

PLATINUM

July 2024

Commercial

Mastermind
Event

Brisbane

Dr Tamara Read &
Christine Hamilton

QLD State Coach



PLATINUM



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REAL ESTATE

Event Outline -

- 6:00 – 6:30 Networking
- 6:30 - Start
- 6:30 – 6:45 House Keeping
- 6:45 – 8:00 Personal Development & Accountability
- 8:00 – 8:30 Networking Break
- 8:30 – 10:30 Commercial

Workshop Format

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



WELCOME NEW PLATINUM'S



- Michelle Wilson
- Jason & Malanie Baker
- Janelle Miley
- Endre & Aditi Bernhardt
- Esleyenn Hendry & Glenn Croker
- Anita Kaddate
- Liz & Katie Gear
- Wayne & Janice Mawer

* Platinum Elites

Housekeeping



2024 DATES

- 1) Monthly Dates (Tuesday's)

@ Amora Hotel 6pm start

- ❖ 6th August
- ❖ 3rd September
- ❖ 8th October
- ❖ 5th November
- ❖ 3rd December

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

- 2) PA Nationals - **RSVP**
 - ❖ 29-1st Dec Twin Waters

- 3) Ultimate Bootcamps (Live Only)

- ❖ 16 -18th Aug Perth
- ❖ 6 - 8th Sept Melbourne

- 4) Ultimate Other

- ❖ 15 – 17th Nov Super Conf Bris

- 5) Quantum

- ❖ Check Website



Money Mind Mastery



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

Creating momentum toward
success!

- ❖ 29 July
- ❖ 26 Aug
- ❖ 30 Sept
- ❖ 28 Oct
- ❖ 25 Nov

All sessions starting 7pm
Melb/Syd Time

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 Lusk

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



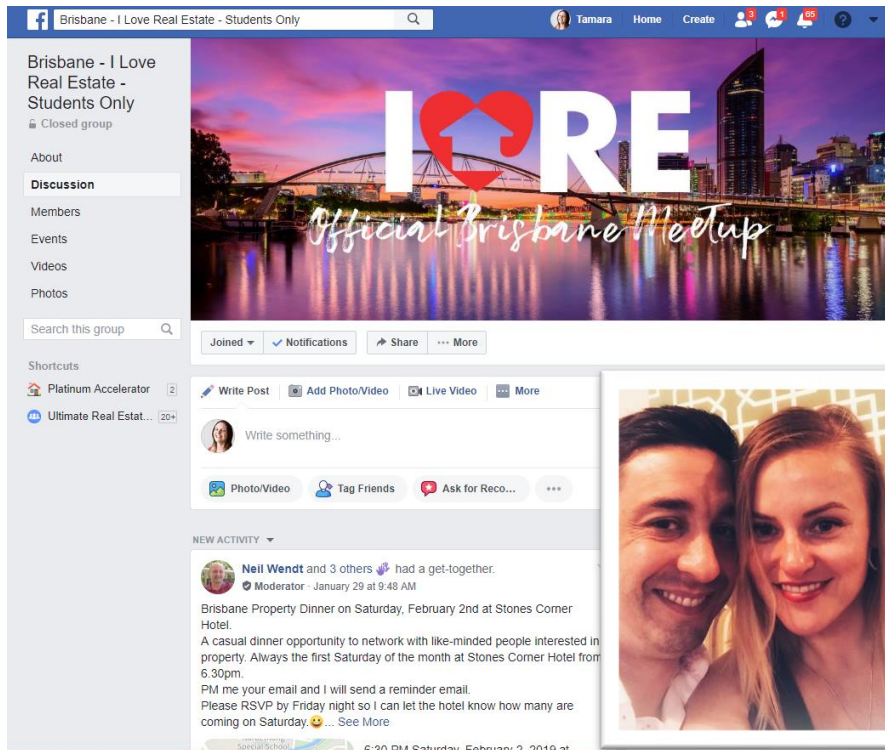
Student Organizer – Basia Garbowska & Heath Worlton

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



- Diana & Matt Dobrescu *
- Kylie Mitchell *
- Melissa & Nicole Rogers
- Roger Whatling
- Raymond Wall
- Matthew & Emma Payne
- Raelene & Brad Anderson
- Rodney & Linda Thomas *
- Justin Butcher
- Tracey Faulkner*

* Platinum Elites



STUDENTS OF THE MONTH

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Immediate
Gratification



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The Dangers of Immediate Gratification Culture





The Marshmallow Experiment

- Stanford University, Walter Mischel, early 1970s
- The researchers followed each child for more than 40 years
- **Children who were able to wait and receive double the reward became adults who experienced greater overall success**
- More likely to exhibit higher self-worth, higher self-esteem, and a greater ability to cope with stress



The Marshmallow Experiment

- **The ability to delay gratification is critical for success in life!**
- The children who were not able to delay gratification ended up with:
 - Lower SAT Scores
 - Greater levels of substance abuse
 - Greater likelihood of obesity
 - Lower social skills
 - Greater levels of stress



The Marshmallow Experiment

- **Just a note on those same children who were not able to delay gratification:**
- Not necessarily due to a lack of self control or self-discipline!
- Some of the kids did not trust that the researchers would follow through, *because* their experience in life was that *adults didn't follow through with what they promised!!*
- A sobering thought for all parents!



The Marshmallow Experiment

- Success in nearly every field requires you to ignore doing something easier in the short-term (delaying gratification; not watching Netflix)
- In favor of doing something harder (putting in the work on your feasibility and area research)





Once you realize that will power is just a matter of learning how to control your attention and thoughts, you can really begin to increase it.

— *Walter Mischel* —

AZ QUOTES

The Dangers of our Immediate Gratification Culture

- Instant Gratification is an Innate Trait
- Our brain is designed to get the **quickest** possible reward **for the least effort**
- **NOTE: The quickest reward... not necessarily the best reward or the most long-lasting!**



The Dangers of our Immediate Gratification Culture

- **Instant Gratification:**
- Pleasurable food,
- The riches of the Internet
- Video games
- On demand TV
- Drink delivered to your doorstep
- Online shopping ...
- **anything we want, anytime we want it.**



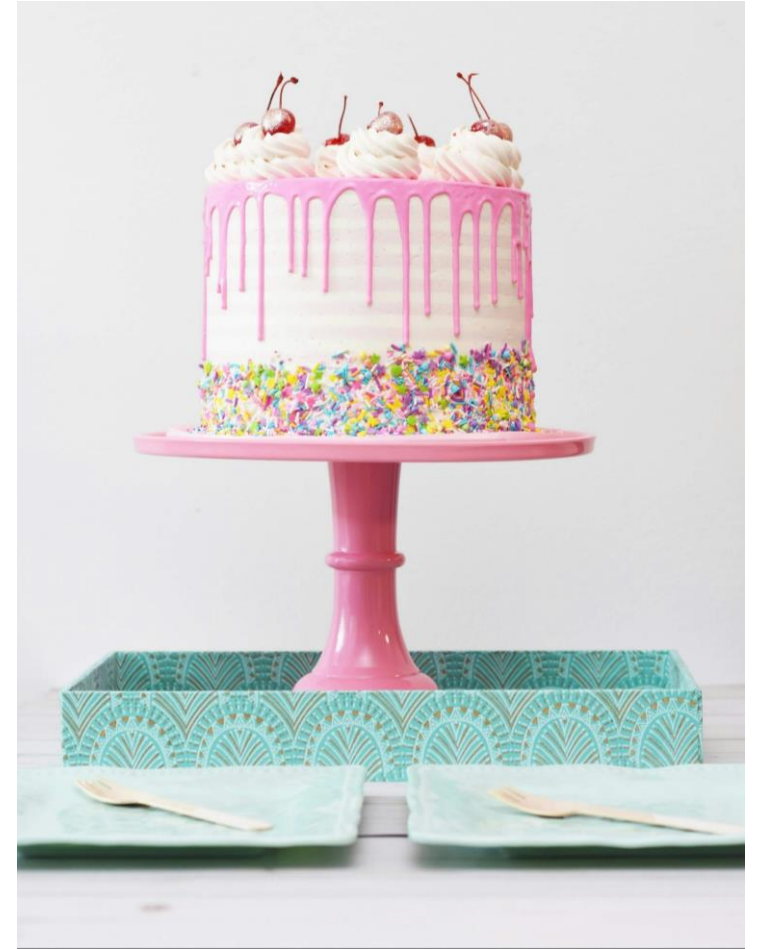
The Dangers of our Immediate Gratification Culture

- It's almost as if the world around us is designing things to keep us from being able to delay gratification!
- This is big for us... but even more so for our kids
- They will never know the intense excitement and joy in anticipating Friday night 7pm to watch the A-Team's latest episode!

