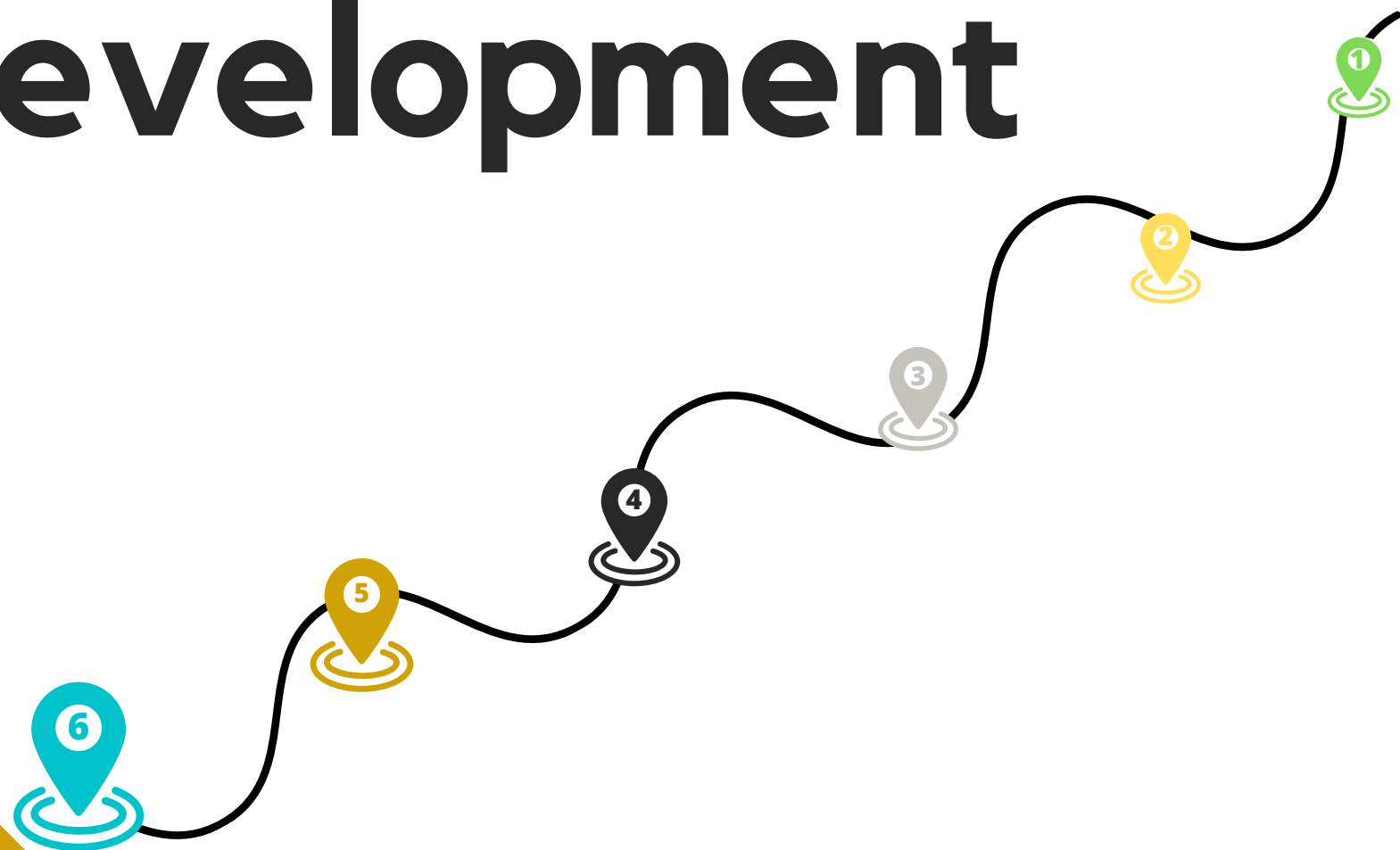


# Simple Roadmap To Property Development



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**OWNERDEVELOPER™**



# 6 MILESTONES TO PROPERTY DEVELOPMENT ROADMAP

**OWNERDEVELOPER PM**

1 **PRE-PURCHASE**

2 **STRUCTURE & ENTITIES**

3 **DESIGN**

4 **COUNCIL APPROVALS**

5 **CONSTRUCTION**

6 **PAY-DAY**


































# PRE-PURCHASE

## Location

- Demographic 
- Population Growth 
- Planned Infrastructure Upgrades 
- Current & Planned Amenities 
- Density Patterns 
- Employment Hubs 
- The Historical Sales Prices (Macro & Micro Levels) 
- Other factors of influence 

## Feasibility






- Strategies 
  - Renovation 
  - New Build 
  - Subdivision 
  - Multi-Unit Dwelling 
  - Multiple Keys 
  - Multiple Occupancy 
  - Commercial 
  - Combination of above 

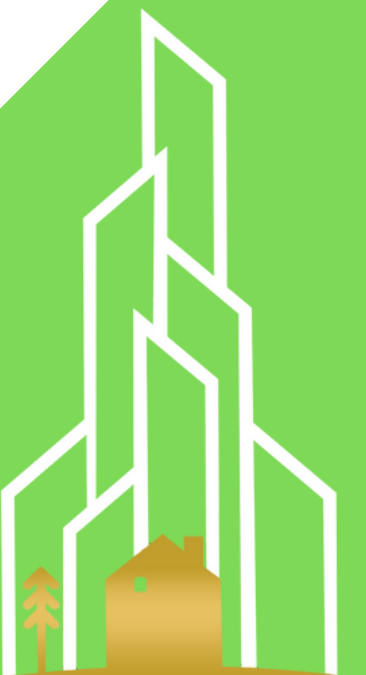
- Analysis 
- Purchase Price 
