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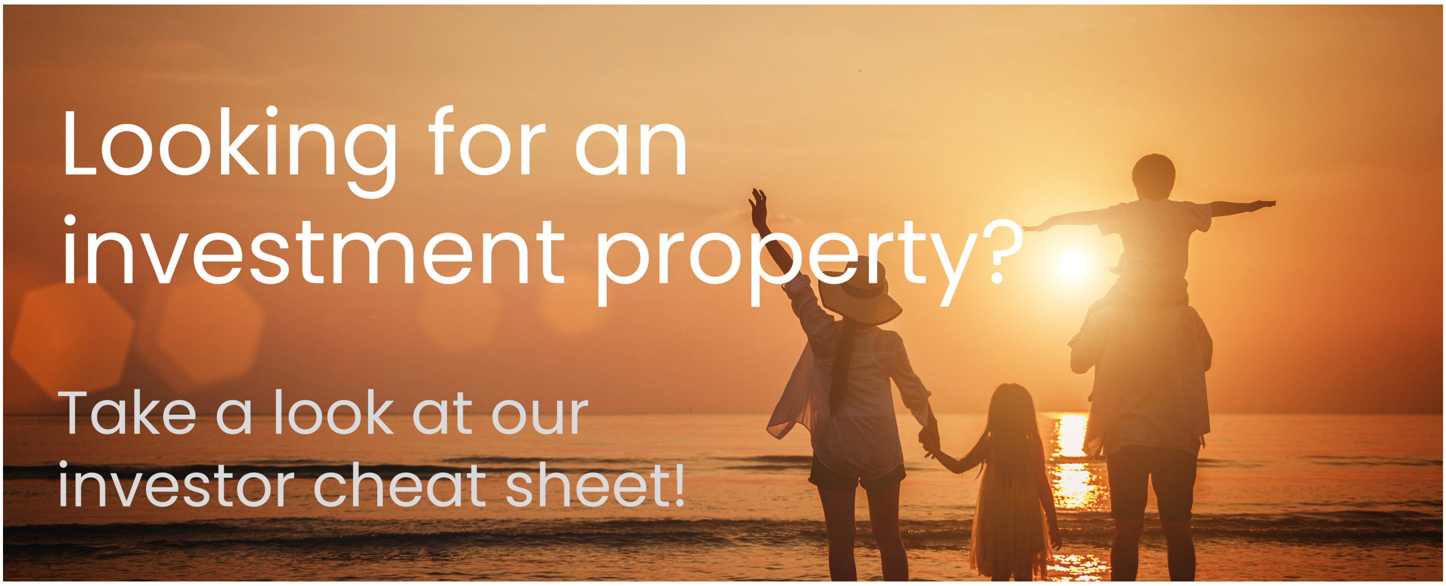

Looking for an investment property?

Take a look at our investor cheat sheet!

Use this cheat sheet to help find the best property for your property investment goals: things to watch out for, tips and tricks that have helped us secure properties in the past.

What's next?	Why do we need it?
1. Define Your Goals 	• Short-term vs. long-term investment • Rental yield or capital growth focused • Type of property (residential, commercial, etc.)
2. Budget and Finance 	• Assess your financial capacity - have a chat with your mortgage broker to understand exactly how much you can borrow • If appropriate, secure preapproval for a mortgage • Factor in additional costs (stamp duty, legal fees, etc.) - general rule of thumb is an additional 5% to the purchase price.

What’s next?	Why do we need it?
3. Research the Market 	• Study property market trends • Identify growth areas, looking at metrics like location and lifestyle factors, demographics, development plans in the area • Understand the rental demand in the area.
4. Selecting the property 	• Decide on property type (house, apartment, townhouse, etc.) • Consider location (proximity to amenities, schools, public transport) • Evaluate the property's condition and potential for appreciation.
5. Due Diligence 	• Conduct a professional building & pest inspection (for a standalone house) or strata report (for an apartment / strata property) • Review local council plans for the area • Understand the tax implications of your investment.

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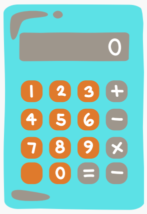
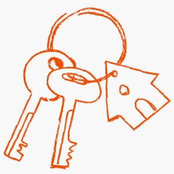
What’s next?	Why do we need it?
6. Calculate expected cash flow 	• Calculate cash flow of the property, by estimating ongoing costs (maintenance, property management, etc.) and expected rental income from the property. Ask us for a copy of our cash flow calculator. • Gross yield = weekly rent x 52 / price of property. e.g. $500 rent on a property worth $500k is $500 x 52 / $500,000 = 5% yield • Consider vacancy rates in the area. The lower it is, the easier it'll be to rent out.
7. Legal and compliance 	• Engage a solicitor or conveyancer • Ensure compliance with local laws and regulations • Check for any strata or community scheme obligations, including presence of a sinking/maintenance fund
8. Property management 	• Decide if you'll self-manage or hire a property manager • Understand landlord responsibilities • Ensure appropriate insurance coverage
9. Exit strategy 	• Plan for how you'll eventually exit the investment • Consider scenarios for selling or holding long-term

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So you've found a great property! What's next?

Next steps	☐ Ask for a contract of sale if you're interested in the property. Ask your conveyancer to review the contract of sale if you're serious about making an offer on the property.
Making an offer	☐ If you're interested in the property, best way to show interest is to ask questions, and make an offer. You can put a time limit (e.g. 48 hours) on the offer if you're putting your best offer in, and be prepared to walk away if it's not accepted. ☐ Build good rapport with the agents. This doesn't mean skipping your due diligence or oversharing, but being courteous and a good human being can often be helpful as an 'easy to deal with buyer' when they're looking at similar offers. ☐ Beyond price: what motivates the owner? Think of how you can help them and what they can do in return: ▪ Does the owner want to sell quickly? You can negotiate lower price for quicker settlement. ▪ Does the owner want to leave garbage (broken furniture, etc)? You may lower price to deal with their garbage. ▪ Do they want to rent it back while they look for another home?
Strata properties	☐ Obtain a strata report through your conveyancer. Ensure you're aware of the ongoing costs and any potential issues that require repairs.

Note: every investment journey is unique, and this checklist is a general guide. If you have specific questions please get in touch with us directly.

📧 justin@ggloans.com.au
🌐 www.ggloans.com.au
📷 www.instagram.com/gg__loans/