit to **one goal**, then the **rudder stays put** and you continue moving forward. If you **flip-flop** between goals, then the rudder moves all around and it is easy to find yourself **rowing in circles**.



We are **seven billion people** in the world, imagine if we all co-operated and collaborated in order to solve the world's most biggest problems.



But
Lets start with **your
problems first!**

The way to do this is
understand your **VISION**

WHY?

WHAT?

HOW?

WHY?

- Asking *why* is about **questioning everything we know**. It's about investigating the status quo, our habits, and normative perceptions.
- **Why do we** want that particular goal?
- Why is it that **we are so passionate** about achieving that particular goal?

Our **belief system** needs to be in **alignment with our goals** – if you set a goal but deep down you don't believe it is possible – you won't achieve it! Asking **why brings beliefs and passion and emotion and logic and self belief all into alignment**.

What?

- When answering the “What” question, we are **defining the strategy** we are going to concentrate on.
- If we were talking about fitness – What might be “I will maintain a consistent weight of xxx Kg”. Where as when we talk property then it might be “**By xx time I will own xx properties, that produce \$xx or greater passive income**” or “By xx time I will have my first property suitable for subdivision with a potential profit of \$xx or greater.”
- You can fill in the blanks

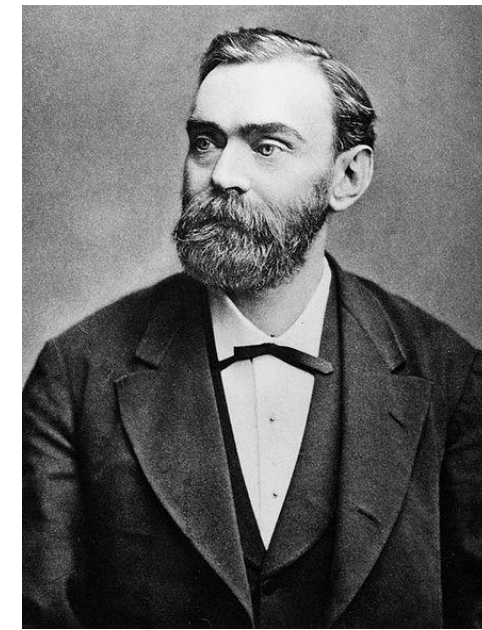
How?

- Asking **how** we do something is a **next logical step**, it is a **manifestation of our purpose** on a more concrete level. Answering the question *how* question nails down the exact **step by step process**.
- From a real estate perspective this is **seeing the end result** and **working backwards to monthly, weekly and daily to do lists**
- If at any step you are unsure – **talk to your coach**

Alfred Bernhard Nobel - 21 October 1833 – 10 December 1896

was a Swedish chemist, engineer, inventor, businessman, and philanthropist.

Known for inventing [dynamite](#), Nobel also owned [Bofors](#), which he had redirected from its previous role as primarily an iron and steel producer to a major manufacturer of cannon and other armaments. Nobel held 355 different patents, dynamite being the most famous.



After reading a [premature obituary](#) (should have been for his twin brother who had just died but the newspaper made a mistake) which condemned him for profiting from the sales of arms, his whole focus changed and he bequeathed his fortune to institute the [Nobel Prizes](#). And now generations later, it is this that he is now remembered and revered for establishing.

The synthetic element [nobelium](#) was also named after him. His name also survives in modern-day companies such as [Dynamit Nobel](#) and [AkzoNobel](#), which are descendants of mergers with companies Nobel himself established.



So
What's your
WHY?
WHAT?
HOW?
For 2023, Write down
your why, what and how
and discuss in your
group

PLATINUM

Accountability
Monthly Goals



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Buddy Process Follow-Up



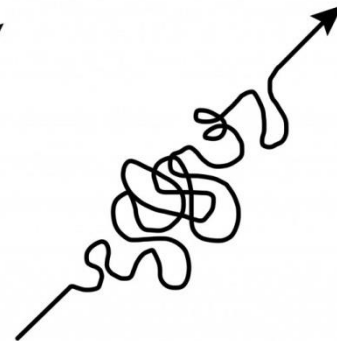
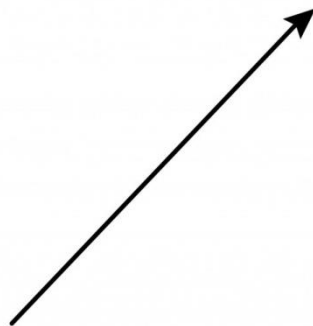
- Partner with someone you don't know
- Active Platinum Partners split up (Non-active partners stay together)
- Exchange Mobile No.
- Schedule to "TALK" weekly
- Finishing students partner together

Last Month In Review

Share Your Successes and Challenges

SUCCESS

SUCCESS



what people think
it looks like

what it really
looks like

This Months Plan

Share Your
Key Goals For Month

Monthly
✓
goals



Tea / Coffee Break

PLATINUM

Renovation



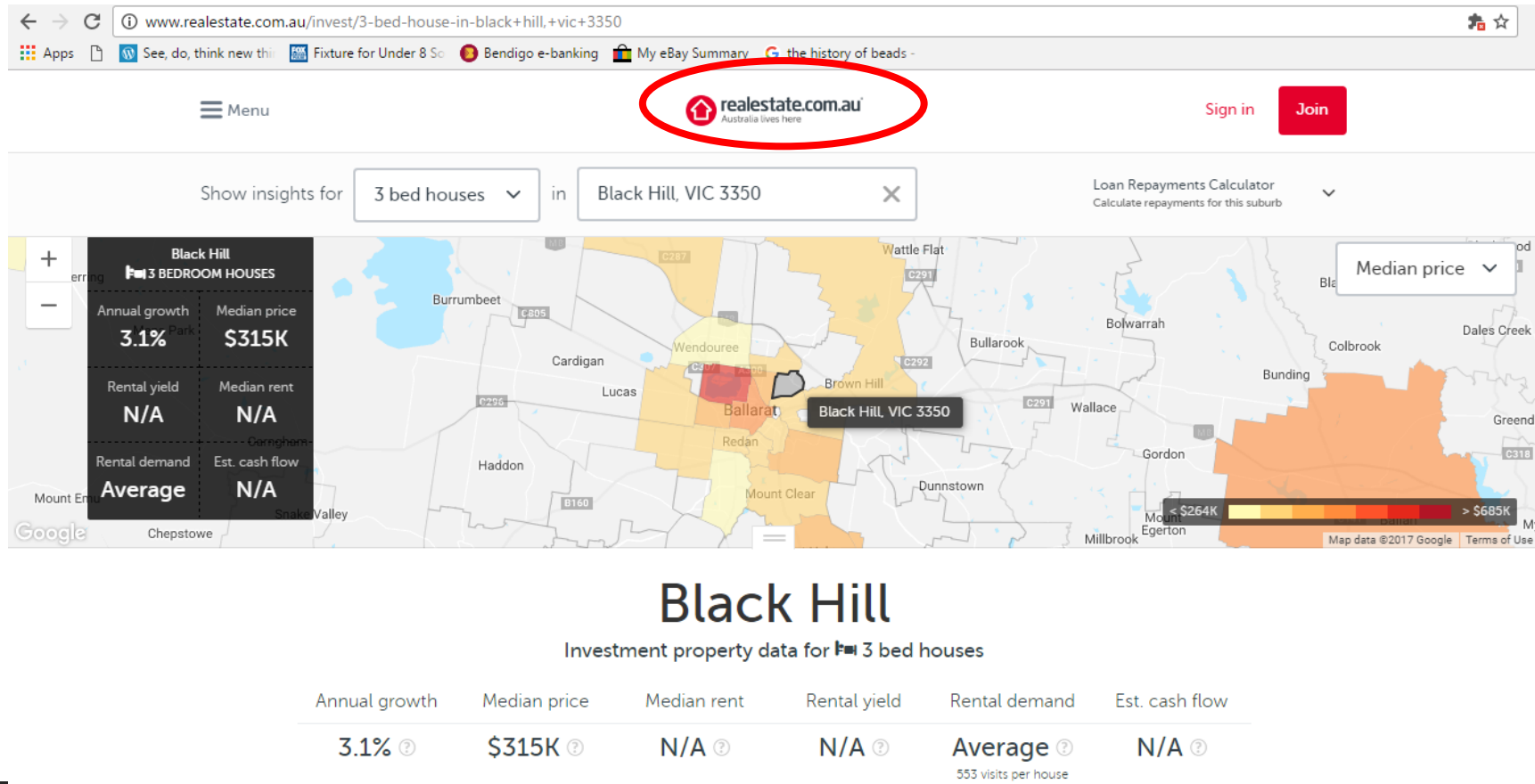
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Renovation Process – Workshop Format