- Comparable Sales 
- Risks 
- Best Use 
- Zoning 
- Yield 
- Encumbrances 
- Essential Services 
- Contingency 
- Development Costs 
  - Planning Costs 
  - Construction Costs 
  - Finance Cost 
  - Sales Cost 
- Profit Margin 
  - % Profit on Gross Realise Value (GRV) 
  - % Profit on Cost 
  - % Cash on Cash Return 
  - Annualised Return 

## Acquisition

- On Market Sites 
- Off Market Sites 
- Buyer's Agent 
- Data Base 
- Property Finders 

## Due Diligence

- Negotiation 
- Contract 
- Clauses 
- Condition 
- Safety Net 
- Settlement Period 
- Option Contracts 





# STRUCTURE & ENTITIES

## Legal

- Individual
- Partnership
- Company Trust and Trust Deed
- Self-Managed Superannuation Fund (SMSF)
- Joint Venture

## Accounting

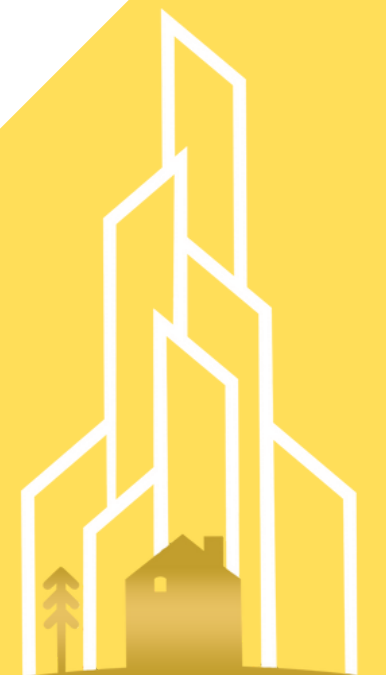
- Stamp Duty
- GST
- Company Tax
- Individual Tax
- Capital Gain Tax
- Land Tax
- Asset Protection
- SPV (Special Purpose Vehicle)

