

How to Profit from Property Tips

7 Steps...

1 – Choosing What to Buy

1. Buy well; grab a bargain (worst house, Best Street, location, location)
2. Always buy with a view. Ocean, river, city or park – great for resale
3. Buy land that can be subdivided
4. Buy duplex or subdividable land and renovate existing house and subdivide block and sell block
5. Buy off the plan (selectively) great way to get future growth with minimal cash down
6. Buy land before titles are due then do back to back settlement (if land developers allow) – easy cash no mortgage repayments only a small deposit down
7. Build Spec homes with reliable, fast value for money builder and sell to 1st home owners market. Easy cash, easy process, builder takes care of most of it and you can use in-house designers to help you select finishing's

2 - Negotiating

1. Negotiate with cash offers for low price
(get your bank or mortgage broker to give pre approval so you can offer cash, knowing the finance is approved)
2. Play the game with the agent; get him so sell your story to the owner
 2. Write 'First and final' on the offer (creates power and that you mean business)
 4. Use private lenders
5. Use options to buy so you do not use your own cash

3 - Renovate to Add Value

There are many cost effective ways to create great looks

1. Create 'WOW' factor, make it look a million \$ without breaking the budget

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2. Dress the room; it should be a stage. Stage the scene to create the right feeling, mood and ambience

3. Hire the right furniture to match the house or you will devalue the property.
4. Kitchens and bathrooms are the main areas in your house that help you to sell.
5. Its just cosmetic, new paint, carpets, etc. everything has to flow and not be mismatched.
6. Declutter – this add space and size and makes it more appealing to the eye

4 - Renovate FAST

1. Go in hard and fast, renovate quick 2 weeks flat!
2. Why? - You get a new home fast
3. How? Renovate while you're not living there. That way you maximise time and profit fast. When you live in home and renovate around it, the jobs never get finished.
4. You increase value on your property so you can get it revalued
5. If you need to sell quickly, your are ready to go on the market

5 - Build a Property Portfolio

1. Use the equity to borrow against and buy another and then continue this strategy using equity to buy more to build your portfolio.
2. Renovate and sell then keep rolling your cash on to the next project –
3. Buy, renovate, flick (sell) or
4. Buy, renovate, hold (rent out – someone pays your mortgage)
5. This gets your snowball rolling. The more you roll it, the larger the snowball gets and so do your portfolio and your wealth
6. Expand your strategies, mix up with reno's, buying off the plan, building, subdividing and test a few options, then streamline what works for you.

4 - Tips to Borrowing

1. Don't be scared to borrow. Borrow as much as the bank will let you.
2. Get a good creative mortgage broker
3. Mix your loans up, don't keep them with one bank
4. Spend up to the maximum amount you can borrow, remember the value of the house is relative to the profit if you follow the basic principles.
5. Roll your equity to purchase more

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6. Use private lenders
7. Buy on option for a creative different approach

5 - Tips to Buying

1. Buy for a bargain, add value, sell in a good market to maximise growth.
2. Buy off the plan so you can attain property that will go up whilst it's being constructed yet you don't have to make mortgage repayments. (caution when choosing the right ones)
3. Don't put down a deposit and tie up your cash, use deposit bonds. These are tax deductible and keep the cash in your bank so you can use it to acquire other properties in the meantime.
4. Put cash offers down (not subject to finance) and get the finance close to completion, that way you will have bought and sold some in the meantime making cash as well the values going up in the timeframe and you will be in a better position to borrow more.
5. If you can't get finance, on-sell so you don't have to come up with finance and show the offer to the bank so they secure you if need be based on the offer.
6. Then do a back to back settlement and on-sell property on completion and take your profit out or keep it and rent it out
7. Make sure there is a sunset clause when buying off the plan so you can get out of the deal if the developer doesn't deliver on time
8. Acquire properties on subdividable land where you can retain the house at the front, renovate, add value and then subdivide the back garden into a block and sell. This is money for jam.
10. Hold the property for 12 months to half the cap gains tax on the land
11. Buy, renovate and sell, keep your cash rolling around.

6 - Creative Buying Methods

1. Buy homes on option (this is how Donald Trump went from being \$900 million in debt To being worth 7.24b today) Options are about taking control not ownership of a property and be the dealmaker, you take the cash with no money down of your own
2. Use private lenders to fund your purchases or renovations, if you can't borrow more from the banks. You will pay private lenders a higher interest rate or share of the profit for their loan but make the interest payable at the end of the project when the property is sold and you have made the profit.
3. Do Back to back settlements

7 – Mindset Tips

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1. Don't be scared to buy above your means but make sure you are taking calculated risks so you know when a pending settlement is coming up, you can either get finance, if you can't make sure, you have something to sell or on sell in back to back settlement or get private lenders to come in and give them a share of the profit if you have gotten stuck.
 2. There are many ways to come up with finance even when you think you can't get it. It just takes a bit of creative manoeuvring; making sure you can move or roll your properties or cash around to juggle the finances
(*please note, these tips are based on your calculated risks. I hold no liability if something goes wrong). These are principles and calculated risks I have used to become a millionaire out of property but you play at your own risk.
 3. If you're sure of your game and your game plan is set and a solid one and if you follow the basic principles of buying well, renovating, selling well, you should have no problem.
 4. It's all about being a bit creative and using the resources you have available to your advantage.
 5. You don't get anywhere in life without taking calculated risks.
 6. Speak to experts and people in the industry and gather knowledge
 7. Innovate and change strategies to adjust to the market
 8. Just get started.
 9. Don't worry about whether it's a good or bad market. It's all relative. You buy in a good market; you sell in a good market. You buy in a bad market; you sell in a bad market.
 10. If you make a mistake, don't fret, most entrepreneurs lose before they get huge. 12. Swallow the bitter pill and your drive and determination will force you to make it up on the next venture.
 11. Get smarter and wiser and keep rolling. Obstacles are there to make you learn.
 12. Attend property and personal development seminars so you can learn. Knowledge is power!
(click here to register for our property seminars)
 13. Don't put off tomorrow what you can do today. No one becomes a millionaire by doing nothing!
 14. Take action today and change your life for tomorrow.
 15. Just get started, procrastination is stagnation!
- Call us now and get going! 0409 909 695 or book a seminar and start learning today! The first step is to make the call...

Want To Learn More? [Click here to register](#)

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