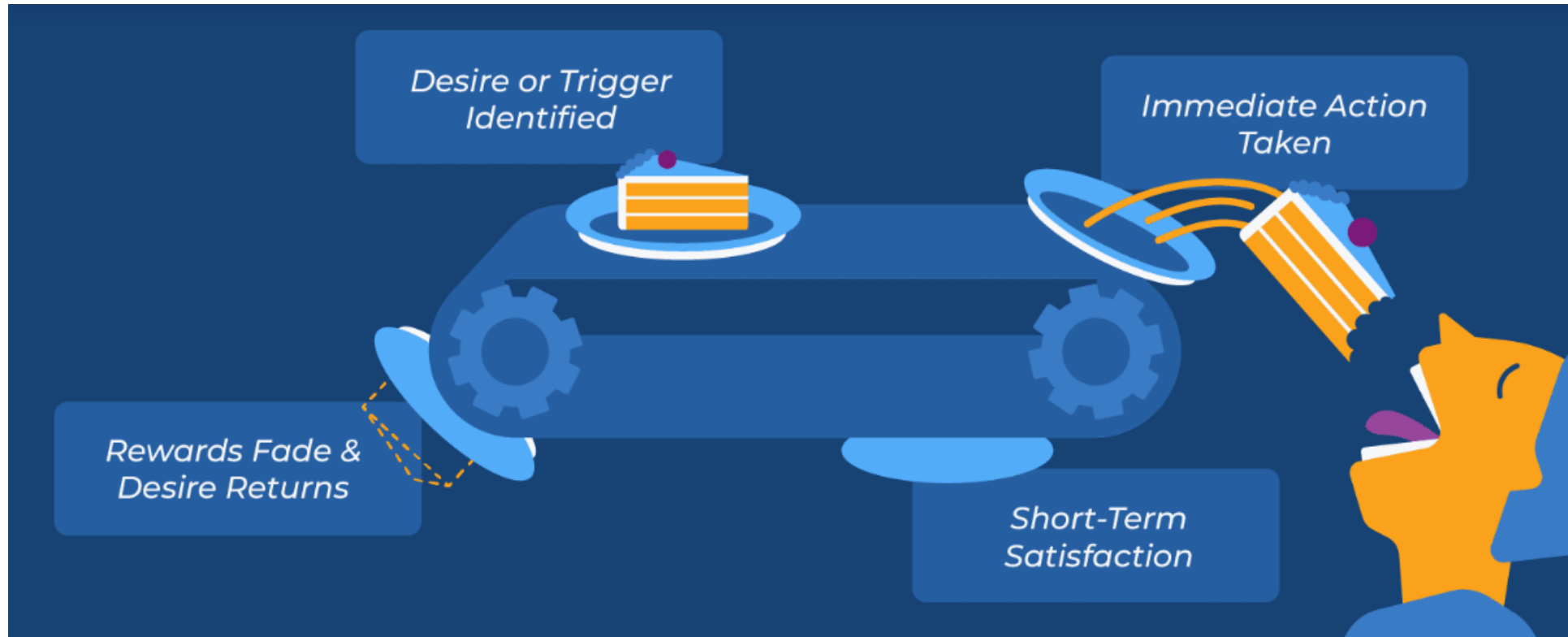


The Dangers of our Immediate Gratification Culture

- **Our culture is using our brain's innate tendency to put short-term comfort over our long-term goals.**
- Our comfort mechanisms which are all immediate gratification based, are not supportive of us achieving what we really want.
- They are a cheap substitute that's costing us the ability to achieve our dreams.



The Immediate Gratification Cycle...



...Is the same as the Addiction Cycle!

How do we create a Delayed Gratification Habit?

- **What do you think?**
- Discuss how you can create a personal Delayed Gratification focus in your life...
- Start by picking an immediate gratification habit / Comfort mechanism that you would like to change...
- 8 min



How do we create a Delayed Gratification Habit?

- 1) **Start Small** – make your new habit “So easy, you can’t say no.”
- 2) **Improve one thing**, by 1% - and Repeat!
- 3) **Consistency is King!**
- 4) **Reward yourself along the way** for your effort!



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Accountability
Monthly Goals



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Buddy Process Follow-Up



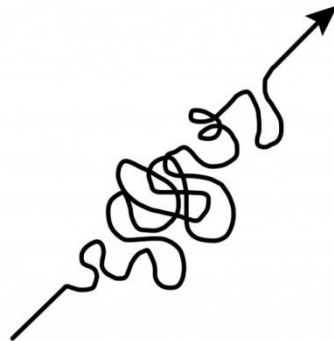
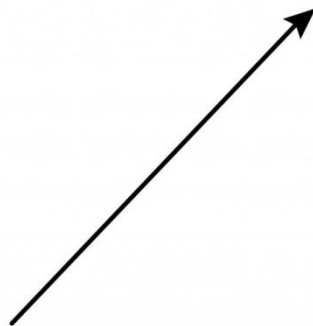
- **Groups of 3** with others you don't know
- Active Platinum Partners split up (Non-active partners stay together)
- Exchange Mobile No.
- Schedule to "TALK" weekly
- Finishing students partner together

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

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39 POWER ROAD

Bayswater 3153

AUCTION

Wednesday 12th August at 12 noon on-site

Investment Opportunity



appleby
real estate

COMMERCIAL AND RESIDENTIAL SPECIALISTS

8727 9555

www.appleby.com.au

20 STATION ST, BAYSWATER 3153

The Deal

- Agent Brochure

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39 Power Road, Bayswater 3153

Flexible investment opportunity

1 title - 5 tenancies

Solid returns

Land area 1946m²

Building area 950m²

appleby
real estate

COMMERCIAL AND RESIDENTIAL SPECIALISTS

AUCTION

Wednesday 12th August at 12 noon on-site

Nick Draffin 0407 058 223

Philip Leeson 0417 389 514

Melways ref: 64, G4

8727 9555
www.appleby.com.au

20 STATION ST, BAYSWATER 3153

Advertised Details:

SECURE, SOLID INVESTMENT
OPPORTUNITY

AUCTION:

Solid Investment Opportunity

5 Separate tenants 1 title

Long standing tenants

Good rental return

Land Area: 1946m²

Building Area: 950m²

Current net rental of \$56,451

(Auction Terms:)

