



Unlock your potential

Property Development For Overseas Investors – how to leverage the Perth market

Presenter:	Emma Everett
Date:	Tuesday 17 September 2015
Time:	7.30am – 9.30am
Venue:	IPA WA Division Training Room Suite 9, 100 Mill Point Rd, South Perth WA
Fee:	Early Bird-Register before 10 September Member \$155.00 Non-Member \$190.00 Regular-Register after 10 September Member \$165.00 Non-Member \$200.00
Includes:	Session notes and Light Breakfast
CPE Hours:	2

Introduction

With its strong economic fundamentals, highly-regarded universities and attractive lifestyle, Western Australia has long been a popular property investment choice for overseas investors.

The problem for overseas investors and their advisors is that most property research and information services are focused on either institutional, large-scale investors or off-the-plan apartment developments for individual retail investors. As a result, most don't address the unique opportunities and challenges that sophisticated overseas investors and high-net-worth families encounter.

Learning Objectives

This session will provide specific strategies and market intelligence for accountants and financial advisors who are engaged with high-net-worth overseas clients.

Recommended For

Accountants and professional advisors interested with working more closely with their overseas clients

Topics

- Property development
 - new opportunities for investors and developers, including changes to zoning and development regulations, which could drastically improve your client's development profit
 - how to select a profitable development site
 - essential due diligence for property developers
- Commercial property
 - how vacancy rates and market rents vary widely between suburbs and property types, and why published CBD office reports are inadequate research when deciding on a commercial property purchase
 - why only a small percentage of commercial properties make viable property investments, and how to identify them
- Investment structures for sophisticated investors
 - Significant Investor Visa (SIV) and Foreign Investment Review Board (FIRB) investment criteria and changes to watch-
 - Individual ownership, joint ventures or syndicated investments? How to identify the right strategy for your client
- Finance overview
 - Issues to consider for overseas borrowers. Plus, we'll share feedback on working with overseas investors and how to engage this growing client market.

About the presenter

Emma Everett | Momentum Wealth

Emma has more than eight years' experience in the property industry, serving in a diverse range of roles including as a selling agent, in property development and as a buyer's agent.

She has been named the Buyer's Agent of the Year on three separate occasions, including once at a national level from the Real Estate Institute of Australia and twice at a state level from the Real Estate Institute of Western Australia (REIWA). Emma moved into her current role in 2011 and provides property advice and support to professional services firms, such as accounting businesses and financial planners. She is also the chairperson for REIWA's Buyers Agency Committee.

Property Development For Overseas Investors



IPA INSTITUTE OF PUBLIC
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Partnership beyond numbers

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