

Property Investment Report

PIR 1230 – Lots 3064, 3067, 3068 & 3070, Stage 3A Jordan Springs, Sydney NSW 2747



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Disclaimer

Positive Real Estate Pty Ltd does not provide advice on investments. All interested parties must rely on their own research before making any investment decision and should seek advice from a qualified Financial Planner or similar professional.

The information contained within this document has been compiled from various sources to assist you in conducting your due-diligence. Please ensure you validate all information contained within this document. All sources for information contained within this Property Summary will be disclosed at your request. Positive Real Estate Pty Ltd will not accept responsibility for inaccurate information provided from external sources or third parties.

As part of your due-diligence, it is the Purchaser's responsibility to seek a legal opinion of the contract and any additional terms or clauses. You must adhere to the terms, conditions and subject clauses contained within the contract of sale. We note that Positive Real Estate Pty Ltd has made a number of assumptions when preparing this analysis – these assumptions have a material impact on the financials and therefore should be assessed carefully by investors.

Stage 3A, Jordan Springs, Sydney NSW 2760

Property Strategy	House & Land Capital Growth <u>Discounted below market benchmarks</u> <u>by approx \$45,000</u>
Property Type	4 bedroom House
Price per sqm ²	\$2543 - \$2337
Market Timing:	
Internal Size	175 – 184sqm
Property Age	Brand New Land is registered and ready to settle
Lending Category	Max 90% LVR (95% possible, individual application basis)
Total Purchasing Costs	Approx \$53,400 <u>\$0 stamp duty if exchanged before June 30!</u>
Deposit Types	Cash – due at expiry of 14 days finance clause
Av. Growth 10 years	N/A due to Jordan Springs being a newly created suburb.
Peak of last cycle	2003/2004 (below graph is of neighbouring suburb of Cranebrook)
<p>Median Price (Past 10 Years)</p> 	

Note: Completed on 100% finance. For more financial information see property financial details. Buyers please be aware that all information has been collected by third parties and buyers need to conduct their own further due diligence on all aspects suggested within this report.

Investment Brief

Demographics

Area is dominated by nuclear families that prefer recreational space around their home. Main occupations are in the construction, manufacturing & retail trade industries. 85.3% of dwellings are houses. **85% owner occupier rate in the estate**

Infrastructure

Jordan Springs Village Centre, Penrith City Centre project, Nepean Hospital upgrade, **\$1.9Billion being spent on infrastructure investment in the LGA,** largest of which is the \$460million upgrade to the Great Western Hwy

Suburb Yield

5.4%

Supply And Demand

Supply is steady and controlled due to planned & staged releases of land by Lend Lease. Demand is becoming stronger especially with recent successive interest rate drops. **In 2011 Penrith LGA land sales increased by 30.9%!**

Population

Jordan Springs 6500 (upon completion)
Penrith LGA 180,000 approx
Population estimate to increase to 230,000 by 2031

Market Rent

\$445,000
\$540 per week

Gross Yield

6.4%

Net Yield

5.3%

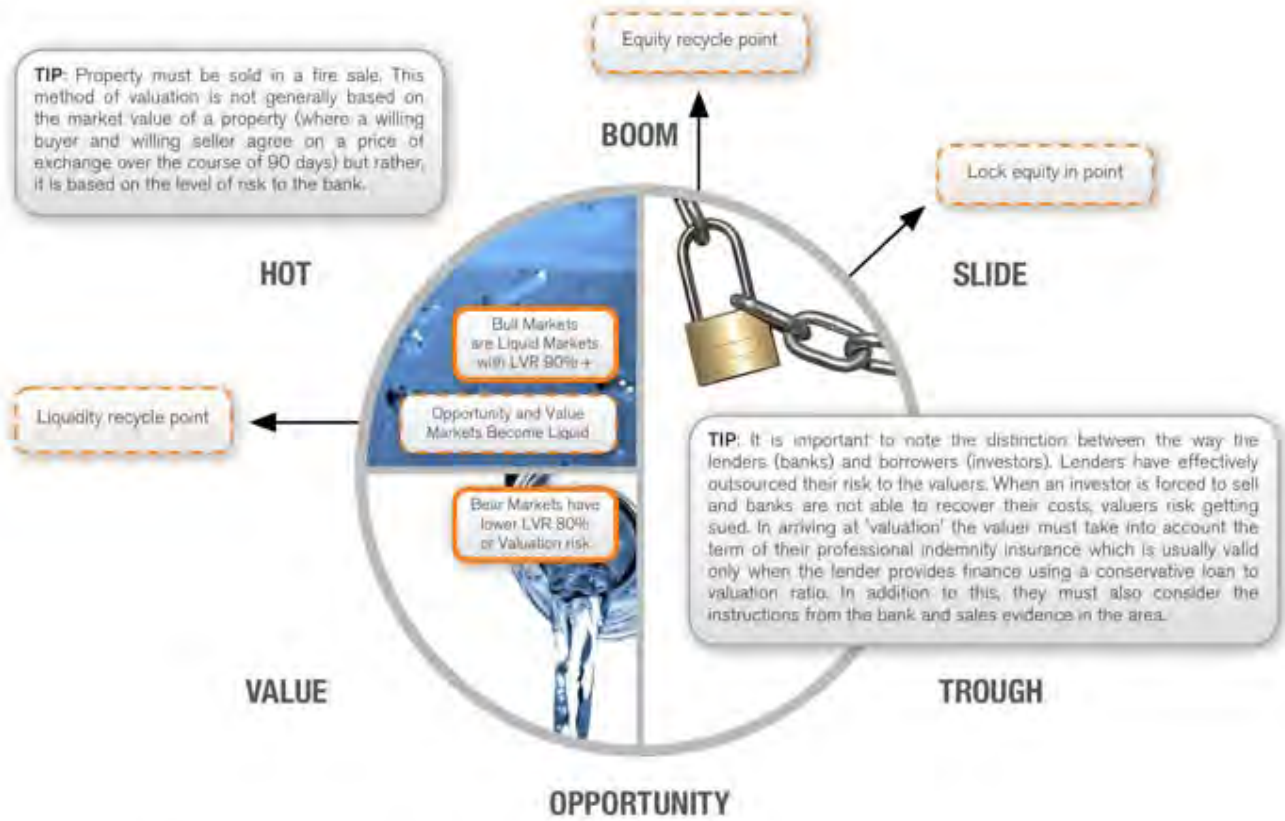
Yr 1 Pre-tax Cashflow

-\$5,977

Yr 1 Aft-tax Cashflow

\$1,443

Liquidity Meter



Micro Liquidity Meter: A property market goes through peaks and troughs. Funders (Banks) like to know they can reduce their risk and exposure in markets by ensuring that what they lend to Investors can be easily regained upon liquidation of the property. PRE generally offers properties in Opportunity and Hot Markets. The above fig. 1.1 tries to explain how a property can go from being in a Bear market that is illiquid where lending is usually at an 80% LVR or where valuations can differ from Market Value by 5% in variation. Fig. 1.1 conversely shows a Bull market that is considered liquid; valuation and LVR% are generally very firm. Bull Markets have very high property clearance levels, banks can liquidate the property fast if there is a forced sale, Bull Markets allow funders to control risk. So Loan Valuers are often high and valuations are firm.

Property Overview

Positive Real Estate has brokered a great opportunity in the newly created suburb of Jordan springs, in Western Sydney. It has been established by Lend Lease, one of Australia's largest land owners. Located in the rapidly growing Penrith LGA Jordan Springs is a highly sought after location for young families looking for their own piece of the Australian Dream. Upon completion of the subdivision, Jordan Springs will comprise of 2450 homes, and be home to over 6500 residents.

On offer are 4x4 bedroom house & land packages in the Northridge Village, with prices starting from \$430,000 and rents appraised at \$540 per week! This is quite exceptional due to the fact that on market comparables start from around \$480,000. That's a potential equity gain of up to \$50,000!

The Penrith LGA is a fast growing city, with \$1.9 Billion currently being spent on infrastructure investment across 155 projects. It is an area where on average homes are held for 7.6 years which creates a tight market and limits supply. With land sales up 30.9% in 2011 there is a growing demand for new housing in the area which underpins growth in areas like Jordan Springs.

Key Investment Indicators

- Purchase prices from \$430,000
- Rent appraised at \$540pw creating a yield of 6.4% approx
- Positively Geared
- Only 4 packages on offer
- Large 4 bed, 2 bath, 2 car homes
- Discounted below on market comparables by around \$50,000
- \$1.9Billion being spent on infrastructure investment in the area
- In 2011 land sales increased by 30.9%
- 85% owner occupier rate in the estate
- 3.3km to Kingswood Train Station
- 3.5km to Nepean Hospital
- 3.6km to Westfield Penrith
- 4.1km to University of Western Sydney Penrith Campus

Terms & Conditions of Sale

Formal finance approval needs to be obtained before unconditional exchange. Registration of titles took place on Thursday 7th June. Settlement will be 21 days from unconditional exchange (attainment of formal finance). After initial exchange on the land you will have 14 days to achieve formal finance.

