



**PropertyInvesting.com**

## **Steve McKnight's Property Catch Up**

Slide Deck

Thursday 4th December 2025

## **Disclaimer**

Tonight is for education purposes only.

Any discussion concerning the Strategic Opportunities (Growth & Income) Fund (SOGIF) is general advice only. Visit [www.SOGIF.au](http://www.SOGIF.au)

for more information, including SOGIF's PDS.

Past performance is not a reliable indicator of future performance. No earnings estimates are made.

Plantation Capital Limited AFSL 339481

# Agenda

1. Hot & Not:  
Sit Rep Of Capital Cities
2. What I'm Buying & Why
3. Special VIP Opportunity
4. Q&A



**Quick Intro:**

**How To Use Property  
To Build Wealth**

# Property Profits

## 1. Growth

- Property goes up (appreciates) in value
- Doesn't all property appreciate in value?

Resale profits for houses are at levels not seen for 20 years



## But Beware...

To make a profit the growth  
must **exceed**:

- Purchase price and costs
- Holding costs
- Sale costs; and
- Inflation

Purchase Price	(\$750,000)
Sale Price	\$1,000,000
<b>Gross Gain</b>	<b>\$250,000</b>
Purchase Costs	(\$50,000)
Sale Costs	(\$30,000)
Rental Losses	(\$20,000)
Inflation	(\$5,000)
<b>Result: Real Gain</b>	<b>\$95,000</b>

## **What 'Drives' Growth?**

1. Market (economic) forces  
(Generic)
2. Investor Value Add Strategy  
(Manufactured)

## **Making Growth Profits**

### **I. Passive:**

Buy and hold while  
generic (economic)  
market factors cause  
property prices to rise

## **Making Growth Profits**

### **II. Active:**

Deploy a strategy  
where you add more  
in perceived value  
than actual cost

## **Property Profits**

### **2. Income**

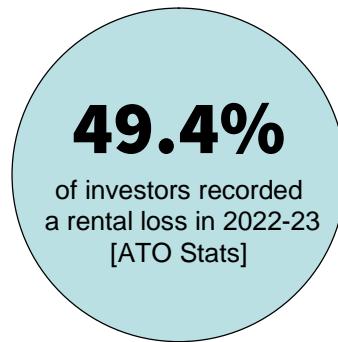
- Income from the right to access or use property
- “Rent”

## But Beware...

To make a profit the income  
must **exceed**:

- Management costs
- Ownership costs
- Usage costs; and
- Finance costs

Annual Rent	\$30,000
Management Costs	(\$1,800)
Ownership Costs	(\$5,500)
Usage Costs	(\$500)
Interest	(\$28,000)
<b>Result: Rental Loss</b>	<b>(\$5,800)</b>



