

I  VE WEEKLY
REAL ESTATE

WEDNESDAY

WEBINARS

WEDNESDAYS ON ZOOM 7PM SYDNEY TIME



How To Find A Deal For Subdivisions

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Ultimate Coach

Your “Cheat” To Finding Subdivision Sites



- You need 3 Data Points in order to work out if an area is suitable for subdivision
- 1) How much to pay for whole property?
- 2) How much can the subdivided land sell for?
- 3) How much can you sell the subdivided property for?

These Are The Figures You Are Looking For...



Median Price of the Area must be substantially higher than building cost



Subdivided Land should sell for around 50% of the Purchase Price



Subdivided New Property should sell for around if not more than Purchase Price

Caution

- Just because an Area matches the 3 Points we are looking for, doesn't necessarily mean that the Area will be profitable for subdivision
- It gives us an indication that we will need to carry on further Due Diligence as well as more Area Research to become an Area Expert
- You should also do at least 20 practice feasibilities in your 3 selected areas to make sure you know what a great deal looks like

By Finding These 3 Data Points We Are Going To Do Manual Grid Variance Analysis On A List Of Suburbs To Discover The Golden Area Where Subdivision Is Profitable

Here Are The Team You May Need

- Council Town Planner (to learn more about the area and requirements)
- Private Town Planner
- Land Surveyor
- Lawyer who deals with Titles and Subdivision
- Lawyer who deals with contracts
- Mortgage Broker who is familiar with Subdivision and Construction
- Civil Engineer
- Hydrologists
- Plumbers in Civil Works
- Electricians in Civil Works
- Arborists
- Soil Engineers
- Draftsman

Hot Tip: Find a company that employs multiple of these professionals in the one company, especially for your first deal.

This will save you from having multiple communication points on trying to get things done.

Here Are The Tools You Will Need

- Free Map Tools – Radius Around Australian Postcode
- Your favourite Spreadsheet Program (Excel or Google Sheets)
- Realestate.com.au or Domain.com.au
- Hot Property Finder

Let's Do A Live Demonstration Using The Tools Listed...

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