- Phase 1 – Location Selection - Grid Variance Analysis
- Phase 2 – Deal Finding
- Phase 3 – Preliminary Scope of Works & Due Diligence
- Phase 4 – Costing Works & Feasibility
- Phase 5 – Docs - Working SOW / Works Program
- Phase 6 – Project Management
- Phase 7 – Financing, Selling, Renting

Phase 1 - Identify Target Suburbs

- Induction Webinar Series - Purchase price, distance from you, population etc.
- Heat Map - Make list of potential suburbs in your price range (e.g. \$280-\$320k)



- Realestate.com.au heatmap shown here no longer available

Phase 1 - Identify Target Suburbs

Use GVA Program Heat Map

Grid Variance Analysis (v14.1.210125)

[Check for Program Updates](#)

| Target Suburb Summary | | Suburb / Town Selection | | | | |
|---------------------------|---|------------------------------|----------|-----------------------------|----------------------------|--|
| Number above Average High | 4 in the range \$1,350,000 to \$1,950,000 | Target Suburb / Town : | ballarat | Process Selection | Output to Google Maps | |
| Number from Mid to High | 8 in the range \$845,000 to \$1,300,000 | State : | VIC | | Output Results to PDF | |
| Number from Mid to Low | 2 in the range \$449,000 to \$695,000 | Post Code 1 : - 3350 | 3350 | | Export Data to CSV File | |
| Number below Average Low | 5 in the range \$210,000 to \$420,000 | Local Government Areas (1) : | Ballarat | | Output This Sheet to PDF | |
| | | (2) : | | | Output to Google Earth | |
| | | (3) : | | Add to Favourites List | | |
| | | | | Draw Circles on Google Maps | Google Earth with Heat Map | |

Target Area Selection Options

Select Surrounding Suburbs : NO YES

Select by Walking Distance : YES - Enter Distance

Select by School Catchment : YES - Select School

Property Type Options

Select Property Type : House

Residential or Commercial : Residential Commercial

Miscellaneous Selection Options

Include Sold Properties : NO YES AUTO

Not Used - Future Development : NO YES

Within Time Period (Days) : 180

Process Alerts : NO YES

Include Planning Alerts in Maps : NO YES

Use ALL Sales History : NO YES

Sales or Rentals : SALES RENTALS

| Selection | Sale Price Variation Amounts as at - 30-01-21 22:15 | | | Variation % | | |
|---------------|---|-------------------|--------------------------|--------------------|---------|----------|
| Target Suburb | No of Properties Listed | Average Low Price | Average Sale Price (Mid) | Average High Price | Mid-Low | Mid-High |
| ballarat | 30 - (29 Priced) | \$428,000 | \$781,000 | \$1,308,000 | 45.2% | 67.5% |

Done! - 2758 Dwellings = 1.09%

The number of houses for sale (30) represents 1.09% 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.

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Domain

Council Website 1

On The House

Domain Suburb Profile

Property Reporter

RPData Members Login

Council Website 2

A.B.S.

Street Directory

State Planning and Zoning Interactive Maps

Investar Members Login

Council Website 3

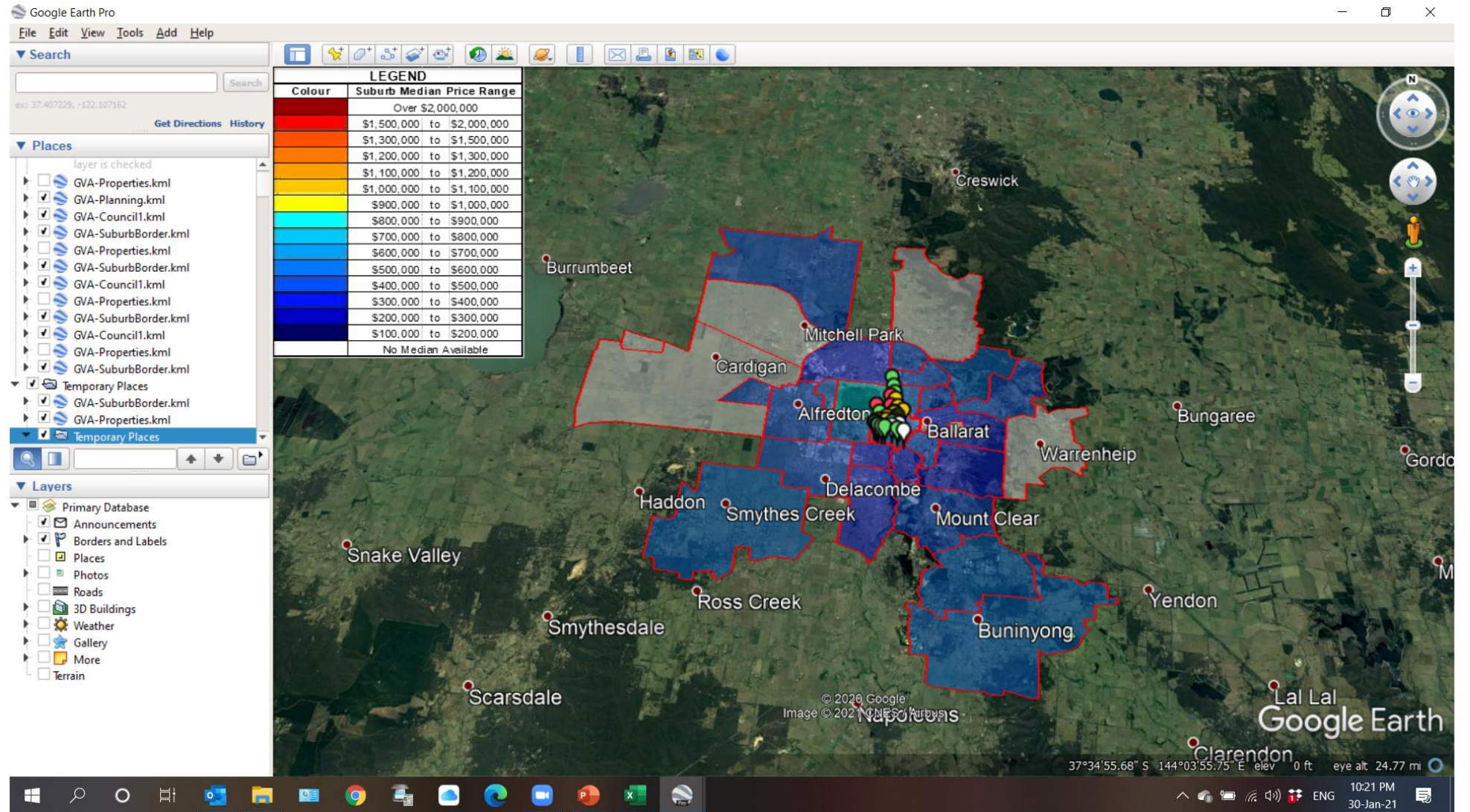
Google Maps

Wikipedia

Price Finder Log In

Phase 1 - Identify Target Suburbs

Use
GVA
Program
Heat
Map



Phase 1 - Identify Target Suburbs

- Click on Suburb for Stats
- Use Suburb Median for Houses / Townhouses e.g. \$454,000

The screenshot shows Google Earth Pro with a map of Ballarat, Victoria, Australia. A red outline highlights the Ballarat region. A legend in the top left corner shows color-coded price ranges for suburbs. A popup window for Black Hill is open, displaying various statistics.

