

MOMENTUM WEALTH DEVELOPMENT CAPABILITY

Who is Momentum Wealth?

Momentum Wealth is a full-service property investment consultancy with over twelve years' experience supporting clients through their property investment journey.

The company provides expert advice and assistance in all aspects of property investment, from planning and financing through to the research, selection, development and management of investment properties.

Momentum Wealth currently manages \$165 million worth of development projects on behalf of clients throughout Perth, and its key staff include town planners, project managers and acquisition consultants.

Through its divisions, Momentum Wealth employs over 60 people, and has received multiple awards from leading industry bodies recognising excellence in property and finance.



Momentum Wealth can assist you with:



Finance Strategy

As specialists in investment property finance, the expertise of our in-house mortgage broking team extends beyond the role of the day-to-day brokerage. Our brokers use their extensive knowledge of the property and lending markets to help you identify lending solutions that are uniquely tailored to your property investment needs.



Planning & Development

If you need experienced, expert advice and project management for your residential development project, our project division can help reduce effort, minimise risks, and improve the potential returns of your next project. Our property development experts have extensive experience managing projects from the initial planning stages right through to completion.



Property Management

Our highly-trained property managers offer market-leading service for investors who are looking for excellent customer service, technical know-how, expert advice and proactive management. We help remove the stress from managing your investment property and support your long-term investment strategy.



Property Acquisition

Our buyers' agents will help you identify and secure the ideal investment property to suit your long-term property investment strategy and provide superior returns. Utilising our proven and continually evolving research methodologies and access to off-market opportunities, we identify future growth areas and properties that can outperform the market.



Residential Development Syndicates

Momentum Wealth's Growth Series syndicates is a series of 'investor-first' residential property development syndicates available to wholesale investors. Our syndicates are vigorously subjected to a strict set of qualitative and quantitative criteria to balance the downside risk and maximise investor returns. Momentum Wealth's syndicates have a current pipeline of over \$85 million in projects.



Commercial Syndicates

We offer commercial property syndicates via our sister company MAIR Property Funds (MPF), which specialises in the acquisition and management of commercial property investment assets through unlisted property trusts. MPF currently manages in excess of \$230m of commercial assets over 14 trusts and syndicates.

Our Development Team

The Momentum Wealth Development Team can help you plan and manage your property development project to maximise returns. Whether you're looking to build a group of villas, townhouses, apartments or complete a land subdivision, we will help you generate substantial profits without getting your hands dirty. Our expert team can manage your development from planning right through to completion, ensuring it is completed on time and on budget. We'll take care of all the details and difficult tasks, so you can sit back and watch your profit grow.



Philip Anderson Manager - Development

Philip holds a Bachelor of Law from the University of Western Australia and is the Manager of Development at Momentum Wealth. Philip has over 11 years experience in the end to end delivery of development projects across a broad spectrum of areas including residential land subdivision, apartments, commercial and retail built form and industrial land subdivision. Philip's role includes the management of the Development Team, new project acquisitions and a hands-on role in the project management of the larger syndicated developments. He has experience in all aspects of development including acquisitions, due diligence, development financing, investor and stakeholder relations and reporting, project marketing, leasing and sales, design development, construction and project management.

Some of the significant projects delivered by Philip include:

- 999 Hay Street (999 Hay Street, Perth) – Office/Mixed use, 11 levels, 11,774sqm NLA, 5 star Green Star/4.5 Star NABERS
- Urban on Cambridge (334-336 Cambridge Street, Wembley) – Mixed use apartment development, 7 levels. 69 apartments and 7 retail stratas
- Mason Green Private Estate (Piara Waters) – 430 lot residential land subdivision
- ONE70 (170 Railway Parade, West Leederville) – Office/Mixed use, 5 levels, 6,750sqm NLA, 5 Star Green Star/5 Star NABERS



Kate Chapman Assistant Development Manager

Kate has worked in the Development Team at Momentum Wealth for over 3 years. Kate has 7 years' experience in property law, primarily with property settlements from her time working as a paralegal at a banking and finance law firm. Kate has recently completed studies in project management. As Assistant Development Manager Kate is responsible for the end to end delivery of small to medium scale residential developments as well as assisting in the delivery of larger syndicated development projects.



Michael Hart Development Officer

Michael holds a Bachelor of Science with honours in Urban and Regional Planning. Michael was originally employed in Momentum Wealth's Research Team, where he gained extensive knowledge of the demand and supply factors affecting the Perth property market. Michael has since brought his 3 years of property industry experience and market analysis skills to the Development Team as Development Officer and has expanded his role to assist in acquiring syndicated development sites.



