

# Welcome to The Commercial Property Cashflow Webinar



## GROUP DEAL UPDATE PLUS DEVELOPMENT CASE STUDY

# COOLIBAH GOLD COAST UPLIFT GROUP DEAL – SHORT TURN AROUND

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## Overview:

- This deal has a short turn around time and we will need to settle it by May 2020.
- We have managed to secure a small shopping strip along with a childcare centre in Southport, Gold Coast for \$3.65 million. This represents a yield of 7.42%.
- The childcare centre is on a new 10-year lease and the rest of the 4 shops are on short leases with below market rent.



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## The Opportunity:

- The opportunity for this deal lies in having a corner site with an anchor tenant of a childcare centre on a 10-year lease.
- The rest of the shops are leased at below market rent at less than \$250 per sqm while the current market rent is sitting between \$350 to \$400 per sqm.
- The site is undervalued and able to be subdivide into two lots.
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## Step 1:

- Acquire the site
- Take back the storage space the childcare centre is using but not paying for
- Amalgamate and renovate shops 2, 3 and 4 and the storage space.
- Speak to a town planner regarding further development options on the site
- The goal is to increase the rental on the shops by 30% via re-tenancy and additional rental income



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## Step 2:

- Seek out potential tenants for the site that would be interested in taking up the newly amalgamated shops or taking up space if an extension was done. e.g. Medical, Allied Health, IGA or branded name Gym
- Review under-utilised areas in the car park to see if we can create additional lettable area
- Meet with the childcare centre operator to see if they need any further extension to the centre

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## Step 3:

- Engage a town planner to create a subdivision of the two lots.  
The childcare centre and the 4 shops
- Talk to agents to work out a sales and marketing plan for the sale of the childcare centre
- Decide on a sales strategy for the childcare centre

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## Site Visit:

- For those who subscribe to the units you will receive.... a FREE trip to the GOLD COAST!!!
- The trip will need to be a working day, but we can look to fly up on a Friday arvo and inspect the property and have dinner as a group and partying on before letting everyone have the weekend on the Gold Coast. We will offer options for return flights and accommodation once the 12-unit holders are chosen.

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## Next Step:

- Send your expression of interest to
- [helen@commercialpropertycashflow.com.au](mailto:helen@commercialpropertycashflow.com.au)
- Email title: Gold Coast Group Deal
- Helen & Stephen to Manage- but will be managing it.
- Rent distributed quarterly
- GLA (gross lettable area) outside of the childcare centre?  
Bout 340 + 60 sqm

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- What is the estimated ROI? How is this structured? Ask for it via email.
- so \$200k per unit. Funds must be ready or ready to present to lenders? Need \$200k in SMSF.
- Unikorn borrowing at 50% from bank. Deposit plus buffer for uplift
- Hi Helen, what's the plan to sell off the other 4 properties that are currently rented to restaurants? Are you planning to sell the property one by one /do some refurbishment, package up & sell the other 4 properties all together? Do you have any ideas on how much the refurbishment might cost for the other 4 properties? What controls do we have in place to prevent project overruns?... making a viable product when sold back to market



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- Stephen did the building inspection come up with anything of concern? - no major concerns.
- what's the ideal footprint for a suburban IGA, does anyone know? About 250 to 300 sqm
- Is there a detailed feasibility available to view? Parking when subdividing. Is there enough? - info sent
- Childcare centre will probably be sold in yrs 2... plan out strategy for strata
- The final capital gain distribution to the 12 unit holders is after deducting project management fee, is it? How much is the estimated project management fee for the entire project?  
Performance fee % of profit- detailed IM to unit holders

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- So year 2 selling childcare center, when amalgamation of 4 shops happening, there is no rent come in on the monthly basis? ..... Chunk of money for childcare selling for 5% distribution- patting down bank debt = more cashflow in pot.... Getting geared up so can amalgamate quickly
- Is performance fee similar to project management fee in commercial property deal? Similar- in group deal- performance fee is t the end... ongoing property management fees and group deal management yearly basis... all in detailed IM.