How to Finance the Deal

You are buying a property under a house and land arrangement. This is known as a construction loan. In order to finance the property, you enter a two part contract. The process is as follows:

1. EOI submitted with \$2000 holding deposit for land contract and \$2,000 holding deposit for build contract (these deposits come off contract price).
2. Land Contract issued within 7 days
3. Build Tender sent to you within 48 hours
4. Build tender signed and returned within 48 hours
5. Your Building Contract is then sent to you within 48 hours of receiving your tender
6. Exchange on both contracts conditionally, subject to finance (do so before June 30 for full stamp duty benefits)
7. You can now order a valuation for mortgage purposes and endeavour to obtain formal finance approval (you have 14 days to do this)
8. Ascertain formal finance approval, unconditionally exchange
9. Settle 21 days later

Note: both \$2,000 holding deposits are fully refundable should you need to rescind contract for reasons of finance.

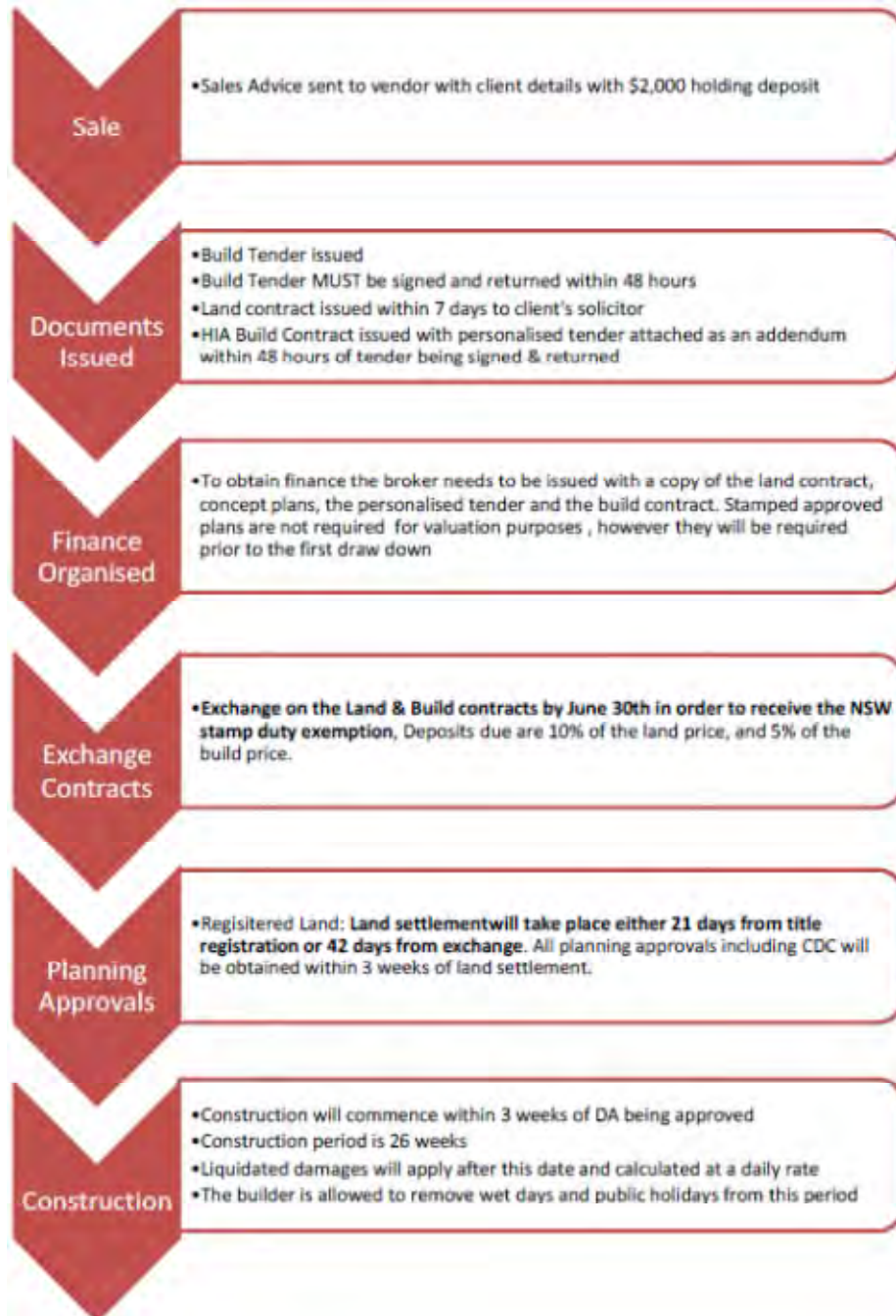
Land settlement will be 35 days from exchanging the land contract (21 days from unconditional). We have undertaken appraisals by many local agents and most homes in the area are roughly \$50,000 above its purchase price. This provides some indication that exchanging with a formal approval that lasts for 90 days will be safe.

Should works not start on time due to council delays, you may need a second formal approval for a further 90 days.

Please note the type of loan you require for the Building Contract is a "construction loan".

It is very important from the time of attaining conditional approval and the finalisation of finance that your situation does not change i.e. you have the same job/income and you don't take on any additional debt elsewhere i.e. credit cards or personal loans or more property.

House and Land Process



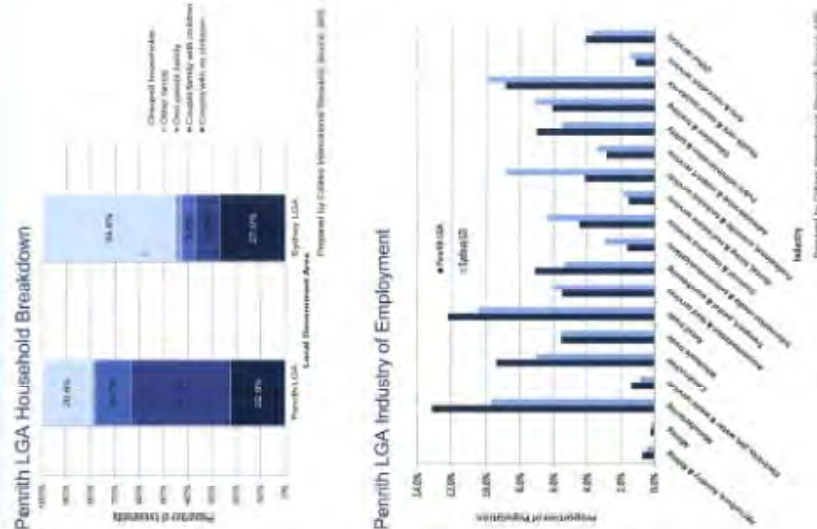
History of Negotiation/Acquisition

Positive Real Estate has been negotiating on this deal for the last 6 months. Originally the vendor wanted much higher prices, however has now come to the table to give us a great deal.

Price List

LOT	ESTATE	LAND PRICE	LOT SIZE (m2)	HOUSE SIZE (m2)	TOTAL	BED	BATH	CAR	Platinum package included	EXPECTED RENT
3064	Northridge	\$215,500.00	474.00	184.59	\$430,000.00	4	2	2	\$24,900.00	\$540.00p/w
3067	Northridge	\$230,000.00	365.30	175.40	\$435,000.00	4	2	2	\$24,900.00	\$540.00p/w
3068	Northridge	\$217,500.00	386.90	184.59	\$435,000.00	4	2	2	\$24,900.00	\$540.00p/w
3070	Northridge	\$240,000.00	415.20	175.40	\$445,000.00	4	2	2	\$24,900.00	\$540.00p/w

Colliers Market Overview



As can be seen by the average annual capital growth graph on the page opposite, the Penrith LGA has recognised strong returns for house purchasers, reaching a peak during 1980s followed by another peak during 2003. When analysing the most recent six month period ending September 2011, sellers received an average capital appreciation of 5.3 per cent per annum. Although the recent trend for capital growth has been subsiding, (as shown in the graph) it remains positive and is a good sign for the market when considering the recent global economic turmoil. The Sydney property market is set to emerge from the bottom of the property cycle, which would see another period of above normal capital growth returns. **Investors would be wise to enter the market while prices remain at affordable levels.** In this analysis it was derived that houses were held for an average of 7.6 years before being resold into the market, making it a tightly held market.

Investment Returns- "West Sydney experienced consistent median price growth and rental returns over 2011"
 The neighbouring suburb of Cranebrook is most likely to be the best comparable suburbs to help predict property returns for Jordan Springs. Cranebrook is located across The Northern Road from Jordan Springs, and is only a short five minute drive from the Penrith city centre. In terms of location, Cranebrook offers a similar position to that of Jordan Springs. By looking at the Comparable Suburbs Property Return table, it is shown

Area Characteristics
 Penrith has shifted from its historic rural past to an emerging metropolitan area, catering for communities seeking both urban and outdoor lifestyles. Jordan Springs itself includes two proposed lakes and is nestled within 900 hectares of Regional Park. When completed, this 230 hectare community is proposed to include a balance of shops, a school, parks and other recreational facilities. It is estimated that approximately 6,500 people will reside in 2,450 homes.
 Residents in Jordan Springs will have easy access to the Great Western Highway and the M4, with proposed bus services to Penrith City Centre and train stations. This will provide accessible transportation routes for the three main sources of employment in the Penrith LGA, being the construction, manufacturing and retail trade (refer to the Industry of Employment graph below).

House Market Overview - "prices increased over the year"
 Dwellings in the Penrith LGA are predominantly houses, totalling 85.3% of total dwellings. This is due to the nature of the Penrith resident, who typically exists within a 'nuclear family', preferring recreational space around their homes. Historically, over the past ten years, housing transactions within the Penrith LGA have been stable, averaging 1,378 settled sales per half year period. However, over 2009, activity increased by 33 per cent due to the low interest rates and government stimulus spending. Since 2009, buyer activity has subsided to similar levels experienced prior to the stimulus driven period. For the most recent six month period ending September 2011, a total of 1,223 settled house sales were negotiated.