## Finance

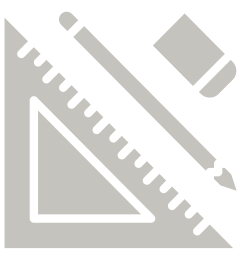
- Funding the Principle
- Construction Funding
- Deposit
- Loan-to-value ration (LVR)
- Interest Rate %
- Fixed or Variable Rates
- Loan Terms
- Equity
- Security
- Serviceability
- Liquidity
- Pre-sales
- Capitalised Interest

## Insurance

- Public Liability
- Home Warrantee/Home Building Compension
- Contract Work
- Workers Compensation
- Professional Indemnity
- Home and Contents
- Landlord







# DESIGN



- Density
- Land Use
- Overlays
- Sewer & Stormwater
- Zoning
- Character Codes
- Best Use
- Yield Analysis
- Land Survey
- Boundaries
- Contours & Gradient
- Soil Classifications
- Setbacks
- Elevations
- Encumbrances & Easements
- Essential Services
- Number of Lots
- Aspects

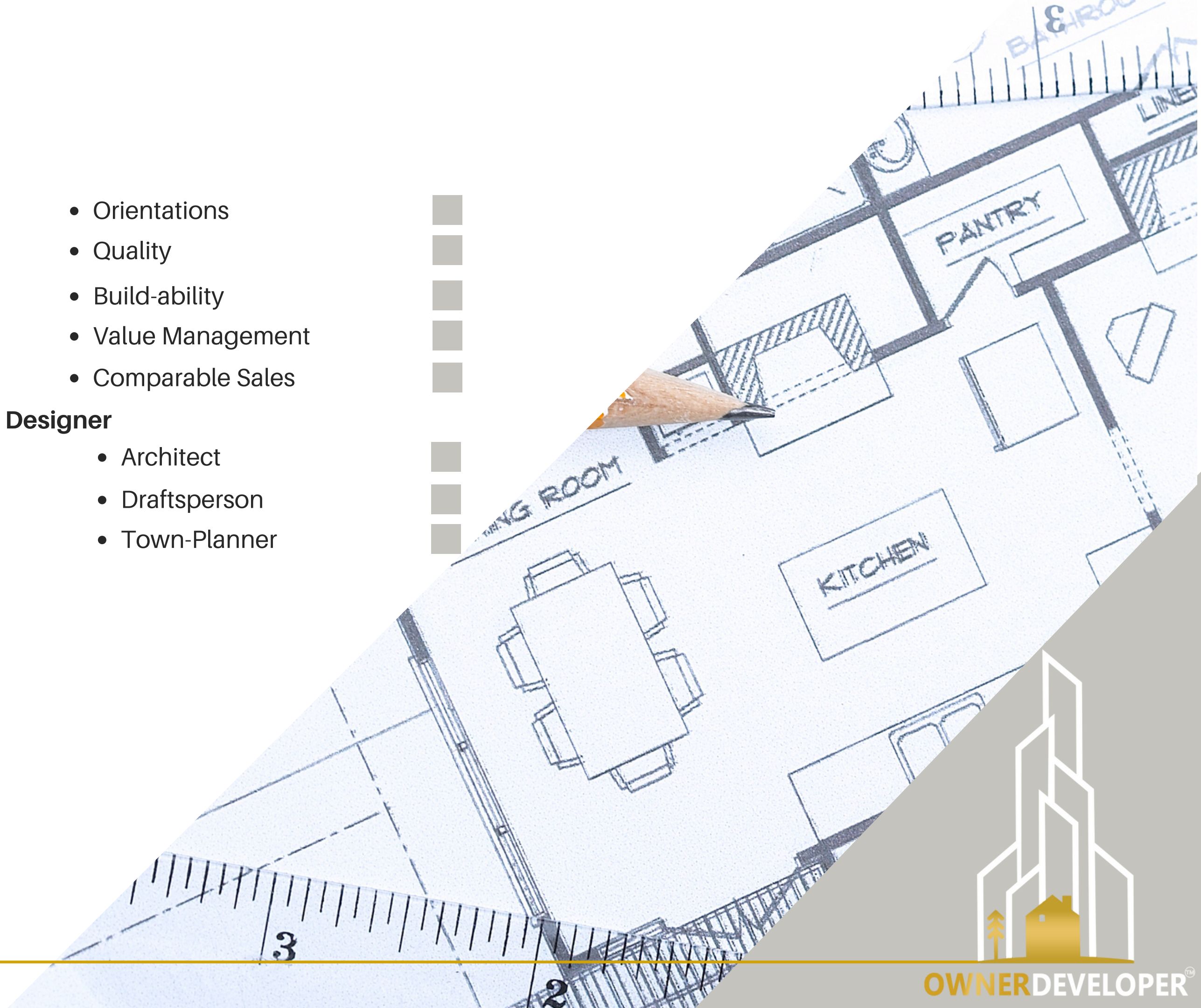


- Orientations
- Quality
- Build-ability
- Value Management
- Comparable Sales

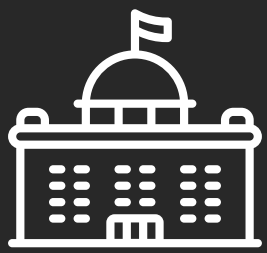


## • Designer

- Architect
- Draftsperson
- Town-Planner







# COUNCIL



- Australian Planning Schemes
- Pre-Lodgement Meetings

## Development Approvals (DA) / Planning Permit

- Land Survey
- Certificate of Title
- Proposed Plans: Floor plans, Elevations, Sections
- Landscape & Streetscape Plans
- Arborist Study
- Waste Management Plan
- Traffic Management Plan
