



*10 Years*  
OF POSITIVE SERVICE

# 10 BOOM TOWNS SET TO EXPLODE



**Get Into The Suburbs  
Before Everyone Else**

# 10 Mudgee

**Rental Growth 18.4% in 12 Months – One of the fastest growing rental markets in Australia – (source – Your Investment Magazine Aug 2012)**

**The popular capital growth trio of “mines, wines and vines” is boosting prices - and rental yields in the beautiful regional town of Mudgee, NSW.**

Listed among the 10 top performing NSW housing markets, Mudgee house prices are up by 7.44% and rental yields, per Residex, have exploded at an amazing 18.4% in only 12 short months! This comes as no surprise as a solid demand and limited supply keeps the rental market in Mudgee tight.

(Source: Your Investment Property Magazine, August 2012)

According to Your Investment Property Magazine's 2012 Hot 100 Edition Mudgee's well organised council plays a large part in the towns success and growth.

*“The council planning includes infrastructure, new schools, medical facilities and major sporting arenas to attract more big events. Mudgee ticks all the boxes for a high growth, high yield area. The town enjoys a diverse economy that is not reliant on one driver. The escalating mining activity is a bonus, but the town is not totally relying on it to survive.”*

**Luke Berry** from The Next Hot Spot recommended Mudgee as early as March of 2012 when chatting to our team, stating *“There's a couple of key reasons I've chosen Mudgee. There are enormous investments in mines in the region – they're predicting something like 2,000 new jobs coming to the area over the next 3 to 5 years with the potential of six resources projects opening up in the Mid-Western*



(Image source: Sydney Morning Herald <http://www.smh.com.au/>)

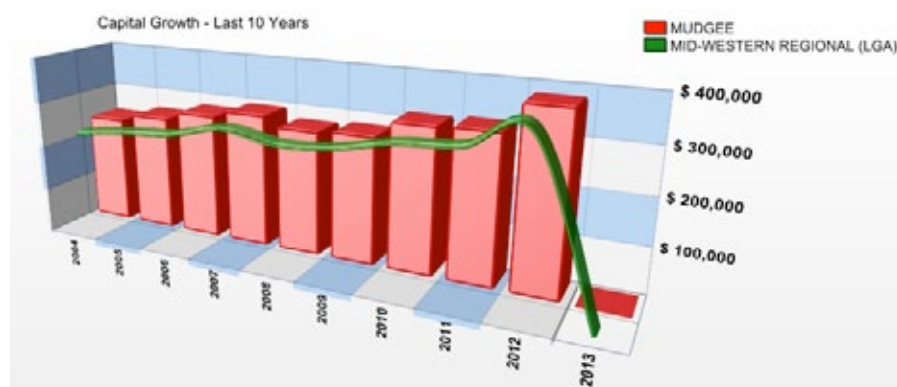
*Shire, and with a town of around 8,000 that's a significant growth.”*

*“You're going to have wage growth, and there's more so an enormous under supply. There's an exceptional opportunity to get in, buy well, build a home and get those mining renters, and so that's the reasons why I chose it.”*

Smart Property Investment Magazine's Fast 50 2012 Report

includes Mudgee as a suburb to watch due to the population growth and strong mining activity, so as you can see, Mudgee is on the radar of some of the industry's most well-read and respected property observers.

*“Mudgee is a strategic town in New South Wales and right now it's great for capital growth. The rental returns are really growing. In fact, some returns are hitting around*



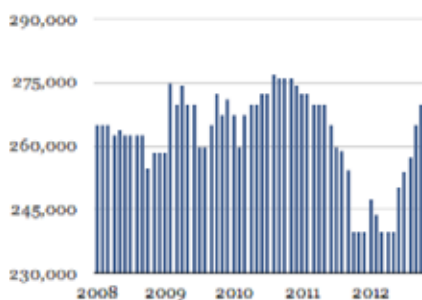
(Source: <http://www.realestateworld.com.au/real-estate-statistics/suburb-report.aspx?suburb=MUDGEE&postcode=2850&lga=MID-WESTERN%20REGIONAL&proptype=H>)

## Suburb Facts by RP Data & SQM Research

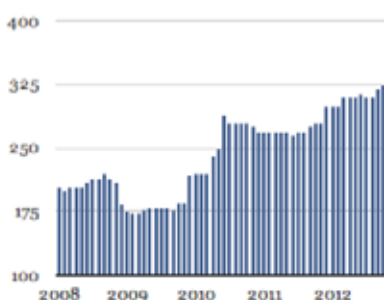
Population	9,830
Median Price	\$269, 950 (units)/ \$350,000 (houses)
Gross Rental Yield	<b>6.3 (units) 5.9% (houses)</b>
Median 3 Year Growth	-1% (units) 25% (houses)
Vacancy Rate	<b>1.7%</b>
Surrounding Suburbs	Putta Bucca, Caerleon, Milroy, Bombira, Burrundulla, Spring Flat, Erudgere, Mount Frome, Menah, Grattai (pricehomeguide)

### Units in Mudgee

#### Median price



#### Median asking rent

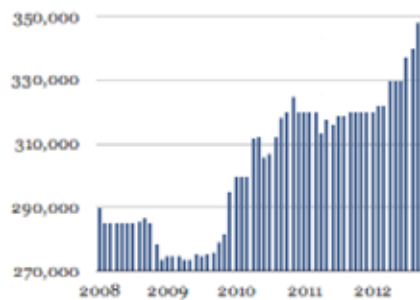


that sweet spot of 7 percent, which is fantastic for investors' back pockets" **Sam Saggars**, CEO Positive Real Estate Sam also rates Mudgee for it's diversity, meaning it doesn't solely rely on one industry, with its bustling tourism industry, agriculture and wine industry, but it also has a core coal mining community.

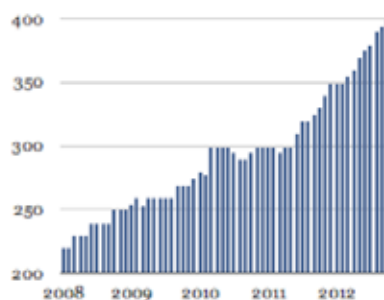
Named in Your Investment Property Magazine's Top 100 List in 2012, Sam explained, "The township is strategically placed, diverse and appealing. It has high owner-occupier interest as it is a

### Houses in Mudgee

#### Median price



#### Median asking rent



nice regional place to live. Land is very tight and new properties are hard to secure. The population is growing and agents have seen its lowest levels of property available for five years. Rents are rising and prices are steadily increasing."

Take a closer look at the numbers yourself and you too will see why Mudgee has so much to offer:

### Key Reasons to Invest:

✓ **Population boom:** An extensive study directed by Mid-Western Regional Council, titled the

"Population on Impact of Mining Expansion" predicts the regional population will grow by more than 24% to in excess of 28,000 residents within the next 5 years.

✓ **Seven new mining projects underway:** Rapid expansion of the coal mining industry in Mudgee with 7 mines located within a 75km radius of the town. The largest of the mines, the Ulan Coal Mine produces 20M tonnes of coal annually.

✓ **Affordable houses and units:** Spacious, 4bdm houses (230sqm approx.) on large blocks of land sized at 854sqm and priced very affordably around the \$400,000 mark and are receiving fantastic rental returns.

✓ **Low vacancy rate:** Supply of rental properties is very low. In fact, local agents are seeing the lowest stock levels in 5 years! Mudgee also benefits from a very tight rental market with realestate.com.au showing only 56 properties available for rent, according to Smart Company in September 2012.

✓ **Strong history of growth in 12 months:** Mudgee ranked at number 75 in Your Investment Property Magazine's Top 100 Suburbs 2012 and number 19 among the fastest growing rental markets in all of Australia!

✓ **Solid business & diverse economic base:** Mudgee is set in a wealthy mining and agricultural area; offering a diverse and growing economic base, strong transport links and a skilled workforce.

✓ **Strong tourism attractions with over 40 cellars doors:** Wine Business Magazine's 50 Stars of 2012 lists three Mudgee wine industry greats; Robert Oatley, David Lowe and Jacob Stein. Said Stein of the mention, "This great and important recognition for the region - it shows we are hitting our straps". Additionally, the iconic Mudgee Food & Wine Festival runs in September; attracting thousands of tourist into this region every year.

✓ **Strong Yields:** The median Mudgee rent is up 30% for the year, to \$410 per week, equating to an average yield of around 7.8%. (Property Observer - To read full article please click here)

### Best buys

● Four-bedroom houses circa 1970s-80s priced up to \$400,000 are the best bets.

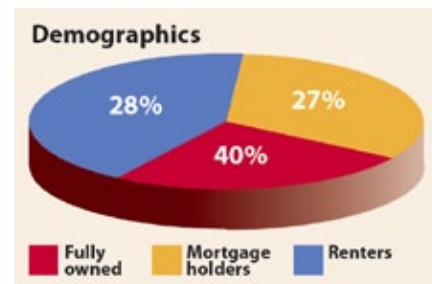
OR

● Huge, custom built packages, generously proportioned 4bdm houses (206-253sqm approx.) on

large blocks of land, that achieve high rental yields of 6.5%+ (some of our deals are positive cashflow after tax).