LEGEND

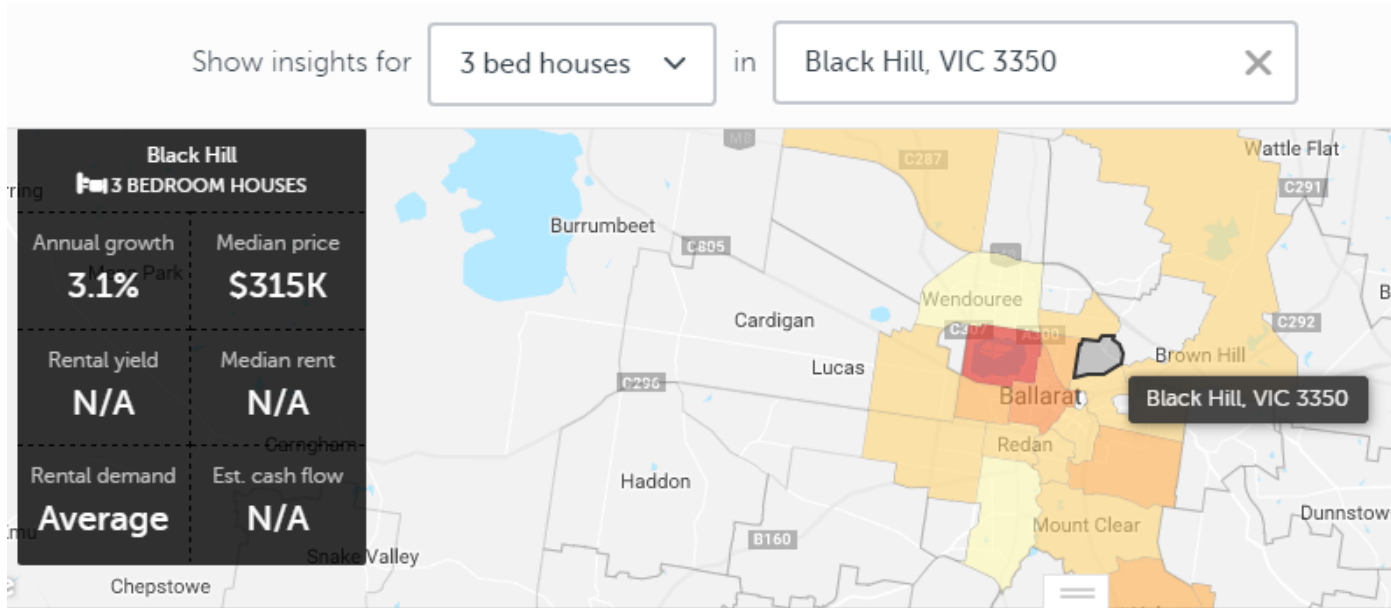
| Colour | Suburb Median Price Range |
|----------------|----------------------------|
| Red | Over \$2,000,000 |
| Orange | \$1,500,000 to \$2,000,000 |
| Light Orange | \$1,300,000 to \$1,500,000 |
| Yellow | \$1,200,000 to \$1,300,000 |
| Light Green | \$1,000,000 to \$1,200,000 |
| Green | \$900,000 to \$1,000,000 |
| Light Blue | \$800,000 to \$900,000 |
| Blue | \$700,000 to \$800,000 |
| Dark Blue | \$600,000 to \$700,000 |
| Very Dark Blue | \$500,000 to \$600,000 |
| Black | \$400,000 to \$500,000 |
| Dark Blue | \$300,000 to \$400,000 |
| Very Dark Blue | \$200,000 to \$300,000 |
| Black | \$100,000 to \$200,000 |
| Black | No Median Available |

Suburb - Black Hill - Regional - 3350
Suburb Median for Houses/Townhouses: - 454000
As at: - 14/11/2020

| Number of Beds | 2 Bed | 3 Bed | 4 Bed | 5 Bed |
|--------------------|-------|-----------|-----------|-------|
| Entry Level Price | \$0 | \$290,000 | \$435,000 | \$0 |
| Median Price Point | \$0 | \$413,000 | \$525,000 | \$0 |
| High Price Point | \$0 | \$617,000 | \$758,000 | \$0 |
| Growth Percentage | 0.00% | -0.03% | 0.00% | 0.00% |
| Sold Current Year | 2 | 26 | 15 | 2 |
| Median Weekly Rent | \$295 | \$320 | \$340 | \$0 |
| Days on the Market | 0 | 48 | 62 | 0 |

List Suburbs

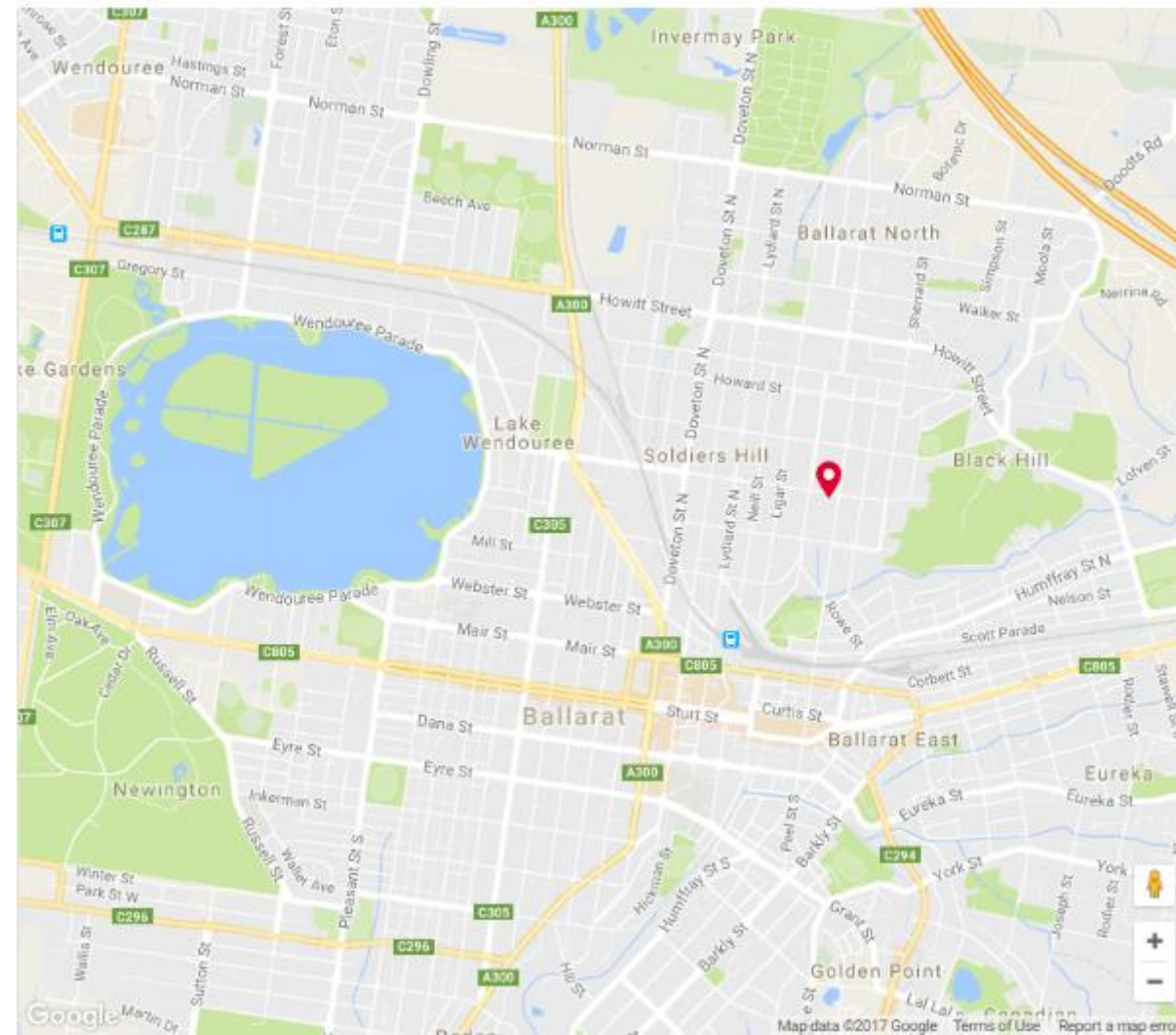
- List suburbs that meet price point off Heat map
- Grid out or clockwise order from CBD



| Suburb | Median \$ |
|----------------|-----------|
| Ballarat North | \$285k |
| Black Hill | \$315k |
| Ballarat East | \$295k |
| Golden Point | \$295k |
| Delacombe | \$290k |
| Alfredton | \$320k |

Prioritize Suburbs to Research

- Consider Proximity to – CBD, transport, jobs, lifestyle, neighboring expensive suburbs etc. – create table
- Use Google maps etc.