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The Deal



Unit 1



Unit 1 Graffiti



Unit 1 Internals

Unit 2



Unit 2 Internal



Unit 2 Toxic Chemicals

Unit 3 & 4



Unit 3 & 4 Car park Area



Unit 3 Internals



Unit 4 Internals



Unit 4 Internals



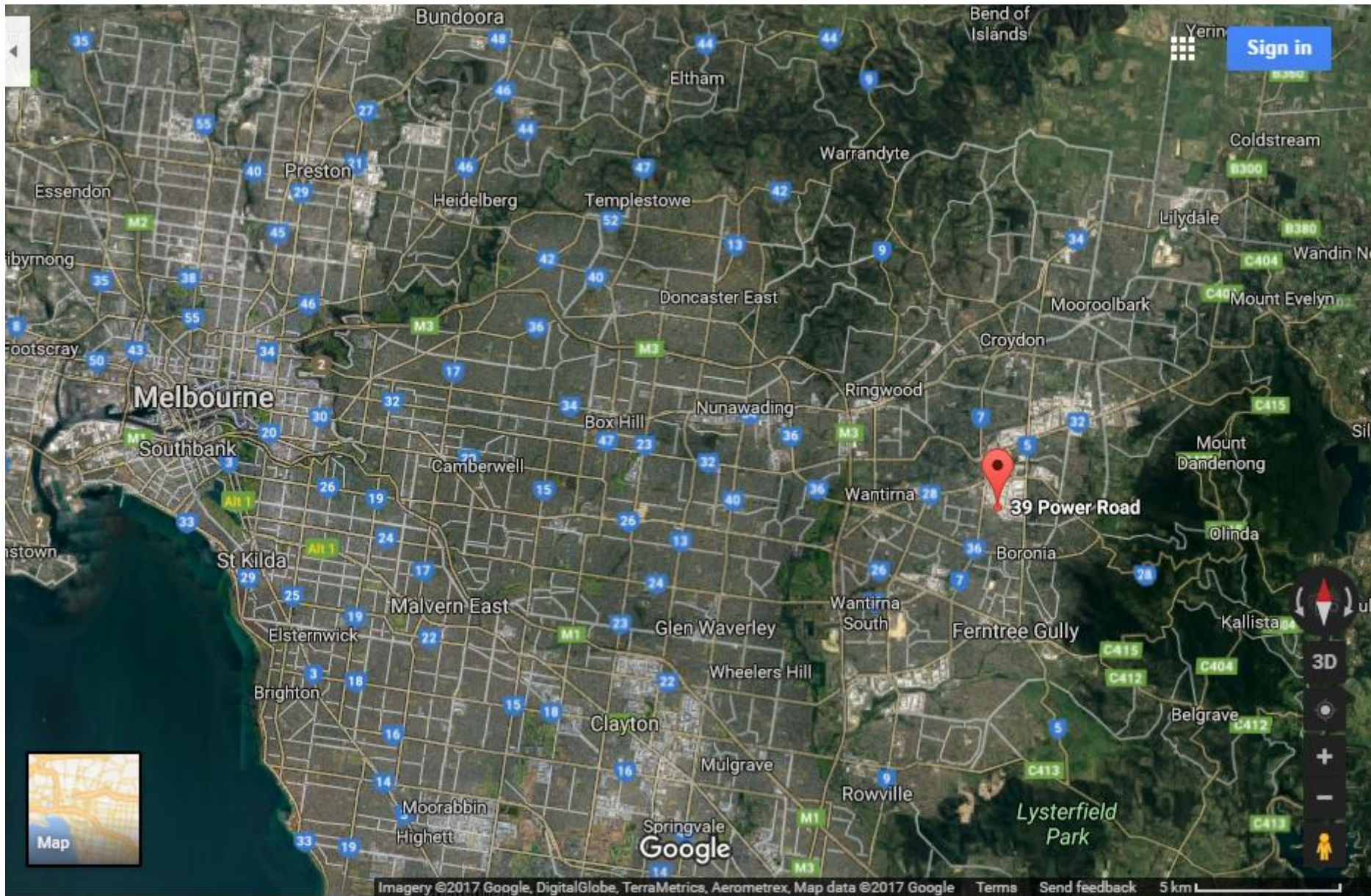
Unit 4 Internals

Unit 5



Deal Analysis Outline

- Location Review
- Tenant Review
- Identify Potential Deal Strategies
- Calculate Potential Purchase Price – Capitalisation & Comparison Methods
- Determine Potential to Increase Rent & Impact on Value
- Determine Potential of Strata Title & Impact on Value
- Revalue Potential to Release Equity