Due to the privacy of our priority pricing we can not disclose all deals to the public. To start getting the best property 'Hot-Spot' deals before the market does, join over 50,000 Australian investors by **coming along to one of our Free Property Investor Nights.**

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(Source: Your Investment Property magazine)

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# 9 Midland

**Prices starting to move with an annual capital growth rate of 14% for units and 12% for houses - (source - SPI Mag March 2013)**

**Midland is a city in transition. Gentrification efforts designed to carefully preserve the past; yet pave the way for the future has created a bustling, growing suburb.**

Located a short 17km to the north east of Perth's CBD, Midland serves as the major commercial and administrative centre of the City of Swan, and is also known as the "gateway" to the beautiful and historic tourist regions of Swan Valley and Perth Hills.

The City of Swan has seen a massive influx of new residents with nearly 25% of its 110,000 residents arriving within the last 5 years. This growth, fuelled by huge infrastructure spending has pushed the annual capital growth rate for units to 14% and for houses to 12%.

(Source SPI Magazine March 2013 & realestateinvestar.com.au) creating a fantastic environment right now for investors to gain



(Image source: <http://www.westernaustralia.com/en/Destination/Midland/9009602>)

good capital growth. With a low entry price point, a tight rental market of less than

1% vacancy as well as a strong rental yield of 5.45%, the suburb should be on every investor's radar.

This, combined with a very strong potential of increasing capital growth means investors would do well to take a closer look at what Midland has to offer.

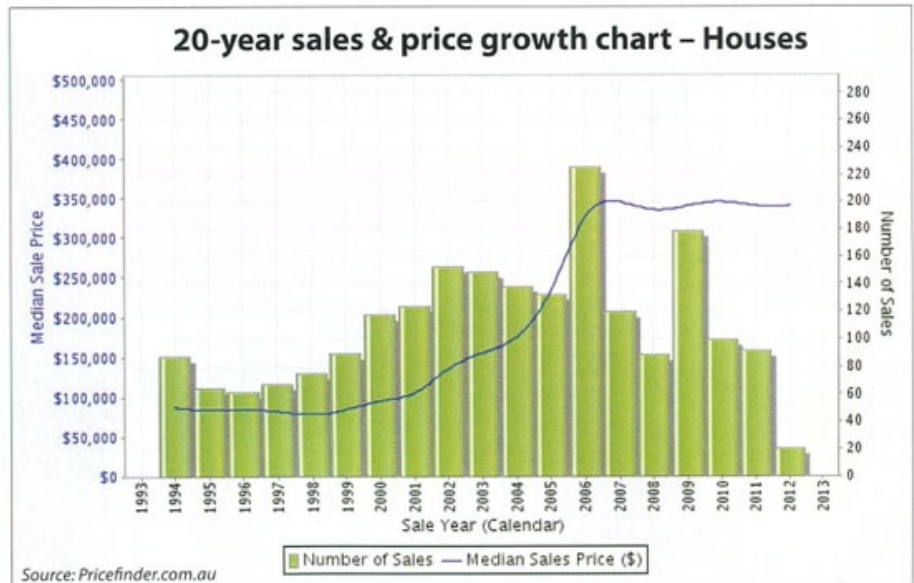
Over the last couple of years Midland itself has seen a large amount of gentrification as well as a younger generation moving into the suburb. This has been due to the relatively cheap entry price into the market compared to many areas in the Perth market, with the median house price being only \$377,500 and the median unit price at \$315,000. However, with a low amount of stock available on the market, price rises are expected as demand outstrips supply.

**Terry Ryder**, Hotspotting.com's property expert, discussed the huge capital growth taking place in key areas near Perth.

*"One Perth area that stands out for me is the Midland precinct about 20km north-east of the CBD," said Ryder. "It first came to my attention late last year when I conducted a suburb-by-suburb analysis of Perth to determine which locations had delivered the best long-term capital growth. Many of the city's top performers were in this precinct, which*



(Image source: <http://www.westernaustralia.com/en/Destination/Midland/9009602>)



*includes Midland, Midvale, Middle Swan, Guildford and Woodbridge".*

**Sam Siggers**, CEO of Positive Real Estate has provided commentary in various industry publications regarding Midland's potential future growth claiming, "As property prices soar for inner city precinct dwellings of Perth, people look to outer suburbs such as Midland to live, which are affordable and have solid infrastructure in place or planned."

*"The suburb is one of the fastest growing Local Government Areas*

*in Perth, which has seen much gentrification take place and a younger population demographic rise, in fact 30% of the population has moved there in the past 5 years!" Sam explains.*

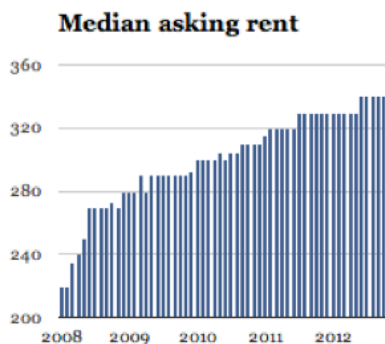
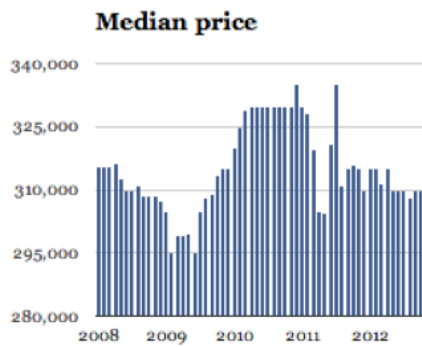
Additionally Midland has emerged as a clear standout in Your Investment Property Magazine's 2012 Top 100 Flagship Edition where it cracked into the top 50 on a national list of suburbs described as **"the best place for property investors to buy"**.

### Suburb Facts by RP Data & SQM Research

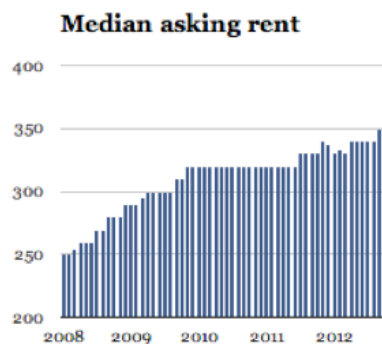
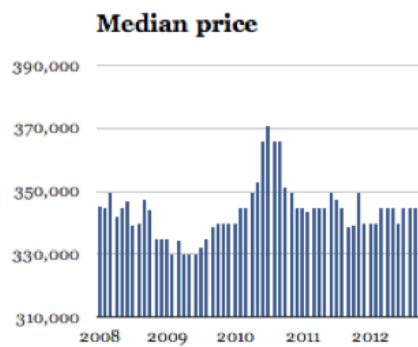
Population	5110
Median Price	<u>\$310,000 (units) / \$345,000 (houses)</u>
Gross Rental Yield	<b>5.7% (units)/ 5.3% (houses)</b>
3 Year Growth	<b>- 1% (units) 2% (houses)</b>
Vacancy Rates	<b>0.9%</b>
Surrounding Suburbs	Baskerville, Bellevue, Boya, Greenmount, Helena Valley, Herne Hill, Jane Brook, Koongamia, Middle Swan, Midvale, Millendon, Red Hill, Stratton, Swan View, Viveash, and Woodbridge.

Suburb Facts: (Source: Residex & RP Data)

## Units in Midland



## Houses in Midland



(Source: [propertyobserver.com.au/data/suburb/midland-wa](http://propertyobserver.com.au/data/suburb/midland-wa))

This annual list placed around 15,000 suburbs under the radar – and Midland came in at an astounding 32 out of 100!

### Key Reasons to Invest:

✓ **Highly affordable**, with prices bottoming out in a very tightly held suburb. The most recent median house price for Midland is \$377,500 and the median unit price is \$315,000. (source: Residex).

✓ **An immense infrastructure spend**, as well as planned

projects for the Swan district through the Midland Redevelopment Authority (MRA), totalling over \$1 Billion to be spent over the next 20 years in sizeable projects. Many will be based in and around Midland, and this figure does not include a \$306M upgrade to the Swan District Hospital.

✓ **A large choice of schools** can also be found in the suburb – a huge appeal for the area’s demographic of young families.

✓ **Availability of public transportation options** are a key

growth driver for the Midland area in that nearly a third of Midland’s population are immigrants - mostly from the UK and southern Europe.

✓ **The suburb offers easy access to a major arterial road into Perth’s CBD** - making Midland a perfect choice for commuters to Perth and surrounding areas. Both commercial and retail trades are expected to expand further east towards the Great Eastern Highway.

✓ Despite the age of the town itself, **the area has a modern character**, with the continuing development of commercial and residential property.

### Best buys

● **3 bedroom or larger homes**

● **2 or 3 bedroom units close to town** (approx. between \$350K-\$450K).