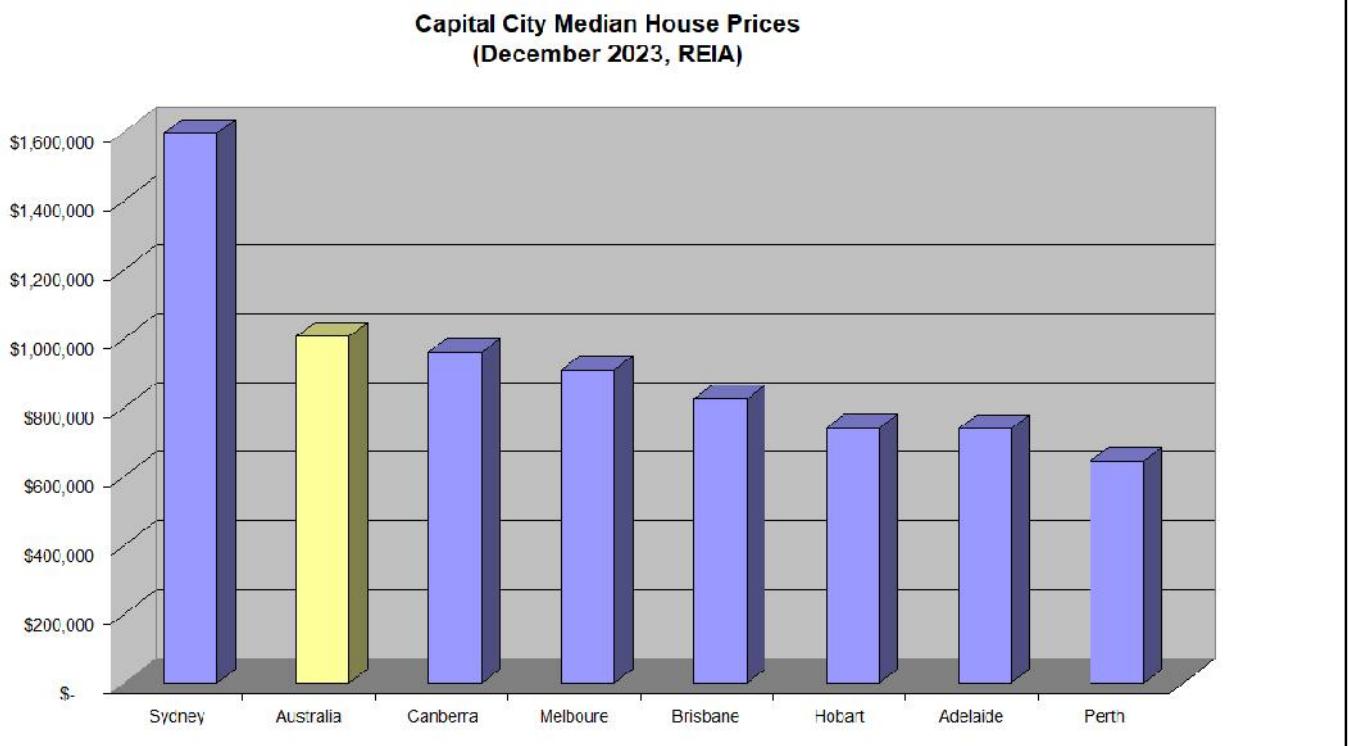
## My Approach

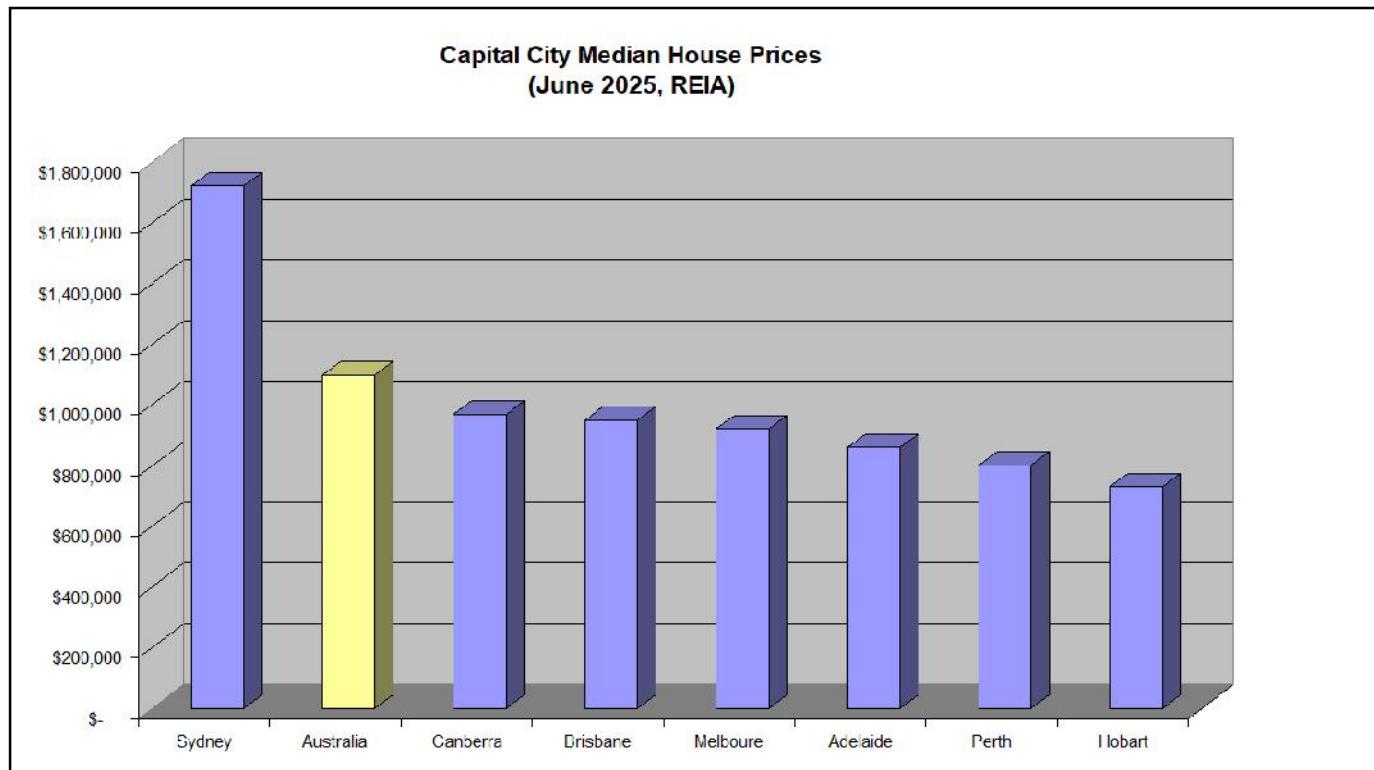
Rather than talking  
about **net income**,  
I've always preferred  
**net cashflow**

## Take Aways

- **Pick** your desired profit
- Identify your **Pathway**
- Execute **Processes**