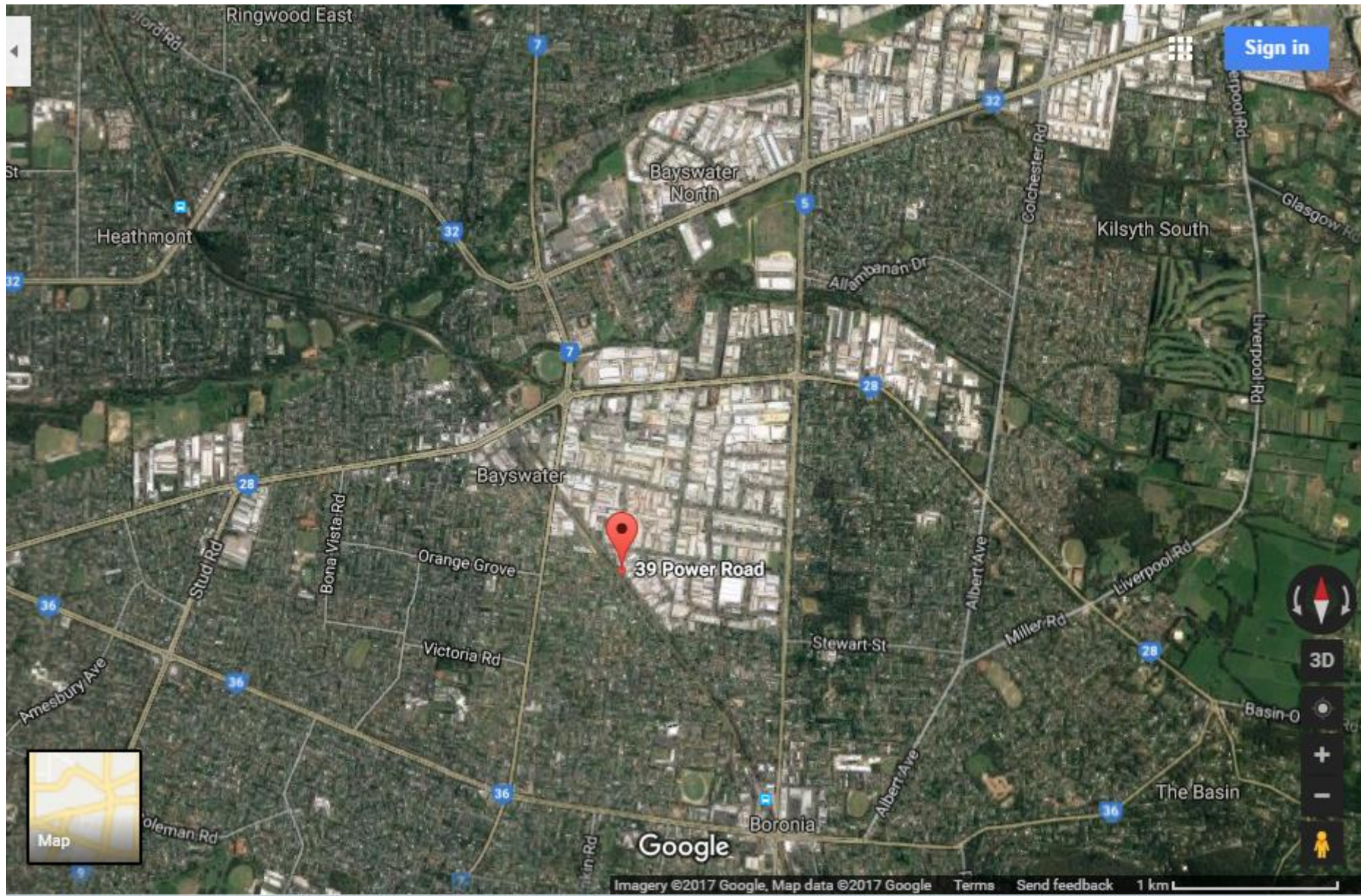


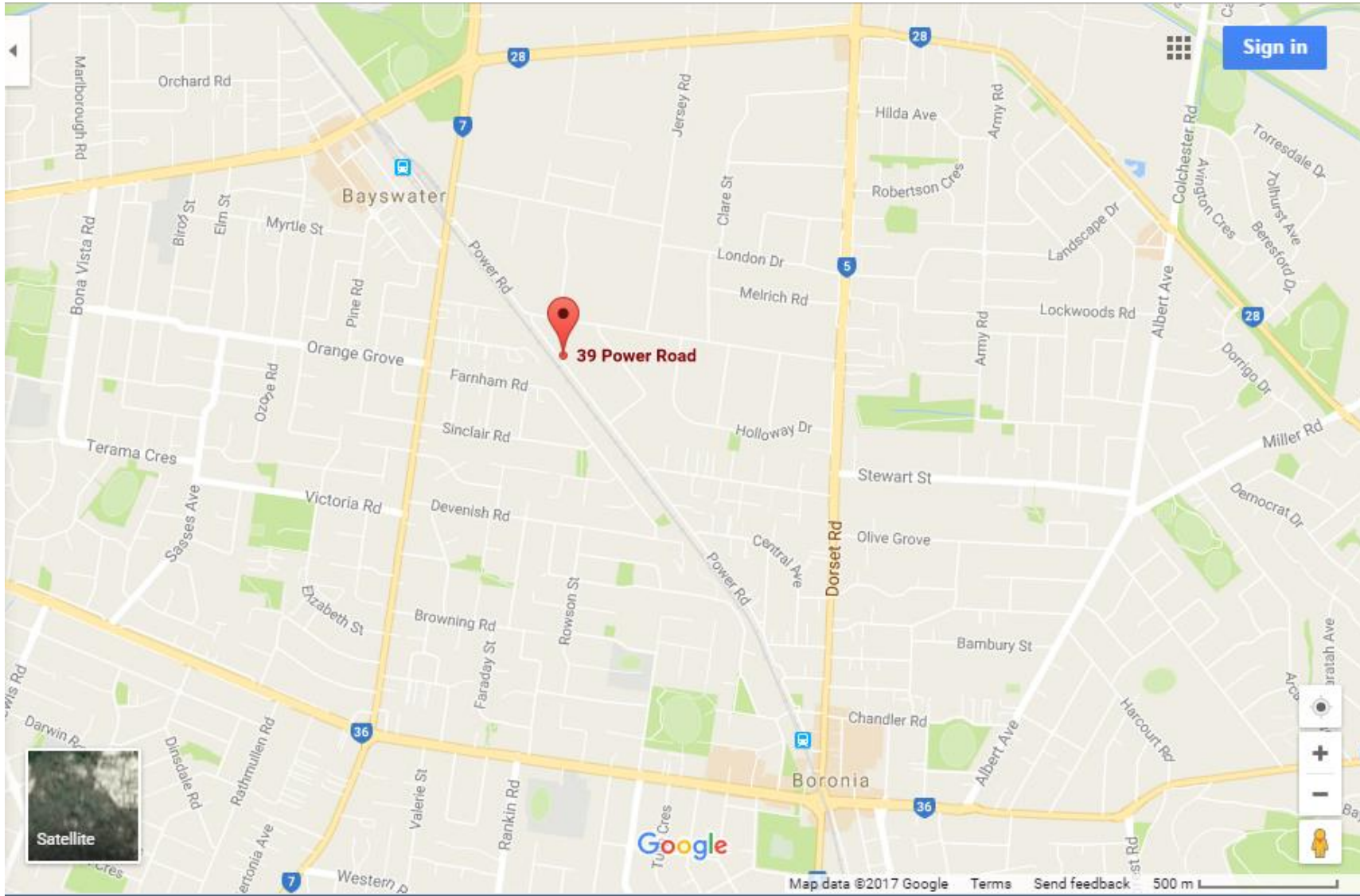
Location:

39 POWER RD

BAYSWATER

MELBOURNE





1a. Activity – Location Review

- On your table – review the location & summarise the characteristics

Location Characteristics

Melbourne CBD – 28km

800m to Bayswater commercial centre

Land locked industrial estate

Well established & fully developed industrial estate

Easy access to Eastlink Freeway – CBD & suburb access

Main road exposure = Exposure

Across road = railway line & residential

Train stations x2 near by

On edge of industrial estate

1b. Activity – Location Review

D = Demand Affected
S = Supply Affected

- Group Discussion – Contrast the location characteristics

Location Characteristics		Contrast
Melbourne CBD – 28km		
800m to Bayswater commercial centre		
Land locked industrial estate		
Well established & fully developed industrial estate		
Easy access to Eastlink Freeway – CBD & suburb access		
Main road exposure = Exposure		
Across road = railway line & residential		
Train stations x2 near by		
On edge of industrial estate		

1b. Activity – Location Review

D = Demand Affected
S = Supply Affected

- Group Discussion – Contrast the location characteristics

Location Characteristics		Contrast	
Melbourne CBD – 28km	✓	Smaller population	D
800m to Bayswater commercial centre			
Land locked industrial estate			
Well established & fully developed industrial estate			
Easy access to Eastlink Freeway – CBD & suburb access			
Main road exposure = Exposure			
Across road = railway line & residential			
Train stations x2 near by			
On edge of industrial estate			

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- Group Discussion – Contrast the location characteristics

Location Characteristics		Contrast	
Melbourne CBD – 28km	✓	Smaller population	D
800m to Bayswater commercial centre	✓	Isolated from business district	D
Land locked industrial estate			
Well established & fully developed industrial estate			
Easy access to Eastlink Freeway – CBD & suburb access			
Main road exposure = Exposure			
Across road = railway line & residential			
Train stations x2 near by			
On edge of industrial estate			

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Location Characteristics		Contrast	
Melbourne CBD – 28km	✓	Smaller population	D
800m to Bayswater commercial centre	✓	Isolated from business district	D
Land locked industrial estate	✓	Near vacant land = future expansion	S
Well established & fully developed industrial estate			
Easy access to Eastlink Freeway – CBD & suburb access			
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Across road = railway line & residential			
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On edge of industrial estate			

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Well established & fully developed industrial estate	✓	New estate = vacant land/new buildings	S
Easy access to Eastlink Freeway – CBD & suburb access			
Main road exposure = Exposure			
Across road = railway line & residential			
Train stations x2 near by			
On edge of industrial estate			

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Well established & fully developed industrial estate	✓	New estate = lots vacant land/new buildings	S
Easy access to Eastlink Freeway – CBD & suburb access	✓	Long distance to highway/motorway	D
Main road exposure = Exposure			
Across road = railway line & residential			
Train stations x2 near by			
On edge of industrial estate			

1b. Activity – Location Review

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Easy access to Eastlink Freeway – CBD & suburb access	✓	Long distance to highway/motorway	D
Main road exposure = Exposure	✓	Poor exposure	D
Across road = railway line & residential			
Train stations x2 near by			
On edge of industrial estate			

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D = Demand Affected
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- Group Discussion – Contrast the location characteristics

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Easy access to Eastlink Freeway – CBD & suburb access	✓	Distance to highway/motorway	D
Main road exposure = Exposure	✓	Poor exposure	D
Across road = railway line & residential	✓	Isolated location	D
Train stations x2 near by			
On edge of industrial estate			

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Across road = railway line & residential	✓	Isolated location	D
Train stations x2 near by	✓	Difficult to access	D
On edge of industrial estate			

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- Group Discussion – Contrast the location characteristics

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Easy access to Eastlink Freeway – CBD & suburb access	✓	Distance to highway/motorway	D
Main road exposure = Exposure	✓	Poor exposure	D
Across road = railway line & residential	✓	Isolated location	D
Train stations x2 near by	✓	Difficult to access	D
On edge of industrial estate	✓	Middle of estate = competition?	S

PROPERTY LISTING**SECURE,SOLID INVESTMENT OPPORTUNITY**

AUCTION 12TH OF AUGUST ONSITE MIDDAY

[Print Page](#)

- Solid Investment Opportunity
- 5 Separate tenants 1 title
- Long standing tenants
- Good rental return
- Land Area: 1946m²
- Building Area: 950m²
- Current net rental of \$56,451

Property Details

Address: 39 Power Road, BAYSWATER, VIC 3153
Property ID: 8754

Component	Building Area (m ²)	Land Area (m ²)	Rental PA	Sale Price
Investment	950m ² ((5 Seperate Tenancies))	1946m ²	\$55,700.00	n/a

[All amounts are expressed as GST exclusive.]