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# Toowoomba City

**Featured in API’s Hot 100 2012, YIP Top 100 2012 and SPI’s Fast 50 for both 2012 & 2013**

**Toowoomba is a key market to watch and is Australia's second most populous inland city and the most populous non-capital inland city (<http://www.abs.gov.au>). As well as a thriving commerce district, Toowoomba offers spacious parks and gardens, and is popular with tourists for its frequent cultural events.**

Alongside a diversified industry, it is the central services centre for the Surat Basin; where many industry icons are tipping this regional town to experience massive growth on the back of Queensland's resources surge.

The town is just one of only nine suburbs that ranked in both Australian Property Investor Magazines Hottest 100 list from 2010 - 2012 and Smart Property Investment Magazines Fast 50 list for both 2012 and 2013. Located 107km west of Brisbane, the town also benefits from having a diverse local economy as well as good shopping and restaurant amenities.

As of July 2012, both Your Investment Property Magazine and Smart Property Investors Magazine reported an average annual growth rate of 10%, and as the region continues to boom, rental yields will likely remain solid.

In fact, according to the Rental Tenancy Authority (RTA), median rents for a 3 bedroom unit in Toowoomba grew by \$25 per week from the 3rd quarter of October 2011 to the 3rd quarter of October 2012. During the same time, a 4 bedroom home went up \$20 per week and a 3 bedroom grew by \$15 per week.



(Image source: <http://myregion.gov.au>)

Nicknamed the "Garden City" because of its beautiful gardens and parks, Toowoomba is much more than a hub for the resources boom. A diverse industry base including agriculture, tourism, higher education and manufacturing is also a key growth driver for the region.

The low price point, massive infrastructure spending planned over several decades (per the Surat Basin Future Directions Statement of 2010) and strong increase in population combine to create an economic powerhouse for residents and investors alike.

**This hot market has not escaped the attention of several prominent property forecasters, including, Terry Ryder and Positive Real Estate's Sam Sagers.**

**Sam** shares some great advice for investors interested in Toowoomba. *"The city has been largely dormant for the last decade and property prices have been stagnant for far too long. In the past, the economy was based solely on agriculture, so house prices got stuck. Now, the developments along the Surat Basin, the growing demand for gas and the mining associated industries headed to the region have Toowoomba well positioned for a good future".*

*"Few places are better located than Toowoomba to benefit from the greatest force in the Australian resources sector - the LNG industry,"* notes Hotspotting.com.au's **Terry Ryder**. *"The Surat Basin, just outside of Toowoomba, is alive with gas-related activity, adding a major additional element to the city's strong and diversified economy".*

**Ian Knight**, Principal of RE/Max Success, discusses the increased investor interest in Toowoomba. Believing that other Surat Basin towns have already realised their capital growth, Knight recommends Toowoomba for investors seeking good capital growth. Says Knight, *"It's not just good rental returns that*

## Suburb Facts by SPI March 2013 & RPdata.com.au

Population	130,000
Median Price	\$230,000 (units)/ \$248,175 (houses)
Gross Rental Yield	5% (units) / 5.7% (houses)
3 Year Growth	13%
Vacancy Rate	1.7%
Surrounding Suburbs	Dalby, Wilsonton, Darling Heights, Harristown, Rangeville, Harlaxton, Kearneys Spring

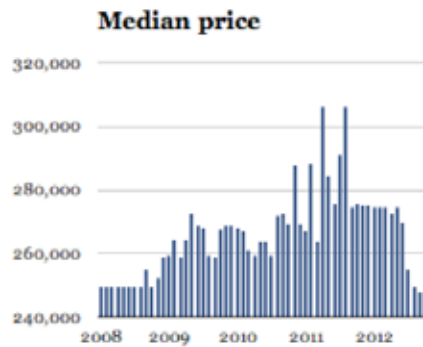
investors want - they want capital growth and they can get that in Toowoomba.”

“Some markets like Gladstone,” continued Knight, “have already run in terms of capital growth, whereas Toowoomba hasn’t. It’s yet to come.”

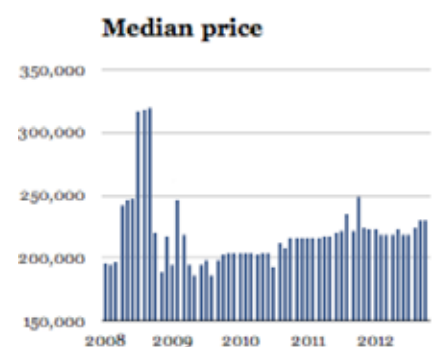
### Key Reasons to Invest:

- ✓ **Mining, agriculture and education** are some of Toowoomba’s big economic drivers.
- ✓ **The University of Southern Queensland** has approximately 8,000 external students and an industrial estate, which has begun to explode in sales for major companies setting up in preparation for the mining boom.
- ✓ **Capital growth prospects are high for Toowoomba** due to 5 years of market underperformance putting pressure on a severely undervalued market. Per RPdata.com, with an 8% slide in the

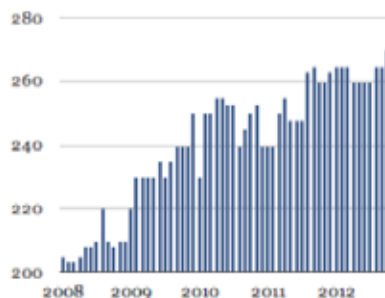
### Units in Toowoomba



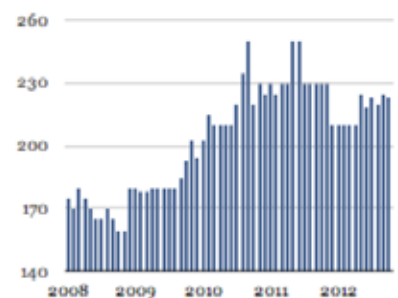
### Houses in Toowoomba



### Median asking rent



### Median asking rent



(Source: <http://www.propertyobserver.com.au/data/suburb/toowoomba-city-qld>)

median house price and just 28 houses sold in Toowoomba City in 2011, the market is poised for substantial growth.

### Best buys

The best areas to buy are around Margaret Street, which is not only close to the Hume Highway, but also hosts the town’s shopping centre, Grand Central shopping complex.

- **3 Bedroom, single garage houses** between \$200,000 - \$300,000
- **Close to the Hume Highway and shopping centre**

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(Image source: <http://goaustralia.about.com/od/queensland/ss/toowoomba.htm>)





# Newcastle City

**Don't Miss the Real Estate Renaissance of NSW's Second Largest City -**  
*(source - YIP TOP 100 2012 & SPI FAST 50 2013)*



(Image source: <http://en.wikipedia.org/>)

**New South Wales' second largest city is in the midst of a renaissance - shaking off its reputation as simply a "steel mill and coal mine" region to that of a prosperous, vibrant and diverse city for the new millennium.**

Smart developmental planning, massive infrastructure spending and a strong business sector have contributed to the changing face of Newcastle. Property experts are recommending Newcastle for a myriad of reasons.

In fact, **Terry Ryder** with Hotspotting.com.au chose to include Newcastle among his Top 10 New South Wales hotspots report dated January-April, 2012! Said Ryder, "Newcastle appeals because many of its suburbs, particularly the cheaper ones, have solid long-term capital growth records."

A BIS Shrapnel Residential Property Prospectus for 2011-14, states that prices in Newcastle are tipped to increase 18% over a three year period, a similar pace to Sydney, with more people willing to migrate north due to undersupply and unaffordability.

## Source: RP Data & YIP Aug 2012

Population	<a href="#">Newcastle 288732</a> (ABS)
Median Price	\$430,000 (units) / \$470,000 (houses)
Gross Rental Yield	5.3% (units) / Statistically Not Reliable (houses)
3 Year Growth	8% (units) / 1% (houses)
Vacancy Rate	1%
Surrounding Suburbs	Bar Beach, Merewether, Cooks Hill, The Hill, Wickham, Wallsend, Waratah, Maryland, New Lambton, Jesmond, Adamstown, Shortland-Sandgate, Fletcher, Kotara, Islington, Stockton

BIS Shrapnel Senior Manager and Author, **Angie Zigomanis** said, "The recovery is expected to eventually gain traction through 2013 as continued growth in resource investment spending eventually flows through to other sectors of the economy. With the local economic and employment outlook becoming more positive, and some stabilisation and improvement overseas, purchasers are forecast to wade back into the market in greater numbers, translating to greater sales volumes and a pickup in price growth over 2013/14 and into 2014/15."

When you add up the value derived from infrastructure

upgrades and improvements, both public and private - city planning, diversification of industry, growing population and low supply coupled with a huge demand, Newcastle is a location investors would do well to take a look at.

The traditional Newcastle as we have always known it is seeing a changing of the guard. From the traditional fibro 4-bedroom house on 800sqm to boutique townhouse developments and inner city high rise developments on harbour or beachfronts.

*"This is the change Newcastle has been crying out for, for many years. It is transitioning from an industrial powerhouse into a sleek,*

up and coming hybrid city, with the gentrification of Honeysuckle and the Port of Newcastle. The close proximity to the Hunter Valley and mining regions and the relocation of corporate headquarters are all the tell tale signs of a prosperous property market.”

