



**Our full search service provides residential property investors with a complete buying solution, following a 3 step process.**

### **1: PLAN**

This is financially focused. What lifestyle are you wanting to achieve, when not working, and how much income do you need to pay for that lifestyle - and when do you want to get there. We have our own software we use to take that goal and translate that into the capital you will need to deliver that income and the level of investment required.

You take away a very clear picture and understanding of what needs to be done to get you to your goal. This is a very effective way to get focussed on what the investment is to achieve. Is it purely for investment, or is it ultimately a home? Where you buy for pure investment may be different if one day it will be your home...and there will be different capital growth profiles.

#### **What you will get from your session**

- Clarity around your goals and the direction you are heading in.
- Knowledge of what you need to purchase and when, to achieve these goals.
- An approach strategy for what and where you should buy.
- A financial plan designed around your cashflow. You will understand tax losses, and how they can help service cash shortfalls on a property.
- You will be shown how to account for the impact of multiple properties, different income levels, various splits or losses, and the use of equity in your own home.
- An understanding of tenancy and how to minimise your vacancy rates.
- Confidence and motivation. Property investment is easy with a plan.
- An understanding of loan type. We show you why 'interest only' loans are not as scary as you might think!

#### **Who**

This 1.5 - 2 hr session is with Alan Henderson, Director of Erskine + Owen, Chartered Accountant and Authorised Financial Advisor.

## 2: PROFILE

The PLAN is set. You are ready to go out hunting for a property. But where do you start? What suburbs? What streets? Land size, dwelling size, road frontage, cross lease, aspect, and dwelling condition are all factors that should be decided on before you start searching. They will have a huge bearing on how much capital growth you will experience, and therefore how soon you reach your passive income goals.

### **Our market knowledge/ research**

Making the best decisions requires accessing urban, market and demographic data and turning it into meaningful information. That's what we do. Behind the scenes we are continuously investigating, assessing and analysing. Contrary to popular belief it is not just a matter of analysing a few historical median house price graphs. We have a structured research framework, as depicted below.

### **We address the following:**

- Area: The suburbs we will buy in and why.
- Position: Where in those suburbs to buy, and where to rule out
- Streets: Within the areas we will buy we identify the specific streets we prefer and streets we rule out.
- Land: We agree the land type e,g lease hold (probably not) free hold, cross lease. We agree section size, shape, slope, backyard direction.
- Dwelling: Agree number of bedrooms, baths, garaging, fencing, cladding, fencing, right of way etc. Basically all aspects are considered and agreed.

### **Capital growth driver framework**

To achieve the above, we read government treasury reports, council growth and district plans. We converse with the council and analyse the Statistics New Zealand population growth projections, and demographic forecasts. We glean information about community initiatives and review employment data; building consent data; rental statistics; sales volumes; significant new shopping complex proposals; etc.

When you come to us for a Profile session we come to the table with all of that knowledge. Then we marry it up to your personalised plan to create a tailored buying Profile. We start with the big issues of where to buy, and get right down to the detail of whether or not the property will be fenced. This is not an instructional exercise – it is us arming you with knowledge, so you can take our recommended profile or adjust it based on your comfort levels.

### **Who**

This 2 hour session is conducted by Director Lisa Phillips. You will receive a comprehensive report to help us buy strategically to meet your specific financial goals. Lisa is licensed under the Real Estate Agents Act 2008.

## 3: SOURCE

Once you have completed the PLAN & PROFILE you sit back and enjoy life while we get to work – working our networks and monitoring all stock for sale. We take your buying profile and leverage our considerable network to identify properties that meet your brief. , and when we see something that is a fit we run the negotiations.

### This step includes:

- **Find and select** - We do all the leg work of viewing potential properties. We pass over a lot of property, we look through a lot of property. Our team closely considers property that may closely fit your profile, but some small elements might rule it out.
- **Auction** – We will arrange any pre-auction checks and attend the auction on your behalf. We will also manage any post auction negotiation.
- **Negotiation and Contract** – We will manage this process liaising with required parties.
- **Due Diligence** - Includes co-ordination of the building inspection, valuation, LIM and property bag. We re-negotiate if necessary.
- **Settlement** – We organise a pre-settlement inspection and liaise with your solicitor and bank if necessary.
- **Tenant** – if you are buying an investment property we have a property management team that can help you find a tenant.

### The value to you is:

- **Saving of time** - probably a quicker result than if you were doing it yourself - we search all day every day - and we have evidence to support the assertion that we get good prices and terms.
- **We see properties you wouldn't** - we are often shown properties that either never hit the open market or hit the market well after we see. Why? Sales agents like working with us - we do all the work of looking after you the buyer - the sales agent can just focus on the vendor. Also 99.9% of our contracts go unconditional.
- **Negotiation experience** - We are experienced in negotiating in all markets - hot or cold. That comes from successfully negotiating hundreds of property transactions - large and small.
- **Access to good advisers** - We've spent years finding the best advisers through trial and error. We get better rates and response times because of the volume of business we push them. As a client of Erskine + Owen you get access to our advisers.
- **Less hassle** - time aside, there is also a the hassle factor that goes with sourcing and successfully buying a property. Persistent sales agents, looking at lots of properties that don't fit the brief, being outbid, interruption of the day to sign contracts; co-ordination of due diligence - which includes finding good people to do the job.

We know property - we know what to look out for. You can be 1/2 way round the world - as many of our clients are, but you can be assured that property will be thoroughly investigated.