

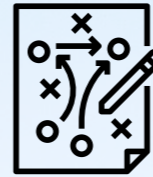
# THE STRATEGIC INVESTOR PACKAGE

## SOUTH-EAST QUEENSLAND

We offer the Strategic Investor Package to clients who are looking to make simple, long-term, and successful investments in South-East Queensland residential property. You'll benefit from a process that combines the latest research and investment tools with experienced, on-the-ground assessment and exceptional personal service.



### STRATEGY



Benefit from our unique and independent assessment of the South-East Queensland property market to target the best areas and property types

### ACQUISITION

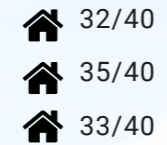


SHORTLIST



LAND  
BUILD  
DESIGN  
LOCATION  
VALUE

ASSESS



COMPARE



NEGOTIATE

Our methodical and technology-backed process will ruthlessly shortlist available properties and help you buy at the lowest possible price

### SUPPORT



ENJOY A  
SETTLEMENT  
WITH  
THE MINIMUM  
OF STRESS



EFFECTIVE  
PROPERTY  
MANAGEMENT  
AND HAPPY  
TENANTS



ONGOING  
ADVICE TO  
HELP YOU  
MAXIMISE  
YOUR RETURN

We go well above the usual service expectation to provide ongoing support long after your original purchase

# A PLAN FOR STRONG INVESTMENT RETURNS

Lots of so-called 'strategies' are really just glorified ways to sell you an overpriced property. We do it a little differently. We take a long-term approach to investment return, rather than seeking out the next 'hotspot' or looking for a quick equity sugar hit. We focus on four pillars to maximise your long-term investment returns:

- **High Demand, Low Supply.** We target areas and property types that will have consistent and diverse demand drivers, but will have limited future supply to compete against. We base this on our unique research on the future South-East Queensland property market, which positions you to benefit over the coming decades.
- **Maximise Land Value.** Whether it's a house, townhouse or unit, most of your capital growth will come from the quality and scarcity of the land it sits on. We target the right types of property in the best locations in South-East Queensland, to help you get the highest value possible and supercharge your long-term growth.
- **Quality Design and Construction.** Instead of being seduced by fancy artist impressions and depreciating fixtures, we concentrate on the fundamentals of a property's appeal - good design, solid, low-maintenance construction, and the flexibility to add value over time. This will help attract long-term, better-quality tenants, reduce your outgoings, allow you to manufacture equity and improve future resale.
- **Buy Property under its True Value.** 'You make your money when you buy'. Instead of selling you a property where your profit has already been taken by the developer and sales agent, we target properties selling below their true value. Our unique intrinsic value calculator lets us rapidly determine a property's true value and give you the opportunity to purchase properties selling at massive discounts.

We take these principles and apply them rigorously to the South-East Queensland market place. You'll receive a plan based on comprehensive research across the key drivers of future property performance, and be presented with clear options of locations and property types to target.



# AN ELITE SHORTLISTING PROCESS

Once we've developed a strategy together, the rubber really hits the road. We'll sort through hundreds of properties, and assess and inspect dozens of properties on your behalf to generate a shortlist of potential investments. Leave the legwork to us and never have to deal with a real estate agent again!

## IDENTIFY

We are shortlisting the best properties in the SE-QLD marketplace on a constant basis to open up opportunities for you.

## ENQUIRE

Don't spend your time chasing up real estate agents - we'll ascertain the key data on availability, price and rental return for you.

## INSPECT

We'll conduct the painstaking task of inspecting target properties, gauging the quality of the property, its location and the level of buyer interest.

## ASSESSMENT

We use the latest technology to rapidly analyse the value, future potential and risk profile of suitable properties so you can make an informed decision.

### LAND

Land value, size, aspect and future potential will all play a vital role in your future returns.

### BUILD

Quality of construction and maintenance will help you have a happy, rather than stressful, investment experience.

### DESIGN

The right internal design and configuration will help you attract good tenants and give your property a higher future valuation.

### LOCATION

We assess demographics, street appeal, noise, and access to shops, transport and amenity, to give the full picture on every property.

### DUE DILIGENCE

We help you quickly conduct location-specific due diligence including zoning, flood and future development that may affect a property's future value.

## COMPARISON

Once suitable properties have been identified and analysed, we compare them against each other based on likely long-term performance and our own experience and judgement.

### BUY BELOW INTRINSIC VALUE

Our unique intrinsic value calculator helps quickly determine the true value of properties and identify properties with the greatest discount on intrinsic value.

### BUY BELOW MARKET VALUE

Our extensive comparison process allows us to target properties that, due to a range of circumstances, will sell below market value.