While demand for houses has remained consistent, the median price has recently experienced an increase of 3.7 per cent, over the 12 month period ending September 2011. This is slightly higher when compared to the corresponding growth rate during the past five years of 2.3 per cent per annum. The wider Sydney house market has performed considerably better when compared to the other capital cities around Australia, which have experienced significant falls in values. **Looking into 2012, the wider Sydney area is likely to strengthen as a result of the recent successive decreases to interest rates in the end of 2011.**

House Resale Analysis - "capital growth has been strong"
 A resale analysis was undertaken in order to provide a fair indication of the Penrith Local Government Area house market by establishing the true value and returns through investment. Analysis was undertaken in holding periods and returns achieved on all houses held for longer than a twelve month period before being resold into the market and therefore reliably recognising the real returns made by real estate investors.

that Cranbrook registered the total highest increase in median price growth for the year ending September 2011, and received a very high 9.3 per cent gross property return, when combining median price growth with rental returns. It is anticipated that Jordan Springs shall attract similar levels of activity and growth to Cranbrook when fully developed as a community with village centre. When median prices are analysed against median rents for the comparable suburbs in West Sydney, (identified in the Comparable Suburbs table opposite) it can be identified that there is strong potential for return on investment dollars. Suburbs such as Cambridge Park, Cranbrook and Werrington County all experienced significant median house price growth during the year ending September 2011 and sold rental returns.

Rental Market - "rents increasing"

Considering 27.3% of residents within the Penrith LGA currently live in a rental tenancy, it becomes important to understand the demographics which reside within the area and the returns which are achieved. The median age of the Penrith LGA is 32, which is slightly younger than the Sydney SD at 35, with a median household income of \$1,147 a week. With over demitication occurring inside Sydney, future opportunities of employment have occurred in the outer regions have developed and become viable alternatives to the overwhelmingly congested Sydney centre. Over the year ending September 2011, Penrith LGA experienced an increase of 2.9 per cent to a median \$360 per week for a three bedroom house, while two bedroom houses experienced an average increase of 3.9 per cent to \$290 per week.

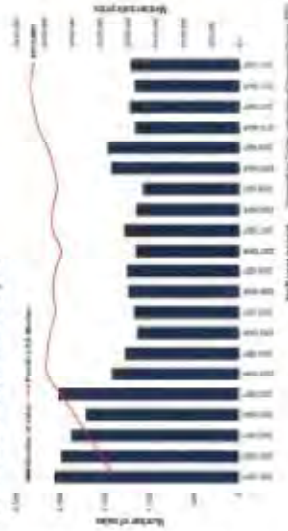
Vacant Land Market - "activity exploded over 2011"

Vacant land sales in the Penrith LGA have fluctuated in line with various releases of new land to the market. While the median vacant land price softened by 2.3 per cent, during the twelve month period ending September 2011, activity increased substantially during the past 12 months, due to land releases in Jordan Springs, Claremont Meadows and Cranbrook. By looking at the vacant land sales graph, it is shown that after a previous large land development was released during the end of 2007 through to 2009, price levels grew exponentially. By looking at the large amount of sales during the flood resistant half year period, it can be suggested that price levels might have reached their bottom and are set to experience a further significant increase. During the year ending September 2011, land sales increased by 30.6 per cent to register 267 transactions. Most of the vacant land sales near Jordan Springs occurred in Cranbrook, which registered a median vacant land price of \$165,000, while Jordan Springs registered a median vacant land price of \$240,000.

Infrastructure & Amenity Overview - "An extensive amount of investment is in the pipeline"

There is a wide range of existing amenity available, ranging from the Penrith city centre to the future development of the Jordan Springs village centre. However, when analysing the level of future investment planned for the Penrith LGA, it becomes evident to just how extensive growth will be in the region. The total estimated spend being invested in infrastructure inside the Penrith LGA is just under \$1.9 billion, through 155 projects. Currently, the largest of these projects in the pipeline is the upgrade to the Great Western Highway, at a cost of \$460 million. This will upgrade the highway to four lanes up to Katoomba in the Blue Mountains. The old Defence Force lands with North Penrith are to be redeveloped for mixed use, ranging from residential, commercial and industrial space, at an estimated cost of \$423 million.

Penrith LGA House Sales Cycle



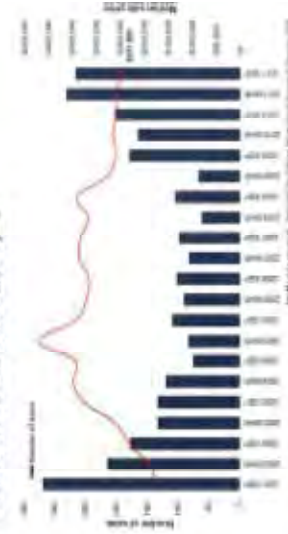
Penrith LGA Average Capital Growth



Comparable Suburbs Price Growth and Rental Return

Suburb	Median Price Change p.a.	Rental Return p.a.	Property Return p.a.
Cambridge Gardens	4%	5.1%	9.4%
Cambridge Park	2%	5.6%	7.2%
Cranbrook	4%	5.3%	9.3%
Penrith	0%	5.4%	5.1%
Werrington County	3%	5.6%	8.4%
Werrington Downs	1%	5.9%	7.2%

Penrith LGA Vacant Land Sales Cycle



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About Jordan Springs

Run free with the kids across the green open space within the proposed Village Oval, or venture up the ridge to marvel at the views from the tranquil Village Park.

There's so much more to enjoy within Northridge at Jordan Springs.

Wake to the sights and sounds of nature with glimpses of the Blue Mountains to the West and the surrounding natural bushland to the East. Northridge is ideally located at the northern end of the proposed Jordan Springs Village Centre.

Take a stroll to the proposed Village Centre for a morning coffee, or walk the dog as you follow the kids on their bikes to the future school. Your new address puts you within easy reach of everything you'll ever need.

Your day has just begun and there's so much more to discover.



Designed to bring out the kid in everyone, Jordan Springs has so much to explore. Jump on your bike and follow the winding trails that connect the villages. Take in the beauty of 900 hectares of Regional Park that borders the community. Get up close and personal with the ducks and wildlife at the proposed Village Centre lake. And it's all within walking distance of Northridge Village. The proposed neighbouring Village Centre offers a vast array of shops and cafes that are also well worth exploring. From the proposed supermarket to a range of other specialty stores, you could spend a whole day treating your tastebuds and enjoying some retail therapy. You can also explore your talents at a vast array of sports. From athletics to basketball to football to canoeing, Northridge is just a short stroll to the proposed hard courts, playing fields and the proposed recreational lake at Jordan Springs.

Choose from a range of land sizes to suit your growing family. Or select something smaller for your low maintenance lifestyle. Northridge at Jordan Springs offers home buyers more choice. You can even choose your own builder.

If you're a couple looking for your first home, you'll appreciate the value Northridge offers, together with all the community facilities that come with it. Young families will love the secure neighbourhood feel of the village, and the Village park and playground on their doorstep. And families with teenage children will make plenty of use of the outdoor recreational offerings, including the hard courts and playing fields at the nearby Village Oval.

With easy access to The Northern Road from your new abode, you'll be just a short drive to established schools, local shops, public transport and Penrith's city centre, which gives you even more choice.

If you're looking for more, it's worth discovering Northridge at Jordan Springs today.

Estate Plan

What makes Jordan Springs special ?

» Sales and Information Centre

Discover the community over the 3D model and discuss living options and upcoming releases.

» Cafe – Now Open

Have a coffee and enjoy the alfresco experience in the brand new cafe looking onto the Town Square. Let the kids play in the fountain while you discuss your dream home in Jordan Springs.

» Display Village

View 17 new homes, talk with 8 leading builders about your best options and see the latest interior design ideas.

» Water Gum Park

The first of many playground areas that will keep kids of all ages active and safe.

» Future Village Centre

Everything you need is right on your doorstep, with a planned supermarket, shops and more.