**Part Two:**  
**Hot (& Not)**  
**Capital City Sit Rep**



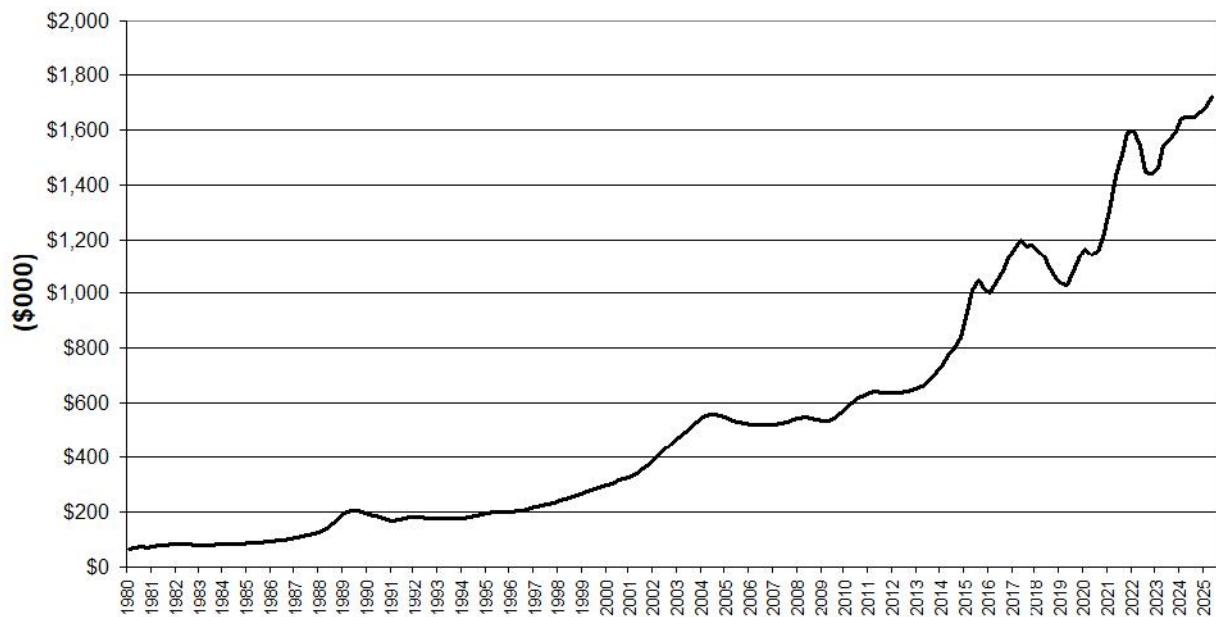


## Is (& Was)

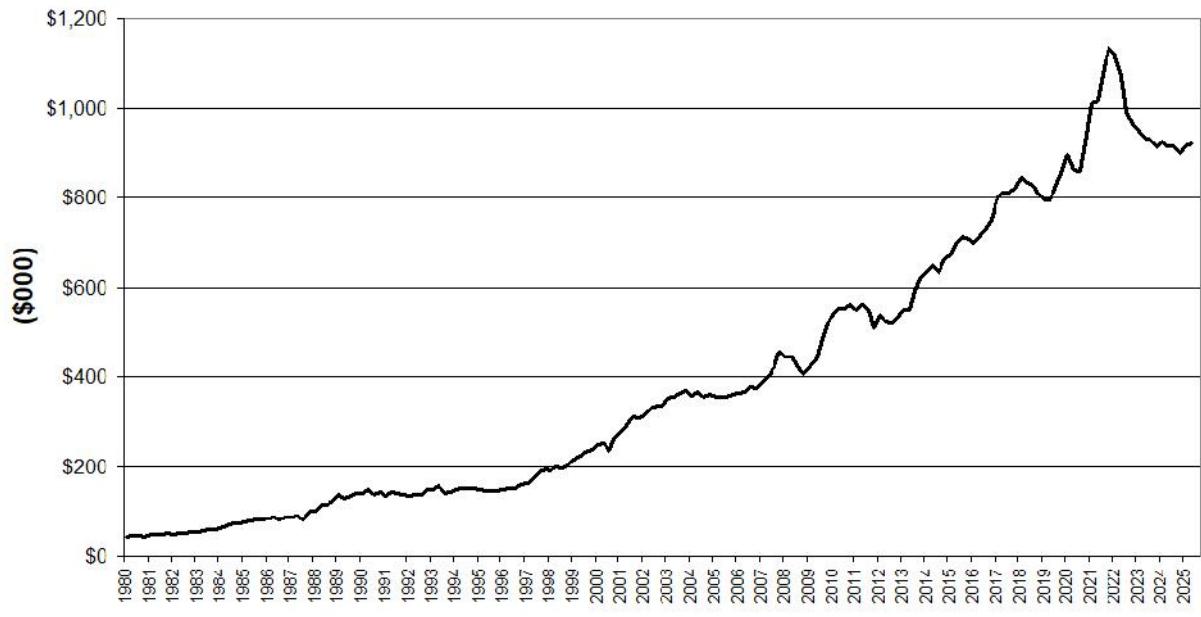
1. Sydney	[1]
2. Canberra	[2]
3. Brisbane	[↑4]
4. Melbourne	[↓3]
5. Adelaide	[↑ 6]
6. Perth	[↑↑ 8]
7. Hobart	[↓↓ 5]

