

How top property investors did it

OVER two million Australians currently invest in real estate. However, the average investor only owns one property, highlighting the difficulty most individuals have when it comes to successfully building a portfolio and generating wealth.

Investment real estate expert, author and Dream Design Property (DDP) Founder Zaki Ameer said the number of property investors has grown significantly over the past few years and it is expected to continue to rise.

"Like any form of investment, there are risks associated with buying real estate. However, if done properly, the rewards far exceed the risks. Although each individual varies in terms of how they operate, there are a few practices that all leading property investors follow to ensure they receive the best return," Mr Ameer said.

Below Zaki shares his expertise in what all successful property investors have in common:

1. THRIVE ON RISKS.

Instead of insisting on viewing all potential properties, they aren't intimidated by purchasing sites they haven't viewed, as long as the facts and figures add up. While a lot



Zaki Ameer, founder of Dream Design Property said shortcuts is what most of us desire and it's this mindset that the 'get-rich-quick' scammers prey on. Successful investors know that property is a long term plan that won't make you a millionaire overnight.

of people would consider this approach risky, it not only eliminates the time and cost associated with travelling, but also removes any emotions from influencing their decision.

2. ACKNOWLEDGE THE UNKNOWN.

Enlisting the help of experts is a crucial part of any property investor's success. Having a wide network of professionals such as accountants, buyers agents, solicitors, and

property managers means they are able to streamline the entire process.

Companies such as Dream Design Property make enlisting expert help simple, by providing a service that assists with every stage of the purchasing process.

3. AVOID ANALYSIS PARALYSIS.

When an opportunity arises many investors spend excessive amounts of time contemplating and

researching whether or not to purchase. The key however, is to know what is happening in each market to be able to capitalise on opportunities quickly.

4. MORTGAGE PAYMENT.

Often people believe they should purchase one property and pay that investment off before purchasing another. Instead, successful real estate investors have loans that are interest only (to avoid paying down principle) so

they can continue purchasing sites and increase their portfolio.

5. DELUSIONS OF SUCCESS.

Shortcuts and reaching the destination as fast as possible is what most of us desire and it's this mindset that the 'get-rich-quick' scammers prey on.

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Commercial property market set to strengthen

STRONG demand in the commercial property market is expected to continue as investor parents turn their back on residential property, according to leading real estate agency Gunning.

of ongoing interest will see another solid year for commercial real estate investment," Malcolm Gunning of Gunning Real Estate said.

"The falling number of properties due to turnover costs is

duty and other taxes and fees are a strong determinant of whether investors plan to sell or leverage their property," Mr Gunning said.

The real estate expert said last year there was noticeable growth in industrial and commercial

"This is good news for landlords, where we previously haven't had any growth since the global financial crisis. Interest in smaller investments, in particular shops, strata offices, factories and retail is at an all time high