» Future Village Centre Lake

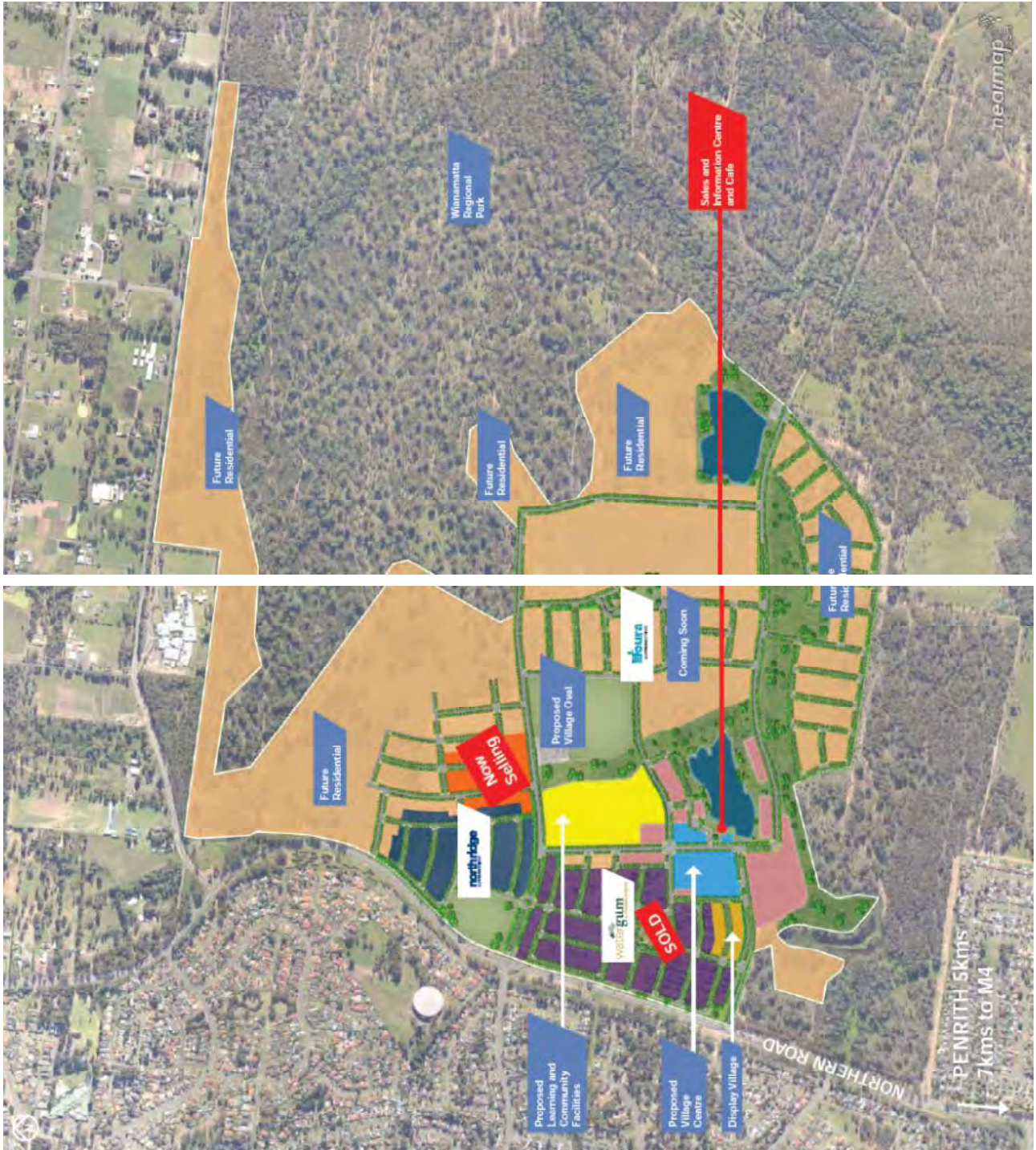
The 3 hectare lake will be at the heart of Jordan Springs. Enjoy water sports and the surrounding parkland.

» Future Village Oval

Playing fields for the whole community.

» Wianamatta Regional Park

Surrounding most of Jordan Springs, providing attractive and natural bushland views.



Property Expectations

Socio-economic Assessment

The property is located in Jordan Springs, a newly established suburb of Western Sydney. The typical household consists of young families, and with a high owner occupier rate in the estate, the houses, streets and grounds are kept in good order as residents take pride in their homes.

Flood Zone

Please check Contract for Sale

Zoning Risk and Assessment

The property is zoned residential.

Vacancy Risk

Vacancy should not be a problem due to the high owner occupier rate. There is also 0 properties for rent in the suburb on realestate.com.au

Valuation Shortfall Risk

We do not anticipate any valuation shortfall as the properties are priced well under market value and other comparable sales within the estate. However valuers are quite conservative in this market.

Valuation Attempts to Purchase

Due to the current market you could expect to have 1 low valuation, this can be disputed with the correct sales evidence given to the valuers.

Highest & Best Rental Returns

The best rental returns would be achieved upon settlement when the property is brand new, we estimate a yield of up to 6.4% gross is achievable.

Highest & Best Renovation

N/A

Highest & Best Use of Land

The highest and best use of these land blocks are for a 4 bedroom house.

First 6 Months Purchase Expectations

You can expect the property to be completed within 6 months, however if construction does take any longer you are covered by liquidated damages. Once complete the property should be tenanted quickly.

Strata Synopsis

N/A

Tenancy Details & Rental Appraisal



Thursday 26th April, 2012

To Whom It May Concern:

RENTAL APPRAISAL: LOT 3049, 3058, 3064, 3067 & 3070 JORDAN SPRINGS

We have completed a comparative rental analysis of the above mentioned properties at Jordan Springs.

We believe that these properties would achieve a rental of \$540 per week if they were placed on the current rental market.

Note: This rental appraisal has been prepared for the purpose of considering the weekly rent achievable for the above mentioned properties and is subject to change due to shifting market forces.

Should you require any further information please contact our office.

Yours sincerely,



Grant Simpson
Director

Property Photos

Sample of other Pricon Homes, Lot 3068 render, Lot 3064 render.



Sample interior, Lot 3070 render.



Lot 3067 render.



Penrith City Centre Plan

The Penrith Local Government Area (LGA) and outer western Sydney are maturing rapidly as new greenfield areas for development begin to diminish. Residential offerings are diversifying, job markets are slowly deepening and more cultural, entertainment, shopping and recreational activities are now available within the subregion. Penrith has emerged as the ‘capital’ of the region, with growing employment and new investment in retail, business, cultural, educational and health premises. Penrith’s potential far exceeds its current market position as the western gateway to Sydney. Penrith can mature as a cosmopolitan city in its own right. It needs to focus on its uniqueness in providing economic and lifestyle opportunities in a spectacular, natural setting on the Nepean River and at the foothills of the Blue Mountains. The M4 and Mulgoa Road and the Western railway line provide Penrith with the significant links to the rest of the Sydney region. Penrith City Council has outlined a number of themes for the development of the centre in its Centres Vitality and Viability Strategy. This Plan incorporates key strategic objectives of Council’s vision for Penrith, which are:

- a regional business and commercial city centre;
- a living centre;
- a safe and attractive city centre;
- an accessible centre; and
- a social and culturally vibrant city centre.

In pursuing these themes, Council has put forward a number of directions in the following areas:

- promote diversity of use and a balance of activities;
- encourage compactness and intensity of development;
- provide a high quality environment for people and pedestrians;
- ensure high levels of walking, cycling and public transport access; and
- build a positive identity.

This City Centre Plan recognises the fundamental connection between future economic developments and the quality of place through the redevelopment of the city centre. The economics of the future redevelopment of the city centre are dependent on having the underpinnings of a strong and growing regional and city based economy. At the same time as securing this growth, the city centre has to present itself as an attractive and vibrant location to work, live, operate a business in and visit.

As the regional city for outer and north western Sydney, Penrith will be a vibrant, forward looking centre that provides quality urban living, within easy access to unique natural surrounds. The city centre will offer a more relaxed pace than Metropolitan Sydney and maintain tangible links to the rural past and unique natural and community assets, whilst providing contemporary living and working opportunities. Jobs will focus on high growth industries that build the city’s strengths in business services, health, education, retail, tourism and cultural activities. The city centre will accommodate 10,000 new jobs and 10,000 new residents. The form of the city will protect Penrith’s unique setting in the river valley at the foothills of the Blue Mountains by maintaining views of the escarpment by concentrating higher buildings along the railway line and closer to the railway station.

Location and Surroundings

Run free with the kids across the green open space within your very own proposed village oval or venture up the ridge to enjoy the views from tranquil Northridge Village Park.

Northridge is ideally located at the northern end of the Jordan Springs community, and situated between the proposed Village Oval on The Northern Road and the peaceful Village Park at the top of the ridge. You will wake to the sights and sounds of nature with glimpses of the Blue Mountains to the West and the surrounding natural bushland to the East.

Take a stroll along the wide footpaths to the proposed Village Centre for a morning coffee, or walk the dog as you follow the kids on their bikes to the future school. Your new address puts you within easy reach of everything you'll ever need and your day has just begun and there's so much more to discover.

Northridge at Jordan Springs offers home-buyers more choice. Choose from a range of land sizes to suit your growing family or select something smaller for your low maintenance lifestyle. You can even choose your own builder and if you're a couple looking for your first home, you'll appreciate the value Northridge offers, together with all the community facilities that come with it.

Young families will love the secure neighbourhood feel of the village and the Village Park and playground on their doorstep and families with teenage children will make plenty of use of the outdoor recreational offerings, including the hard courts and playing fields. With easy access to The Northern Road from your new home, you'll be within easy reach of established schools, local shops, public transport and Penrith's city centre, which gives you even more choice. If you're looking for more, it's worth discovering Northridge at Jordan Springs today.

Transport

There are multiple transport options to get to and around the Jordan Springs community.

- By car: Easy direct access to the M4 and Great Western Highways.
- By train: Penrith Train Station is a short drive from Jordan Springs.

There are also current proposals for a regular bus service from Jordan Springs to Penrith Train Station and Penrith city centre.

Attractions

Cultural facilities

In the future, Jordan Springs will have a purpose-built resource hub available to the community for events and education.

Along with the proposed centre, Jordan Springs is close to both the Joan Sutherland Performing Arts Centre and Penrith Regional Gallery – so you'll never be far from a little culture.

Schools

Along with the proposed Jordan Springs Public Primary School, there are 38 primary and 12 high schools in the Penrith Valley, including the exclusive schools Penrith High and St Marys Senior High.

Childcare

A Jordan Springs Childcare Centre is proposed, and currently the Penrith Valley has over 80 childcare centres.

