



SOUND PROPERTY
STRATEGIC INVESTMENT

YOUR GUIDE TO STRATEGIC PROPERTY INVESTMENT

Unlock your next
investment opportunity



Sound Property Group

We are a property investment and education company specialised in sourcing strategic real estate opportunities tailored to clients' individual needs.

With an uncompromising attention to detail, Sound Property strives to educate clients in all facets of property ownership, reducing risk and helping turn their investment ideas into 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 to property investors.

Sound Property strives to provide clients with a complete property investment advisory service offering guidance, education, communication and ongoing support.



Buyer's Agency

An investment service designed to your specific requirements. Save time, money and stress, whilst minimising risk.



Investment Agency

A selection of pre-approved properties in high growth markets tailored to different investment strategies.



Custom Built House & Land

The ultimate strategy for those wanting advanced results through owning and improving land.

Experts in property investment

Sound Property's 9-step process is designed to understand your specific investment needs.

It ensures your goals are achieved with transparency and professionalism. It is a clear process that saves you time, money and stress, whilst minimising risk.

Excellent service, and thorough analysis to suit our needs. Sound Property has been amazing throughout the process of researching postcodes for us, and recommending a property. Our needs were simple - ideally cash flow neutral or positive, in a good area, with solid growth potential. They found the property and took all the legwork out for us, which is good as I have been busy at work.

We'll be using them again."

- David L.



STEP 1
Understanding your needs



2hrs



STEP 2
Investment strategy



2hrs



STEP 3
Research using 15 Key Investment Drivers



8hrs



STEP 4
Property Focus Report



6hrs



STEP 5
Inspect



3hrs



STEP 6
Evaluate



6hrs



STEP 7
Negotiate/ Secure



2hrs



STEP 8
Congratulations on your settlement!



10hrs



STEP 9
Ongoing support



3hrs





STEP 1 – Understanding your needs



Our Property Focus meeting is designed to capture all the important aspects of your investment requirements, such as your interests, financial position, risk profile, timeframes and goals.

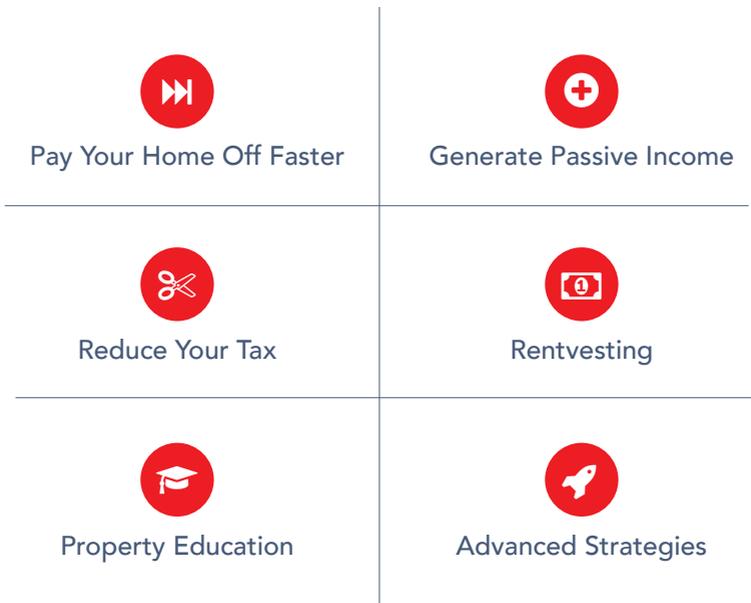


STEP 2 – Investment strategy



We will define what type of investor you are and what strategies can be implemented to meet your goals.

Our clients come from all walks of life. Typically they are either interested in getting on the property ladder, or strategically growing their investment portfolio. Having a sound property strategy is crucial in achieving long term goals.





STEP 3 – Research using 15 Key Investment Drivers

8hrs

Sound Property has developed an innovative research model that involves a ‘top-down’ approach across three tiers of research.

Our 15 Key Investment Drivers framework identifies the best markets and properties for growth and rental yield. It’s our mission to help people secure a high performing investment.



Interested in a specific suburb?

Let us show you how our research works.
Request a comprehensive Suburb Profile Report at soundproperty.com.au/suburb-report



Suburb



Research



Report



STEP 4 – Property Focus Report



6hrs

We will present to you a Property Focus Report that includes 4 or 5 shortlisted properties that meet your requirements.

This report includes all the important figures to support your purchase decision such as rental yield, comparable data, growth trends and more.



STEP 5 – Inspect



3hrs

We will personally inspect properties on your behalf and organise professional pest and building reports.