# Steve McKnights' Property Catch Up

**Sydney Median House Prices**  
Source: Real Estate Institute of Australia ([www.reia.com.au](http://www.reia.com.au))

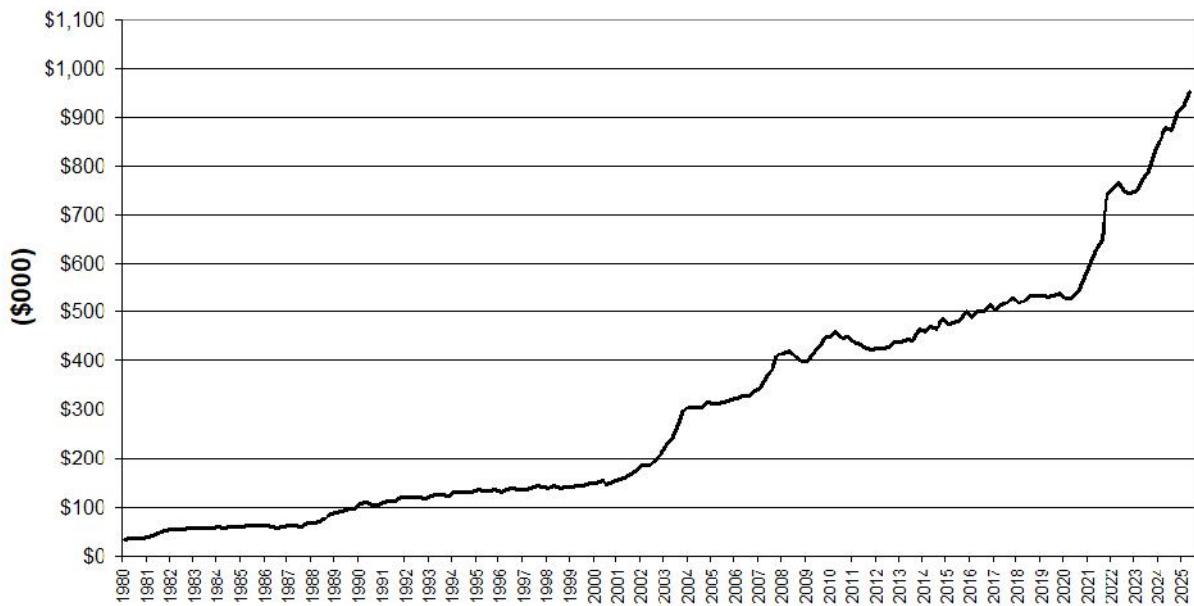


**Melbourne Median House Prices**  
Source: Real Estate Institute of Australia ([www.reia.com.au](http://www.reia.com.au))

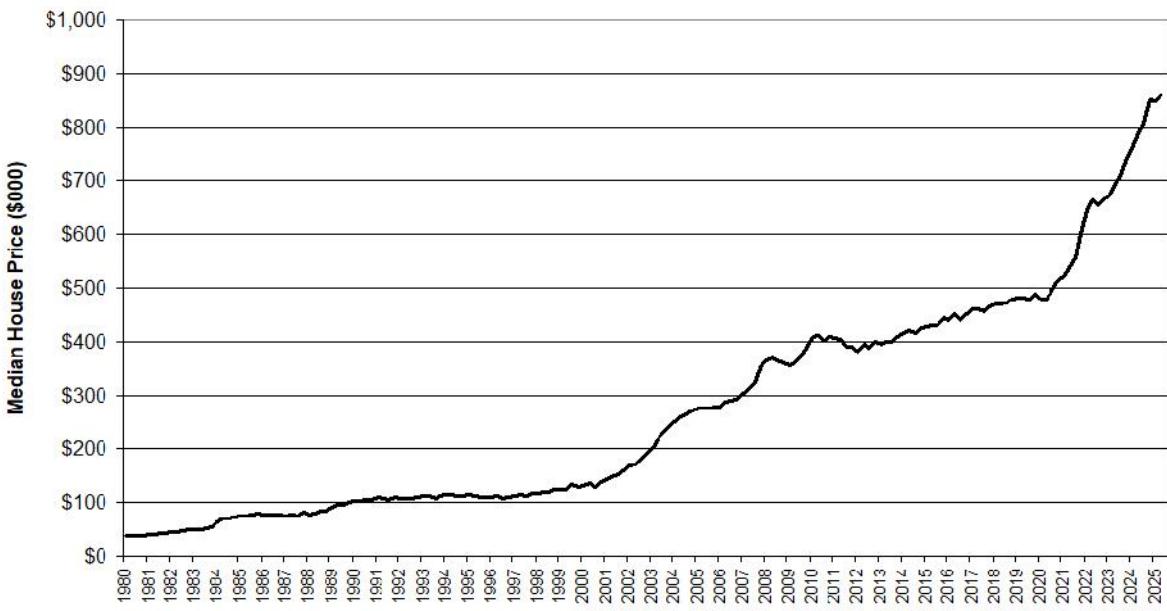


# Steve McKnights' Property Catch Up

**Brisbane Median House Prices**  
Source: Real Estate Institute of Australia ([www.reia.com.au](http://www.reia.com.au))