Contact**Nick Driffin**E-mail: nick@appleby.com.au

Phone: 03 8727 9554

Mobile: 0407 058 223

Philip LeesonE-mail: phil@appleby.com.au

Phone: 03 8727 9555

Mobile: 0417 389 514

**Features**

Occupancy	Tenanted: 5 seperate tenancies	Zoning	INDUSTRIAL 1	Commenced	VARIOUS
Yield	APPROXIMATELY 7%	Lease Term	VARIOUS	Bonds / Guarantees	VARIOUS
Rent Review	ANNUAL	Car Spaces	YES	Availability	
Condition		Air Conditioning		Roller Doors	YES
Floors		Lifts		Sprinklers	
Height		Age		Car Parking Fees	NIL

Outgoings

Outgoings Payable	BY TENANT	Water Rates
Land Tax		Council Rates
Body Corporate / Insurance		Other Charges

Comments

GOING CONCERN FOR GST PURPOSES

20 Station Street, Bayswater, VIC 3153
Telephone +61 3 8727 9555 Facsimile +61 3 9729 3511
Email nick@appleby.com.au

Agent IM = Information Memorandum

NET RENTALS - 39 POWER ROAD						
	FACTORY 1	FACTORY 2	FACTORY 3	FACTORY 4	FACTORY 5	
GROSS RENT	\$12,757.56	\$12,385.85	\$15,187.92	\$12,831.96	\$16,101.71	
LESS OUTGOINGS	\$2,233.33	\$2,233.33	\$2,992.20	\$2,537.87	\$3,006.28	
NET RENTAL	<u>\$10,524.23</u>	<u>\$10,342.20</u>	<u>\$12,195.72</u>	<u>\$10,294.09</u>	<u>\$13,095.43</u>	
OUTGOINGS - 39 POWER ROAD BAYSWATER						
	FACTORY 1	FACTORY 2	FACTORY 3	FACTORY 4	FACTORY 5	
WATER RATES	\$419.10	\$419.10	\$568.73	\$494.55	\$621.71	
COUNCIL RATES	\$1,197.00	\$1,197.00	\$1,693.00	\$1,369.00	\$1,614.00	
INSURANCE	\$317.23	\$317.23	\$430.47	\$374.32	\$470.57	
ESSENTIAL SAFETY & FIRE	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	
TOTAL OUTGOINGS	<u>\$2,233.33</u>	<u>\$2,233.33</u>	<u>\$2,992.20</u>	<u>\$2,537.87</u>	<u>\$3,006.28</u>	
	FACTORY 1	FACTORY 2	FACTORY 3	FACTORY 4	FACTORY 5	
LEASE TERM	MONTHLY	MONTHLY	MONTHLY	MONTHLY	MONTHLY	
FACTORY SIZE	158m2	160m2	214m2	186m2	234m2	
OCCUPATION COMMENCED	Dec-06	Dec-02	Mar-04	Aug-01	Nov-97	
USE	STEEL	SILVER	METAL	METAL	STORAGE	
	FABRICATION	PLATING	FABRICATION	POLISHING	MACHINERY	

2. Activity – Tenant Review

- On your table – review the tenancies

Tenant Review

2. Activity – Tenant Review

- On your table – review the tenancies

Tenant Review

All long standing tenants

Month by month leases not great for income security = poor WALE

Month by month leases good when wanting flexibility to upgrade tenant / tenant terms

Month by month leases good when selling to potential owner occupier (vacant possession)

Chemical usages may be hazardous & check if approved usages

Rents not reviewed recently?

❖ WALE =

Weighted Average Lease Expiry (weighted average lease term remaining to expire across a multi tenanted property). WALE of 1 year = higher risk of vacancy in short term e.g. the avg lease term = 1 year. Weighted by rental income or square meters. Valuers will calculate

3. Activity – Potential Deal Strategies

- On your table – Review photos & list potential deal strategies – cash flow & value

Potential Strategies

3. Activity – Potential Deal Strategies

- On your table – Review photos & list potential deal strategies – cash flow & market value

Potential Strategies

Increase rent to market value

Convert to term leases & improved terms

Renovate

Strata title into 5 lots

Rent additional hardstand areas

Identify additional lettable space (Lease area vs survey area)

Billboard on roof to advertise to adjacent commuter train-line – retain air rights

Install solar on roof & sell power to tenants

4. Activity – Determine Potential Purchase Price

- Auction = no list price!
- 2 Methods to determine market value:
 - ❖ Primary = Capitalisation Method
 - ❖ Secondary = Comparison Method

Capitalisation Method - Determine Potential Price

○
$$\text{Market Value} = \frac{\text{Net Annual Income}}{\text{Area Capitalisation (Cap) Rate}}$$

- ❖ A) Determine Net Annual Income (From IM)
- ❖ B) Determine Area Cap Rate (Research Comparables & Opinions)
- ❖ C) Calculate Market Value

4A. Activity – Calculate Net Annual Income

- Net Annual Income = Gross Annual Rent (Excl. GST) – Annual Outgoings (Excl. Interest)
- Calculate from IM

❖ **Answer:**

$$\$69,265.00 - \$13,003.01 = \$56,261.99$$

- Pick the Agents Error!!
= \$189.68

- Must Double Check EVERYTHING

NET RENTALS - 39 POWER ROAD					
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4B. Activity – Determine Area Cap Rate

- **Cap Rate = Subjective figure for an area & property class**
- List ways to determine the cap rate:
 - ❖ Commercial agents opinion
 - ❖ Valuers opinion
 - ❖ Calculate from comparable sales data – average of yield %

Comparable Sales Data:

UNIT 17 / 200 Canterbury Road, BAYSWATER VIC 3153		
Sale Date	September 2014	Assumed Net Rent = \$16,575 pa
Sale Price	\$255,000	
Area (sqm)	Building	
	187	
A circa 1980's warehouse with 4.5m clearance and good quality purpose built fully glazed office.		



2/6 Clare St, Bayswater VIC 3153		
Sale Date	July 2014	
Sale Price	\$475,000	
Area (sqm)	Building	
	588	
A circa 1980 semi-detached brick warehouse with roller shutter door and basic office being situated at the rear of a multi-unit development. The Clare Street continues as Corporate Boulevard located to the east of Dorset Road. The premises sold with a 3+3+3 year lease commenced May 2012 with a current rent of \$34,183 pa. equating to \$58/sq.m.		



Comparable Sales Data:

12/24 Longstaff Rd, Bayswater VIC 3153		
Sale Date	August 2014	
Sale Price	\$1,080,000	Assumed Net Rent = \$70,200 pa
Area (sqm)	Building	
	940	
<p>A circa 2000's warehouse/office located at the rear of a strata industrial development. The warehouse comprises approximately 820 sqm and the office 120 sqm. The property also features a separate warehouse supervisors office, male and female amenities and electric roller shutter door.</p>		



UNIT 4 / 19 Scoresby Road, BAYSWATER VIC 3153		
Sale Date	July 2014	
Sale Price	\$409,000	
Area (sqm)	Building	
	433	
Rate (\$/sqm)	Building	
	\$945	
<p>A circa 1970 attached brick low clearance warehouse situated at the rear of a multi-unit development. Sold with a month to month tenancy in place. The property is leased for an annual rental of \$22,464 (\$52/sqm).</p>		



4B. Activity– Calculate Area Cap Rate from Comparables

- Cap Rate is the range of yields for comparable properties in area
- Activity - Calculate yield from comparables data
- **Yield (%) =** (Net Annual Income / Market Value) x 100

Address	Net Annual Income	Sold Price	Calculation	% Yield
17/200 Canterbury Rd				
2/6 Clare St				
12/24 Longstaff Rd				
4/19 Scoresby Rd				

4B. Activity– Calculate Area Cap Rate from Comparables

- Cap Rate is the range of yields for comparable properties in area
- Activity - Calculate yield from comparables data
- Yield (%) = (Net Annual Income / Market Value) x 100**

Address	Net Annual Income	Sold Price	Calculation	% Yield
17/200 Canterbury Rd	\$16,575	\$255,000		
2/6 Clare St	\$34,183	\$475,000		
12/24 Longstaff Rd	\$70,200	\$1,080,000		
4/19 Scoresby Rd	\$22,464	\$409,000		

4B. Activity– Calculate Area Cap Rate from Comparables

- Cap Rate is the range of yields for comparable properties in area
- Activity - Calculate yield from comparables data
- Yield (%) = (Net Annual Income / Market Value) x 100**

Address	Net Annual Income	Sold Price	Calculation	% Yield
17/200 Canterbury Rd	\$16,575	\$255,000	$(\$16,575 / 255,000) \times 100$	6.5%
2/6 Clare St	\$34,183	\$475,000	$(34,183 / 475,000) \times 100$	7.2%
12/24 Longstaff Rd	\$70,200	\$1,080,000	$(70,200 / \$1,080,000) \times 100$	6.5%
4/19 Scoresby Rd	\$22,464	\$409,000	$(22,464 / \$409,000) \times 100$	5.5%

- Summary range: 5.5% - 7.2%**

- Commercial Agents: 6% - 8%

- Assume: 7% Cap rate**

4C. Activity – Calculate Potential Purchase Price

- Market Value = Net Annual Income / Area Capitalisation
(Cap) Rate



4C. Activity – Calculate Potential Purchase Price

- Market Value = Net Annual Income / Area Capitalisation
(Cap) Rate
- $\$56,261.99 / 0.07 = \$803,742$ Round to \$800k!!

