



FINALE FOR 2019 PLANNING FOR 2020

**Welcome to The Commercial Property
Cashflow Webinar**

FAREWELL 2019 –YOUR PROPERTY JOURNEY

Let's take a moment to farewell 2019 and take stock of your property investing activities

Were you actively searching for your first or next commercial property? Yes / No



FAREWELL 2019 –YOUR PROPERTY JOURNEY

If NO...

- Were you keeping an eye on locations and yields in the areas you are looking to buy? Or In the areas you already have property in?
- If so... were you recording this information, in a document or spreadsheet?
- Was it financing or your deposit that prevented you from investing in 2019?
- Or was it finding the “right” property to start with or your next investment?
- Or were you procrastinating because you’re scared to get into this commercial investment without further guidance?

FAREWELL 2019 – YOUR PROPERTY JOURNEY

If Yes...

- What was the outcome of your search?
- Purchased - or No Purchase



FAREWELL 2019 –YOUR PROPERTY JOURNEY

If Yes... but no purchase...

What were the reasons that kept you from investing in commercial property this year?

- Finance and Deposit not there yet
- Right type of property- not found
- Right type of yield profile- not found
- Not clear on my strategy
- Still waiting for SMSF to be set up and that got in the way.
- Need more handholding or help

FAREWELL 2019 –YOUR PROPERTY JOURNEY

If Yes... and you purchased an investment property (or two...)

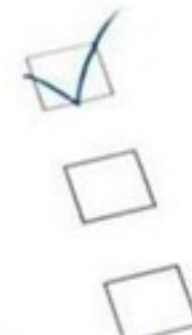
- Have you checked in to compare current comparable yields in your locality? Ie Keeping a pulse on your investment.
- How is your property tracking with tenant?
- Do you have a simple invoicing system? (<https://commercialpropertycashflow.com.au/masterclass-lessons-2/invoicing-tenants-on-autopilot-using-zoho-masterclass/>)
- Is it an uplift project that still needs your time and energy to complete
- Is it a vacant property that needs time and energy to find a tenant?
- Is it a flip property you are working on?

PLANNING FOR 2020

So depending on where you are at... with time, energy and finances

- How much deposit you still need... your finances...
- Whether you are in the middle of re-tenanting, flipping or uplifting and refurbishing...
- This will help direct your investing plan for 2020.