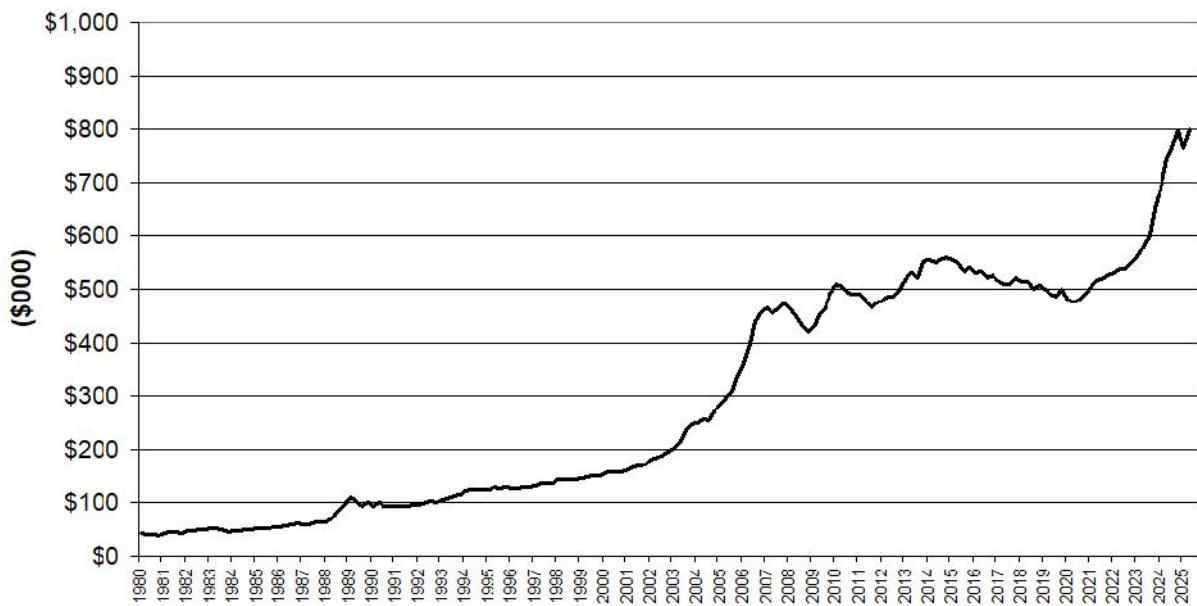


**Adelaide Median House Prices**  
Source: REIA

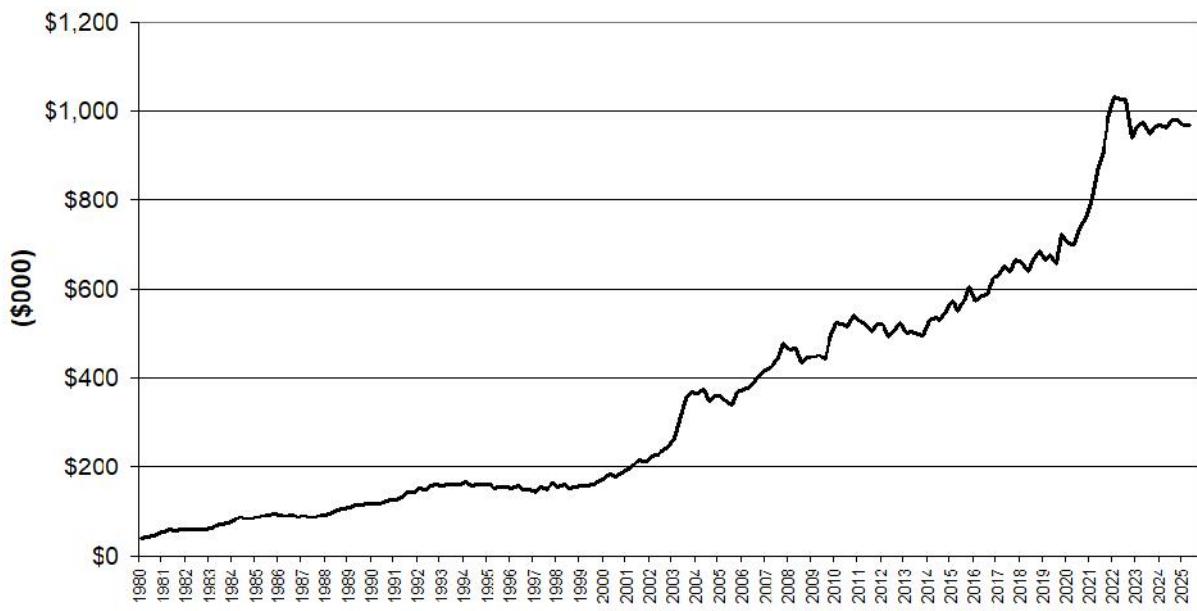


# Steve McKnights' Property Catch Up

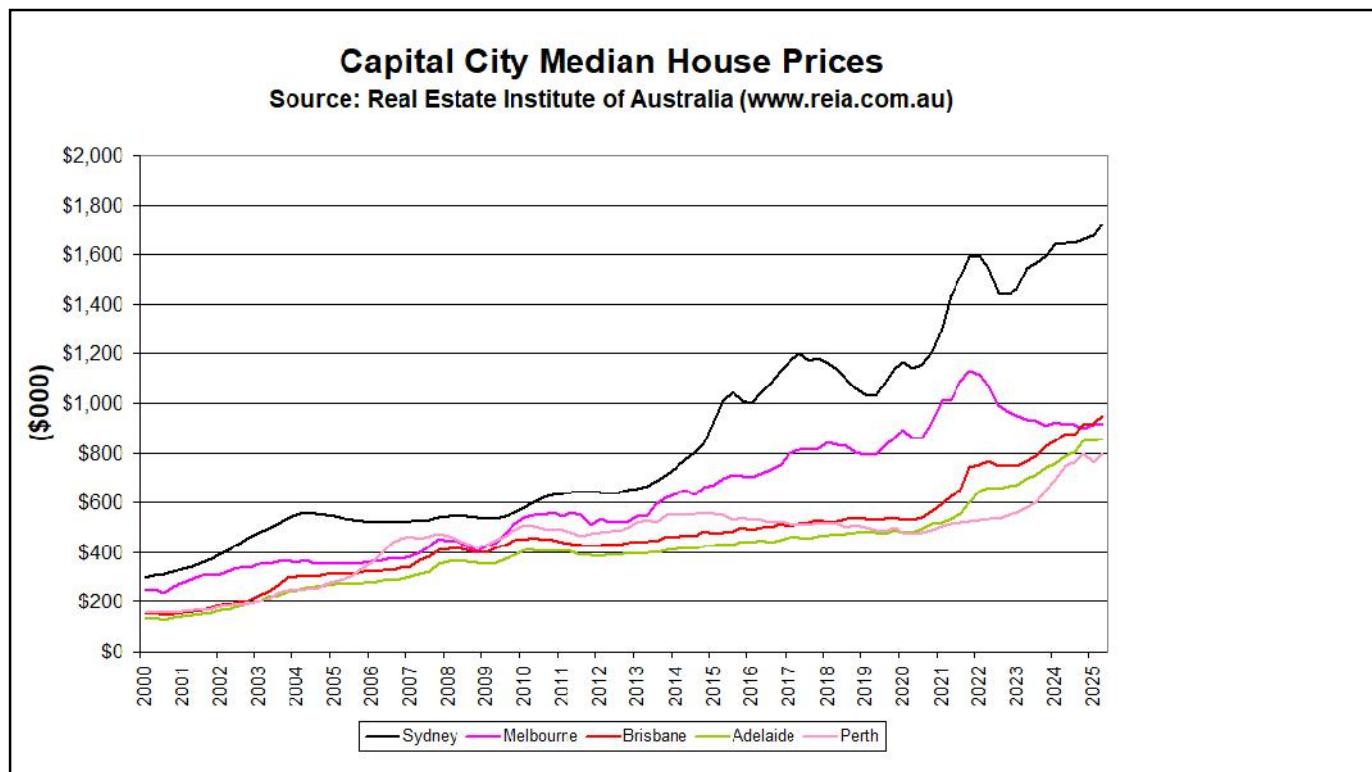