### COMPARE FUTURE RETURNS

While no-one can accurately predict the future, we use detailed historical data and future demand/supply projections to help compare the likely performance of properties.

## NEGOTIATION

We'll work together to develop a negotiation strategy, armed with a comprehensive understanding of value, market conditions and the vendor's circumstances and sales strategy. We'll handle the direct negotiations, removing emotion and sparing you from dealing with the sales agent! You'll also have our support to prepare the contract and remove most of the paperwork through our electronic signature system.

## WORLD-CLASS SUPPORT

Our service goes well beyond having your offer accepted on a property. We'll work with your purchasing team to achieve a smooth settlement, taking you through the process of buying in Queensland step-by-step and helping you to overcome any issues. You'll also have recommendations on the best local property managers to use, and ongoing advice and support anytime that you need it for 12 months after you've purchased your investment.

## WHO WILL YOU BE WORKING WITH?

You'll be working throughout the process with our Qualified Property Investment Adviser and Licensed Buyers Agent, Andrew Wegener. Andrew has directly overseen over 35 million dollars worth of purchases in the South-East Queensland marketplace, and brings a level of insight, professionalism and independence that is unsurpassed in the industry.

## WHAT ARE THE BENEFITS FOR YOU?

- Give yourself the best chance of strong, long-term returns with a detailed investment plan, built around the future supply and demand of property in South-East Queensland.
- Locate and purchase properties well below their true value through our unique acquisition process and tools.
- Save hundreds of hours in understanding the market, conducting research, property enquiries, inspections and negotiations.
- Clearly understand the property acquisition process, and overcome issues at any stage with the assistance of a professional team working on your behalf.
- Position yourself for a lifetime of successful property investment, through a comprehensive education from one of South-East Queensland's leading property professionals.



# WHAT DO OUR CLIENTS SAY?

“

Andrew is incredibly knowledgeable, professional and focussed. It was our first experience buying a property through a broker and we will definitely engage Aquila in future. Andrew was flexible to meet us around our schedules and was patient yet persistent in finding the right property. Trusting in his knowledge and experience provided us with peace of mind (and none of the hassle of chasing agents and paperwork). We were highly impressed with this service and I hold no hesitation recommending Aquila.

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*Luke and Emily, Pottsville, NSW*

Andrew from Aquila has been absolutely brilliant, such a pleasure to deal with. Always positive, willing to deep dive into the detail and extremely thorough. I was coming into this skeptical however after speaking with Andrew, he made my doubts quickly disappear. He is smart, knows the markets, gives you a variety of options but also his clear recommendations which was what I needed. I put my trust in Andrew and we signed a contract for a 2 bedroom townhouse about a month ago and it's phenomenal to see the house has gone up in value already. I can't say enough about the bloke, he is an absolute gentleman and I can't wait to work with him again!!! I have already referred him to 3 people and many more to come. Absolute professional!

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*Salim, Greenvale, VIC.*

Living interstate I was concerned that buying a property on the Gold Coast would be arduous, stressful and had a good chance of failure. That was before I met Andrew! His infinite patience, tolerance, courtesy and knowledge was invaluable. He always returned my calls and emails promptly and answered my endless questions ensuring I understood every step of my purchase. I would not hesitate to recommend Aquila Property Investment, thank you Andrew!

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*Jill, Newcastle, NSW*

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**SEE MORE REVIEWS AT**  

## YOUR STRATEGIC INVESTOR PACKAGE INCLUDES:

- Detailed Property Strategy Report developed specifically for you
- Unlimited property shortlisting for up to 12 months if required
- Rapid assessment and due diligence on all potential properties
- Determination of intrinsic value and potential return using our unique calculator
- Inspections of all target properties
- Property negotiation service
- Contract preparation and evaluation
- Settlement coordination service
- Property management recommendations
- Unlimited advisory phone calls with Andrew throughout the process
- Ongoing advice for 12 months after property settlement

## INVESTMENT

Our service is rigorously independent, and we only work for you as the buyer. As such, our service isn't free. However, the benefits far outweigh the costs, and our fee is only a tiny fraction of the overall value of a property and of your long-term return. We've chosen to employ a flat-fee pricing model, which means you can rely on us to give you the right advice on which property you should buy, and that we'll work as hard as possible to help you buy it at the lowest possible price. All prices are inclusive of GST.



**Engagement Fee: \$1,990**  
**Settlement Fee: \$7,000**

## FIRST-TIME PROPERTY BUYER?

We love helping you get onto the property ladder successfully, so get in touch to find out about our special arrangements for you.

Got more questions? Want to confirm it's the right package for you? Book in your free consultation with Andrew.

**BOOK IN YOUR FREE CONSULTATION**