- Schedule of Materials, Finishes, Colours
- Shadow Diagrams
- Perspective 3D Views
- Request for Further Information 
  - Flood Report
  - Bushfire Report
- Advertising DA Notification

## Compliance Development (CDC)

- Private Certifying Authority (PCA)

## Construction Certification (CC) / Building Approvals (BA) / Building Permit

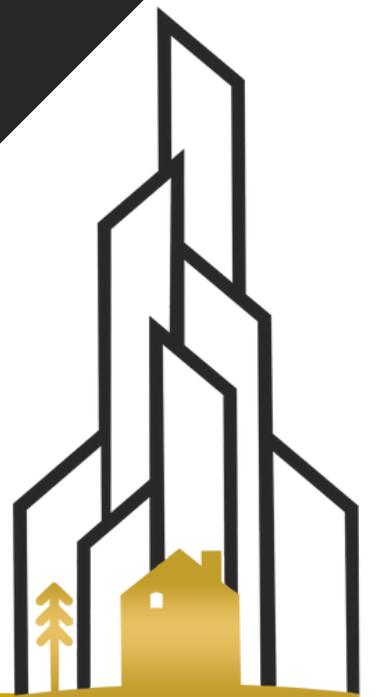
- Geotechnical Engineer Report
- Civil Engineer Specifications
- Structural Engineer Specifications
- Hydraulic Engineer Specifications
- Traffic Engineer Specification
- Acoustic Engineer Specification
- Water and Sewer Supply Authority
- Electricity Supply Authority
- Telecommunication Supply Authority
- Gas Supply Authority
- House Energy Rating Scheme (BASIX)
- Chief Fire Engineer Spec
- Quantity Surveyor

## Civil Tribunal / Planning & Environment Court

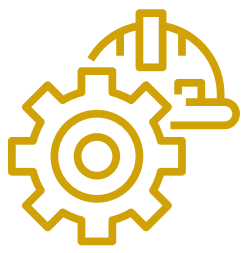


## Occupation Certificate (OC) Occupational Permit

- Titles 
  - Torrens
  - Strata
  - Community
- Plan Sealing
- Registration





















# CONSTRUCTION





- Building Code of Australia 
- Australia Building Standards 

## Tender















- Scope of Work 
- Scope of Work 
- Scope of Work 
- Finishes Schedule 
- Inclusions Schedule 
- Prime Cost Allowances (PC) 
- Provisional Sum Items (PS) 
- Project Schedule 