Skilling and Employment

The Skilling and Employment Centre is a community initiative of Lend Lease and provides free support, advice and facilities to local jobseekers.

The centre facilitates links between employers and job seekers to employment and training opportunities occurring at the development site, within the new community and in the local area.

Village Centre

We're building a new village centre for Jordan Springs, which will provide local convenience shopping and community services right in the heart of the community.

The Jordan Springs Village Centre will be the vibrant heart of the community. You'll be able to walk to pick up the milk, bread and the paper, or even do your weekly shop.

Located next to the proposed lake and with a relaxed atmosphere, the village centre will also be an ideal place to catch up with friends for coffee.

Our plans for the Jordan Springs Village Centre include:

- A supermarket
- Specialty shops
- A proposed primary school
- A community resource hub

Jordan Springs is also only 7km from Westfield Penrith Plaza and Centro Nepean.

Open spaces

When complete, the community will have 17 hectares of open space, including parks, ovals and playgrounds, some with barbeque areas.

Two proposed lakes circled by paths and parks will create tranquil vistas and keep run-off storm water clean.

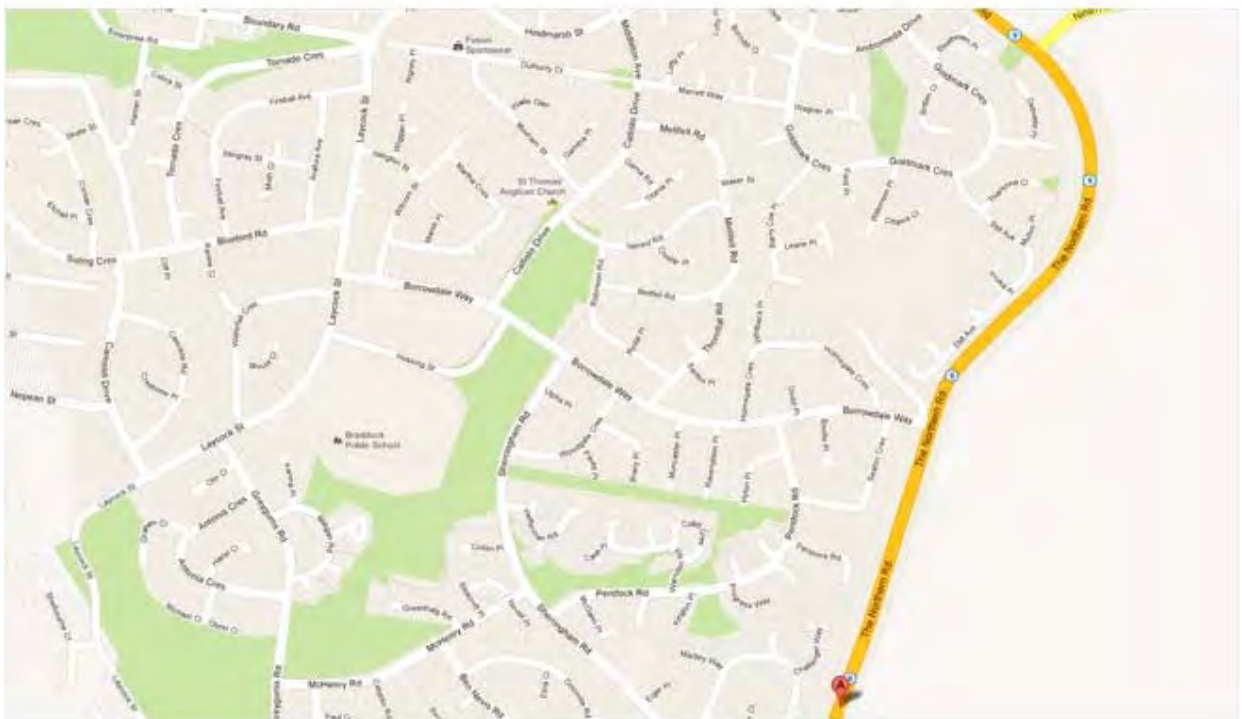
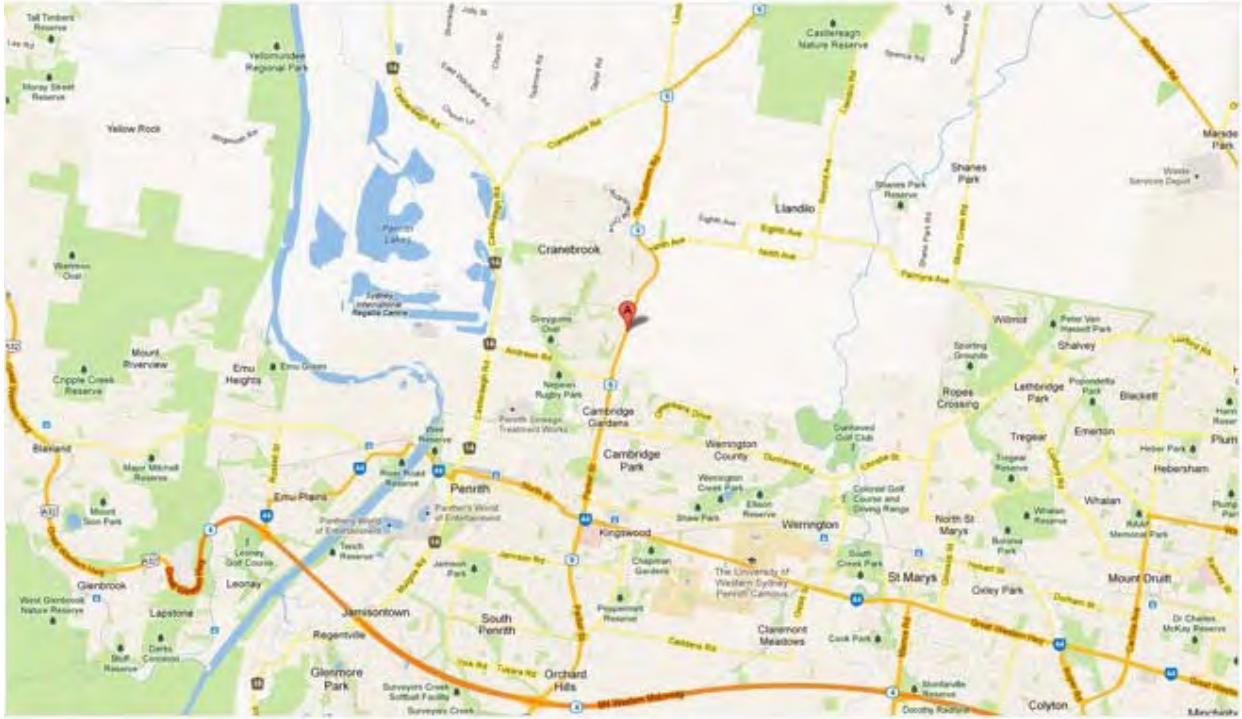
Sensible road design and street layout will minimise traffic, maximise public transport access, and provide a neighbourhood that is easy and safe to walk around.

Sports and recreation

As a Jordan Springs resident, you'll be able enjoy many of our planned recreation areas, including sports ovals, basketball courts and hike and bike trails.

Jordan Springs is also close to Penrith Lakes International Regatta Centre, which has world-class sporting and recreational facilities.

Location Map



Google Earth Map



Property Financial Details

10 Year forecast–

Scenario: 1 \$430k		Northridge Jordan Springs Sydney NSW		House Bedrooms 4 Bathrooms 2		Market Value Purchase Price Deposit Purchase Costs		Property Investment Calculator				
		2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
10 Year Forecast												
Capital Growth & Property Value												
Capital Growth	-	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%
Value Added	0	0	0	0	0	0	0	0	0	0	0	0
Renovations	-	0	0	0	0	0	0	0	0	0	0	0
Property Market Value	430,000	465,800	483,148	512,137	542,885	575,437	608,983	646,561	685,355	726,478	770,065	
Loan & Equity												
Loan Amount	387,000	387,000	387,000	387,000	387,000	387,000	387,000	387,000	387,000	387,000	387,000	387,000
LOC Limit	-	0	0	0	0	0	0	0	0	0	0	0
Loan to Value Ratio (LVR)	90%	85%	80%	76%	71%	67%	63%	60%	58%	56%	53%	50%
Equity in Property	43,000	98,800	96,148	125,137	155,885	188,437	222,983	259,561	298,355	339,478	383,065	
Equity for Refinance at LVR	0	23,220	47,833	73,923	101,579	130,893	161,897	194,805	229,820	268,828	309,059	
Buying Power	0	232,200	478,332	736,233	1,015,785	1,308,933	1,619,057	1,946,049	2,296,195	2,668,254	3,060,595	
Rental Income												
Gross Rental Income	-	27,540	28,356	29,225	30,050	31,028	31,920	32,895	33,854	34,884	35,925	
Gross Rental Yield	-	6.4%	6.5%	6.8%	7.0%	7.2%	7.4%	7.7%	7.9%	8.1%	8.4%	
Net Rental Yield	-	5.3%	5.4%	5.6%	5.8%	5.9%	6.1%	6.3%	6.5%	6.7%	6.9%	
Annual Expenses												
Loan Interest Rates	-	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Loan Interest Payments	-	25,155	25,155	25,155	25,155	25,155	25,155	25,155	25,155	25,155	25,155	25,155
Principal Repayments	-	0	0	0	0	0	0	0	0	0	0	0
Property Expenses	-	4,891	5,036	5,188	5,344	5,506	5,669	5,841	6,015	6,195	6,383	
Additional Expenses	-	0	0	0	0	0	0	0	0	0	0	0
Interest on Equity Funds Used	-	3,471	3,471	3,471	3,471	3,471	3,471	3,471	3,471	3,471	3,471	3,471
Interest on LOC Funds Used	-	0	0	0	0	0	0	0	0	0	0	0
Total Annual Expenses	-	33,517	33,663	33,818	33,970	34,132	34,296	34,467	34,641	34,821	35,009	
Depreciation & Tax Deductions												
Depreciation	-	15,000	10,000	9,000	8,000	7,000	7,000	7,000	7,000	6,000	6,000	
Total Deductions	-	49,938	45,084	44,237	43,302	42,553	41,268	41,467	40,641	40,821	41,000	
Net Profit/(Loss)	-	(22,998)	(16,728)	(15,014)	(13,302)	(11,545)	(9,370)	(8,572)	(6,777)	(5,937)	(5,054)	
Estimated Tax Refund/(Payable)	-	7,420	5,719	5,204	4,681	4,184	3,467	3,172	2,508	2,197	1,870	
Pre Tax Cashflow												
Pre Tax Cashflow PA	-	(5,877)	(5,307)	(4,593)	(3,880)	(3,124)	(2,370)	(1,572)	(777)	63	946	
Pre Tax Cashflow PW	-	(115)	(102)	(86)	(75)	(60)	(46)	(30)	(15)	1	18	
After Tax Cashflow												
After Tax Cashflow PA	-	1,443	412	611	811	1,040	1,087	1,600	1,731	2,280	2,816	
After Tax Cashflow PW	-	28	8	12	16	20	21	31	33	43	54	