# UPLIFT CASE STUDIES

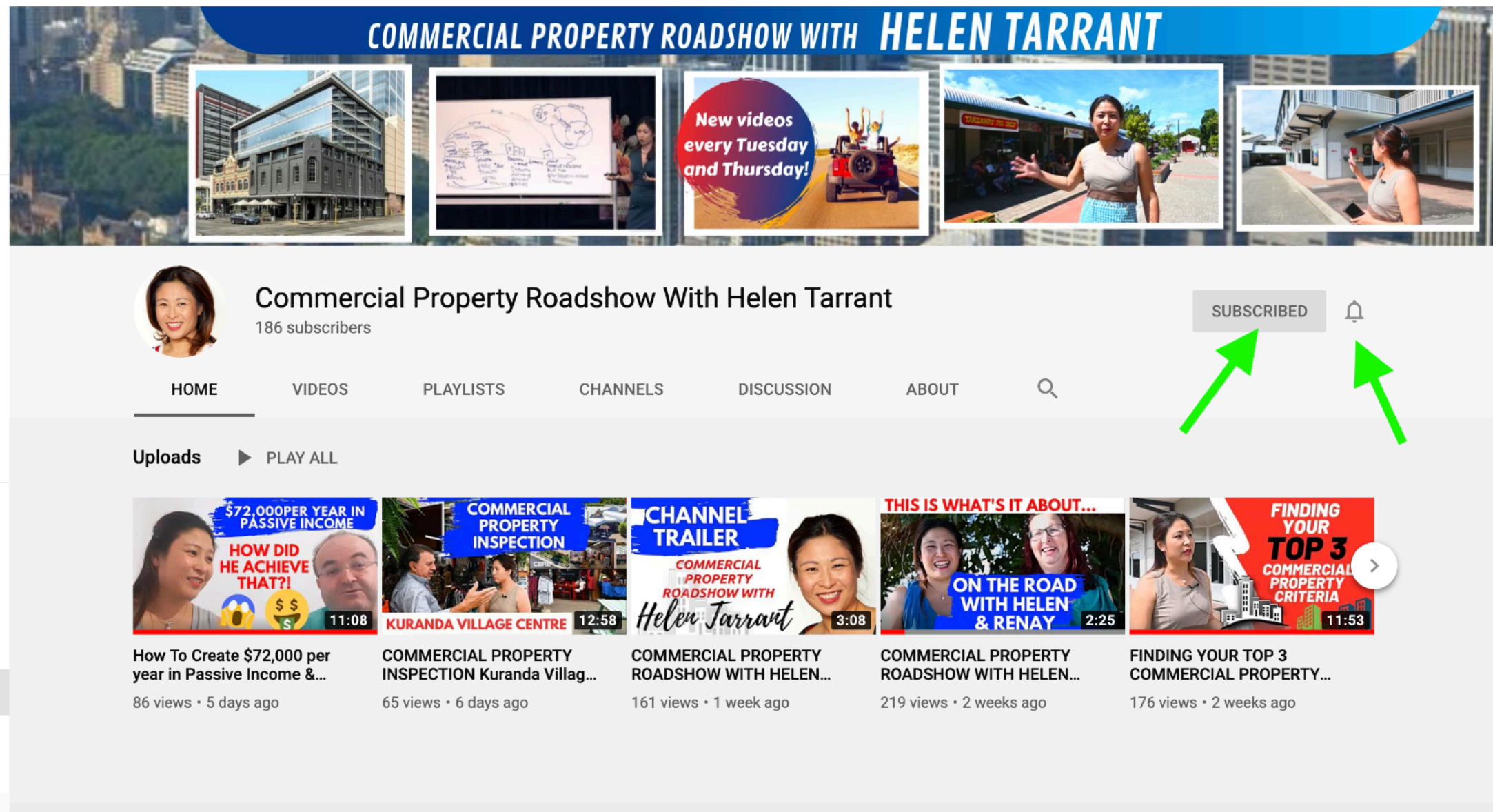
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Next Webinar 2 uplift deals.

- Time
- Real costs
- Am I going to make money from it?