Activity – Prioritize suburb list

- Use Heat map / street map etc.
- Summarise in table
- Note suburb characteristics & prioritize suburbs e.g. 1- 6
- Identify target suburbs to start researching

| Suburb | Median \$ | Characteristics | Priority |
|----------------|-----------|---|----------|
| Black Hill | \$315k | Close to CBD, borders expensive suburb, train station, good road access, price growth | |
| Ballarat North | \$285k | | |
| Ballarat East | \$295k | | |
| Golden Point | \$295k | | |
| Delacombe | \$290k | | |
| Alfredton | \$320k | | |

Grid Variance Analysis

- Buy at low, reno, sell at mid price (with upside in market)
- Start with highest priority suburb first
- Research Low, Mid, High prices

| Suburb | Low | Mid | High |
|----------------|-----|-----|------|
| Black Hill | | | |
| Ballarat North | | | |
| Ballarat East | | | |
| Golden Point | | | |
| Delacombe | | | |
| Alfredton | | | |



RE.com.au suburb search

- Search suburb name, houses only
- Sort results lowest to highest price
- Record results

The screenshot shows the real estate website interface. At the top, there's a navigation bar with the logo 'realestate.com.au' and 'PRD nationwide'. A search bar contains 'Black Hill, VIC 3550'. Below the search bar, there are filters for 'Property type' (set to 'House'), 'Min. Beds' (set to 'Any'), 'Max. Beds' (set to 'Any'), 'Min. Price' (set to 'Any'), and 'Max. Price' (set to 'Any'). The results section shows a list of properties. The first property is a house at 100 Chestnut Street, Black Hill, VIC, priced between \$249,000 and \$269,000. The second property is an auction at 105 Chestnut Street, Black Hill, VIC, with an auction date of Saturday 18th February at 11:00AM. The third property is a house at 11 The Outpost, Black Hill, VIC, priced between \$355,000 and \$375,000. The fourth property is a house at 800 Sheppard Street, Black Hill, VIC, priced at \$345,000. On the right side, there are two red promotional banners. The top one says 'It's about time you did the NT' with a 'Book Now' button. The bottom one says 'Get Your FREE Property Report Today!' with a 'CLICK HERE' button.

RP Data Reports

- Suburb Profile Report
- CMA - Comparative Market Analysis
 - Sales
 - Rental



Print

Download

| | Total dwellings | Total new listings* | Median Value | Total number currently listed |
|--|-----------------|---------------------|--------------|-------------------------------|
| | 9,903 | 554 | \$461,876 | 139 |
| | 2,108 | 110 | \$328,813 | 27 |

*Total number of unique properties listed for sale over the past 12 months.

09 November 2022

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Print

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Low & Mid of Market – Black Hill



- 412 Peel St
- Low Price = \$220k
- Pre-reno (2brm)

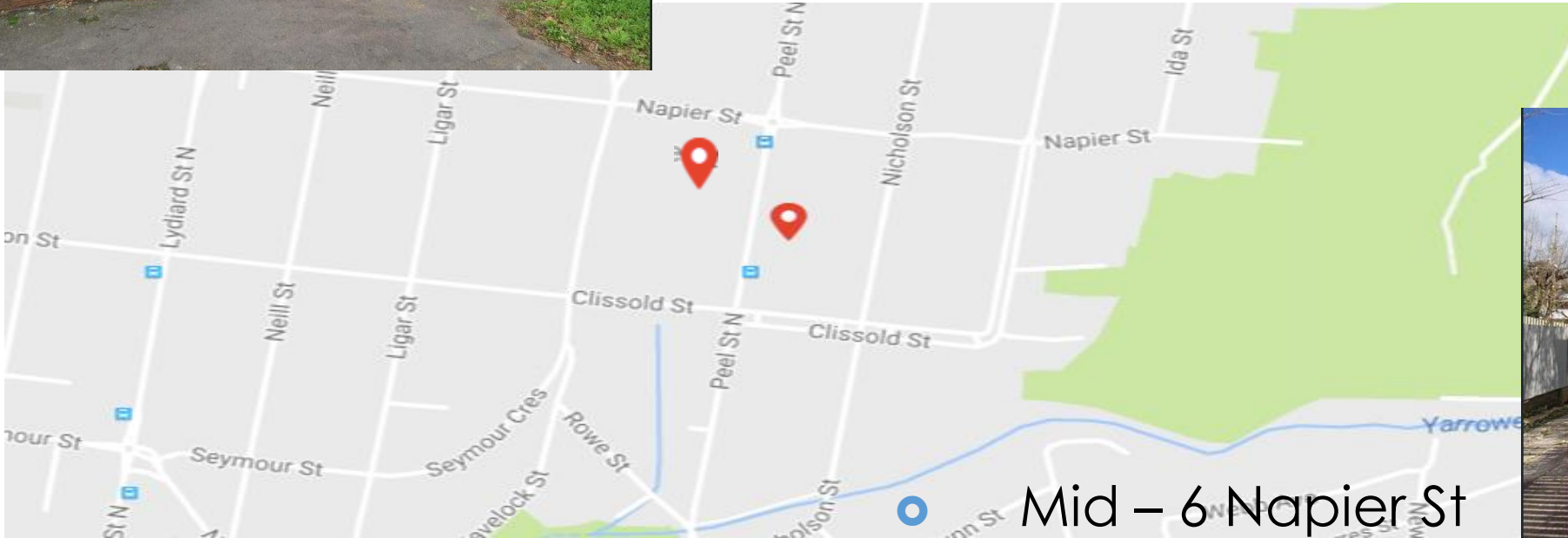


- 6 Napier St
- Mid Price = \$350k
- Post-reno (3brm)

Right around corner!



- Low - 412 Peel St








High of Market – Black Hill

realestate.com.au
Australia lives here

Menu Sign In Join

hockingstuart



4-8 Simpson Street Black Hill Vic 3350

Property No. 124512574

\$780,000 - \$830,000

Show Page Visits
Mortgage Calculator

Print Page Save
Get Directions Send to a Friend
Twitter

Like Be the first of your friends to like this.

Enlarge Map Street View

Home loans may be available from approx. **\$3,297 per month**

6 4 4 House

Floorplan

- High Price = \$780k - \$830k
- Significantly larger house

Calculate % Variance

- Low Price = \$300k
- Mid Price = \$400k
- Calculation Formula: $GVA\% = ((\text{mid}-\text{low})/\text{low}) \times 100$
- Calculation: $(\$400\text{k}-\$300\text{k}) = \$100\text{k};$
- $\$100\text{k}/\$300\text{k} = 0.33; 0.33 \times 100 = 33\%$
- Hence \$100k difference off \$300k entry price = 33% variance

Activity - Calculate % Variance (Manual Method)

- Calculate % variance in table

| Suburb | Low | Mid | High | Variance % (low to mid) |
|----------------|--------|--------|--------|----------------------------|
| Black Hill | \$220k | \$350k | \$830k | 59.1% |
| Delacombe | \$295k | \$355k | \$431k | |
| Ballarat East | \$241k | \$317k | \$437k | |
| Golden Point | \$228k | \$267k | \$302k | |
| Ballarat North | \$246k | \$358k | \$519k | |
| Alfredton | \$333k | \$437k | \$575k | |

Activity - Calculate % Variance (Manual Method)

- Calculate % variance in table

| Suburb | Low | Mid | High | Variance % (low to mid) |
|----------------|--------|--------|--------|----------------------------|
| Black Hill | \$220k | \$350k | \$830k | 59.1% |
| Delacombe | \$295k | \$355k | \$431k | 20.3% |
| Ballarat East | \$241k | \$317k | \$437k | 31.5% |
| Golden Point | \$228k | \$267k | \$302k | 17.1% |
| Ballarat North | \$246k | \$358k | \$519k | 45.5% |
| Alfredton | \$333k | \$437k | \$575k | 31.2% |

John Bone – Grid Variance Program (Auto Method)