Shaun Strickland Research Advisor

Shaun holds a degree in Commerce from the University of Western Australia, as well as a Master of Property from Curtin University. Leading Momentum Wealth's Research Division since 2011, Shaun has played a critical role in guiding the buying methodology for Momentum Wealth's Buyer's Agency division, becoming a regular industry commentator in his field. With over a decade of combined property and development experience, including becoming a property developer in his own right, Shaun has now made the transition into development research, and plays an integral part in the site acquisition for Momentum Wealth syndicates.

Current Projects

Below is a selection of some of our larger syndicated projects across our development portfolio.

Momentum Wealth Silver Bark Fund



Acquired	May 2014
Syndicate end date	December 2017
Size	16 apartments, 3 townhouses
Location	Carine
Status	100% sold and Completed
End Value	\$ 13,395,000

Momentum Wealth Silk Oak Fund



Acquired	July 2016
Projected Completion	Q2 2021
Size	35 apartments
Location	Highgate
Status	Construction Commencing Q3 2019
End Value	\$ 24,820,000

Momentum Wealth Trigg Coastal Fund



Acquired	February 2019
Projected Completion	Q2 2021
Size	6 apartments, 1 retail tenancy
Location	Trigg
Status	Design and Planning
End Value	\$ 11,485,000

Current Projects

Below is a list of just some of our most recent projects across our development portfolio, ranging from villas, townhouses and small apartment projects to larger apartment developments.

Project Address	Description	Status
Completed		
61 Kempenfeldt Avenue, Sorrento	Over 55's - 4 Townhouses & 1 Villa (3x2)	Completed March 2019
45 Beatty Avenue, East Victoria Park	4 Villas (3x2)	Completed June 2019
21 Lupin Way, Coogee	4 Apartments (3x2)	Completed January 2018
35 Joyce Street, Scarborough	10 Apartments (2x2)	Completed May 2018
169 Sydenham Street, Rivervale	6 Apartments (2x1)	Completed May 2018
8 Falkirk Avenue, Maylands	4 Villas (3x2)	Completed June 2018
2 Foyle Road, Bayswater	8 Apartments (2x2)	Completed November 2018
128 Second Avenue, Mount Lawley	Retain & Build Townhouse	Completed November 2018
194 Holbeck Street, Doubleview	6 Apartments (2x1)	Completed April 2017
17 Hamilton Street, Bayswater	1 Townhouse & 2 Apartments (2x2)	Completed July 2017
133 Arlunya Avenue, Cloverdale	6 Apartments (2x2 & 2x1)	Completed September 2017
26 Smiths Avenue, Redcliffe	5 Apartments (2x2)	Completed October 2017
294 St Kilda Road, Kewdale	2 Villas & Ancillary Dwelling	Completed October 2017
Under Construction		
309 Marmion Street, Melville	3 Villas (3x2)	Construction Commenced July 2019
3 Paget Street, Hilton	12 Apartments (2x2)	Expected completion October 2019
Preconstruction		
40 McCombe Avenue, Samson	36 Apartments (Mix) & 1 Commercial	Presales Launch Q3 2019
70 Wright Street, Highgate	35 Apartments (Mix)	Construction Commencing Q3 2019
5 Neesham Street, Booragoon	5 Townhouses (3x2)	Construction Commencing Q3 2019
24 Wooltana Street, Como	6 Apartments (2x2 & 3x2)	Construction Commencing Q4 2019
45 Liege Street, Woodlands	8 Apartments (2x2 & 3x2)	Presales
8 Basinghall Street, East Victoria Park	36 Apartments (Mix)	Presales
331 West Coast Drive, Trigg	Boutique Mixed-use	Design and Planning
5 Green Road, Hillarys	4 Townhouses (3x2)	Construction Commencing Q3 2019
117 Bourke Street, Leederville	3 Townhouses (3x2)	Design and Planning

Our Development Process*

1. Design Stage Approx. weeks 0-12

- Your Development Team will liaise with a recommended designer or architect to prepare plans to achieve the best possible outcome for your site in accordance with local and State planning framework.
- Resale values, rental demand and construction costs will also be a considering factor during preparation of the plans.
- Whilst collaborating with our in-house town planning consultants, we will seek to push the boundaries in order to maximise the development potential of your site prior to lodgement of a Development Application.