Disclaimer: Property Investment Calculator assists in liability for the accuracy of this report. Always consult a qualified accountant or financial advisor before making financial investment decisions. © MV Software Pty Ltd 2010. www.propertyinvestmentssoftware.com.au

Appendix II | Site Plans

Lot 3064



Lot 3067



Lot 3068



Lot 3070



Appendix III | Floor Plans

Lot 3064



Lot 3067



Lot 3068



Lot 3070



About the Builder

Pricon Homes is a division of Goldstar Projects which is a family run development and construction business with over 20 years experience.

Goldstar is the development arm with Pricon Homes being the home builder division.

Both companies have won numerous awards over the years including runner up HIA home builder of the year up to \$250,000 and builder of the year Baulkham Hills Council awards.

Pricon prides itself on building quality homes at the right price and making sure that the client's needs are always first.

Projects have included large high end homes up to \$5Million through to townhouses, medium density apartments and family homes within communities throughout NSW.

Inclusions



SITE PREPARATION

Builder to prepare site by installing temporary driveways, fencing and excavation for slab.

SURVEYOR SET OUT

Survey peg-out and final survey

ENGINEERING DETAIL

Execute and pour slab as per engineers detail, and inspected by our engineer and certificates forwarded to the owner.

BRICKWORK

Provide face brickwork from the Builder standard selection of the Austral range of bricks.
All appropriate flashings and DPC applied.
All lintels supplied and fitted.

TERMITE PROTECTION

2 x perimeter sprays. One before slab is poured and the other after brick work is completed.
Pipe perforations to be installed.

SLAB

Execute and pour Waffle pod slabs as per engineer's

PLUMBING

Plumbing as per plans.
Gutters to be quad finished in Colorbond colour selection. Down pipes to be 90mm PVC downpipes- colour to be selected by owner

FRAME

Timber frame pre-fabricated as per BCA and Aust Standards
70mm wall frames
290mm hy-span joists
19mm yellow tongue flooring to first floor
13mm compressed fibro to balcony
All ancillaries and tie downs supplied

ROOF

CSR Monier- Elebana concrete roof tiles - Colour - TBA (as directed on plans) fully sarked roof

WINDOW FRAMES & SLIDING DOORS

Trend Windows Aluminum windows, with locks - Colour - TBA

SMOKE DETECTORS

2 x smoke detectors

T.V. OUTLETS

Two T.V. points per dwelling owner to advice of position, cable left in Ceiling

TELSTRA

One point to kitchen area, and one to main bedroom in each dwelling. Cable to be located at external wall

ELECTRICAL

12 x double power points and 6 single, owner to advice position

STRUCTURAL STEEL

As per engineer detail provided

LIGHT SWITCHES & POWER POINTS

White

LIGHT FITTINGS

8 x Standard range Oyster fittings to internal rooms, batten lights to remainder, swivel spotlight to rear,
1 x double swivel spotlight with sensor above garage and 1 x standard down light to porch and alfresco

GYPROCK

10mm to walls & ceiling and 6mm blue board to all wet areas

CORNICE

90mm cove

SKIRTING

70 x 19 FJP splayed pine gloss painted

ARCHITRAVE

70x19 FJP splayed pine gloss painted

TILING

Tiles to patio, entry, hallway, living, kitchen & meals area and all wet areas. Tiles to be chosen from Builder standard range.

CARPET

To all bedrooms, hallway to bedrooms and staircase selected from Builder range.

PAINTING

Clean down ceiling and apply 2 coats of flat ceiling paint.

All walls to be cleaned down and apply 2 coats of Matt Acrylic, apply 3 coats of gloss to timber.

Eaves to receive 2 coats of Flat Acrylic. All colours TBA

NOTE: - Colour change fee will apply (\$280.00)

INTERNAL DOORS

Corinthian range as per Builder selections sheet

FRONT DOORS**HINGES**

Corinthian range as per Builder selections sheet

FRONT ENTRY SET

Lanes Lever entrance and deadlock in polish or brushed chrome finish

DOOR FURNITURE

Lanes Lever in polished or brushed chrome finish

STANDARD SPECIFICATIONS & INCLUSIONS

Builder reserves the right to amend any fixtures & fittings on this specification without notice.
All items on this standard inclusion list are to be read in conjunction with the standard working drawings.
Display home options are excluded from this standard inclusions list but are available as an additional cost upgrade - refer to a home sales consultant for more information.
The following items, unless otherwise noted, are display home upgrade items and are not included in our standard specification: upgrades to bricks, roof tiles, doors & door furniture, tap ware, feature wall colours, floor & wall tiles, laminates, furniture & decor items, dishwashers, bathroom accessories, feature lighting & light fittings, skylights, security systems, audio & home theatre systems, air conditioning systems, evaporative cooling, window furnishings.

ph : 0425 276 358 email : mail@pricon.com.au web: www.pricon.com.au post : PO Box 1546 Green Valley NSW 2168

ROBES/STORAGE

Sliding mirrored doors with powder coated finish colour TBA. One melamine shelf and hanging rail

LINEN PRESS

3 x white melamine shelves

HOT WATER SYSTEM

Renai 1600 Gas instantaneous hot water system

KITCHEN

FLOOR Tiled

SPLASH BACK Ceramic tiles – 600mm high

CABINETS Customer selected laminate

BENCH TOP Customer selected laminate

SINK Stainless steel 1 3/4 bowl as supplied

SINK TAPWARE Flick mixer from builders range

APPLIANCES 600mm appliances

LAUNDRY

BASIN 45lt tub with cabinet

FLOOR WASTES Chrome

FLOOR TILES Ceramic tiles with skirting supply and lay

TILE HEIGHT Splashback above tub only

W.C

VANITY UNIT 350mm Polyurethane fronted

TAPWARE Rembrandt chrome or similar

TOILET Vitreous cistern and bowl

PLUG & WASTE Chrome for bath and vanity

FLOOR WASTE Chrome

FLOOR TILES Ceramic tiles from Builder standard range

WALL TILES Ceramic tiles from Builder standard range (skirting only)

BATHROOM

VANITY UNIT 750mm Polyurethane fronted

MIRROR Bevelled edge frameless mirror

TAPWARE Rembrandt chrome or similar

SHOWER Framed with swing doors or sliding – Colour - TBA

SHOWER TAPWARE Rembrandt or similar

BATH TUB Standard 1500mm polyurethane

TOILET Vitreous cistern and bowl

PLUG & WASTE Chrome for bath and vanity

FLOOR WASTE Chrome

FLOOR TILES Ceramic tiles from Builder standard range

WALL TILES Ceramic tiles from Builder standard range

TILES HEIGHT 1.8m to shower recess and skirting tile to remainder

ACCESSORIES 1 x chrome toilet roll holder

1 x chrome soap dish

1 x chrome towel rail

1 IXL 2 in one heat lamp/fan

ENSUITE

VANITY UNIT 750mm Polyurethane fronted
SPLASHBACK Tiled
MIRROR Bevelled edge frameless mirror
TAPWARE Rembrandt chrome or equivalent
SHOWER Framed with swing doors or sliding colour TBA
SHOWER TAPWARE Rembrandt or similar
TOILET Ceramic pan and cistern
PLUG & WASTE Chrome
FLOOR WASTE Chrome
FLOOR TILES Ceramic tiles from Builder standard range
WALL TILES Ceramic tiles from Builder standard range
TILES HEIGHT 1.8m to shower recess and skirting tile to remainder
ACCESSORIES 1 x chrome toilet roll holder
1 x chrome soap dish
1 x chrome towel rail
1 IXL 2 in one heat lamp/fan

WINDOW

COVERINGS

Vertical blinds to all windows except garage and wet areas- colour TBA

EXTERNAL'S

WATER TANK

3500 Lt Allowance

GARAGE DOOR

Aluminium Panel lift door with one motor and 2 remotes – Colour TBA

ALFRESCO / PATIO

Nil

GARAGE FLOOR

Concrete

DRIVEWAY

Nil

TILES FRONT PATIO

Supply and lay with skirting tile

LANDSCAPE

Nil

CLEANING

House and windows will be cleaned in a professional manner.