5. Comparison Method - Determine Potential Price

- Market Value = ^{C)} Square meter rate x ^{A)} rentable area ^{B)}

5a. Activity – Determine Square Meter Rate (Comparables)^{A)}

Address	Square Meter	Sold Price	Calculation	Sqm Rate
17/200 Canterbury Rd				
2/6 Clare St				
12/24 Longstaff Rd				
4/19 Scoresby Rd				

- Range in Sqm Rate: _____

5. Comparison Method - Determine Potential Price

- Market Value = ^{C)} Square meter rate x ^{A)} rentable area ^{B)}

5a. Activity – Determine Square Meter Rate (Comparables)

Address	Square Meter Area	Sold Price	Calculation	Sqm Rate \$/m ²
17/200 Canterbury Rd	187	\$255,000	\$255,000/187	\$1,364
2/6 Clare St	588	\$475,000	\$475,000/588	\$808
12/24 Longstaff Rd	940	\$1,080,000	\$1,080,000/940	\$1,149
4/19 Scoresby Rd	433	\$409,000	\$409,000/433	\$945

- Range: \$808 - \$1,364/m²
- Agents: \$1200 - \$1300/m²
- Valuer: \$845/m² (due to age)

5. Comparison Method - Determine Potential Price

- Adopt \$845/m² rate
- **Market Value** = Square meter rate x rentable area
- _____

5. Comparison Method - Determine Potential Price

- Adopt \$845/m² rate
- **Market Value** = Square meter rate x rentable area
- \$845/m² x 952m² = \$804,440
- Therefore \$803k Capitalisation method vs \$804k Comparison
- Negotiated prior to auction & **contracted at \$800k!!!**
- Bank val came in at contract price \$800k (surprise surprise) based on the above 2 val methods

6. Activity – Determine if Rent is at Market Value?

- Calculate from IM – Deal Rental Rate
- Net Annual Rental (Excl GST) / Net Lettable Floor Area

NET RENTALS - 39 POWER ROAD					
	FACTORY 1	FACTORY 2	FACTORY 3	FACTORY 4	FACTORY 5
GROSS RENT	\$12,757.56	\$12,385.85	\$15,187.92	\$12,831.96	\$16,101.71
LESS OUTGOINGS	\$2,233.33	\$2,233.33	\$2,992.20	\$2,537.87	\$3,006.28
NET RENTAL	<u>\$10,524.23</u>	<u>\$10,342.20</u>	<u>\$12,195.72</u>	<u>\$10,294.09</u>	<u>\$13,095.43</u>
LEASE TERM	MONTHLY	MONTHLY	MONTHLY	MONTHLY	MONTHLY
FACTORY SIZE	158m ²	160m ²	214m ²	186m ²	234m ²
OCCUPATION COMMENCED	Dec-06	Dec-02	Mar-04	Aug-01	Nov-97
USE	STEEL	SILVER	METAL	METAL	STORAGE
	FABRICATION	PLATING	FABRICATION	POLISHING	MACHINERY

❖ **Answer: \$56,452/952m² = \$59.30/m²**

Comparable Rentals:

UNIT 1 / 10 London Drive,
Date Set - Term August 2015 -
Net Rental (\$/pa) \$21,580
Floor Area (sqm) 278

A clear-spanning semi-detached concrete block warehouse with basic amenities and 1st floor offices.



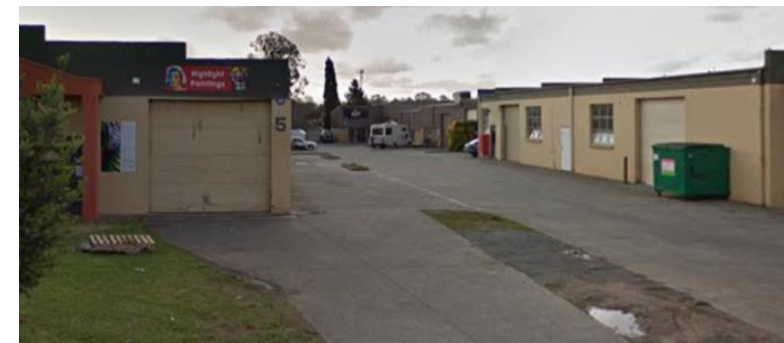
UNIT 5 / 100 Canterbury Road,
Date Set - Term July 2015 -
Net Rental (\$/pa) \$22,000
Floor Area (sqm) 321

A circa 1960's attached brick office/warehouse with roller shutter door access and 3 phase power. The property includes a storage mezzanine and basic amenities.



UNIT 2 / 5 Edelmaier Street,
Date Set - Term June 2015 -
Net Rental (\$/pa) \$15,600
Floor Area (sqm) 186

A circa 1970's low clearance attached warehouse with small office component, amenities, mezzanine and roller shutter door.



6. Activity – Calculate Market Rental Rates (Comparables)

- Rental Rate = Net Annual Rent (Excl GST) / Net Lettable Floor Area

Address	Net Annual Rent	Floor Area	Calculation	Rental Rate
U1/10 London Drv				
U5/100 Canterbury Rd				
U2/5 Edelmaier St				

- Range in Market Rental Rates: _____
- Deal Rental Rate = _____
- Is Deal Under Market Rent? _____

6. Activity – Calculate Market Rental Rates (Comparables)

- Rental Rate = Net Annual Rent (Excl GST) / Net Floor Area

Address	Net Annual Rent	Net Floor Area	Rental Rate
U1/10 Lond...	\$21,580	278	\$78
U...	\$22,000	321	\$69
U2	\$15,600	186	\$84

460 units leased on Realcommercial.com.au in Bayswater Jan 2014-Aug2015 = Demand!!!!

- Range in Market Rental Rates: \$69 - \$84/m²
- Deal Rental Rate = \$59/m²
- Is Deal Under Market Rent? YES!!!!