2. Post Lodgment Approx. weeks 12-28

- We will monitor the progress of your Development Application and provide justification as required against any variations to the planning framework.
- We will negotiate with the relevant assessing authorities to ensure your Application is processed as fast as possible and has the highest possible chance of approval.

3. Tendering & Detailed Documentation Approx. weeks 24-40

- Once it can be ascertained that approval for your development will be achieved, we will approach on average 4 builders who have passed our due diligence process to commence the tendering phase.
- During the tendering phase we obtain, analyse and negotiate prices and timeframes for construction before providing a recommendation to you.
- Following appointment of the preferred builder, our Team will monitor and review the detailed documentation which involves recommending design changes that reduce risk, improve the quality of construction, and ensure timely completion of your development.

4. Presales, Financing & Prestart Administration Approx. weeks 28-38

- Depending on your lending circumstances, we can assist you to obtain presales when required.
- We will work closely with your finance broker to provide necessary information to support your finance application which will include preparing your building contract/s.
- We will facilitate the prestart process and assist with decisions involving specifications and product selections.

5. Construction Approx. weeks 38-98

- Throughout construction, we conduct monthly site inspections with the site supervisor to monitor progress of your development and promptly address any departures from the original schedule of works.
- As progress claims are issued by the builder, we review each claim to ensure it is in accordance with the works complete. Once we deem the progress claim to be in order for payment, we will provide our recommendation to you and the lender for processing.

6. Strata-Titling & Sales/Leasing Approx. weeks 96-110

- Nearing completion, we will engage the required consultants on your behalf to coordinate the strata titling phase. This phase will be complete upon titles being registered for each of your new lots to enable them to be sold or refinanced.
- If you intend to sell the end product, we will recommend reputable sales agents and assist in the implementation of a suitable sales and marketing strategy.
- If you intend to lease the end product, we will assist our Property Management Team to commence advertising and hold home opens until each unit is leased.

7. Maintenance & Defects Liability Period

- Depending on the duration of the defects liability period (typically 6-12 months) applicable under the building contract, we ensure any defects raised during the liability period are rectified by the builder in a timely manner.
- At the end of the defects liability period, we conduct a final inspection to identify any remaining defects and coordinate rectification between the builder and affected parties.

* Typical client development e.g. villas, townhouses or small multi residential.

Getting Started

Do you know if your proposed development is financially viable? Are you using the site to its full potential? Are there better options? Will the development be legal under the relevant local and State planning framework? All these questions and more will be answered when you obtain a Development Investigation Report (DIR) prepared by Momentum Wealth.

Combining many years of experience developing properties in WA, our Development Team will prepare an extensive DIR specific to your site. This report will incorporate the expertise of our in-house town planners, development specialists, research advisors, property managers and finance experts.

What you can expect in your DIR:

1. Comprehensive research into the viable development strategies for your site prepared by our town planners and development specialists.
2. A high-level feasibility analysis, taking into account your financial capacity and a recommendation of the best development strategy.
3. Detailed analysis of any obstacles to developing the property identified through our comprehensive town planning research.
4. A thorough review of all the potential strengths, weaknesses, opportunities and threats to ensure risks can be mitigated and returns can be maximised.
5. Comparable sales and market appraisals on each development product being considered to determine current market demand.

The report will be approximately 30 to 40 pages and will be personally presented to you and explained in detail, with advice on how to proceed.

Fixed price of \$3,000 + GST*, includes the full report plus advice and assistance with the next steps of your development journey.

To ensure you don't waste time or money on your next development, take the first step by contacting the Development Team at Momentum Wealth today for a complementary, no-obligation consultation.

* Typical client development. Large scale developments may be quoted on a case by case basis.

The Next Step

Please contact us to arrange your free consultation or discuss any of our services. Alternatively, you can visit our website for more information.

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All Residential Real Estate services provided by Momentum Wealth Property Pty Ltd trading as Momentum Wealth Residential Property (ABN 97 116 331 116 Licenced Real Estate and Business Agent in WA RA53788). All Commercial Real Estate services provided by MW Commercial Pty Ltd trading as Momentum Wealth Commercial Property (ABN 37 603 622 840 Licenced Real Estate and Business Agent in WA RA70798). All Finance Broking services provided by Momentum Wealth Finance Pty Ltd (ABN 49 112 286 656 Australian Credit Licence 384632).
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