“Newcastle offers both residents and visitors a distinctive combination of pristine beaches, a charming historic backdrop, prosperous wharves and an animated city landscape, offering individuals a wide variety of fun and entertaining things to see and do.” **Sam Siggers**, CEO Positive Real Estate



(Photographs courtesy of Newcastle Tourism)

## Key Reasons to Invest:

✓ **Newcastle is growing in population!** The NSW Department of Planning forecasts a growth rate of about 0.7% per year - that means an additional 160,000 individuals by the year 2036.

✓ **The housing market is very tight, with vacancy levels of 1.8% and less, depending upon postcode.**

✓ A study conducted by BIS Shrapnel concludes that as the housing market in Hunter will go through a boom of as much as a 17% increase over the next 3 years, people will spread out in search of more affordable housing - **putting Newcastle in the crosshairs for this “inward migration”!**

✓ Newcastle City Council, as part of their “Brand Newcastle” campaign encourages area businesses to partner with them as they strive to “re-brand” Newcastle by **“encapsulating the new story of Newcastle and by demonstrating the diversity, vibrancy, surprise and world class the city now possesses”.**

✓ **Newcastle has a good mix of businesses which employ thousands of individuals**, ranging from natural resource companies; e.g. oil and gas, to world class wineries.

✓ **Billions of tonnes of materials are moved through the Port of Newcastle**, including aluminium, iron, steel, wood-chips, grain and coal. In 2011, the total output was worth \$17.4 billion dollars!

✓ In addition to Newcastle’s port, the Hunter Valley plays a large part in the local economy. **Businesses and government are funding billions of dollars worth of infrastructure projects in the Newcastle region. Some of them include:**

- \$1.1B Mangoola coal mine
- \$320M expansion of BHP Billiton’s Mt. Arthur mine
- Gas pipeline to Liddell power station
- \$1.4B Hunter Expressway
- \$1B current upgrade to Newcastle port
- \$9B in further port upgrades
- \$1B upgrade to rail links to port

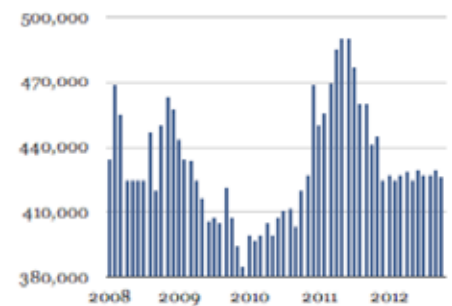
## Best buys

The cheaper suburbs of Newcastle have a strong capital growth record over the long-term, making these areas a secure pick for investors.

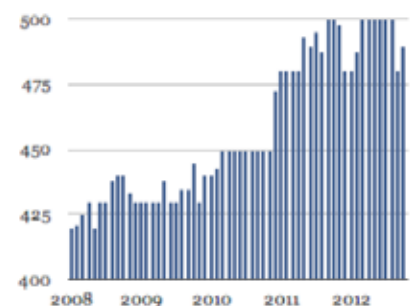
- i.e Fletcher – New house and land packages in family orientated estates in the \$400K - \$500K price bracket. **See an example here.**
- OR
- Wallsend – Affordable almost new or off-the-plan townhouses in

## Units in Newcastle

### Median price



### Median asking rent



(Houses No reliable data)

(Source: <http://www.propertyobserver.com.au/data/suburb/newcastle-nsw>)

the \$300K - \$400K price bracket. **See an example here.**

Timing, as they say, is everything, and current market indicators suggest that right now represents a perfect time for investors to jump into this market, as Australia’s seventh largest city, Newcastle appears to be on the cusp of recovery. Right now prices are still low for this populous city location, putting investors in a very good position

to get in at an affordable price, at the perfect time of the market and realise strong capital gains.

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to the public. To start getting the best property 'Hot-Spot' deals before the market does, join over 50,000 Australian investors by **coming along to one of our Free Property Investor Nights**. Take action now and enjoy

the immediate benefits of being a part of our exclusive property investing community.

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# 6 Bathurst

**A Regional Hotspot Targetted by All Big Guns.** Enjoying an increase in rents 11 per cent in 12 months; Follow Rental Yields to Capital Growth.

*“Bathurst is a wealthy agricultural town and benefits from its proximity to the central west farming region, Charles Sturt University and close proximity to the central west mining region. Bathurst sees low vacancy rates due to high demand from university students.”* **Sam Saggors, CEO Positive Real Estate**

**Located approximately 200km west of Sydney, Bathurst offers property investors an opportunity to get into a strong, growing marketplace at an affordable price point.**

Named among the **Top 100 Investment Spots in August of 2012** by Your Investment Property Magazine, and in Smart Property Investor Magazine’s **Fast 50 Investment Spots in February of the same year**, Bathurst is a regional town investors really need to take a look at.

Not only is this wealthy agricultural town centrally located to the farming areas of the central west, it is positively impacted by nearby mining activity, yet it’s not dependent solely upon mining.

Bathurst holds the honour of being the first town established on the western side of the Great

Dividing Range nearly 200 years ago, therefore it is one of Australia’s oldest regional towns.

Property investors would do well to take a look at Bathurst. Its low price point is very attractive, especially for new investors and others who are low in capital, and its proximity to booming mining areas such as Orange and Mudgee will have a positive impact on growth in the region.

**Sam Saggors**, Director of Positive Real Estate, told Your Investment Property Magazine, *“Bathurst is yet to receive the attention it deserves as nearby towns like Orange and Mudgee have been taking the spotlight.”*

### Key Reasons to Invest:

✓ **From 2006 to 2011, Bathurst’s population grew by 0.9%, and is projected to grow to**



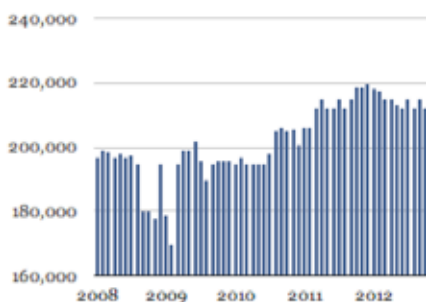
(Image source: www.brisbanetimes.com.au)

## Suburb Facts: SQM Research, ABS & RP Data

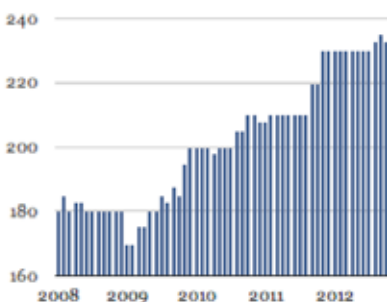
Population	40,187 as of 2011 (ABS Census) (projected to grow to 51,482 by 2031)
Median Price	\$212,500 (units) / \$ 290,000 (houses)
Gross Rental Yield	5.7% (units) / 5.6% (houses)
3 Year Growth	8% (units) 14%(houses)
Vacancy Rate	2.2%

### Units in Bathurst

#### Median price

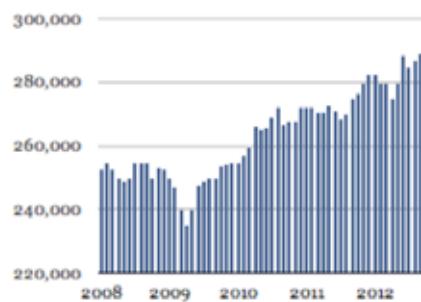


#### Median asking rent

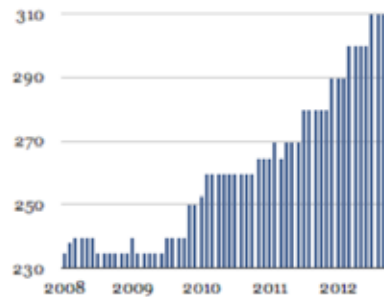


### Houses in Bathurst

#### Median price



#### Median asking rent



(Source: <http://www.propertyobserver.com.au/data/suburb/bathurst-nsw>)

**45,413 by 2021** - a steady rate of 1.3% on average per year. Steady, consistent growth allows infrastructure to keep pace - a definite positive for property values.

✓ **A low supply of rental properties combined with a high demand, much of it from the large number of university students in the area, keeps vacancy rates low.**

✓ **Mining makes up only a small part of Bathurst's local economy. Other industries include education, manufacturing, agriculture and government.** In fact, education plays a large

part in the Bathurst economy. Approximately 12.1% of the population is employed among the region's 60 educational facilities. To put this figure into perspective,



(Image source: [www.wikipedia.org](http://www.wikipedia.org))

only 7.0% of Queensland residents are employed in the education system.

✓ **Public and private employers include, among others:**

- Mars Petcare manufacturing plant
- Telstra call centre
- Private mining investment into potential gold opportunities
- Country Energy
- Charles Sturt University

✓ **Agricultural:**

- Wool, lamb and beef production
- Corn, stone fruits, grapes and wine
- Forestry

### Best buys

● Renovateable units under \$280,000

● House and land package on Bathurst fringe (more affordable areas)

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# Penrith LGA

**SPI Fast 50 2013; 40 mins to Sydney CBD; Catch the ripple effect - Low Entry Prices and High Yields will See Prices Soar!**

**The Penrith Local Government Area (LGA) is one of the fastest growing cities in Australia with its population predicted to grow rapidly over the next 15 years. It is also one of the most populous cities in NSW.** Sam Sagers rates the Penrith LGA very highly with numerous growth drivers culminating to make its low prices unsustainable.