## Appointment





- Quotation 
- Qualifications 
- Experience 
- References 
- Insurances 
- Letter of Itend 

- Home Warrantee Insurance 
- Building Contract 
- Liquidated Damages 
- Induction 

## Supervision

- Quality Control 
- Safety Management 
- Critical Path Assessment and Management 
- Critical Stage Inspection
  - Demolition 
  - Site Set-Up 
  - Civil Construction 
  - Drainage 
  - Foundation 
  - Framing & Trusses 
  - Water Tight 
  - Lockup 
  - Rough-Ins 
  - Insulation & Linings 
  - Waterproofing 












- Fit-Out & Fix-Out 
- Prime Cost (PC) 
- Finishes 

- Defects 
- Handover 
- Payments 
- Reporting & Status Updates 







## Exit Strategy

### Sales

- Marketing
  - Off The Plan Sale
    - Renders 
    - Broucher 
    - Inclusions 
    - Mood Boards/ Trays 
  - Established Sales
    - Local Realtors
      - Auction 
      - Private Treaty 
      - Expression of Interest (EOI) 
    - Specialised Development Marketers
      - Display 
      - Styling 
      - Open Homes 
  - Profit Distribution 

### Keep

- Return on Investment (ROI) 
- Rental Yield 
- Capital Gain 
- Refinance 



**CONGRATULATIONS!** You've already completed the most important part of any journey: "you've taken the first step". The fact that you're reading this means you're ready to achieve success on your next property development project.

We created this simple roadmap for you with an opportunity to realise the fundamental checklist for property development. You can see the level of expertise required to get this right and it's extremely important to know that this is not a rule book. We are not property lawyers, accountants, or realtors and so as a **Licensed Project Management Firm**, we can only provide you with expert construction-related advice.

At OwnerDeveloper we are a big believer in hiring the right professionals for the right job and always refer our clients to seek advice from qualified property specialists consultants, including lawyers, accountants, finance brokers, town planners, realtors, etc when investigating their circumstances or specific project.

## **A SINGLE POINT OF CONTACT:**

"At OwnerDeveloper, there is no middleman; it is you, us, and the goal of Development success"

We act as your one point of contact throughout the entire process. Put together your team, using our network of trusted industry professionals.

- We give you a time lined profitable return, delivering your project on time and budget
- We save time by minimising issues and eliminating them at the early stage.
- We get council approvals more efficiently.
- We see opportunities with expert eyes.
- We solve construction issues.

**OWNERDEVELOPER'S EXPERTISE IS IN PROJECT MANAGEMENT. WE REFER YOU TO OUR TRUSTED PROFESSIONALS FOR OTHER STEPS WITHIN THIS ROADMAP.**



# 10 PROPERTY DEVELOPMENT CHALLENGES WE CAN SOLVE FOR YOU

- 1. We're here to get your project completed on time and on budget.** Our highly experienced team can assume ownership of all aspects of your project in the most efficient way possible – from Feasibility to Development Application (DA) or CDC to the Construction Certificate and right through the build process and finally the achievement of the Occupation Certificate (OC).
- 2. We will save you money.** OwnerDeveloper has developed strong relationships with the best building professionals, contractors, and suppliers over the years that we leverage for the best deals. Our extensive knowledge and experience ensure that optimal and consistent service is delivered to the client day in and day out.
- 3. Working with us will reduce your risks.** Every project has a certain amount of risk, but should problems threaten to derail your project, we have a clearly defined plan. This framework facilitates timely decision-making to resolve problems and mitigate potential risks. By monitoring time, costs, and build quality, we minimise variations and reduce project risk.
- 4. We deliver optimal results.** We are highly skilled professionals, trained to lead a project from start to finish, on time and on budget. We will analyse your needs and provide the right resources to ensure your deliverable is of the highest quality.
- 5. We act as your trusted advisor.** As Project Managers, we integrate all elements of a building project. We serve as your trusted advisor, the single source of responsibility and accountability for project performance throughout the entire journey – taking the stress out of the building process.
- 6. We specialise in managing quality infill residential developments.** We organise the planning, design, tendering, and construction process. We manage contractor selection and prepare the contracts. Then we manage their performance during construction to ensure a quality outcome.
- 7. We manage the full project life-cycle from concept to completion.** We are involved in the entire project scope from the start, helping develop a clear project vision and strategy with the client's best interests in mind. Our thorough understanding of your requirements and the construction program are key elements of on-time completion.
- 8. We will help to prevent variation creep.** Successful project management controls the flow of a project and keeps team members focused on and working within the original scope of work.
- 9. We manage the Consultants, Authorities & Contractors** – so you don't have to.
- 10. We take the planning & building stress away from you the Client.** With an award-winning team of construction and development specialists, some of whom have enjoyed many years in senior management positions with some of the country's leading development and construction companies.