Platinum Client Program



The Platinum Client Program has been created to provide a complete “Peace of Mind” experience for all purchasers of properties provided by House & Land Pty Ltd.

Starting from the original sourcing of quality residential land, partnering with some of Sydney’s best builders, choosing the right design, supervising the construction phase and ensuring your first tenant is in place. We stay with you from start to finish.

Included in our Platinum Client Program are the following services and inclusions.

Project Management Services

- Full liaison with the builder in respect to design, specification and approvals of your new home.
- Weekly liaison with the builder during the construction process.
- Provision of a “one stop shop” for all questions in respect to the building contract and construction progress.
- Fortnightly site inspections along with written reports and photographic updates of construction progress.
- Full inspection services at Practical Completion stage.
- Full inspection services at the end of the 90 day maintenance period with written report provided to the owner.

Complete Landscaping Package

- Front, rear and side lawns.
- 12sqm of garden area to front and rear.
- All fencing requirements as per plans.
- Clothesline and letterbox.
- Outdoor entertaining area as per plans (where required).
- High quality nursery grown plants as per plans.

Window Treatments Upgrade

- Keyed window locks to all windows.
- External fly screens to all windows.
- Security fly screen doors to sliding glass door and front door.
- Slim line Venetian blinds to all windows.

Lighting Upgrade Package

- Upgrade to down-lights in all living areas.
- Bayonet light fitting with standard light shades to other areas.
- External “oyster” light fitting to rear.
- “Coach Lamp” style light fitting to front.

Air conditioning Upgrade

- Upgrade from single split system to fully ducted and zoned reverse cycle air conditioner.

Garage Door Upgrade

- Upgrade to automatic garage door opener.

5 Star Tenant Assurance Plan

- Provided by Key Asset Management Pty Ltd. This plan assures you that a tenant will be placed by the time final payment is made on the Building Contract. If not you will be paid the quoted rent for up to one month while a tenant is found.

Landlord Protection Policy

- The first full years Landlord Protection Insurance Policy is included through EMB Insurance

Landscape Maintenance

- All front lawns and gardens will be fully maintained for the first 3 months after settlement.

Standard Price: \$24,990.00

Included for all Positive Real Estate Clients on Jordan Springs Properties...FREE OF CHARGE!!!

Appendix IV | Comparable Sales

 **Delfin** REALTY



FOR SALE

LIFESTYLE 21

Lot 1230 Bonney Crescent , Jordan Springs

HOUSE SIZE: 195.70sqm (21sq)

- Spacious, open plan living/kitchen & family area
- Stone benchtops to kitchen
- Separate rumpus room
- Master bedroom with walk-in robes and ensuite
- Landscaping and fencing
- Alarm System
- Reverse cycle air conditioning
- Roller blinds to all windows and sliding doors



ELDERTON
HOMES

**Fixed price H&L
package \$ 529,999**



4



2



2

This is a fixed price package,ask our friendly sales team Nancy Messina or Kelly Childs for this great opportunity to own your home at Jordan Springs

Call 1800 08 66 56 for more information.

It's the life. **Lend Lease**

READY BUILT

by Edgewater Homes

**FIXED PRICE
NO MORE TO PAY**

\$520,000*



LUCA 4
24.10 SQUARES

4
Bedrooms

2
Bathrooms

2
Garage

12.5
Lot Width

**LOT 3032
JORDAN SPRINGS**





* All photos, illustrations and plans are for illustrative purposes and should be used as a guide only. Subject to approval by developer and council. Pricing excludes telephone and consumer account opening fees. Package prices are subject to availability and are accurate at time of printing. Prices are subject to change without notice.

5% DEPOSIT

NO FURTHER PAYMENTS UNTIL YOU MOVE IN

EVERYTHING INCLUDED

<ul style="list-style-type: none"> ☑ Designer kitchen with CaesarStone grand island kitchen bench ☑ Walk-in Butler's pantry ☑ 20mm CaesarStone benchtops to bathroom, kitchen & ensuite ☑ Large 900mm European style stainless steel appliances ☑ Dishwasher & microwave ☑ Split system air conditioning to living areas and hallway ☑ Downlights to living areas & hallway 	<ul style="list-style-type: none"> ☑ Fixed price site costs (no more to pay, no hidden extras) ☑ Contemporary front landscaping ☑ Fencing ☑ Driveway & path ☑ Quality carpet throughout ☑ Floor covering ☑ High 2590mm ceilings ☑ Resort style undercover alfresco ☑ Feature timber stacker sliding doors ☑ Remote control garage door ☑ Alarm system
--	--

Please call **Kelly Childs** on 0402 000 776
or **Nancy Messina** on 0457 526 502
for more information

Jordan Springs Sales & Information Centre:
Shop 4, Cnr Dunheved Rd & Lawn Cr, Warrington County

Clarendon
Homes

HOME & LAND



OXFORD FACADE (ILLUSTRATION PURPOSES ONLY)

JORDAN SPRINGS
LOT 3044 NELSON STREET
JORDAN SPRINGS

KILLARA 1
OXFORD



\$484,400

*Don't miss out!
Contact us today*



Call Jim Christou 0419 319 222 or (02) 8851 5371



Inclusions:

Domaine Series Inclusions.

- "Signature Promotion" included.
- Fixed "Greenfields" site costs including up-graded "H" class slab, with 30 L/m additional 450mm dia concrete piling and up to 600mm of fall to suit.
- Basix requirement including 3000 Litre above ground rainwater tank, ducting to range hood & external clothes line.
- Gas up-graded Rheem Integrity 27 litre gas instantaneous HWS, gas cook top, and internal gas bayonet point.
- Up-graded R3.0 ceiling insulation in lieu of standard.
- Décor items including standard builders range main floor tiling and bronze range carpet.
- Tiled front porch.
- Paved driveway & plain concrete cross-over to kerb.
- Masonry face brick finished letterbox.
- Landscape concept plan to suit estate requirements.
- Turf to front yard.
- 270 day tender

Developers requirements:

- Acrylic bagged color trims to front facade only.
- Face Brick upgrade to builders range - Type C.
- Hills Hub Smart Wiring provision including up-graded conduit run-in.

DOMAINE

ClarendonHomes



"It's where you want to live"

FOR SALE
PAYMENT ON COMPLETION



PAYMENT ON COMPLETION

5% deposit
with no more
to pay until
settlement

LOT 3061 – 436.9SQM JORDAN SPRINGS

- Inclusions:**
- Connect range of floor tiles to entry, kitchen, meals and family room
 - Connect range of quality wool blend sisal carpet to balance of home
 - Insulation to walls and ceiling (excluding garage)
 - Roof sarking
 - Alarm system
 - Remote controlled garage door
 - Tiling to alfresco (where applicable)
 - Paved driveway and path to entry
 - Landscaping including turf to front and rear yards, fencing and letterbox
 - Stainless Steel appliances
 - Stainless Steel dishwasher
 - 20mm stone benchtop to kitchen
- BONUS INCLUSION:**
- Samsung 6.8kw split system air conditioner at No Charge

Connect Series
Integra 23
Mondo facade

\$504,900





FOR SALE
PAYMENT ON COMPLETION



PAYMENT ON COMPLETION

5% deposit with no more to pay until settlement

LOT 3062 – 506.1SQM JORDAN SPRINGS

Inclusions:

- Connect range of floor tiles to entry, kitchen, meals and family room
- Connect range of quality wool blend sisal carpet to balance of home
- Insulation to walls and ceiling (excluding garage)
- Roof sarking
- Alarm system
- Remote controlled garage door
- Tiling to alfresco (where applicable)
- Paved driveway and path to entry
- Landscaping including turf to front and rear yards, fencing and letterbox
- Stainless Steel appliances
- Stainless Steel dishwasher
- 20mm stone benchtop to kitchen

BONUS INCLUSION:

- Samsung 6.8kw split system air conditioner at No Charge

Connect Series
Quantum 24
Avenue facade
\$534,900





FOR SALE
PAYMENT ON COMPLETION



PAYMENT ON COMPLETION

5% deposit
with no more
to pay until
settlement

LOT 3114 – 389.2SQM JORDAN SPRINGS

- Inclusions:**
- Connect range of floor tiles to entry, kitchen, meals and family room
 - Connect range of quality wool blend sisal carpet to balance of home
 - Insulation to walls and ceiling (excluding garage)
 - Roof sarking
 - Alarm system
 - Remote controlled garage door
 - Tiling to alfresco (where applicable)
 - Paved driveway and path to entry
 - Landscaping including turf to front and rear yards, fencing and letterbox
 - Stainless Steel appliances
 - Stainless Steel dishwasher
 - 20mm stone benchtop to kitchen
- BONUS INCLUSION:**
- Samsung 6.8kw split system air conditioner at No Charge