*“Being on the urban fringe, it has become a sought after location for families looking for affordable homes, in areas that are strongly supported by infrastructure.*

*With expansive programs for the Nepean hospital and university, shopping centres and easy access to major arterial highways, Penrith LGA ticks all the boxes. Strong demand has also created attractive yields for property investors with most suburbs pushing over the 6.2% mark, in particular units. “*

Affordability is a key feature of the Penrith marketplace, with median prices well below the \$400,000 mark. Smart Investment Property editor, **Philip Tarrant**, said *“...a growing number of investors are turning to outer suburban markets because of lower buy-in costs and tight vacancy rates.”*

*“Some of these locations”, continued Tarrant, “such as... Penrith allows investors to enter the market at a reasonable price with the option of adding further value with cost effective renovations.”*

Sydney’s West has been picked as one of the most significant growth corridors in the year ahead by SQM Research founder **Louis Christopher** who recently



(Image source: <http://penrithbusinessalliance.com.au>)

told Your Investment Property Magazine, *“We have quite a high conviction that Sydney’s west is likely to outperform most regions throughout the country for the next three years. We take this position based on the view that there is an actual genuine shortage of real estate in this region, as demonstrated by supremely tight vacancy rates in comparison to other regions around the country.”*

Named in Smart Property Investment Magazine’s Fast 50 for 2012, Penrith is expected to deliver fantastic results this year. **Richard Heidtmann**, Penrith Professional Real Estate’s head of sales told Penrith Star *“We’ve got the infrastructure; Penrith is 40 minutes from Sydney’s CBD by train and governments are looking at us as a satellite city.”* Continuing, Heidtmann said, *“It’s a good area for investment because the rental market is also high.”*

Positive Real Estate CEO **Sam Sagers**, has tipped this market

for good future growth, claiming *“Penrith is one of the fastest growing cities in Australia, with its population predicated to grow rapidly over the next 15 years,”*



## Key Reasons to Invest:

✓ **Location:** Penrith has one of Sydney’s best ratios of incomes to house prices, and like Blacktown,



(Image source: <http://penrithbusinessalliance.com.au>)

is on CityRail's Western and Blue Mountains lines and close to the M7 and M4 motorways.

✓ **Demographics:** Western Sydney is one of Australia's largest urban areas and home to just over 1 in 11 Australians. It has a population of about 2 million people and is growing at a rate of about 36,000 people per year (1.8%), slightly higher than the average growth rate of 1.7% for the Sydney metropolitan region. Western Sydney's population is forecast to reach 2.9 million by 2036.

✓ **Affordable houses and units:** Penrith has been identified as one of the most affordable suburbs for 2013 success. RP Data's latest statistics put the median house price for Penrith at \$350,000, while units were recorded at \$252,000.

✓ **Low Vacancy Rates:** Vacancy rates in Penrith are just 1.3%, the suburb has very good income-to-house price ratios and has excellent rail and motorway links to Sydney. Christopher Joye, leading financial economist and the managing director of Rismark International, describes Penrith as "a good safe option for investors". (Source: <http://www.propertyobserver.com.au>)

✓ **Transport & Infrastructure:** The NSW government is aiming to further improve the strong transport links between Western Sydney and the Sydney CBD. In its 2011-12 budget it allocated \$314 million to develop the train line between Epping and Rouse Hill, while the south-west rail link is already under construction and due for completion by 2016. It will provide train services operating to Liverpool, the Sydney CBD, and Parramatta.

### Best buys

- **Newer units close to the CBD** around \$300K - \$400K mark.
- OR
- **Old 3 bdrm houses** you can

## Suburb Facts: Source: SPI Magazine March 2013, RP Data & ABS

<i>Population</i>	<b>Penrith City Estimated Residential Population 184, 681</b>
<i>Median Price</i>	<i>\$252,000 (units)/ \$350,000 (houses)</i>
<i>3 Year Growth Houses</i>	<i>8% (units)/ 13% (houses)</i>
<i>Gross Rental Yield</i>	<i>6.2%(units) 5.2% (houses)</i>
<i>Vacancy Rates</i>	<i>1.3%</i>
<i>Surrounding Suburbs</i>	<i>Cambridge Gardens, Emu Plains, Jamisontown, Cambridge Park, South Penrith, Werrington Downs, Kingswood, Regentville, Jordan Springs, Emu Heights</i>

secure for a low cost and boost rental yields well above 7% with a renovation or granny flat.

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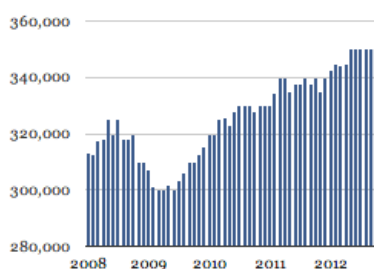
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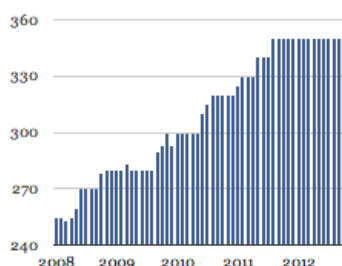
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### Units in Penrith

#### Median price

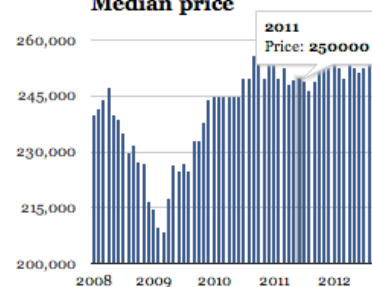


#### Median asking rent

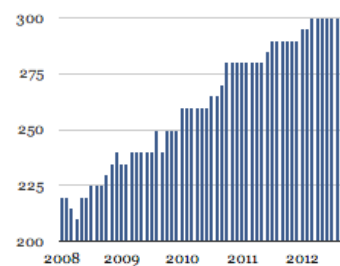


### Houses in Penrith

#### Median price



#### Median asking rent



(Source: <http://www.propertyobserver.com.au/data/suburb/penrith-nsw>)

# 4

# Blacktown

**Prices Set to Soar from Affordability, Fierce Housing Demand and Close Proximity to Sydney CBD!** YIP Top 100 Hotspot and Hotspotted 2 Years in a Row by SPI Magazine



(Image source: <http://www.librarything.com>)

**13km west of Parramatta and 38km west of Sydney CBD, Blacktown holds strong promise and a secure market for the serious investor, from 2013 and beyond.** While the suburb might not appear to be quite as polished as some might like, it offers a great deal of potential for the smart investor who is willing to look at the numbers, rather than just outward appearances.

According to **SPI March Edition** article *“Blacktown Geared for Growth”* they stated *“Having already experienced a staggering 10.8% growth in population over the past five years, the city’s current population of over 310,000 is forecast to reach 500,000 people by 2036.”*

*“High yields on rental units exist if you know where to look. Reasonable value for units can be found in Blacktown - with gross rental yields of up to 7 per cent.”*  
**Sam Sagers, CEO Positive Real Estate.**

(Source: Sydney Morning Herald <http://www.positiverealestate.com.au/sam-sagers-featured-in-sydney-morning-heralds-money-magazine-uncovering-high-rental-yields/>)

Journalist Christina Zhou recently interviewed **Louis Christopher**, Managing Director of SQM Research, in the March Edition of SPI Magazine who identified Blacktown as one of Australia’s top suburbs geared for growth, based on rising income, transport links and improving demographics in the region.

*“Firstly, it’s a railway suburb, it’s close to the orbital link and the M7 and of course it is affordable,”* notes Christopher also when interviewed by news.com.au.

**The outward push for larger, more affordable homes from Sydney’s middle income demographic will see suburbs such as Blacktown rise in popularity.**

*“Even the vacancy rates are trending down,”* continued Christopher. *“We calculate Blacktown vacancy at 0.9 per cent [as of 2012] and at the same time last year it was at 1.1 per cent.”*

Should unemployment and interest rates rise, however, prices could fall warns Christopher, *“but I think it is still pretty safe for investors in Blacktown because there is a strong likelihood of outperformance compared with Sydney as a whole”.*

Well situated, Blacktown is close to the major employment hubs of both Huntingwood and Norwest Business Park. Its location - 34 km west of the Sydney CBD, and 13 km west of Parramatta - makes it the perfect destination for individuals seeking a way out of the “Sydney squeeze”.



(Image source: <http://www.wikipedia.org>)

*“In the years to come, “affordability” will continue to be a major growth driver in Blacktown,”* said Sam Sagers, Director of Positive Real Estate. *“Currently, Blacktown has a good size population - of about 43,400 - making it the largest suburb or township in the entire state! Reports are that this number will*

increase by as much as 43% over the next 20+ years!"