# YOUR TEAM OF PROFESSIONALS



**Adam Bahrami**  
*Chief Visionary Officer*

Adam is the founder of OwnerDeveloper. Having worked within the building industry for over 20 years, he has honed his skills to specialise in the world of infill property development. During his career as a licensed builder, Adam has delivered over \$400 million of building projects Nationally.



**Ida Bahrami**  
*Chief Operations Officer*

Ida's dedication to detailed design, documentation, and team management ensures that projects are delivered on time and to budget. Ida is committed to ensuring that OwnerDeveloper provides commercially viable, innovative, and environmentally appropriate development solutions for all clients



**Ted Athari**  
*Senior Architect*

A methodical, strategic thinker and experienced architect, Ted has unrivaled experience delivering complex projects across the property development industry. Ted's experience and understanding of stakeholder management and complex project delivery ensure he is capable of directing projects at all stages of design.



**Oliver Tofighi**  
*Field Engineer*

Oliver's background is founded on a Bachelor of Civil Engineering. His sound knowledge of the structure and civil is a great asset as Technical Specialist, assisting from the design stage to overseeing the delivery of development projects to make sure the project is not only engineered to last but also not over-engineered to the budget deficit.

**It's this wealth of experience on your side, combined with our understanding that each transaction is unique, that gives you a competitive advantage when you appoint **OwnerDeveloper**.**



# QUALITY ASSURANCE:

Bahrami Group Pty Ltd T/A OwnerDeveloper are proud to be a licensed building company in three States of Australia (Master Builder License # NSW 295408C, QLD 1176085, VIC DB-U37002). It underscores our philosophy of ensuring every project outcome includes an optimised and cost-effective design solution.



Fair  
Trading



# AWARD WINNING DEVELOPERS



BUILDING DESIGNERS  
ASSOCIATION OF AUSTRALIA  
2021 Nominee



# WHY DO A DIY DEVELOPMENT WHEN

## WE CAN TAKE THE STRESS OFF YOUR SHOULDERS?

You might already be involved in property development, be confident enough to complete a small development project on your own, or rely on your builder to hopefully do the right thing by you! You're still much better off using our **Project Management Service** than going down the DIY path. Experienced developers know there is still a lot of risk and stress involved.

**We take this away for you.** You can sit back while we manage the whole project to completion. The hardest thing you'll have to do is decide whether you want to sell the homes, keep them for rental income or live in one and rent out the others.

[Click here](#) or the button below to claim your FREE no-obligation consultation now, we'd love to help you any way we can.

LET US SHOW YOU HOW... 



### FRICTIONLESS MANAGEMENT

Relationship management with all parties involved to eliminate friction & stress! (minimise courtroom disputes)



### STRUCTURAL INTEGRITY

Structural Guarantee (7 years) and Waterproofing Warranty (6 years)



### SAVE HUNDREDS OF VALUABLE HOURS

Across the entire development process



### 100% FIXED FEES

Zero risks of hidden fees or charges!