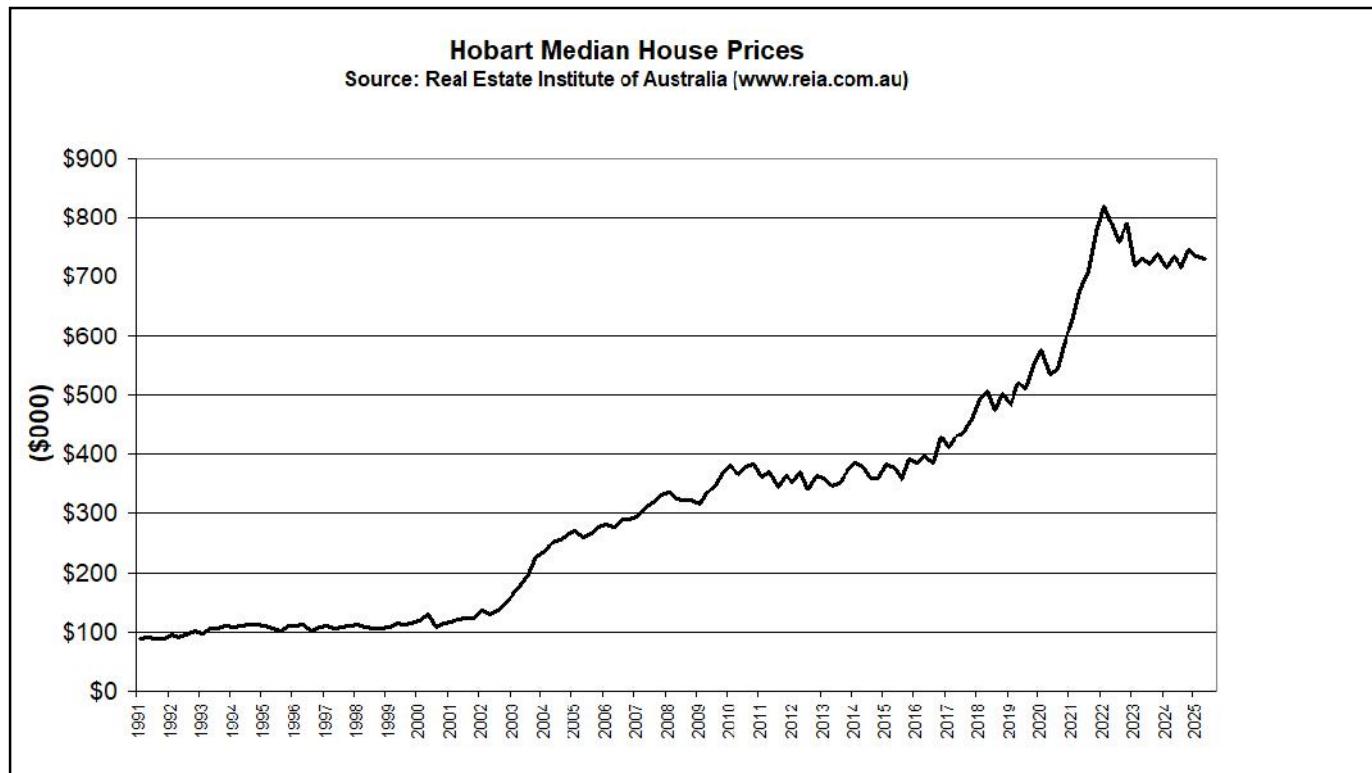
**Perth Median House Prices**  
Source: Real Estate Institute of Australia ([www.reia.com.au](http://www.reia.com.au))