Grid Variance Analysis (v4.6)

| Target Suburb Summary | | Suburb / Town Selection | | | |
|--|------------------------------|-------------------------|------------------------|--|--------------------------|
| Number above Average High in the range \$548,900 to \$665,000 | Target Suburb / Town : | Ballarat North | Process Selection | | Output to Google Maps |
| Number from Mid to High in the range \$369,000 to \$475,000 | State : | VIC | | | Output Results to PDF |
| Number from Mid to Low in the range \$249,000 to \$320,000 | Post Code 1 : | 3350 | Process Favourites | | Export Data to CSV File |
| Number below Average Low in the range \$150,000 to \$245,000 | Local Government Areas (1) : | Not Currently Available | | | Output This Sheet to PDF |
| | (2) : | | | | Output to Google Earth |
| | (3) : | | Add to Favourites List | | |

| | | | | | |
|------------------------------|---|-----------------------------|--------------------------------------|------------------------|-------|
| Select Surrounding Suburbs : | <input type="radio"/> NO <input checked="" type="radio"/> YES | Select by Post Code : | <input checked="" type="radio"/> YES | Select Property Type : | House |
| Select by Walking Distance : | <input checked="" type="radio"/> YES | Walking Distance (Metres) : | 800 | | |

| | | | | | |
|-------------------------------|---|-----------------------------|---|----------------------------|--|
| Include Sold Properties : | <input type="radio"/> NO <input checked="" type="radio"/> YES <input checked="" type="radio"/> AUTO | Within Time Period (Days) : | 182 | Analyse Sales History : | <input type="radio"/> NO <input checked="" type="radio"/> YES |
| Include Property Land Sizes : | <input type="radio"/> NO <input checked="" type="radio"/> YES | Process Alerts : | <input type="radio"/> NO <input checked="" type="radio"/> YES | Analyse Sales or Rentals : | <input checked="" type="radio"/> SALES <input type="radio"/> RENTALS |

| Selection | | Sale Price Variation Amounts | | | Variation % | |
|----------------|-------------------------|------------------------------|--------------------------|--------------------|-------------|----------|
| Target Suburb | No of Properties Listed | Average Low Price | Average Sale Price (Mid) | Average High Price | Mid-Low | Mid-High |
| Ballarat North | 27 - (27 Priced) | \$246,000 | \$358,000 | \$519,000 | 31.3% | 45.0% |

Done! - 1815 Dwellings = 1.49% - 0 Sold

| | | |
|-------------------------|------------------------|---------------------|
| Council Website 1 | Council Website 2 | Council Website 3 |
| On The House | Property Data | Google Maps |
| Domain Postcode Profile | A.B.S. | Wikipedia |
| Property Reporter | Street Directory | realestate.com.au |
| RPData Members Login | Investor Members Login | Price Finder Log In |

Profitable Variance? Rule of Thumb Test

- Use rule of thumb test to confirm sufficient variance to be profitable
- 20% Variance = Break Even (For Cosmetic Reno)

| | Rule of Thumb% |
|----------------|----------------|
| Cosmetic Reno | 9% |
| Purchase Costs | 6% |
| Hold Costs | 2% |
| Sales Costs | 3% |
| Total | 20% |
| *** No Profit | |

Rule of Thumb Test – Including Profit

- 20% + 15% Profit = 35% Variance required

| | Rule of Thumb% | Low = \$300k |
|----------------------|----------------|--------------|
| Cosmetic Reno | 9% | \$27k |
| Purchase Costs | 6% | \$18k |
| Hold Costs | 2% | \$6k |
| Sales Costs | 3% | \$9k |
| Profit Margin | 15% | \$45k |
| Total | 35% | \$105k |
| Sale Price Target | 135% | \$405k |

Activity – Calculate Rule of Thumb

- Black Hill - Purchase @ low = \$220k



| | Rule of Thumb% | Low = \$220k |
|-------------------|----------------|--------------|
| Cosmetic Reno | 9% | |
| Purchase Costs | 6% | |
| Hold Costs | 2% | |
| Sales Costs | 3% | |
| Profit Margin | 15% | |
| Total | 35% | |
| Sale Price Target | 135% | |



Activity – Calculate Rule of Thumb

- Purchase @ low = \$220k



| | Rule of Thumb% | \$220k |
|-------------------|----------------|---------------|
| Cosmetic Reno | 9% | \$19.8k |
| Purchase Costs | 6% | \$13.2k |
| Hold Costs | 2% | \$4.4k |
| Sales Costs | 3% | \$6.6k |
| Profit Margin | 15% | \$33k |
| Total | 35% | 77k |
| Sale Price Target | 135% | \$297k |



Compare to mid price of suburb

Shortlist Suburbs

- Short list suburbs with high variance and high priority location



Confirm Demand in Shortlisted Suburbs



Activity – List Research to Confirm Demand

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

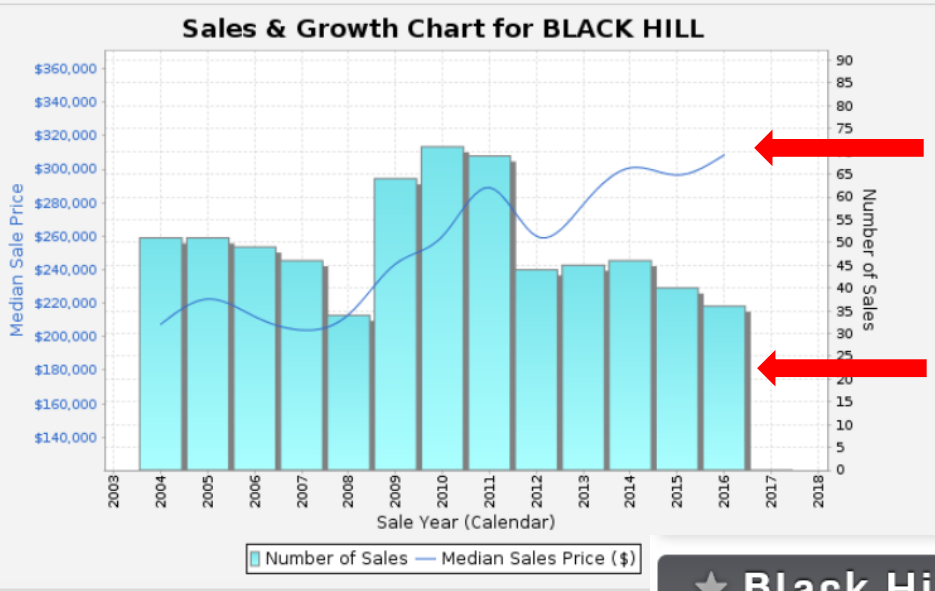
Activity – List Research to Confirm Demand

- DOM
- Number (Volume) of Sales
- Discounting Rate
- Price trend
- Auction clearance
- Listings cleared in last 30 days
- Avg # visits on RE.com.au

Activity – Research Demand – Black Hill

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Activity – Research Demand – Black Hill



| Black Hill suburb stats | |
|--------------------------------------|-------|
| Vacancy rate | 2.7% |
| 1 yr vacancy rate change | -0.7% |
| Average days on market | 76 |
| Current listings | 31 |
| Listings cleared in the last 30 days | 13 |
| Clearance rate | 41.9% |

★ Black Hill 22/12/2016
\$300,000 (91.2 % of median)

317 Chisholm St, Black Hill, VIC 3350

| Black Hill 3 b/r house stats | |
|------------------------------|-----------|
| Median listing price | \$329,000 |
| 1 yr listing price growth | -0.8% |
| Median weekly rent | \$265 |
| 1 yr weekly rent growth | -1.9% |
| Median gross yield | 4.2% |

House 3 1 - Land size: N/A

Median price

| Snapshot | Yr 1 | Yr 10 |
|-------------------------------|-----------|-----------|
| Cash flow p/a (pre-tax) | (\$6,682) | (\$4,359) |
| Potential gross yield | 4.2% | 5.5% |
| Total returns (cash & growth) | \$4,122 | \$71,680 |

[Analyse in full](#)

[See full property details](#)

Activity – Research Demand – Black Hill – GVA Program

Grid Variance Analysis (v14.1.210125)

[Check for Program Updates](#)

| Target Suburb Summary | Suburb / Town Selection | | | | |
|--|------------------------------|------------|-----------------------------|--------------------------------------|--|
| Number above Average High 2 in the range \$895,000 to \$1,078,000 | Target Suburb / Town : | black hill | Process Selection | Output to Google Maps | |
| Number from Mid to High 0 in the range \$0,000 to \$0,000 | State : | VIC | | Output Results to PDF | |
| Number from Mid to Low 1 in the range \$560,000 to \$560,000 | Post Code 1 : - 3350 | 3350 | Process Favourites | Export Data to CSV File | |
| Number below Average Low 2 in the range \$450,000 to \$495,000 | Local Government Areas (1) : | Ballarat | | Output This Sheet to PDF | |
| | (2) : | | | Output to Google Earth | |
| | (3) : | | Add to Favourites List | Output to Google Earth with Heat Map | |
| | | | Draw Circles on Google Maps | | |