# CREATING WEALTH...

# THROUGH PROPERTY DEVELOPMENT

Let Us Show You How...



046 OWNER 11  
(0466 963 711)



hello@OwnerDeveloper.com.au

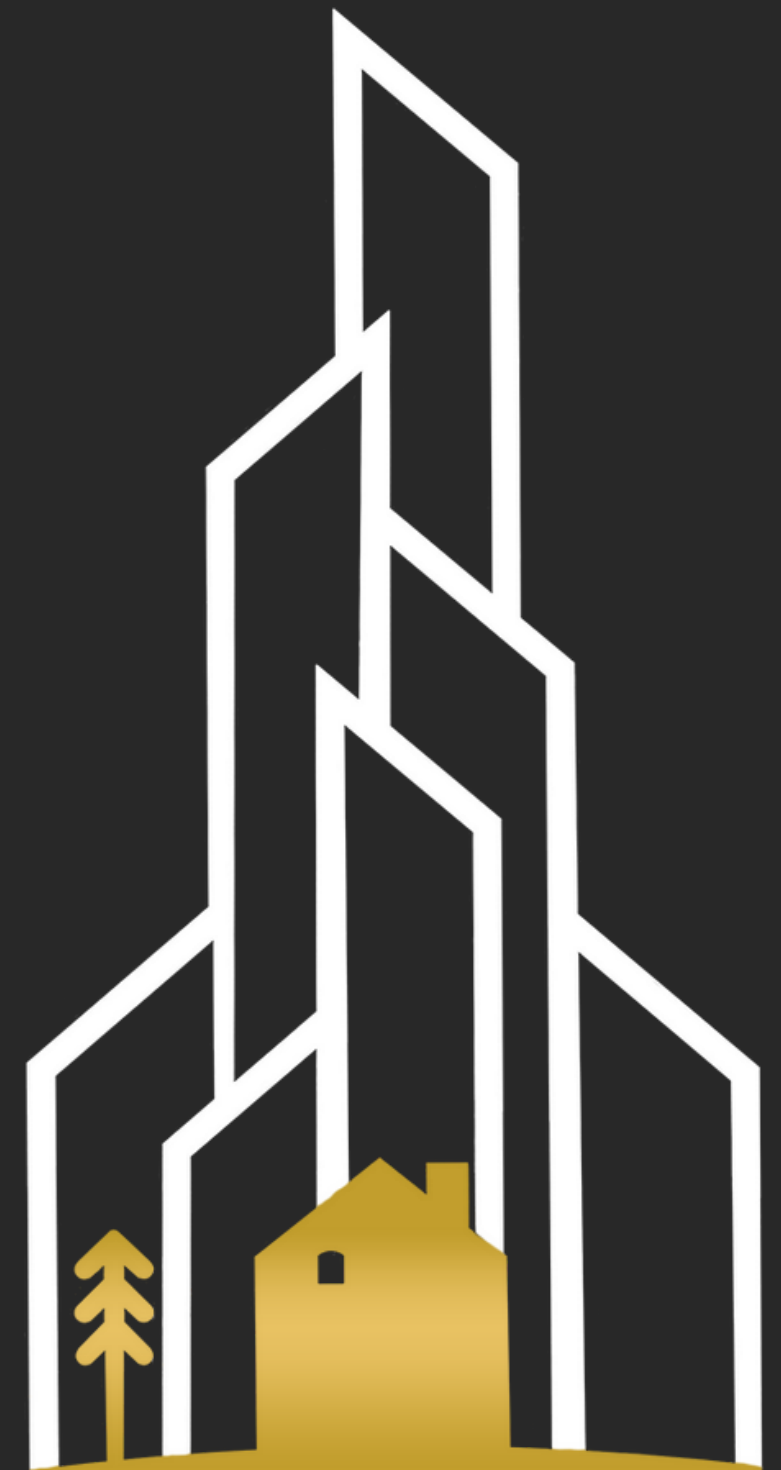


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