





Investor's Tips and Tricks

Constant learning is an enjoyable aspect of my role. Talking to investors all day long and hearing the stories of their investment journey has given me great insight to grow my own knowledge. With the many different approaches and personalities I have dealt with along the way, I would like to share some tips and tricks I have learnt over the last 16 years in real estate. Clients have influenced some of these and some I have used myself to grow my investment portfolio.

-  Trust your gut, if it feels right and if the numbers work, buy it.
-  Rating valuations don't show the true value. Two identical properties side by side can have different rating valuations.
-  Have short and long-term strategies when purchasing.
-  Time in the market is more important than timing in the market.
-  You can't make gains without owning, don't delay in purchasing.
-  High-quality investment properties often only come to the market in hot markets. To secure these you have to be prepared to purchase in a rising market and often pay a premium, but long term it can pay off.
-  Buy the property you can afford not the perfect property and do it as soon as possible.



You never paid too much, you might have just purchased a year or two too early, time fixes most things.



It's easier to get ahead investing for the long-term, 10 years plus, shorter term is higher risk.



Double settlements can be a way to sell-on a property between confirmation and settlement, without having to hold it. If early access is granted you could renovate and sell prior to settlement, meaning you only own the property for a few hours.



Property managers are worth the cost, think of them like an insurance policy for tenants.



In 10 years, you won't regret spending the extra \$10,000 to own a property today. You will regret not owning later.



Being comfortable with buying at auction can reveal great prices.



Very early in my career I learnt not to judge what others purchased, I have often been surprised how different properties perform and everyone is on their own investment road.



Buy for your budget, not your tastes.



Buy what suits your personality, type and stress threshold.



There is an online calculator for everything, google it.



If you supply appliances you have to maintain them, even the ones left behind by previous tenants.



Find your niche and stick with it.



Open a bank account for each property when you start out. Make it easier to keep track of how your investment is performing.



If the banks approve your lending, don't waste the opportunity as there will be times when they won't lend.



Leverage is the key to investing, recycle your equity and purchase again as soon as possible.



Buy your first property as young as possible. Get into the property market, regardless of area, and upgrade from there.



Risks are easier to take in your 20s as you have more time to recover and less to lose if it all goes wrong.



Read Read Read, I am forever learning.



Add value and increase rent by creating bedrooms. Move the kitchen, laundry or bathroom in old layouts to create space.



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