**4 Agents
Feedback:
\$70-\$85/m²**

7. Strategy 1 – Tidy Up & Increase Rent to Market Rent

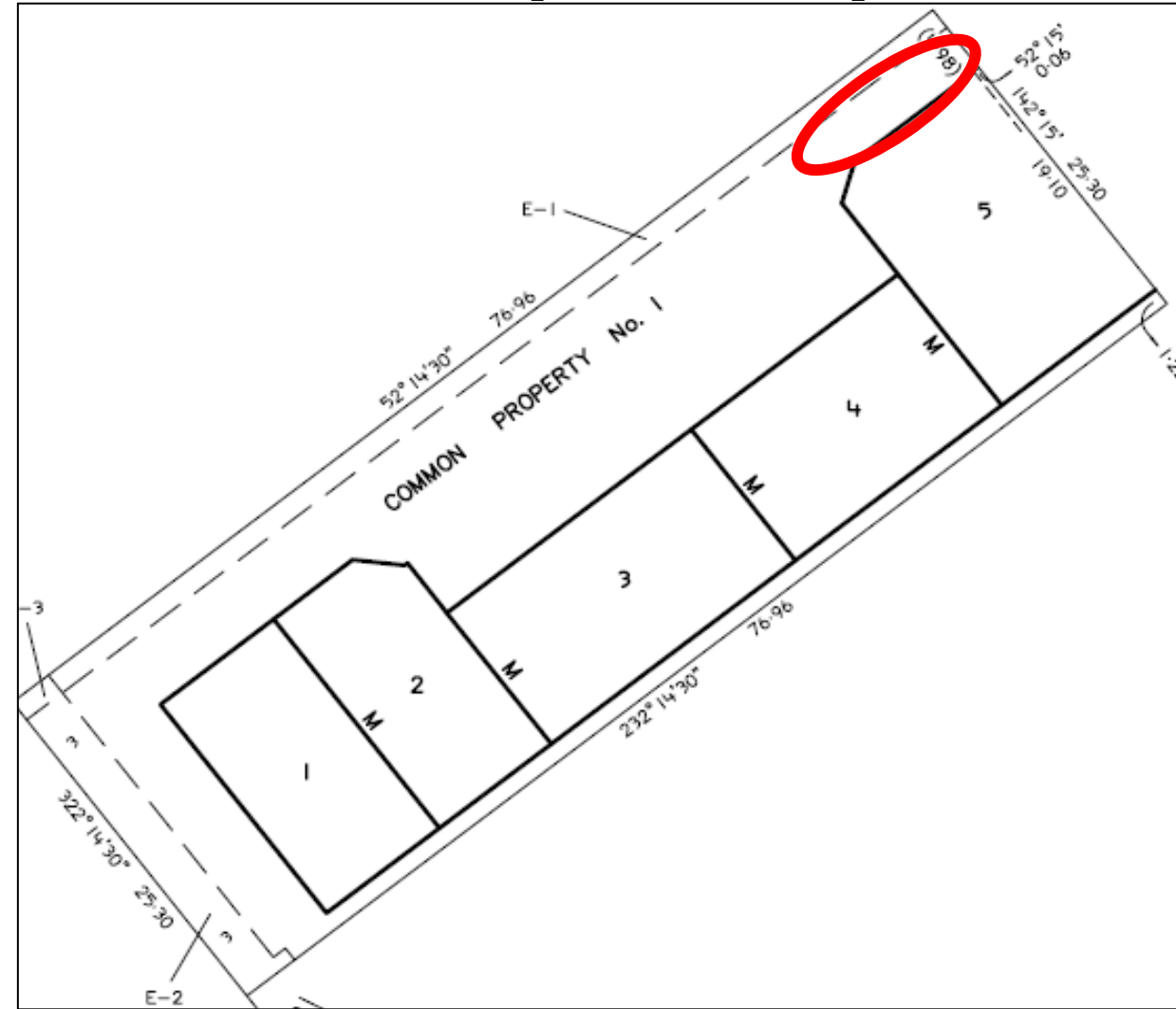


7. Activity – Calculate New Net Annual Income

- Targeting upper market rental rate = \$85/m²
- Net Annual Income = Rentable area x Rental Rate
- Answer: 952m² x \$85/m² = \$80,920/yr
- Increase in income? \$56,262 vs \$80,920 = Increase of \$24,658/yr

8. Strategy 2 – Rent Hardstand Area Separately

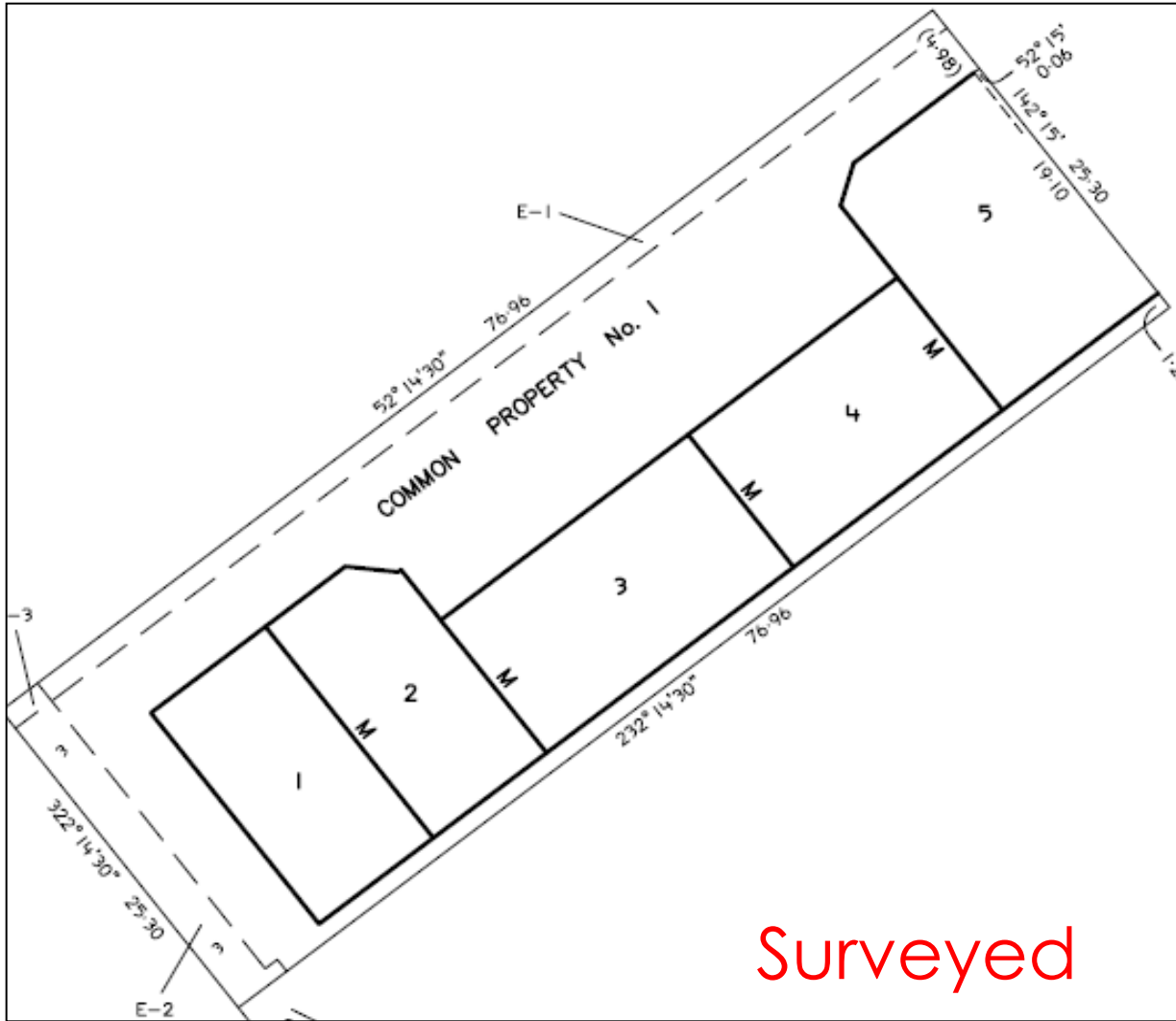
- 45m² hardstand area next to Unit 5 was being used by the tenant but not paid for
- Reclaim the hardstand area, fence off for exclusive use and rent to an existing tenant or new tenancy @ \$50/m²
- Additional Income?
 $45\text{m}^2 \times \$50/\text{m}^2 = \$2,250/\text{yr}$



9. Activity – Effect of Increased Income on Value

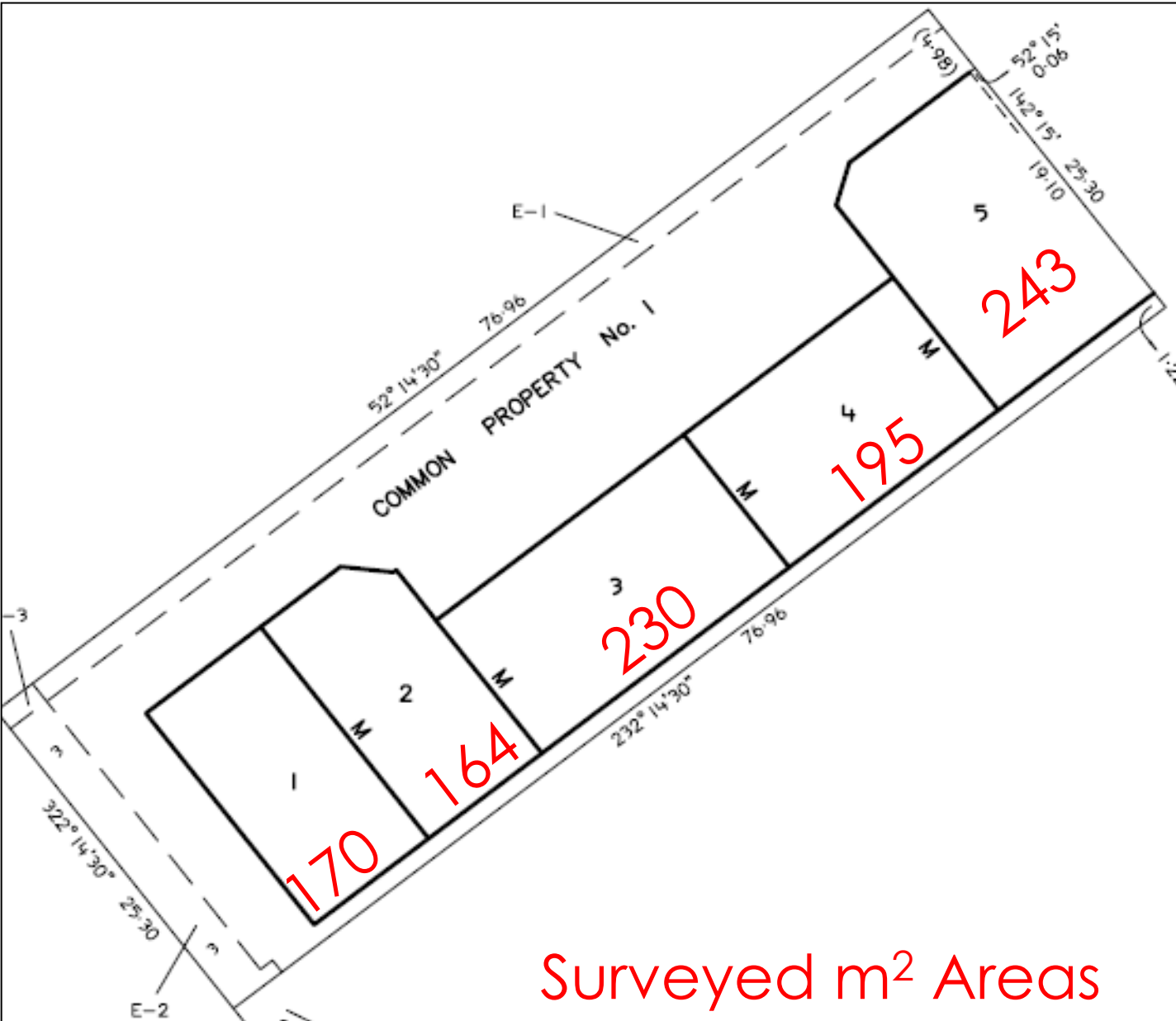
- Assuming Cap Rate = 6.25% (As per Val after Reno)
- Market Value = Net Annual Income / Area Capitalisation
(Cap) Rate
- Answer: $\frac{(\$80,920 + \$2,250)}{0.0625} = \$1,330,720$
- Potential** Increase in Value : $\frac{\$1,330,720 - \$800,000}{1} = \$530,720$!!!!