Target Area Selection Options

| | | | |
|------------------------------|---|-----------------------------|---------------------------|
| Select Surrounding Suburbs : | <input checked="" type="radio"/> NO <input type="radio"/> YES | Select by Post Code : | <input type="radio"/> YES |
| Select by Walking Distance : | <input type="radio"/> YES - Enter Distance | Walking Distance (Metres) : | 800 |
| Select by School Catchment : | <input type="radio"/> YES -Select School | | |

Property Type Options

| | |
|-----------------------------|---|
| Select Property Type : | House |
| Residential or Commercial : | <input checked="" type="radio"/> Residential <input type="radio"/> Commercial |

Miscellaneous Selection Options

| | | | | | |
|---------------------------------|--|-----------------------------------|---|-----------------------------|--|
| Include Sold Properties : | <input type="radio"/> NO <input checked="" type="radio"/> YES <input type="radio"/> AUTO | Sold Within Time Period (Days) : | 180 | Analyse ALL Sales History : | <input type="radio"/> NO <input checked="" type="radio"/> YES |
| Not Used - Future Development : | <input checked="" type="radio"/> NO <input type="radio"/> YES | Process Alerts : | <input type="radio"/> NO <input checked="" type="radio"/> YES | Sales or Rentals : | <input checked="" type="radio"/> SALES <input type="radio"/> RENTALS |
| | | Include Planning Alerts in Maps : | <input type="radio"/> NO <input checked="" type="radio"/> YES | | |

| Selection | Sale Price Variation Amounts as at - 30-01-21 22:53 | | | Variation % | | |
|---------------|---|-------------------|--------------------------|--------------------|---------|----------|
| Target Suburb | No of Properties Listed | Average Low Price | Average Sale Price (Mid) | Average High Price | Mid-Low | Mid-High |
| black hill | 5 - (3 Priced) | \$495,000 | \$650,000 | \$895,000 | 23.8% | 37.7% |

Done! - 968 Dwellings = 0.52%

The number of houses for sale (5) represents 0.52% of the dwellings in the selected area (968). 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.

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Selection

[Results](#)
[Statistics](#)
[Profile](#)
[Planning Alerts](#)
[Agencies](#)
[Resi-Filters](#)
[Rankings](#)
[Search](#)
[Favourites](#)
[Defaults](#)

Activity – Research Demand – Black Hill - GVA



Housing Profile - black hill, VIC

Analysis of Suburbs Based on the Number of Bedrooms and Type
Details are sourced directly from the internet and are not calculated by this program.

| | Houses - Townhouses | | | |
|--------------------------|---------------------|---------|-------|-------|
| | 2 Bed | 3 Bed | 4 Bed | 5 Bed |
| Entry Level Price | 0 | 290,000 | 0 | 0 |
| Median Price | 0 | 408,000 | 0 | 0 |
| High End Price | 0 | 620,000 | 0 | 0 |
| Median Rent | 280 | 325 | 340 | 0 |
| Average Days on the Ma | 0 | 53 | 0 | 0 |
| Sold This Year | 4 | 30 | 9 | 2 |
| Auction Clearance Rate % | | | | |

| | Units - Apartments | |
|----------------------------|--------------------|-------|
| | 1 Bed | 3 Bed |
| Entry Level Price | 0 | 0 |
| Median Price | 0 | 0 |
| High End Price | 0 | 0 |
| Median Rent | 300 | 0 |
| Average Days on the Market | 0 | 0 |
| Sold This Year | 8 | 3 |
| Auction Clearance Rate % | | |

| General Information | | |
|---------------------|---------------|---------------|
| Population | 2,122 | |
| Average Age | 20 to 39 | |
| Owner/Renter | Owner 62.58% | Renter 37.42% |
| Family/Single | Family 40.23% | Single 59.77% |

Population Profile - black hill, VIC

Analysis of Suburb and State Based on Demographics from the ABS
Census
Details are sourced directly from the internet and are not calculated.

| | black hill | | | |
|------------------------------------|------------|---------|---------|-------|
| | 2001 | 2006 | 2011 | 2016 |
| General Statistics | | | | |
| Number of People | 1,994 | 2,127 | 2,131 | 2,126 |
| Male | 942 | 996 | 969 | 1,004 |
| Female | 1,052 | 1,131 | 1,162 | 1,125 |
| Median Age | | 37 | 39 | 37 |
| Families | 535 | 534 | 541 | 534 |
| Average Children per Family | | 1.8 | 1.7 | 1.7 |
| All Private Dwellings | 843 | 901 | 912 | 968 |
| Average People per Household | | 2.4 | 2.3 | 2.3 |
| Median Weekly Household Income | \$857 | \$1,009 | \$1,237 | |
| Median Monthly Mortgage Repayments | \$1,083 | \$1,349 | \$1,439 | |
| Median Weekly Rent | \$155 | \$220 | \$250 | |
| Average Cars per Dwelling | | 1.7 | 1.7 | |
| Employment Statistics | | | | |
| Working Full-Time | 500 | 548 | 576 | 550 |
| Working Part-Time | 292 | 334 | 330 | 373 |
| Away from Work | | 36 | 49 | 63 |
| Unemployed | 38 | 66 | 75 | 66 |
| Family Composition | | | | |
| Couple Family without Children | 162 | 190 | 209 | 203 |
| Couple Family with Children | 236 | 227 | 209 | 210 |
| One Parent Family | 107 | 110 | 125 | 114 |
| Other Family | 10 | 7 | 4 | 3 |

Sales and Growth Profile - black hill, VIC

Analysis of Suburb Sales and Property Growth over 5 Years by property type and number of Bedrooms
Details are sourced directly from the internet and are not calculated by this program.

| black hill | | | |
|--------------------------------|--------------|----------|-------|
| Houses/Townhouses - 2 Bedrooms | | | |
| Year | Median Price | Growth % | Sales |
| 2015 | 0 | 0.00% | 6 |
| 2016 | 255,000 | 0.00% | 11 |
| 2017 | 0 | 0.00% | 9 |
| 2018 | 301,000 | 0.00% | 11 |
| 2019 | 0 | 0.00% | 1 |
| 2020 | 0 | 0.00% | 4 |

| black hill | | | |
|--------------------------------|--------------|----------|-------|
| Houses/Townhouses - 3 Bedrooms | | | |
| Year | Median Price | Growth % | Sales |
| 2015 | 292,000 | 0.00% | 28 |
| 2016 | 300,000 | 2.74% | 31 |
| 2017 | 340,000 | 13.33% | 47 |
| 2018 | 403,000 | 18.53% | 24 |
| 2019 | 435,000 | 7.94% | 19 |
| 2020 | 408,000 | -6.21% | 30 |

| black hill | | | |
|--------------------------------|--------------|----------|-------|
| Houses/Townhouses - 4 Bedrooms | | | |
| Year | Median Price | Growth % | Sales |
| 2015 | 0 | 0.00% | 5 |
| 2016 | 0 | 0.00% | 6 |
| 2017 | 453,000 | 0.00% | 19 |
| 2018 | 0 | 0.00% | 9 |
| 2019 | 515,000 | 0.00% | 14 |
| 2020 | 0 | 0.00% | 3 |

| black hill | | | |
|--------------------------------|--------------|----------|-------|
| Houses/Townhouses - 5 Bedrooms | | | |
| Year | Median Price | Growth % | Sales |
| 2015 | 0 | 0.00% | 2 |
| 2016 | 0 | 0.00% | 1 |
| 2017 | 0 | 0.00% | 1 |
| 2018 | 0 | 0.00% | 4 |
| 2019 | 0 | 0.00% | 4 |
| 2020 | 0 | 0.00% | 2 |

| black hill | | | |
|-------------------------------|--------------|----------|-------|
| Units/Apartments - 1 Bedrooms | | | |
| Year | Median Price | Growth % | Sales |
| 2015 | | | |
| 2016 | | | |
| 2017 | | | |
| 2018 | | | |
| 2019 | | | |
| 2020 | | | |

| black hill | | | |
|-------------------------------|--------------|----------|-------|
| Units/Apartments - 2 Bedrooms | | | |
| Year | Median Price | Growth % | Sales |
| 2015 | 0 | 0.00% | 1 |
| 2016 | 0 | 0.00% | 0 |
| 2017 | 0 | 0.00% | 4 |
| 2018 | 0 | 0.00% | 2 |
| 2019 | 0 | 0.00% | 2 |
| 2020 | 0 | 0.00% | 8 |