EXPRESSION

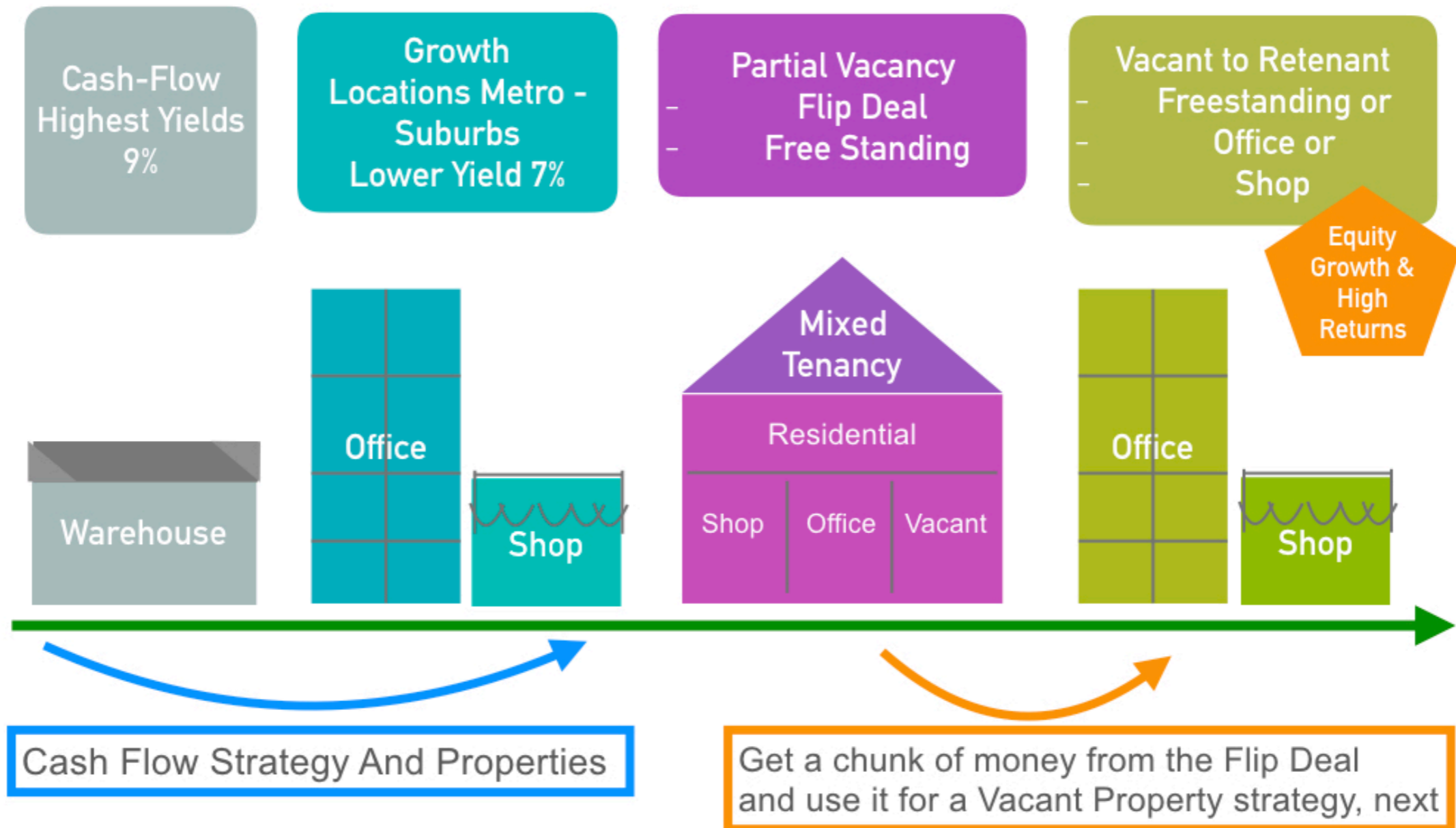


**OF
INTEREST**

PLANNING FOR 2020 – THINK STRATEGY

<https://commercialpropertycashflow.com.au/masterclass-lessons-2/property-investing-strategies/>

TYPICAL COMMERCIAL PROPERTY JOURNEY & STRATEGIES



PLANNING FOR 2020

So if it's about deposit & finances...

- What are you actively doing to save for your deposit?
- Have you considered purchasing in your SMSF? Speak to your accountant and Financial Adviser to assist with this
- Have you considered drawing in on the equity of other property you own, like your home, or an investment property?
- Have it valued by the bank and see what opportunities are there for you

PLANNING FOR 2020

So if it's about working on your current investment because it's a flip, or uplift or vacant...

- Have you put a timeline together for this project and how are you tracking it?
- How long before you would be in a position to invest in your next commercial property?
- Crunch the numbers - see what equity will be built up and by when eg... 3 years time... and have a plan to monitor the market closer to when you are ready to invest again.

PLANNING FOR 2020 – NEXT STEPS

If it's about needing further guidance, then....

- Make sure you put in your 2020 plan to attend Helen's **Bootcamps, or refresher Bootcamp...**
- And attend Helen's **Meetups** as often as you can.
- Tune into the fortnightly webinars (as you are)
- Access the content in the membership site for reference -
Course - Live recordings and past Webinars and Masterclasses

PLANNING FOR 2020 – NEXT STEPS

If it's about Not having time and wanting an expert to take this project on for you, then....

- You would most likely benefit from leveraging Helen's expertise and team directly, **to source a property for you-**
- So book a consultation with Helen by emailing helen@commercialpropertycashflow.com.au
- With the subject line: **Sourcing Help**

PLANNING FOR 2020 – NEXT STEPS

If you're waiting to hear more about Helen's Group Deals and jump on an opportunity then....