As a relatively young city, Blacktown is still in its growth phase, which is being directed by the 2025 plan; an ambitious endeavour to create opportunities for the city's resident's well into the future - even beyond 2025 - which include, according to the plan:

*"...an enhanced diversity of and range of quality of jobs, commercial, retail, health, cultural, recreational, entertainment and lifestyle opportunities to the existing and future residents of Blacktown and the surrounding region."*

**How does all of this growth translate into profits for an investor?** Put simply - if the high demand and very low vacancy rates don't convince you, perhaps the following facts and figures will:

## Suburb Facts: SPI March 2013 & RP Data

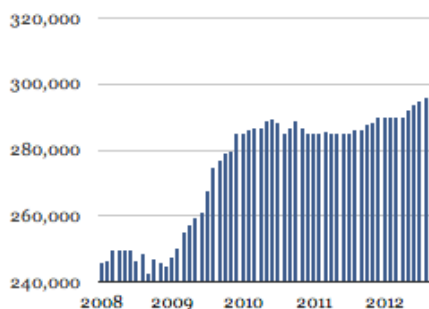
Population	Approx. 43,400 (287,000 LGA) (projected growth of 43% by 2036)
Median Price	\$300,000 (units) / \$390,000 (houses)
Gross Rental Yield	6.2% (units) 5.1% (houses)
3 Year Growth	8% (units)/ 17% (houses)
Vacancy Rate	1.4%
Surrounding Suburbs	Acacia Gardens, Emerton, Kellyville, Kings Langley, Kings Park, Lethbridge Park, Parklea, St Marys, Tregear, Whalan, Willmot, Mt Druitt, Seven Hills, Riverstone,

## Key Reasons to Invest:

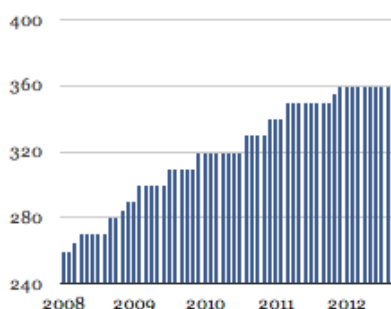
✓ **Population** - Driven by a need for more affordable housing options, Blacktown's growth has been both continuous and fast.

### Units in Penrith

#### Median price



#### Median asking rent



Not only has it become the most populated suburb in New South Wales, it's now ranked eighth among the fastest growing cities in the country.

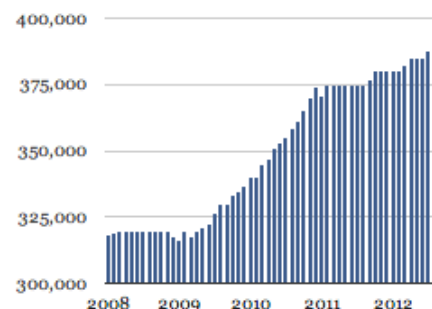
✓ **Demographic:** -This historic city offers a mix of both old and new areas, blending together a myriad of different cultures and backgrounds into a growing metropolis. Massive infrastructure and development projects have contributed to this growth and to the creation of nearly 50 suburbs!

✓ **Supply and Demand** - Both developers and retailers are attracted to Blacktown because of the large quantity of available property which has been zoned both as commercial and serviced industrial land. In fact, much of the land set aside for development is located right alongside the Westlink M7 Orbital Link which runs straight through Blacktown City!

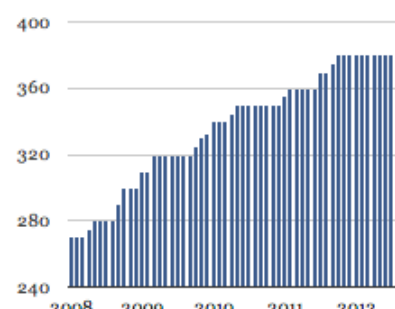
✓ **Economics** - The Urban Development Institute of Australia reports that 25% of the Nation's value-added GDP is provided by Sydney's Greater Metropolitan

### Houses in Penrith

#### Median price



#### Median asking rent



Region, with Blacktown City making up 20% of that GDP!

✓ **Business** - A number of businesses call the Blacktown CBD home, including many bars and restaurants, as does Westpoint Blacktown - one of the biggest shopping centres in Western Sydney.

#### Other features of the CBD include:

- Blacktown railway station
- Blacktown City Council corporate head office
- Blacktown Courthouse
- Max Webber Library -Blacktown
- City Council's newly completed central library
- Blacktown Hospital
- Patrician Brothers College Blacktown

## Best buys

● **Three bedroom brick houses on large lots** (600sqm+) offer the potential to increase cash flow by the addition of a granny flat. Doing so could potentially increase rental yields from a very good 6% to an amazing 9%! (or \$280pw in rent to \$550pw in rent).



● **In the alternative, units situated close to the CBD**, shopping centres and transport offer strong rental yields of about 6%+!

*“Investors who buy well going in have a great opportunity to enjoy some really good capital growth”,* said **Sam Sagers** CEO at Positive

Real Estate, *“especially when allowing for add-value strategies such as a granny flat at some point in the future”.*

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# 3 Mackay

## A Boom Town Set To Deliver Huge Growth in the Next Few Years as the “Gateway to the Bowen Basin Mining Region” - SPI Fast 50 & YIP Tip

**If you’ve been searching for the “bigger, better deal” it’s a pretty safe bet you’ll find what you’re looking for in Mackay.**

Named among Smart Property Investment Magazine’s Fast 50 Boom Suburbs for 2013, and was chosen as the 24th suburb out of 100 in Your Investment Property Magazines Flagship Top 100 Edition; compared against 15,000 suburbs nationally as a suburb worthy of including in your list – with the potential to see double or triple the national averages. Mackay checks off all of the key market drivers that every savvy investor is searching for.

Mackay is, experts agree, on the verge of a major boom in the mining resources and services sector. Many companies servicing the mining industry now call Mackay home, drawn to the region’s proximity to the mines, transportation routes including major highways, train lines and the coal export terminals at Hay Point.

**The city of Mackay is a major regional centre, with one of Australia’s highest levels of average income per capita, and**



(Image source: [www.mackay.qld.gov.au](http://www.mackay.qld.gov.au))

**is 11% higher than Queensland average. According to the Queensland Government there are currently 41 major infrastructure projects worth over \$25.4 Billion across the Mackay region.** This and a growing population and increasing capital growth, are propelling Mackay into a time of massive growth - something investors won’t want to miss out on!

**Narelle Pearse**, CEO of the Regional Economic Development

Corporation shared her beliefs about Mackay with Smart Property Investment Magazine readers when she stated that *“... the biggest indicator [of growth] at the moment is on the regional development register, which is all the projects that are happening across the region.”*

Pearse goes on to describe the impact the infrastructure spending will have on Mackay when she says, *“We’re looking at job creation, just*

in our region, of about 30,000 new jobs.”

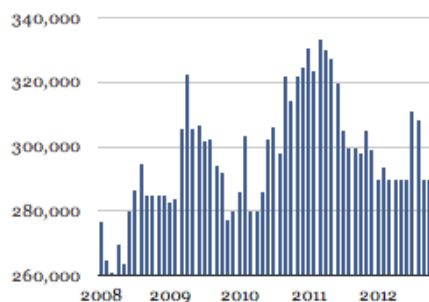
All of this industry growth has boosted home values in Mackay. In the May 2012 edition of Smart Property Investment Magazine, **Sally Richards**, the Real Estate Institute of Queensland’s chair for the Mackay-zone stated, “Mackay [median house] prices have risen about 2.4 percent to \$420,000. We’re noticing strong sales activity and we’ve overtaken Gladstone with the lowest vacancy rate as well.”

“There are a lot of investors returning to the market, as the returns are good for rental properties,” Richards continued. Research analyst Robert Matta says the Mackay property market has delivered “exceptional growth” in the latest half year period, with strong sales performances recorded for the house, unit and (in particular) the vacant land market. (source: <http://www.hotspotting.com.au/article/2382-rents-sales-leap-in-boom-town-mackay>)

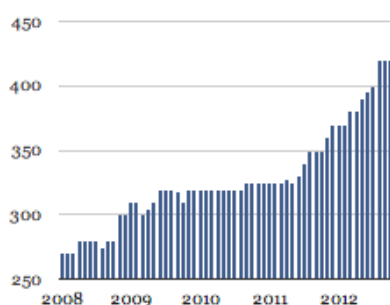
**For the above factors and more, make Mackay as one of the hottest market places to invest in.**

### Units in Mackay

#### Median price

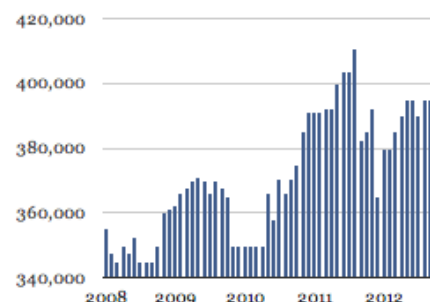


#### Median asking rent

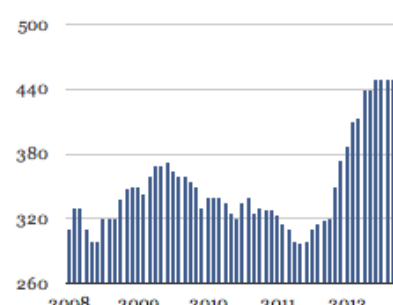


### Houses in Mackay

#### Median price



#### Median asking rent



### Key Reasons to Invest:

✓ **Location:** Located on the Eastern Coast of Queensland, Mackay is approximately 970km from Brisbane. Often described as the “Gateway to the Bowen Basin Mining Region, Mackay is in a prosperous and growing region

base.