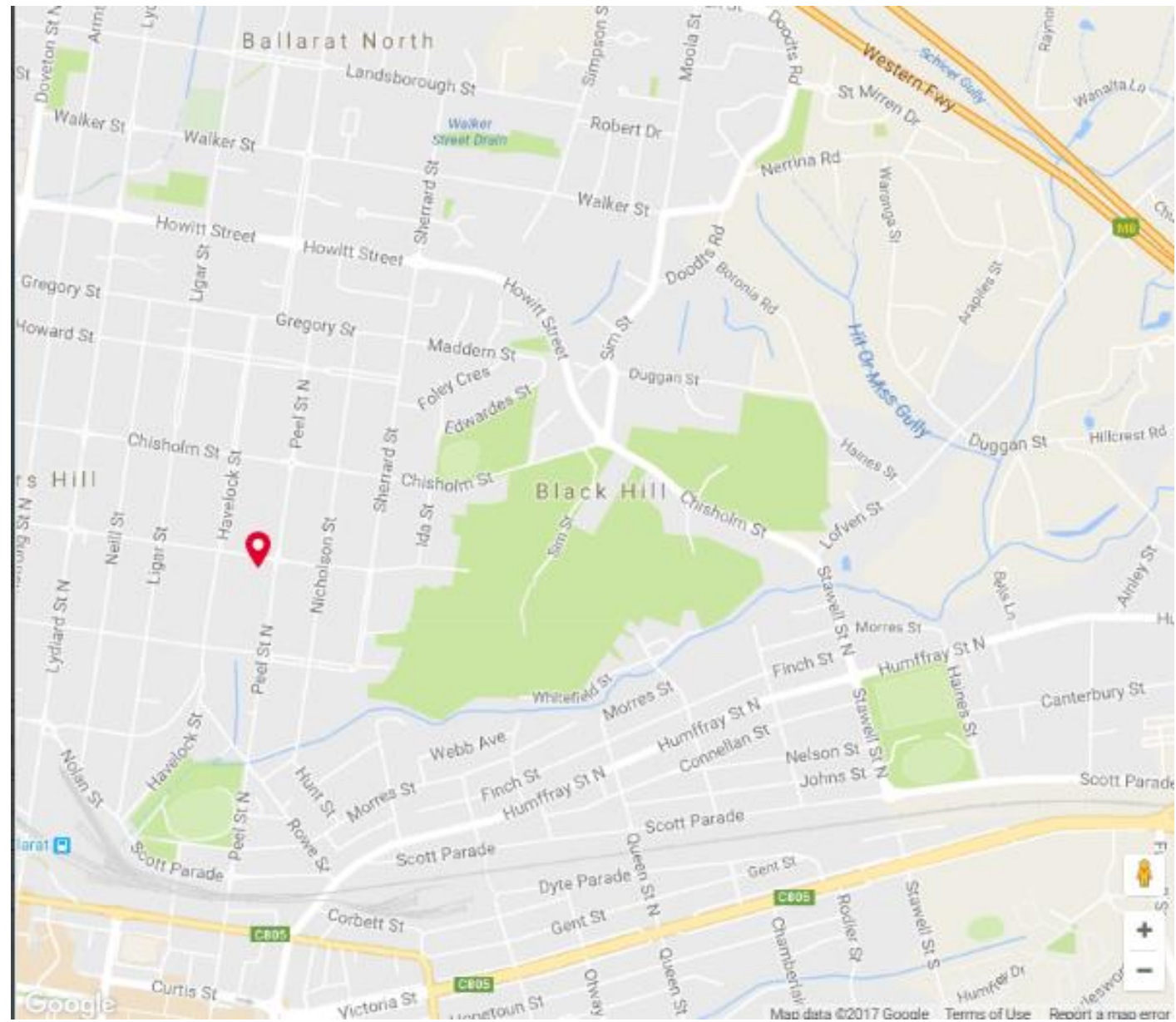
Median Gross Weekly Rents - Houses and Units

Median Property Prices - Houses-Units-Land

Selection | Results | Statistics | **Profile** | Planning Alerts | Agencies | Resi-Filters | Rankings | Search | Favourites | Default

All Available Data Retrieve...

Become an Area Expert – Street map --- Black Hill



Activity – List Characteristics to Show on Map

- Use Street/Aerial Map – Google Earth

- _____
- _____
- _____
- _____
- _____
- _____
- _____

Activity – List Characteristics to Show on Map

- Transport links
- Public transport
- Schools
- Lifestyle areas – café strip, parks etc.
- Shopping
- Job hubs
- Affluent vs cheaper areas
- Slope, views, infrastructure spending etc.
- Constraints – flooding, heritage, crime etc.

Phase 2 – Deal Finding



Activity – List Deal Finding Strategies

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Activity – List Deal Finding Strategies

- Internet searches – RE.com, Investar, Gumtree etc.
- Realestate agents
- Buyer's agent
- Tradies / Hairdresser /Word or Mouth
- Door knock
- Letterbox drop

Sample Property Identified



Target









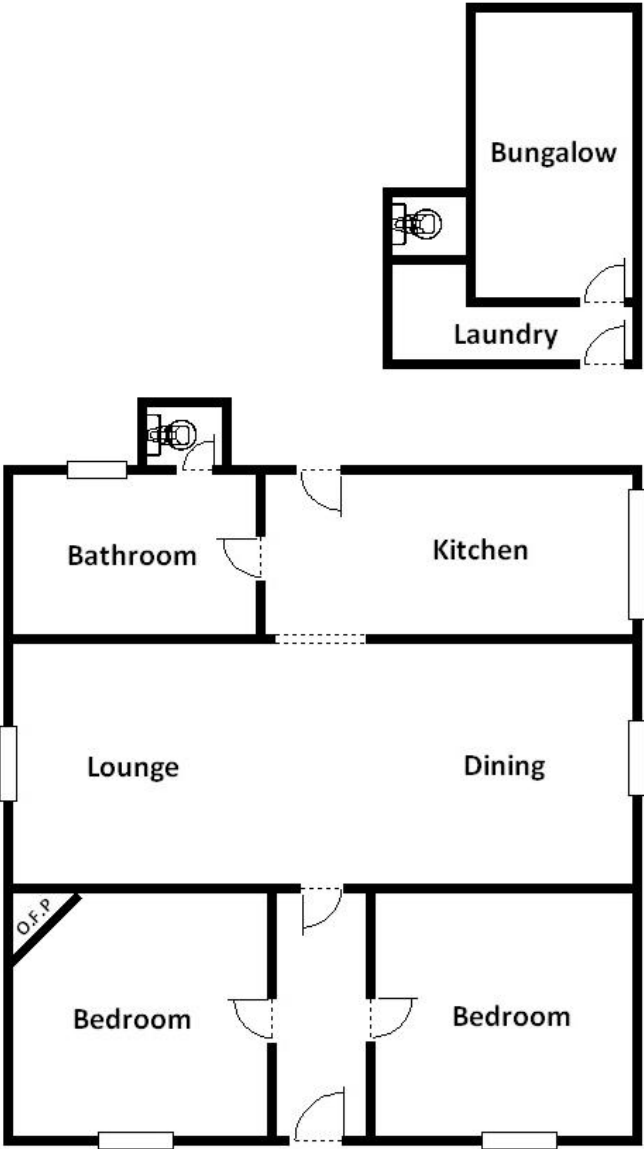








Floor Plan



Phase 3 – Preliminary Scope of Works (SOW)

