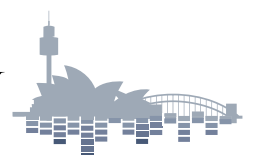




Professional Services Program

SOUND PROPERTY
STRATEGIC INVESTMENT



“The team at Sound Property have integrated exceptionally well into our business providing a full property investment solution. Their sole focus is the best outcome for the client which gives us comfort to focus on our core business.

We receive regular updates on each client we introduce and have received very positive feedback from our customers.”










Simon O, Mortgage Adviser and Business Owner

Introduction

Sound Property Group is a property investment and education company specialising in sourcing strategic real estate opportunities tailored to clients individual needs. With an uncompromising attention to detail, Sound Property strives to educate the client in all facets of property ownership, reducing risk and helping turn their investment ideas into a reality. Sound Property has a fully licensed team with experience in the residential and commercial sector, property syndicates, developments, rentvesting, renovations and rural transactions.

We appreciate that property investment is not a one size fits all approach, and as such we offer personalised strategies based on a client's goals, financial situation and risk profile. We pride ourselves in achieving sound results alongside our partners, and together generating clients for life. The Professional Services Program has been designed for accountants, solicitors, mortgage brokers and financial planners to diversify and add value to their client offering by having an end-to-end property investment solution.

Adviser benefits include

-  Advisers and their clients are given a personal web-based Client Portfolio Portal allowing centralised real time access to all documentation for those involved through the purchase process and onwards
-  A personal handover of all relevant information on property purchased provided to Accountants at tax time
-  Unique add-on and full turn key service for businesses – No requirement for extra work outside usual core business activities
-  Residential and commercial property investment strategies tailored to the individual client – No ‘one size fits all’ approach
-  Cloud based reports of client progress and status via Salesforce® – Real time management and tracking
-  Take advantage of our frequent Events and Webinars on relevant property investment topics for which you're welcome to attend and bring client guests
-  Clients are given as much education and knowledge as possible, ensuring they can make informed investment decisions
-  Extremely rigorous property selection criteria – All property must contain our 15 Key Investment Drivers
-  Low-risk property in blue chip locations – Tick all the fundamental investment indicators for future growth and stable rental demand

Buyer's Agency and Investment Process

Sound Property strives to provide clients with a complete property investment service offering guidance, education, communication and ongoing support. Sound Property's 9-step

process is designed to understand and deliver on investors specific needs and ensure they take action to achieve their investment goals.



"Sound Property was recommended to us by our Mortgage Advisor and we couldn't have asked for a better experience. We are relatively new to the investment scene and Sound Property went above and beyond our expectations. From sourcing a fabulous new investment to liaising with our Mortgage Advisor to arranging Depreciation Reports. Nothing was too much trouble and we felt completely confident in their expertise and advice. Our never-ending list of questions were promptly responded to and it was never too much trouble. We would definitely seek Sound Property's help for our next investment."

Robyn and Joel

15 Key Investment Drivers

Sound Property has developed an innovative research model that involves a 'top-down' approach across three tiers of research. The 15 Key Investment Drivers identify the best

markets and property for growth and rental yield. It's our mission to help people reduce risk and invest safely, in a high performing investment.



“Knowledge can maximise your potential and minimise risk”

Client Investment Portfolio

Sound Property has created efficient systems and infrastructure to make the investment journey more accessible for busy professionals. This includes personalised Client Investment Portfolios which house important

documents such as the Contract of Sale, Depreciation Schedule, Building Inspection Report and various checklists. This centralised storage portal can be shared with the client's advisors and updated throughout the purchase and beyond.

The interface displays a central navigation menu with the following items: Investment Brief, Proposed Properties, Cashflow Reports, Purchase Process, Property + Settlement Details, Contract of Sale, Rental Appraisal, Recommended Property Manager, Settlement Checklist, Building Report, Depreciation Schedule, Settlement Statement, Accountant Checklist, Income + Expenses Spreadsheet, and Annual Performance Review.

Settlement Checklist: Includes links for Building Inspection order form, Depreciation Schedule order form, Landlords Insurance order form, and Send work address to Sound Property.

Accountant Checklist: Includes a 'YEARLY INCOME AND EXPENSES' table with columns for Jul-18, Aug-18, Sep-18, Oct-18, and Nov-18. The table has rows for Income (Rent) and Expenses.

Check List:

- Contract of sale
- Loan offer from Bank
- First loan statement from Bank
- Settlement statement from solicitors
- Depreciation schedule
- Annual rental statement from property manager

Timeline of Key Events and Actions:

- 4 FINANCE AND DUE DILLIGENCE PERIOD:** 14 days. ACTION: Engage finance broker or lender, building inspector, strata search by the solicitor.
- 5 UNCONDITIONAL CONTRACT:** 1 week. ACTION: Pay balance of 10% deposit (less any holding deposit).
- 6 ENGAGE PROPERTY MANAGER:** 1 week. ACTION: Property manager sends agency forms for signing and starts to market for a tenant.
- 7 LANDLORD'S INSURANCE:** 1 day. ACTION: Call companies such as Tem Sheer or ESM. Start policy from the date the tenant first moves in.