✓ **Demographics:** According to the Australian Bureau of Statistics, Mackay’s population has increased by an average of “2.9% per annum over the past five years, adding around 3,100 new permanent residents each year. This compares to a growth rate across all of Queensland of 2.5% over this period”.

✓ **Rental Market:** The demand for rental properties in the Mackay LGA has greatly increased since 2008. The number of new bonds lodged for units/apartments and houses have increased by 9.3% and 19.0% over the past three years respectively. The number of new bonds lodged for townhouses has undergone the most dramatic growth since, tripling from 51 in 2008 to 153 in 2011. The increase in demand for rental properties in the LGA has led to an increase in the weekly rental rate. The weekly rental rate for units/apartments and houses have grown 15.9% and 17.2% respectively since 2008. (RTA 2011)

✓ **Low Vacancy Rates:** The

underpinned by a strong economic  
**Suburb Facts: (Source: SPI March 2013 & RPdata.com.au)**

Population	166,800
Median Price	\$397,500 (Houses) / \$290,000 (Units)
Gross Rental Yield	7.5% (units) / 5.9% (houses)
3 Year Growth	-2%(units)/ 8% (houses)
Vacancy Rate	1.6%
Surrounding Suburbs	Andergrove, Bakers Creek, Beaconsfield, Blacks Beach, Bucasia, Cremorne, Dolphin Heads, East Mackay, Eimeo, Erakala, Foulden, Glenella, Mackay City, Mackay Harbour, Mount Pleasant, Nindaroo, North Mackay, Ooralea, Paget, Racecourse, Richmond, Rural View, Shoal Point, Slade Point, South Mackay, West Mackay

Mackay LGA has experienced low property vacancy rates over three quarters in 2011. This highlights the strong demand for rental properties in the LGA, with only 1.0% vacancy rate being recorded for the September 2011 quarter. These vacancy rates are good news for investors, as a high demand for rental accommodation places upwards pressure on rental yields.

✓ **Economy:** The city of Mackay is strategically located, possessing multiple economic drivers. Mackay is known as the sugar capital as it produces one-third of Australia's cane sugar. It also acts as a major residential centre for miners who

work in the central Queensland coal mines on a fly-in/fly-out basis, and Mackay's proximity to the Great Barrier Reef and the Whitsunday islands means it is a major tourist town as well.

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(Image source: <http://en.wikipedia.org>)

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## Emerald

**Emerald's Diversified Industry See's This Area as An Incredibly Safe Bet with 3 Year Growth at 30% for Units & 21% for Houses!**



(Image source: <http://www.queenslandplaces.com.au>)

**Emerald, situated about 260km west of Rockhampton and 647km northwest of Brisbane, has long acted as a service center for both the Bowen Basin and the Galilee Basin regions, providing facilities for the miners and their**

**families.** However, unlike many one trick pony mining towns, Emerald has made it as number 2 on our list for its diversity, with strong mining and agricultural economies, including cattle fruit, grain and cotton – meaning he

town's economy is relatively safe when compared with other towns that solely rely on mining, which all play a role in the success of the economy and vibrancy of the town; making it a place where people want to reside.

Investors really need to take note because now, it would seem, it's Emerald's time to shine. Named in both Your Investment Property Magazine's Top 100 Suburb and in Smart Property Investment Magazine's Fast 50 Boom Suburbs for 2013, this beautiful suburb is sitting at the start of recovery.

Property investors will like what they see when they look at this growing market. There are a huge number of projects underway in the area, such as the \$50 million dollar Blackwater power station, a \$2 billion expansion by Kestrel

Coal, scheduled to be finished by 2013 and a \$286 million expansion of the Curragh open-cut mine, to name just a few.

Early this year, Emerald Real Estate principal **Jason Campbell** told Central Queensland News, "Obviously, we have gone through a slowing of the market in recent months in line with the mining industry, but the future of investment in the town and the market in general is coming back strongly.

I've had investors here on Friday. They're not just looking for a quick positive cash load in return, but sustainable growth across the board.

Emerald is a sustainable market. Compared to coastal areas and larger cities, people are looking for the shining parts of the country, and Emerald is one of them," continued Campbell.

In the August 2012 issue of Your Investment Property Magazine, our very own **Sam Sadders**, CEO of Positive Real Estate said, "Unlike Dysart and Moranbah that have seen prices verge on the surreal, Emerald has remained relatively affordable. With huge mining projects, population pressures and the limited supply of new housing, Emerald looks like one of the best bets for mining-dominated market places in Queensland today."



(Image source: )

Emerald Real Estate's Jason Campbell recently highlighted the issue of supply and demand in Emerald - an issue which has not escaped the attention of property investors - when he told Australian

## Suburb Facts:

Population	11,575
Median Price	\$350,000 (units) \$460,000 (houses)
Gross Rental Yield	8.3% (units/ 7.3% (houses)
3 Year Growth	30% (units)/ 21% (houses)
Vacancy Rate	Around 0.5%
Surrounding Suburbs	Andergrove, Bakers Creek, Beaconsfield, Blacks Beach, Bucasia, Cremorne, Dolphin Heads, East Mackay, Eimeo, Erakala, Foulden, Glenella, Mackay City, Mackay Harbour, Mount Pleasant, Nindaroo, North Mackay, Ooralea, Paget, Racecourse, Richmond, Rural View, Shoal Point, Slade Point, South Mackay, West Mackay

Property Investor Magazine "There's a diverse range of people renting (available) properties," and "there has also been a massive increase in company leases due to the need to supply housing in order to attract skilled workers. Even the stepped up construction going on in Emerald has been unable to keep pace with the growing demand for accommodations." Campbell continued, "There are so many job opportunities with great salaries but accommodation is the key. Demand is outstripping supply. There's good, strong capital growth (prospects) for investors, along with high and immediate cash flow." (API Magazine Fast Growth 70, November 2012)

Smart Property Investment Magazine's **Jennifer Duke** says that regional areas are growth hotspots which investors need to watch.

"(Regional areas have) typically been overlooked by owner occupiers in the past who have historically bought closer to the cities," said Jennifer Duke. "Emerald's vacancy rate of .05% is also attractive in combination with strong population growth expectations and rental returns in excess of 8%, or \$650 a week for houses."

The report focused on population growth, demand for housing, income levels and vacancy rates throughout Australia.

Ms Duke said the market was largely determined by the coal industry, but a deeper understanding of the specific market was important.

"Mining giants, such as BHP, have listed reasons why mining may slow, (such as the) high Australian dollar, high development costs and decrease in commodity prices, but have also said they will continue with existing projects."

Ms Duke said the Emerald market would continue to strengthen. CD Adams owner **Clinton Adams** said this didn't mean prices would go through the roof again.

"That's the question we've been getting a lot at the moment and we've had a correction in prices because it was becoming overheated with rental prices which limited many opportunities for people," Mr Adams said.

"But the prices we're getting now, investors are saying it's still better than where they're living in larger areas."

*“The reason we’re on the list is because we’ve got diversity. We’ve got mining, our cattle and farming. “People have realised regional areas like Emerald are worth taking a chance on.”*

## Key Reasons to Invest:

✓ **Transportation:** \$6.3 million investment in Emerald’s large airport, offers travelers many destination choices with further expansions planned, further improving the airport’s capacity to serve an increasing number of fly-in, fly-out miners, among others. A true national treasure, The Emerald Railway Station is home to Queensland Rail Lines.

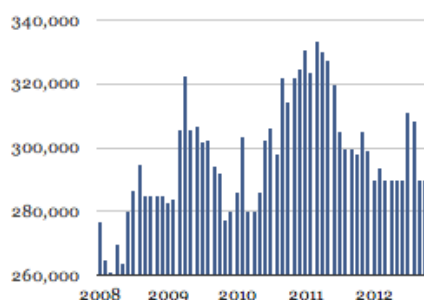
✓ **Supply and Demand:** Growing demand and a tight supply combine to create very strong yields of around 8% for both houses and units. In 2012, there were only 88 new housing approvals yet the demand is expected to increase by 300 houses per annum over the next 5 years and 350 per year by 2016. With the current median house price of \$460,000 and unit median price of \$330,000, the rental yield being provided to investors is sitting at 8%, with a vacancy rate of only 0.5%. This is incredibly tight when you consider that the percentage of renters in Emerald is 49%, though the high number of renters is quite common in mining towns. Due to the tight rental market buying activity has been extensive with 414 properties sold within the last 12 months in a town with a population of just over 11,000, this has also contributed to the 11% growth in house prices and 12% growth in unit prices for 2012 (SPI Magazine Jan 2013).

✓ **Growing Population:** The current population of 20,000 is projected to grow by an amazing 55% - reaching 31,000 by the year 2031.