Activity –

- Room by room walk through
- List works required & priority



Frontage & Yard



-
-
-
-
-
-
-
-
-

Driveway & Yard



-
-
-
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Rear & Yard



-
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Entry / Hallway



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Lounge



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Kitchen



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Bedrooms



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-
-

Bathroom



-
-
-
-
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-
-
-
-

Renovation Checklist

| <i>Renovations - Internal</i> | <i>Required</i> | <i>Price</i> | <i>Qty</i> | <i>Total</i> | <i>Actual</i> | <i>Notes</i> |
|-------------------------------|-----------------|--------------|------------|--------------|---------------|--------------|
| <i>Kitchen</i> | | | | | | |
| Architraves / skirting | Yes | \$ - | | \$ - | \$ - | |
| Blinds / Curtains | Yes / No | \$ - | | \$ - | \$ - | |
| Ceiling | Yes / No | \$ - | | \$ - | \$ - | |
| Ceiling fan | Yes / No | \$ - | | \$ - | \$ - | |
| Cooktop | Yes | \$ - | | \$ - | \$ - | |
| Cornice | Yes | \$ - | | \$ - | \$ - | |
| Dishwasher | Yes / No | \$ - | | \$ - | \$ - | |
| Disposal unit | Yes / No | \$ - | | \$ - | \$ - | |
| Door - handle | Yes / No | \$ - | | \$ - | \$ - | |
| Door - internal | Yes / No | \$ - | | \$ - | \$ - | |
| Door - jamb | Yes / No | \$ - | | \$ - | \$ - | |
| Door - stop | Yes / No | \$ - | | \$ - | \$ - | |
| Floor coverings | Yes | \$ - | | \$ - | \$ - | |
| Kitchen bench top | Yes | \$ - | | \$ - | \$ - | |
| Kitchen cabinets | Yes | \$ - | | \$ - | \$ - | |
| Kitchen door | Yes | \$ - | | \$ - | \$ - | |
| Light - downlights | Yes | \$ - | | \$ - | \$ - | |
| Light - fitting | Yes / No | \$ - | | \$ - | \$ - | |
| Light - oyster (Dome) | Yes / No | \$ - | | \$ - | \$ - | |
| Light switches - double | Yes | \$ - | | \$ - | \$ - | |
| Light switches - single | Yes / No | \$ - | | \$ - | \$ - | |
| Microwave | Yes / No | \$ - | | \$ - | \$ - | |
| Oven | Yes | \$ - | | \$ - | \$ - | |
| Phone point | Yes / No | \$ - | | \$ - | \$ - | |
| Power points - double | Yes | \$ - | | \$ - | \$ - | |
| Power points - single | Yes / No | \$ - | | \$ - | \$ - | |
| Rangehood / fan | Yes | \$ - | | \$ - | \$ - | |
| Sink | Yes | \$ - | | \$ - | \$ - | |
| Sink tap / mixer | Yes | \$ - | | \$ - | \$ - | |
| Splash back options | Yes / No | \$ - | | \$ - | \$ - | |
| Stove | Yes / No | \$ - | | \$ - | \$ - | |
| Wall tiles | Yes | \$ - | | \$ - | \$ - | |
| Walls | Yes | \$ - | | \$ - | \$ - | |
| Window insect screens | Yes / No | \$ - | | \$ - | \$ - | |
| Window locks | Yes / No | \$ - | | \$ - | \$ - | |
| Windows | Yes | \$ - | | \$ - | \$ - | |
| <i>Total</i> | | | | \$ - | \$ - | |

Activity – List Property Due Diligence

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Activity – List Property Due Diligence

- **Condition** of property & extent of reno required (cosmetic, structural, extension)
- **Ease** of undertaking reno e.g. structural walls
- **Construction type** – timber, brick
- Single story, **high-set**, two story plus
- **Proximity** between kitchen, bathroom, laundry re plumbing run
- Property **age**
- **Heritage** or demolition control restrictions
- **Signs of concern** – major cracks in walls / ceilings / floors / foundations
- **Uneven** floors, windows & doors that jam
- **Musty smell**, mold & potential rising damp

Activity – List Property Due Diligence

- Dry rot & water damage
- Termite damage
- Fire or flood damage
- Asbestos
- Capacity to reconfigure layout & add bedrooms & bathrooms
- Use a builder or skilled handyman to inspect with you if you are not confident.
- Do building & pest inspection

Phase 4 – Cost SOW & Feasibility



Activity – List Ways of Costing SOW

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Activity – List Ways of Costing SOW

- Visit **Bunnings**
- Visit **suppliers** – tile / plumbing / kitchen shops
- **Online** suppliers – eBay, gumtree, trading post etc.
- **Auction** houses, salvage yards
- Talk with **tradies, handyman**
- Review **other people's costs** – friends, students etc.
- Get **quotes on your own property (or your rental if renting)**
- Get **quotes on deal property**

Activity – Compare SOW to Budget & Trim Costs

- Budget = 9% of Purchase (\$220k) = _____
- List ways to trim costs

- _____
- _____
- _____
- _____
- _____
- _____
- _____

Activity – Compare SOW to Budget & Trim Costs

- Buy **secondhand** not new
- DIY
- **Friends** & family
- **Handyman** vs chippy vs builder
- Auction houses / eBay etc.
- **Trade** e.g. Bartercard
- **Revise specs** e.g. laminate vs stone benchtops
- Paint kitchen cupboards vs replace
- **Repair** vs replace
- Get 3 + **quotes**
- **Detailed** quoting docs (specs, photo etc.)

Phase 4 - Rough Feaso, Phase 5 - SOW & Works Program, Phase 6 - Project Management, Phase 7- Financing & Selling / Renting



- See Homework Recording, Slides & Workbook
- At PA Website – Event Recordings / Monthly Meetings – Homework / February Renovation

| Material-List-1 | | | | | |
|---|--|--|--|--------------------|--------------------|
| # | Room | Task | Materials | Supplied by trades | Supplied by owners |
| CARPENTER | Create two new walls | Create new walls up to the roof line. x1 | Villa Board (not recessed edge) x1 | ✓ x | x |
| | | | Architraves x | ✓ x | x |
| | | | Skirting boards x | ✓ x | x |
| | | | Cornice beading (quad) x | ✓ x | x |
| | Bedroom 1 | Install new internal door for bedroom 1 x1 | New internal doors | ✓ x | x |
| | | | Door handle with entrance lock (matching keys for all internal doors) x1 | x | ✓ x |
| | | | Hinges x1 | ✓ x | x |
| | | | Door Jam sets | ✓ x | x |
| | Bedroom 2 | Install new internal door for bedroom 2 x1 | New internal doors | ✓ x | x |
| | | | Door handle with entrance lock (matching keys for all internal doors) x1 | x | ✓ x |
| | | | Hinges x1 | ✓ x | x |
| | | | Door Jam sets | ✓ x | x |
| Bedroom 3 | Install new internal door for bedroom 3 x1 | New internal doors | ✓ x | x | |
| | | Door handle with entrance lock (matching keys for all internal doors) x1 | x | ✓ x | |
| | | Hinges x1 | ✓ x | x | |
| | | Door Jam sets | ✓ x | x | |
| Bathroom 1 | Replace shower basin with moulded shower. x1 | Fully moulded shower with central soap holder, corner waste outlet. x1 | x | ✓ x | |
| | | Shower head (only to be purchased if current fitting insufficient) x1 | x | ✓ x | |
| | | Shower head | x | ✓ x | |
| | | Shower head | x | ✓ x | |
| Bathroom 2 | Install new moulded shower in conjunction with plumber | Fully moulded shower with central soap holder, corner waste outlet. x1 | x | ✓ x | |
| | | Shower head | x | ✓ x | |
| | | Shower head | x | ✓ x | |
| | | Shower head | x | ✓ x | |
| | Construct wall around shower | Villa Board (not de pressed edge) x1 | ✓ x | x | |
| | | Architraves x | ✓ x | x | |
| | | Skirting boards x | ✓ x | x | |
| | | Cornice beading (quad) x1 | ✓ x | x | |
| Install external cavity sliding door for access to bathroom 2. x1 | External sliding doors | ✓ x | x | | |
| | Door handles | ✓ x | x | | |
| | Pelmeta | ✓ x | x | | |
| | External doors | ✓ x | x | | |
| Back door entrance | Replace back door | Door handle with entrance lock to match internal doors | x | ✓ x | |
| | | Hinges x1 | ✓ x | x | |
| | | New Door Jams - 1 (maybe optional) x1 | ✓ x | x | |
| | | External doors | ✓ x | x | |

Renovation Resources -

Additional Resources



- PA Renovation Monthly Webinar (February)
- PA Renovation Monthly Recording (This event)
- PA Module 5,7,8 – Renovation Sections
- PA Module 10 – Renovation Checklist
- Quantum – Reno Riches Zoom Event
- Ultimate – Wed Webinar July 2019 – Cosmetic Renovations
- Ultimate – Wed Webinar March 2019 – Renovating Small Units

QUESTIONS?