Case Studies and Client Feedback



Pay Your Home Off Faster



Generate Passive Income



Reduce Your Tax



Rentvesting



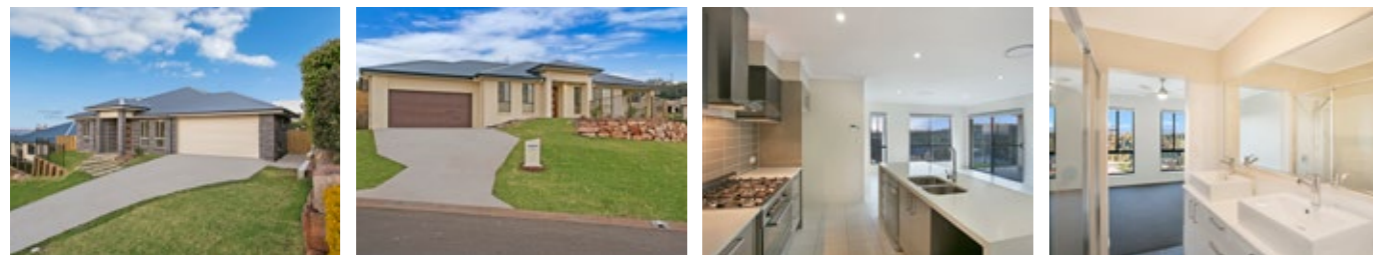
Property Education



Advanced Strategies

Sound Property caters to a wide variety of clients looking to diversify their assets, reduce tax, pay their home off faster, find small scale development projects, build a national property portfolio, generate passive income or all of the above. We have experience in a range of property investment

strategies including high growth, renovations, house and land, off-the-plan, positive cash flow, commercial, small scale developments and rural acreage. Below are a few recent case studies.



Brief: Land subdivision and dual house build with profit and positive cash flow

Investment Details:

- ⊗ **Land Price:** \$320,000 1350sqm
- ⊗ **Build Price:** \$600,000
- ⊗ **Purchase costs (Deposit, stamp duty, legals):** \$100,000
- ⊗ **Dwelling:** 2 x 4 Bed | 2 Bath | 2 Car – Houses
- ⊗ **Gross Profit:** \$180,000
- ⊗ **12 month capital growth since completion:** 14%
- ⊗ **Rental Return:** \$1100 / week. Indicative yield 6.2%
- ⊗ **Cash flow:** Positive

Key Investment Drivers:

- Macro:** Largest inland city, booming economy, low unemployment, large private and public infrastructure spending
- Micro:** Range position with sweeping views, prized street with trophy homes, high income demographic, close to public and private schooling
- Property:** Ability to split land into two ~700sqm blocks with a house on each, quality builder, high quality fixtures and fittings without over capitalising, functional family homes to match demographic

Client Feedback:



“The end result not only returned a profit but we have decided to hold both houses as the cash flow is positive. Due to the location of the development in the town and its strong economy we also expect good capital growth over time. We really appreciate the work and support of Sound Property to help us look outside the square with this investment.”



Brief: Rentvestor required brand new 2 bed unit with strong mix of growth potential and positively geared cashflow below \$395k

Investment Details:

- ⊗ **Purchase Price:** \$390,000
- ⊗ **Dwelling:** 2 Bed | 2 Bath | 1 Car – Unit
- ⊗ **Purchase costs (Deposit, stamp duty, legals):** \$55,000
- ⊗ **Brand New. Small block of 8**
- ⊗ **Vacancy:** Zero
- ⊗ **Rental Estimate:** \$380 / week. Indicative Yield: 5%
- ⊗ **Cash flow:** Positively geared

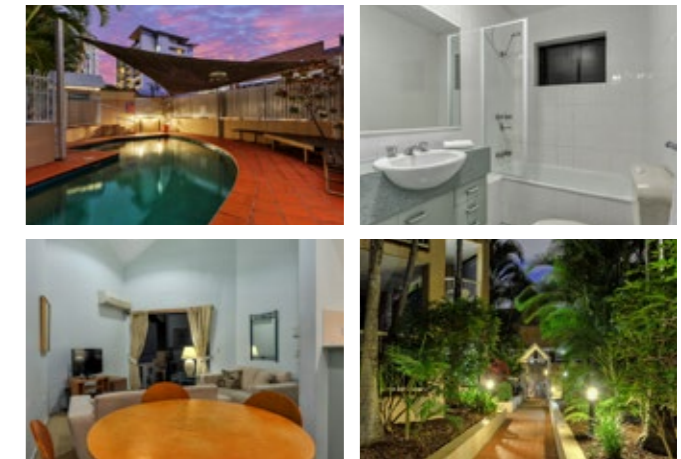
Key Investment Drivers:

- Macro:** Bottom of market cycle, strong economic growth, unemployment lower than national average
- Micro:** 10km to CBD, 1km to large Westfield and Hospital, train and bus transport options, 14% p.a average growth for 9 years during last cycle upswing
- Property:** Large, ground floor 2 bed, 2 bath unit with outside courtyard. High quality fixtures and fittings including stone benchtops, a/con and built in wardrobes

Client Feedback:



“A huge thanks to the guys at Sound Property. Buying your first investment property is a complex and potentially daunting and confusing process but, Andrew and Jamie were awesome. They made it so easy and helped with every step along the way. Really happy with their service and would highly recommend Sound Property if you're looking to get onto the property ladder.”



Brief: Existing 2 Bed unit close to CBD with strong cash flow approximately \$400k

Investment Details:

- ⊗ **List Price:** \$449,000
- ⊗ **Negotiated Price:** \$429,000
- ⊗ **Purchase costs (Deposit, stamp duty, legals):** \$60,000
- ⊗ **Dwelling:** 2 Bed | 2 Bath | 2 Car – Unit
- ⊗ **18 month capital growth since purchase:** 16.5%
- ⊗ **Vacancy:** Zero
- ⊗ **Rental Return:** \$525/w + \$40/w for 2nd car space
- ⊗ **Indicative Yield:** 6.8%
- ⊗ **Cash flow:** Positive

Key Investment Drivers:

- Macro:** Bottom of market cycle, strong economic growth, unemployment lower than national average
- Micro:** 4km to CBD, exclusive inner city suburb surrounded by unique warehouse conversions, 200m to CityCat Ferry service to CBD in 5 min, high income demographic, strong employment node
- Property:** 2 bed, 2 bath + car. Separate entry. Low body corporate fees. Stainless steel appliances, a/con, stone bench tops

Client Feedback:



“A friend of mine spoke very highly of Sound Property, and she was so right! From the start they were nothing but helpful, reliable and very professional. The tailored advice, educational articles and stats got me to a position where I felt comfortable choosing the best fit from the options. I could not have found such a great investment opportunity without them. Sound Property will certainly be my first point of call again when I am ready to buy the next property.”



Brief: Brand new townhouse for growth, cash flow and tax deductions

Brief: Boutique 3 bed townhouse for a busy professional owner occupier. Easy access to CBD and Airport

Investment Details:

Investment Details:

- ⊗ Purchase Price: \$620,000
- ⊗ Purchase costs (Deposit, stamp duty, legals): \$86,800
- ⊗ Dwelling: 3 Bed | 2 Bath | 2 Car – Townhouse
- ⊗ Vacancy: Zero
- ⊗ Rental Estimate: \$580 / week. Indicative Yield: 5%
- ⊗ Cash flow: Positively geared

- ⊗ List Price: \$1,820,000
- ⊗ Negotiated Price: \$1,800,000
- ⊗ Purchase costs (20% deposit, stamp duty, legals): \$432,000
- ⊗ Dwelling: 3 Bed | 2 Bath | 1 Car – Townhouse
- ⊗ 18 month capital growth since purchase: 20%
- ⊗ Owner Occupied

Key Investment Drivers:

Key Investment Drivers:

- Macro:** Bottom of market cycle, strong economic growth, unemployment lower than national average
- Micro:** 8km to CBD, tightly held family orientated area, abundance of schooling, low vacancy rates
- Property:** Severe lack of competing stock in area, opposite park and bus stop, well designed split level with internal courtyards + double lock up garages

- Macro:** Growth phase of market cycle, strong economic growth, unemployment lower than national average, under supply of housing stock
- Micro:** 1km to CBD, new boutique hotels and restaurants, close to parks, high street and sporting facilities
- Property:** Master Builder + world renowned interior designers, high-end fixtures and finishes. Unique heritage building and facade with only 8 exclusive residences

Client Feedback:

Client Feedback:



“Sound Property did a fantastic job in understanding my needs, personally explaining what the service is about and how I could get the most value out of investing. The communication was great and enabled me to stay up to date with how the property was coming along throughout the building and settlement process. I am very pleased with the service that Sound Property has provided! I will recommend them to family, friends and work colleagues. I look forward to using Sound Property’s services in the (hopefully) not too distant future.”



“Not only does Sound Property helps our clients with their investments, they went above and beyond helping this client with the purchase of their own home as well. This team goes to great lengths to ensure my clients are looked after. Having them as a resource for our business is fantastic!”

“Sound Property Group can help you take action today and invest safely in property that provides for your tomorrow”





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