- Keep updated via your emails... At Helen's Meetups and Special Event days & Bootcamp... And on these webinars
- Go on Helen's waitlist by emailing helen@commercialpropertycashflow.com.au
- With the subject line: **Groups Deals Waitlist**

HELEN'S INSIGHTS

- Market Still very active towards Christmas Dec 2019
- Sydney still hot market and property going faster' Melb still hot as are outskirts- a little less competition
- Regional fringe QLD and Brisbane- Sunshine Coast all very Active and Hot- TWEED HEADS- BALINA- LISMORE (NSW)
- Between Gold Coast and Brisbane- under \$500K very hot- and many buyers- more cash offers for these
- Tenanted under \$1Million very hot in market
- No stock on these properties... many vendors will look to sell 2020- Pick up to selling in Feb

HELEN'S INSIGHTS

- Yield compressions to come- value go up... and yields down- because of lots of buying pressure
- Lots of Buyers coming over from resident property... up about 30%
- Accountants recommending commercial property captured to 3 to 5 years ago
- Regional cooling... in a few years this should bounce back if you want told out. As regional will give the 7% to 8%
- Port Macquarie - NSW
- 100 to 150km to CBD in Melbourne

HELEN'S INSIGHTS

- Get away from heated market- 3 to 4 bidders for these markets and properties
- Build relationships with Agents... for your particular area to get in soon.
- Helen has history with agents- helping them with stressed deals- This is GOLD- having Helen on your team and investing you time with the agents
- In 2020 looking at new group deals- maybe set and forget with slight upside with good yields
- Properties in Noosa multi-tenanted- could be a next group deal....Eg Gold Coast 6.5% yield at \$600K- but bigger properties will yield higher

HELEN'S INSIGHTS

- Looking more group deals at lower end eg \$25K to \$50K will be under a retail fund and lots of compliance for ASIC
- By end of January- Helen's team will be in full force again for you.
- **Townsville deal update-** Valuation happening next week- due diligence all covered- renegotiating tenant lease- offer for child-care centre to purchase portion in motion- what's the bank going to lend?... waiting Scaling back LVR to about 50% because group deal- waiting on this.
- **Ipswich development deal-** council want medical developments- strategy going on this now- waiting for costings and council requirements- this deal will go ahead- just waiting on these numbers - launch around Feb 2020

PODCAST **SUBSCRIBE**



Keep updated with Helen's Tips and Strategies on her Podcast channel...

Commercial Property Roadshow with Helen Tarrant

- <https://podcasts.apple.com/ph/podcast/commercial-property-roadshow-with-helen-tarrant/id1484804524?>

YOUTUBE ROAD-SHOW **SUBSCRIBE**

The screenshot shows the YouTube channel page for 'Commercial Property Roadshow With Helen Tarrant'. At the top, there is a banner with the channel name and five video thumbnails. Below the banner is the channel's profile picture, name, and subscriber count (186 subscribers). To the right of the name are 'SUBSCRIBED' and 'notification' buttons, both with green arrows pointing to them. Below the profile information are navigation tabs: HOME, VIDEOS, PLAYLISTS, CHANNELS, DISCUSSION, and ABOUT. Under the 'Uploads' section, there is a 'PLAY ALL' button and a row of five video thumbnails. Each thumbnail includes a title, duration, and view count.

COMMERCIAL PROPERTY ROADSHOW WITH HELEN TARRANT

Commercial Property Roadshow With Helen Tarrant
186 subscribers

SUBSCRIBED

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- How To Create \$72,000 per year in Passive Income &...**
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219 views • 2 weeks ago
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Keep updated with Helen's Tips and Strategies on her YouTube channel... **Commercial Property Roadshow with Helen Tarrant** - <https://www.youtube.com/channel/UCnw-fdCKbEScizdoTcGyDJw>



HIGH YIELD COMMERCIAL MEET-UP

Dates for 2020 Coming Soon- Email and Facebook Group