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**7 MISTAKES
WE WISH
WE KNEW IN
PROPERTY
INVESTING**

AVOID THESE 7 COSTLY PITFALLS

01. Not Starting Earlier

Retirement never really crossed my mind until later in life. I was so focused on using my salary to pay off my mortgage that I hadn't saved enough to buy my first investment property. I had no idea that I could use the equity in my home as a deposit to start building my property portfolio. And as it turns out, I could have used an investment property to pay off my mortgage in a fraction of the time it took with just my salary. I ended up missing out on several years of capital growth that I'm took many more years to make up.

02. Waiting for the Right Time

Another reason why I didn't start earlier was that I was worried about where the property market was going. The media said the market was going to decline over the next year, so I didn't bother investing. What actually happened was, I missed the start of the growth cycle and some good opportunities in a poor market. Back then, I didn't realise that it's time in the market, not timing the market, that creates long-term wealth in property.

03. Going it Alone

At the time I thought, 'I bought our family home by myself, so why can't I invest in property by myself too?' My bank only approved me for a small loan, and the real estate agents I was speaking to weren't doing what was best for me — they only offered me the properties on their books. By working with a qualified investment mortgage broker and having a property investment specialist like Oli on my side, I was able to invest in properties and new areas I never would have found on my own.

04. Limited to local properties

When I was going it alone, I didn't know about property markets in other cities or neighbourhoods. I only felt comfortable looking at properties in my immediate area that I could drive by and inspect. To be honest, I knew deep down I was breaking the golden rule of diversification by only looking in the same area as my home. Talking to a property investment specialist like Oli that makes data-driven decisions opened my eyes to affordable growth areas that I never knew existed.

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When it comes to investing in property, many Australians face common mistakes and missed opportunities that can significantly impact their long-term wealth and retirement goals. In this eBook, we will explore the top mistakes made by property investors, so you can make smarter investment decisions and set yourself up for financial success in the future.

05 • Focusing on Established Properties

It was easy for me to spend my Saturdays inspecting properties — I thought it was the safest form of buying a property as I could see and feel what I was investing into. But a few months after investing in an established property, I was hit by a big ol' plumbing bill that my warranty didn't cover. And when I was claiming tax back, I wasn't able to claim depreciation on a lot of the property's fittings. Now that I've invested in a new property, I'm covered by warranty insurance, can claim the maximum depreciation benefits and I feel like I'm helping relieve the rental affordability crisis by creating new homes for fellow Aussies to live in.

06 • Focusing on Cheap Apartments and Not Land

Because I hadn't built a Team for Success, my budget was lower than it would have been if I'd gone to an investment mortgage broker. I was stuck having to look at mostly apartments, especially the ones in high-rise buildings. I didn't understand that a property could be broken down into its land component and build component. Did you know that it's the land that appreciates over time, and that's what creates long-term wealth for retirement? I didn't! So while the apartment I bought has made some levels of capital growth, it doesn't come close to what I'd have made if I'd invested in an affordable landed property like a townhouse or a small house in a growth area.

07 • Underutilising Government Incentives

I didn't know anything about incentives until after I invested — typical! By then it was too late to take advantage of them. It turns out that the government encourages everyday Aussies like me to invest in property to both support myself in retirement and to add to the housing pool for other Aussies to live in. If I had gone to a property investment specialist like Oli in the first place, I'd know how to maximise depreciation benefits and what expenses are claimable to help maximise my cash flow.

Remember, starting early and leveraging the equity in your home can set you on a path to exponential growth. Timing the market may seem tempting, but it is time in the market that truly generates long-term wealth. Building a team of experts, including investment mortgage brokers and property investment specialists, can provide invaluable guidance and access to untapped investment opportunities.

Diversification is key, as exploring growth areas beyond your immediate surroundings can open doors to affordable properties with significant potential. Consider the importance of landed properties, as it is the land component that appreciates over time, creating a solid foundation for your retirement wealth.

Lastly, never overlook the government-approved incentives designed to support and reward property investors. By understanding and maximising these incentives, you can enhance your cash flow and contribute to the housing pool for fellow Australians.

Now armed with this knowledge, it's time to take action and build a successful property investment portfolio. Embrace the possibilities, seek expert guidance, and make informed decisions. Your future self will thank you for the financial security and freedom you have created.

Remember, follow a simple path to property investment today and you will pave the way for a prosperous tomorrow.



Beginning your path to property investing is simple

01. Schedule a free discovery session and get a customised approach that suits you

In this consultation, we listen to your vision, hopes and dreams and outline the benefits of investing in property and a high level process of how Oli you can get there.

We will show you how to build a plan using property customised to your unique needs and lifestyle. We will also help you build a Team for Success to help you start your property investment journey.

02. Select the investment that's right for you

Oli will do the hard work in researching and analysing the right markets and properties according to your strategy. Have confidence that the due diligence is being handled by an expert – but the selection is in your control.

03. Relax, it's under control

Feel comfort in the knowledge that you're taking the steps that lead to a prosperous life and a comfortable future. We assist throughout every step of acquisition, including contract signing, building inspections, and property management - to completing your purchase and beyond. Oli has your back.



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