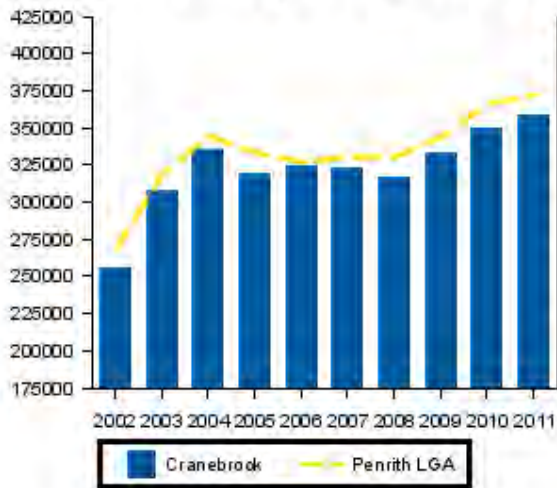
Connect Series
Manchester 23
Aspect facade
\$495,900



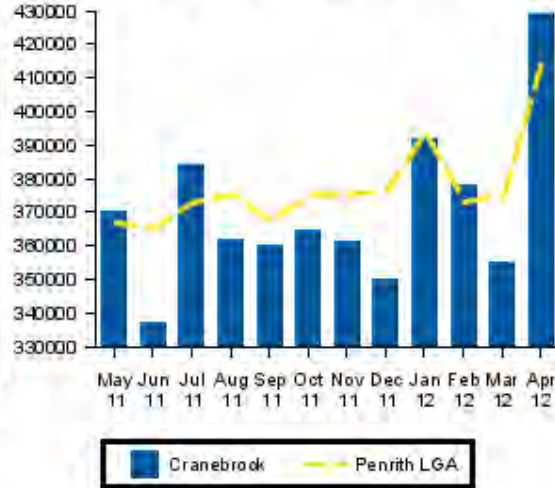
Appendix V | Capital Growth Rates

The below data is based on the suburb of Cranebrook which is right next to Jordan Springs and the most directly comparable area. As Jordan Springs is a newly created suburb there is little to no data

Median Price (Past 10 Years)



Recent Median Sale Prices

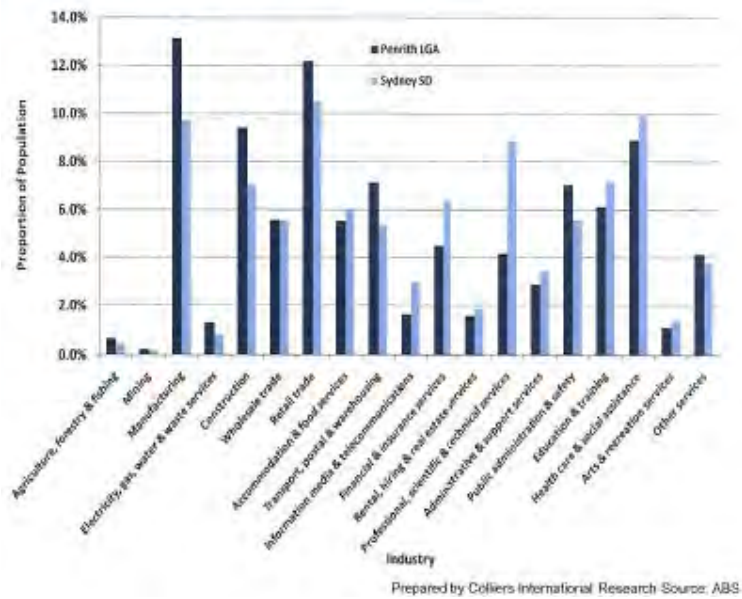


Appendix VI | Demographic Details

Penrith LGA Household Breakdown



Penrith LGA Industry of Employment



Appendix VII | Risks

All investments involve risk. While drivers of growth and other attributes that have a positive effect on an investment have been analysed in depth, it is equally important to be aware of and understand the risks that could have an adverse impact on the investment's performance. Following are some of the risks that investors should consider prior to investing in property:

1. Market Value Risk

This risk relates to the risk of the investment failing to achieve the expected growth. Much of the information we have used in our analysis is predictive and the rate of return may be affected by known and unknown risks and uncertainties. This in turn could result in the re-sale value of the investment not achieving what is expected if the vendor chooses to sell during or following depressed market activity.

2. Construction Risk

This is applied to properties purchased off the plan. Throughout such projects the developer may arrange finance facilities related to the land acquisition, development and construction of the project. This may result in issues arising in the delivery of the product on time and as specified on the contracted terms. Delays in the delivery period would result in opportunity costs as investors funds may not be able to be redirected to alternative investments.

3. Rental Yields

Rental yields fluctuate and are affected by other market factors. They may go up or down depending on factors such as supply, demand, employment, investment in the area and the state of the overall residential market.

4. General Risk

In addition to the risk factors specific to investment in property development projects, there are more general risks that can affect the value of the investment in the development, including:

- The state of Australia's and the world economies
- Movements in inflation and employment
- Changes in socio-economic factors
- Natural or man-made disasters.

5. Personal Risk

Investment strategies will often depend on the income of the investor. Should there be a reduction or loss in the flow of income from the investor it may present a risk in the future ability to hold the investment. These risks may be managed through the appropriate use of income protection insurance, life insurance and trauma insurance.

6. Interest Rate Risk

Movements in interest rates can have a number of effects on an individual property investment. Specifically, an increase in interest rates may have an immediate effect on the costs of holding an investment property. Additionally, sustained interest rate rises may have a lagging effect in the form of reduced sales activity and property growth.

7. Policy Risk

Changes in government policy may affect both holding costs and the expected growth performance of specific property investments. This may result in additional expenditure in order to finance your portfolio and the expected returns.

8. Oversupply

An oversupply in property will have effects on both achievable rents and growth performance. Due to the length of time typically required to construct medium and high density developments, the short term supply curve is inelastic. This means that property supply has an inherent inability to adjust quickly enough to meet demand. A sudden reduction in demand or an unexpected increase in supply may result in oversupply. Typically this risk is most acute towards the end of the property cycle. We do not foresee any short term risk of oversupply in the current market.

9. Settlement Risk

Settlement risks may prevent the purchaser's ability to settle on the property. Typically, these are related to difficulties in obtaining finance through valuation shortfalls at the time of settlement or changes in the purchaser's personal circumstances that result in the refusal of the purchaser's credit application. This may result in the loss of the deposit or any monies owed to the developer. This risk may be managed by obtaining pre-approval of finance (for completed property) prior to exchange of contracts.

Appendix VIII | Glossary of Terms

Common terms used by property Investors and Financial Institutions.

Application Fee	A fee paid by the borrower to the lending institution for obtaining finance.
Bridging Finance	A short term loan/facility that is often used when buying a new dwelling previous to settling an existing dwelling.
Body Corporate	The term 'Body Corporate' refers to a home owners association charged with the administration of one or more housing units. Owners of the individual dwellings pay a fee to provide for maintenance of common areas and provide cover for repairs that may arise in the future.
Capital Growth	The change in value of an investment. This is calculated by subtracting the purchase price from the current value of the investment and is usually expressed as a percentage. If the price of the capital asset has declined instead, this is called a capital loss .
Comparison Rate	A rate used to compare the borrowing costs from competing lenders. The basis of comparison includes the interest rate and the majority of fees and charges payable during the life of the loan. The figure is expressed in percentage terms. It should be noted that some costs including redraw fees or early repayment fees, and cost savings such as fee waivers, are not included.
Deposit Guarantee	A substitute for a cash deposit used to purchase a property. At the time of settlement, the buyer is required to pay the full purchase price.
Equity	The net value of the asset. This is calculated as the value of the property less any outstanding loans secured by the property.
Gross	The complete amount before deductions for taxation, inflation, or any other various fees that may be incurred. The term 'gross return' refers to the amount of capital growth and yield before taxation, body corporate, fees, inflation and other expenses are taken into account.
Infrastructure	Basic facilities required for a community or society to function as an economy, including transportation, communication, provision of water and power and the public institutions needed for security, welfare, health and education.
Interest in Advance	When interest is charged at the beginning of a period of time. For example, charging the first years interest in the first month of a loan. It is generally only available on fixed rate loans for investment purposes.
Interest Only Loan	A loan facility commonly used for investment loans where the borrower only pays the interest component of the loan for a specific period of time.
Price \$/m2	A measure for determining the relative value of a given property based on the internal size. This is calculated by dividing the purchase price by the internal area (measured in m2) and expressed as dollars per m2.
Real Return	The return on investment, less the reduction in its value as a result of inflation. Real rates are important as they tell you what the actual increase in value is, and how much of a return was less the effect of inflation.
Rental Guarantee	A guarantee by developers to pay an agreed level of rent should a shortfall achievable in the market arise. This is usually based on a percentage of the purchase price.
Valuation	The estimated worth of a project based on comparable sales with projects of a similar type. This is conducted by a registered valuer.
Yield	An annualised rate of return for a given investment. This is calculated as the annual achievable rent expressed as a percentage of the purchase price (or current market value) of paid investment.

Appendix IX| FAQ's

Short term bonds

To apply, clients need to complete an application form (available from their broker), together with:

- A loan approval
- A copy of the Contract for property sold that will assist in the purchase of the new property
- Evidence of funds accessible prior to the completion date, such as savings, a fixed term deposit, or share certificates
- Evidence of other funds that will assist in the purchase such as the First Home Owners Grant.

Long Term Bonds

To apply, clients will need to complete an application form (available from their broker) and provide evidence that they are an existing property owner:

- Rate notice/s for residential property owned
- Mortgage statements