STEP 6 – Evaluate

Let's talk numbers! We use the latest software and data to analyse the cashflow with your accountant or financial advisor. The cashflow exercise is one of the most important steps every investor must undertake in order to maximise results.



Try out our Cashflow Calculator at soundproperty.com.au/calculator

Cashflow CALCULATOR

Capital Expenses

Purchase Price* ?

\$

Pre-purchase Costs ?

Description	Source	Amount
Building Inspection	<input type="checkbox"/> Cash <input type="checkbox"/> Equity	\$
Pest Inspection	<input type="checkbox"/> Cash <input type="checkbox"/> Equity	\$
Other	<input type="checkbox"/> Cash <input type="checkbox"/> Equity	\$
Other	<input type="checkbox"/> Cash <input type="checkbox"/> Equity	\$
Total		\$0

Purchase Costs ?

Description	Source	Amount
Deposit	<input type="checkbox"/> Cash <input type="checkbox"/> Equity	\$
Stamp Duty	<input type="checkbox"/> Cash <input type="checkbox"/> Equity	\$
Legal Fees	<input type="checkbox"/> Cash <input type="checkbox"/> Equity	\$
Other	<input type="checkbox"/> Cash <input type="checkbox"/> Equity	\$
Total		\$0

Annual Income and Expenses >

- 1 Capital Expenses
- 2 Annual Income and Expenses
- 3 Tax and Market Factors
- 4 Cashflow Estimates
- 5 Equity Growth

5 Easy steps

STEP 7 – Negotiate/Secure

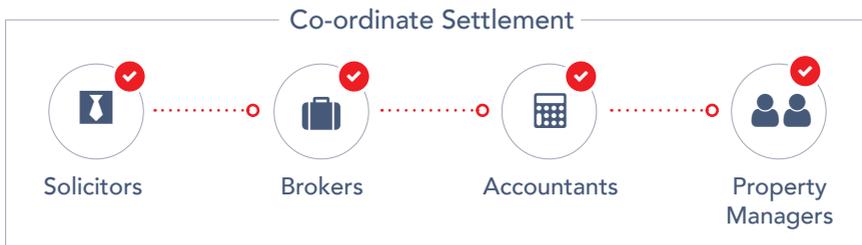

2hrs

One of the biggest benefits of using Sound Property's service is our objective negotiation skills. Sellers and Real Estate agents are aware we act in our clients' best interest and that we recognise a good deal. It is a collaborative and effective process.

STEP 8 – Congratulations! You settled on your investment property


10hrs

Our team will ensure a smooth settlement by liaising with solicitors, brokers, accountants and property managers. You may choose to use your own service provider or tap into our network of professionals.



STEP 9 – Ongoing support


3hrs

This is one of the biggest areas where we differ from other Buyer's Agencies. When others consider the job done, we will continue to provide value to our clients by supporting them beyond settlement.

Our investors have access to an exclusive online Client Investment Portfolio where all documentation is stored, including your own property depreciation schedule.

It doesn't stop there. We also offer our clients valuable support for the lifetime of the investment.

◦ ▶ NEXT STEPS TO GET STARTED

Your journey with us starts with a Property Focus meeting. In this meeting, we will discuss the strategies to achieve your investment goals.

Buyer's Agency Fee: 2% + GST of purchase price
Deposit: \$995, upon commencement of work
Balance: paid on successfully securing your property

** Please enquire about remuneration structure for Investment Agency and Custom Builds.*



◦ ▶ Benefits of using Sound Property Group

- » A tailored Strategic Investment Plan
- » Education on the 15 Key Investment Drivers of Growth and Rental Yield
- » Comparable Market Analysis Reports
- » Comprehensive Suburb and Property Reports to support your purchase
- » Cashflow estimates based on the property price and rental yield
- » Objective negotiations for superior outcomes
- » Act in your best interest at all times
- » End-to-end contract management
- » Ongoing mentoring and support for the lifetime of the investment
- » Exclusive access to your online Client Investment Portfolio with all your property's documentation
- » No purchase, no fee guarantee



"Sound Property was recommended to me by my mortgage broker, and I am so glad that she did! Sound Property takes all the hard work out of finding the right investment, they have done their research... and then some more. After an initial chat they understood completely what I wanted from an investment and had options right from the start. As I was new to the process of investing their expertise and knowledge, combined with fantastic communication throughout the process and beyond, completely reassured me that when I did take the plunge I had no doubts I had made the right decision. I can definitely recommend Sound Property to anyone who is thinking of investing in the property market and I will certainly be using them again when the time comes!

- Rob G.

CONTACT US FOR A PROPERTY FOCUS MEETING

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