# YOUTUBE ROAD-SHOW **SUBSCRIBE**



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>

# PODCAST **SUBSCRIBE**



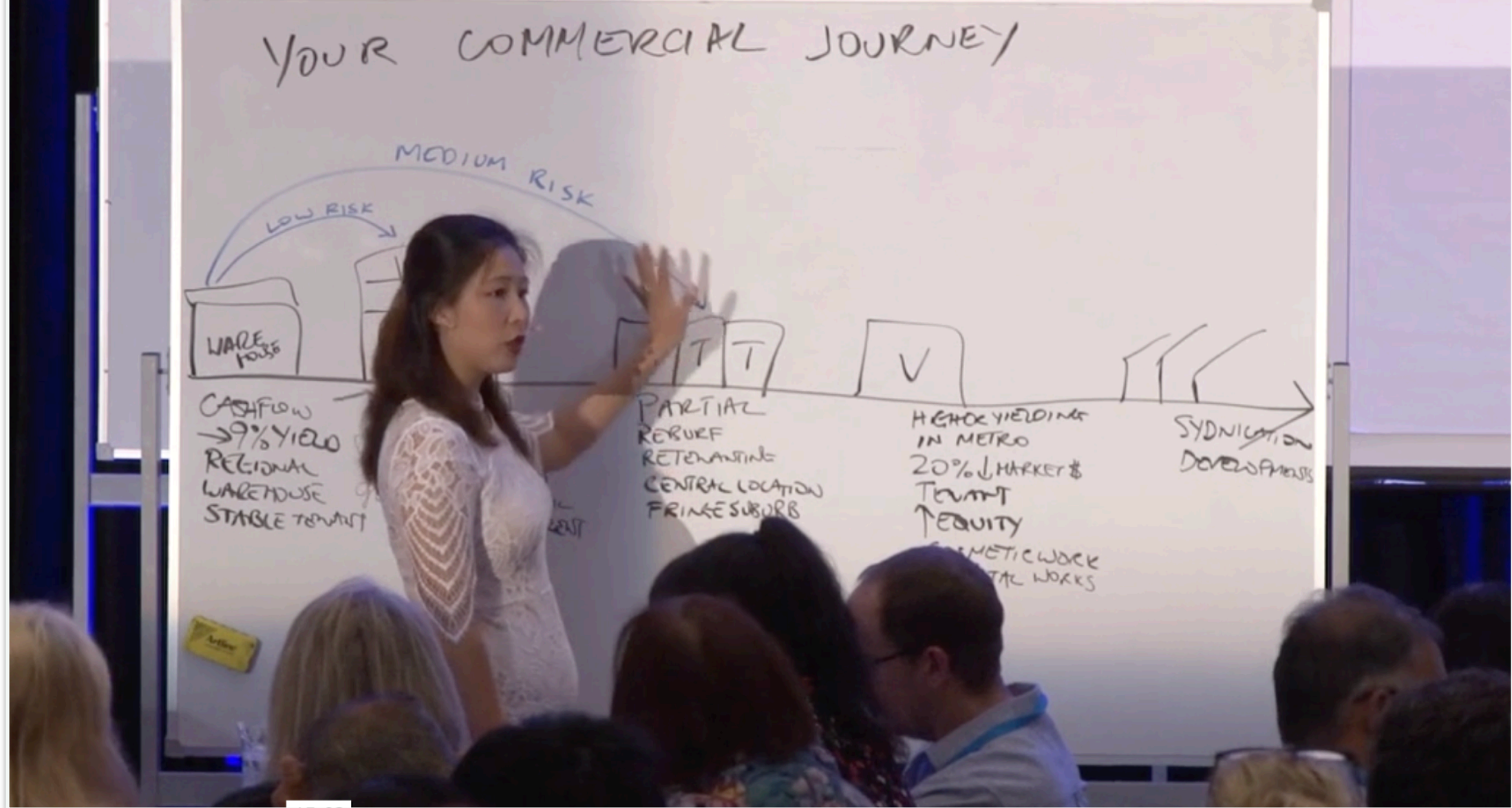
Keep updated with Helen's  
Tips and Strategies on her  
Podcast channel...

**Commercial Property  
Roadshow with Helen  
Tarrant**

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





# COMMERCIAL PROPERTY CASHFLOW BOOTCAMPS 2020

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*Don't miss out- Lock In These Dates!*



# 2 DAY BOOTCAMP 2020 DATES

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## **Sydney:**

- Location: Eastwood Ryde Leagues Club

## **Brisbane:**

- Location: Colmslie Hotel

## **Melbourne:**

- Location: Canterbury International Hotel

## **Sydney: May & Nov 2020**

- May 16th to 17th
- November 14th to 15th

## **Brisbane: July 2020**

- 11th to 12th July

## **Melbourne: April & Sept 2020**

- April, 4th to 5th
- September 12th to 13th





# HIGH YIELD COMMERCIAL MEET-UP

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*Remember To Lock In These Dates*



# MEET-UPS 2020 DATES: 7PM TO 10PM

## **Sydney:**

- Location: Eastwood Ryde Leagues Club

## **Brisbane:**

- Location: Colmslie Hotel

## **Melbourne:**

- Location: Blackburn Hotel

## **Sydney: Every 2 Months**

- 16th March
- 7th May
- 9th July
- 17th Sept

- 12th Nov

## **Brisbane: 3 Meetups**

- 14th May
- 13th Aug
- 19th Nov

## **Melbourne: 4 Meetups**

- 10th Mar
- 5th May
- 7th July





# MEET-UP LINKS

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## **SYDNEY: 16th March - Next Monday**

- Book Here: <https://www.eventbrite.com.au/e/high-yield-commercial-property-meet-up-group-sydney-tickets-59934294087>

## **BRISBANE: 14th May**

- Coming Soon

## **MELBOURNE: 10th March - Tomorrow evening**

- Book Here: <https://www.eventbrite.com.au/e/high-yield-commercial-property-meet-up-group-melbourne-tickets-95314603545>



# ALL UPDATES



Commercial Cashflow Mentoring Program





## Commercial Cashflow Mentoring Program

 Closed group

- About
- Discussion**
- Chats
- Announcements
- Members
- Events
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Write a comment...



OLDER

**Helen Tarrant** shared a link.

 Admin · Yesterday at 10:00 AM

Time for Brisbane meet up!  
Dont forget to register if your in Brisbane



# HIGH YIELD

COMMERCIAL



# MEET UP GROUP



EVENTBRITE.COM.AU

**HIGH YIELD Commercial Property Meet Up Group - Brisbane**