10. Strategy 3 – Strata Title into 5 Units (5 Lots)



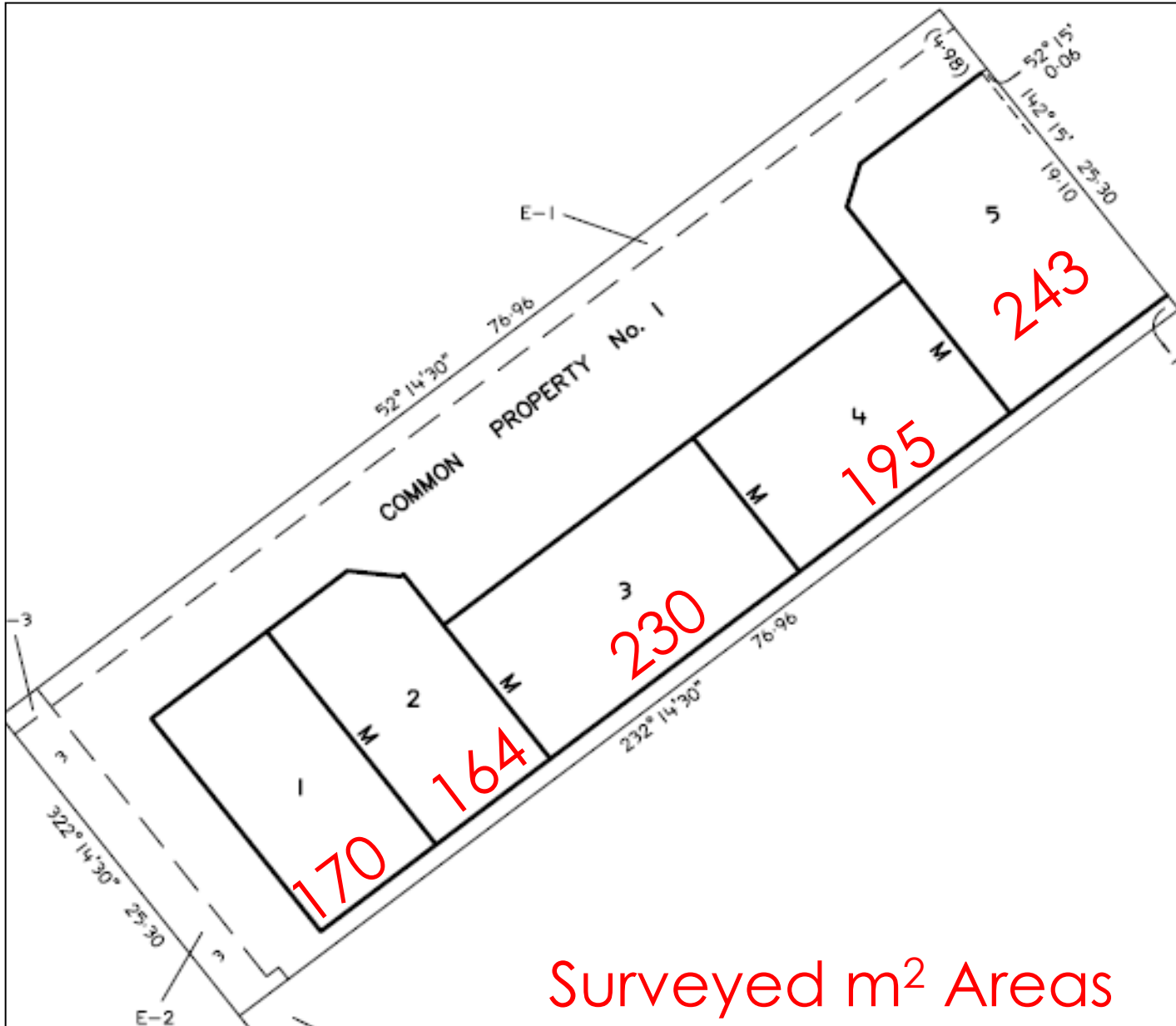
Fire Separation Works

10a. New Lettable Areas From Strata Survey Plan



Unit	m ²
Unit 1	
Unit 2	
Unit 3	
Unit 4	
Unit 5	
Total	

10a. New Lettable Areas From Strata Survey Plan



Unit	m ²
Unit 1	170
Unit 2	164
Unit 3	230
Unit 4	195
Unit 5	243
Total	1002

Sold as 952m² = Extra 50m²!!!!

10b. Activity - Potential Value Add From Strata Titling

- 4 local agents feedback: Queue of potential owner occupiers to buy individual factories if property was strata titled and sold separately (vs sold “In-one-line”)
- Also demand from SMSF investors for lower cost investments
- Comparison Square Meter Rates + Agents feedback + Valuer confirmation = \$1299 - \$1493/m²
- Valuer Adopted Post Reno: \$1477m² (vs \$845/m² on purchase!!)
- **Market Value = Square meter rate x rentable area**
- Answer: \$1477/m² x 1002m² = \$1,479,954 **= \$680k increase in val in 17mths!!!**

11. Activity – Will Revaluation & Refinance Recoup Owner Funds in the Deal?

Item	
Purchase Price = Bank Val	
Bank Loan @ 80%	
Owner Funds (20%)	
Purchase Costs	\$55,498
Strategy Costs	\$50,374
Total Owner Funds Contributed	

Item	
Bank Revaluation	
New Bank Loan@65%	
Existing Bank Loan	
Equity Release	
Owner Funds to Payback	
Additional Funds Released	

11. Activity – Will Revaluation & Refinance Recoup Owner Funds in the Deal?

Item	
Purchase Price = Bank Val (A)	\$800,000
Bank Loan @ 80% (B=A x0.8)	\$640,000
Owner Funds (20%) (C=A x0.2)	\$160,000
Purchase Cost	\$750,574
Strategy Cost	
Total Owner Funds Contributed (F=C+D+E)	\$265,872

Item		
Bank Revaluation (G)	\$1,480,000	
New Bank Loan @ 5%	\$962,000	
Bank Loan (B)	\$640,000	
Equity Release (I=H-B)	\$322,000	
Owner Funds to Payback (F)	\$265,872	
Additional Funds Released (I-F)	\$56,128	

All Owner Funds Paid Back Plus Extra \$56K Potentially Avail for Next Deal

QUESTIONS?