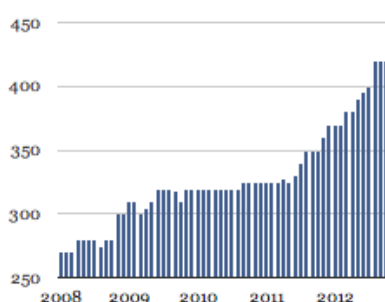
✓ **Infrastructure:** Massive infrastructure projects in the region are pumping billions of dollars into the local economy. Some of the major projects include

## Units in Emerald

### Median price



### Median asking rent



\$22 billion toward new mining projects in the area, \$6 billion from corporate capital investments into mining ventures, \$85 million in community infrastructure investment, and \$46 million towards retail developments, to name but a few.

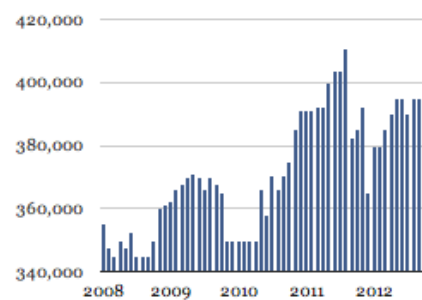
✓ **Capital Projects :** The following projects are in various stages of completion:

- \$10 Million upgrade & development of the Emerald Aquatic Centre
- \$10 Million Emerald Airport Expansion
- \$5 Million Emerald Homemakers Retail Centre
- 3.7 Million Emerald Morton & Rundle Park Facilities

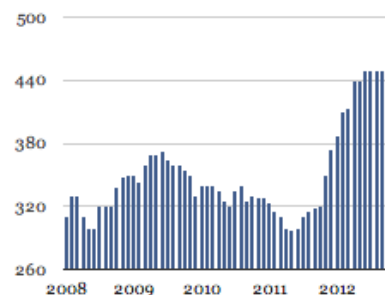
✓ **Economy:** Massive infusion of capital into the region is resulting in a large uptick in employment numbers; 13,780 new jobs have been created in the area as a direct result from this influx of revenues. The economy is not based solely on mining - rather it possesses a strong mix of agriculture, retail, professional services, construction, education and medical industries.

## Houses in Emerald

### Median price



### Median asking rent



Over the last 9 years, Emerald’s average rental growth has been at 17.9% per year.

**\*NOTE:** The town of Emerald has had significant flooding in recent years so it is important that potential investors look at flood maps in relation to properties to see if any damage has been done and if it is likely to be affected again.

## Best buys

- **3 Bedroom houses under \$500,000**
- **Properties situated close to the botanic gardens and local golf course**

Due to the privacy of our priority pricing we can not disclose all deals to the public. To start getting the best property ‘Hot-Spot’ deals before the market does, join over 50,000 Australian investors by **coming along to one of our Free Property Investor Nights**. Take action now and enjoy the immediate benefits of being a part of our exclusive property investing community.

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# South Brisbane

## Just 2km to Brisbane's CBD- Huge Rental Yields and Growth & Named #1 On YIP Magazines Famed Top 100 List for 2012

If you chose to describe marketplaces as being either cold, warm or hot, then by all accounts, South Brisbane is on fire!

This suburb is the epitome' of a world-class city - everything an individual could need or desire is close at hand, and with growing wages, growing demand and a limited supply, it's no wonder South Brisbane is named in *Your Investment Property Magazine's* Top 100 list!

There are few blue chip locations left in Australia that offer such high yields - as high as 6.5% if you buy well - yet are available at an affordable rate, so investors would do well to pay attention to this market.

*"There are not too many locations left in Australia today where you can buy so close to a world-class city, at such an affordable rate. This alone makes South Brisbane a standout market",* says **Sam Sagggers**, from Positive Real Estate.

*"Without a doubt, the rents in South Brisbane are the best for a blue chip suburb located anywhere in Australia."*

*"It's a mecca for students, executives and the city's elite",* continued Sam.

Brisbane's Lord Mayor **Graham Quirk** is intent on continued job creation for the region. Unveiling his 20 year plan to *"boost jobs and economic growth on the back of the resources boom,"* Mr. Quirk said, *"The global expansion of resource industries is bringing*

(Image source: Investment Property Magazine's Top 100 list!)

*in an unprecedented window of opportunity to Brisbane and we are on the cusp of a resource-based economic transformation."*

*"For every direct job created in mining,"* continued Mr. Quirk, *"a further 19 jobs are created across Brisbane in mining-related services and the great thing about these jobs is the majority of them are long-term high value professional services."*



(Source: <http://www.positiverealestate.com.au/sam-sagggers-yip-top-100-wrap-up/>)

### Key Reasons to Invest:

#### ✓ Supply and Demand:

- According to SQM Research, as of 2012, South Brisbane has a shortage of 450 properties with nearly twice as many shortages - 852 - projected to occur in 2013.
- Forecasts predict a shortage of 1,000 properties annually to 2016.
- More than half of South Brisbane's residents are renters, and the demand for accommodations is strong due to its proximity to the CBD and the large number of office workers - approximately 30,000 as of this year.

#### ✓ Yield Variation:

- Units - 6% (Residex)
- Urbis reports that South Brisbane unit rents, on average, command 19% to 49% greater rents than surrounding suburbs.

✓ **Population:**

- Projected to rise by 6.0% per year through to 2016
- Growth expected to come from middle to higher income earners and students locating to the area

✓ **Economy:**

- Over a dozen corporate employers in a variety of industries have relocated to the area over the last 4 years
- More than 300,000 m2 of total commercial space
- Approximately 80,000 students attend the nearby universities
- Master Private Hospital Brisbane employs 7,500 individuals and is one of the largest multi-disciplinary hospitals in the state
- Large number of retail outlets, such as Queen Street Mall and West End Retail among others

✓ **Infrastructure:**

- South Brisbane is part of an urban renewal program known as the South Brisbane Riverside Renewal Strategy. This plan has infused more than \$4 billion towards South Brisbane's infrastructure. Projects involve upgrades to public places, transportation nodes and cultural amenities.

✓ **Demographics:**

- A large portion of the demographic are renters - 62%, many of them either living alone or as couples.
- Incomes among families in the region are much higher than the state average - a result of the demographic change to the region. These changes have been forecast to continue at least until 2016.
- Residents are typically well educated and engaged in mid to highly skilled occupations, with a median age of 33.

**Best buys**

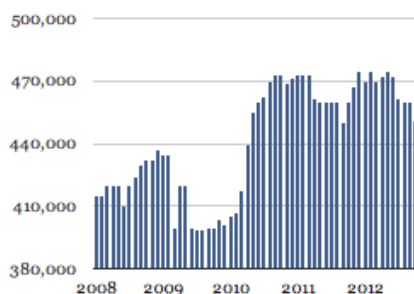
● Not only are houses much more expensive, new units in the \$400K - \$500K mark, suit the area demographic of well paid executives looking for stylish designer living with all the mods cons, near the city and an easy care lifestyle - with

**Suburb Facts: RP Data/SPI Magazine March 2013/ YIP Magazine Aug 2012**

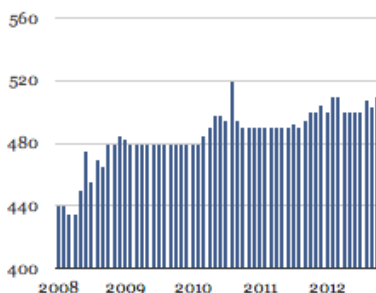
Population	4300
Median Price	\$ 451,250(units)/ \$ 725,000 (houses)
Gross Rental Yield	6% (units) / 3% (houses approx)
3 Year Growth	13% (units)/ -8.23%(house approx.)
Vacancy Rate	2%
Surrounding Suburbs	2km to Brisbane CBD. Bowen Hills, East Brisbane, Fortitude Valley, Herston, Highgate Hill, Kangaroo Point, Kelvin Grove, New Farm, Newstead, Paddington, Petrie Terrace, Spring Hill, Teneriffe, West End , Woolloongabba.

**Units in South Brisbane**

**Median price**

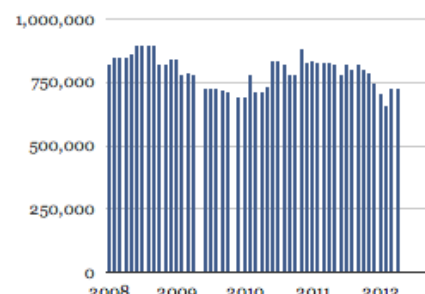


**Median asking rent**

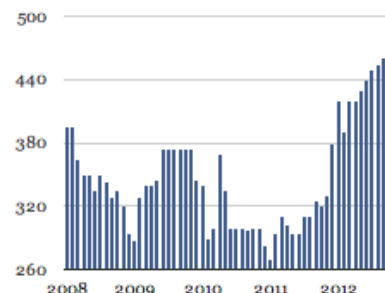


**Houses in South Brisbane**

**Median price**



**Median asking rent**



everything at their doorstep. This is why units in South Brisbane offer the best opportunity for a strong rental yield and growth - as people want to live close to where they work and they are willing to pay for that type of lifestyle.

● Property investors searching for strong yields in a blue-chip location would do well to take a close look at South Brisbane as all of the key drivers can be found in this growing suburb.

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