**Canberra Median House Prices**  
Source: Real Estate Institute of Australia ([www.reia.com.au](http://www.reia.com.au))



# Steve McKnight's' Property Catch Up



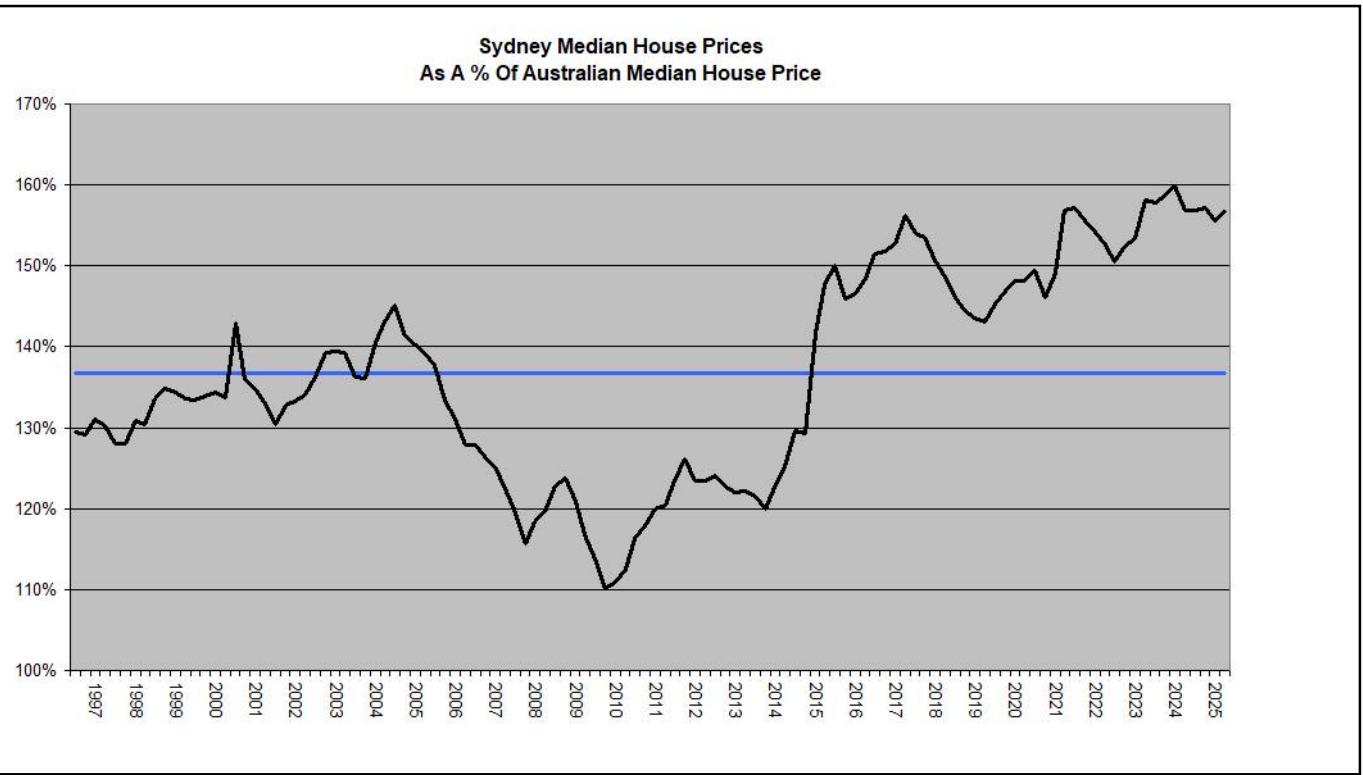
## Summary

### **Hotter**

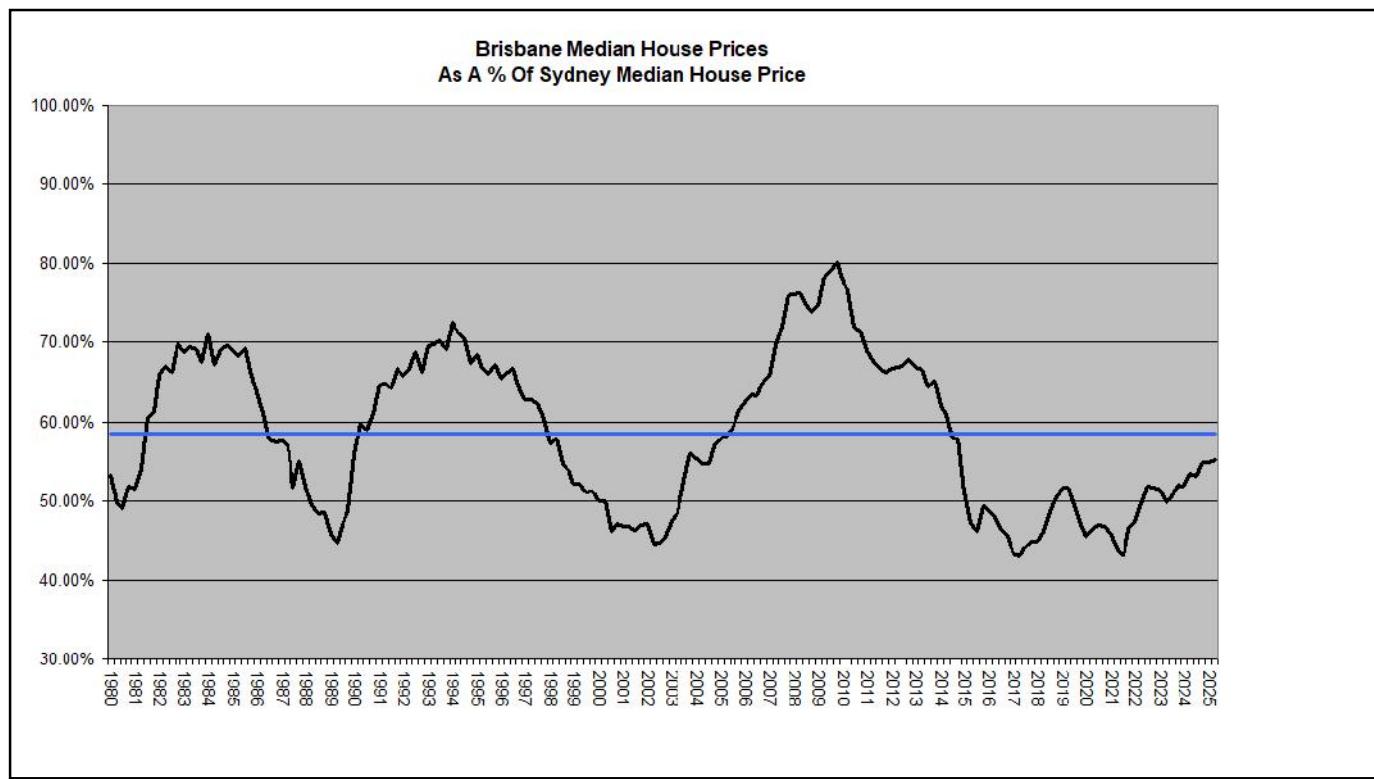
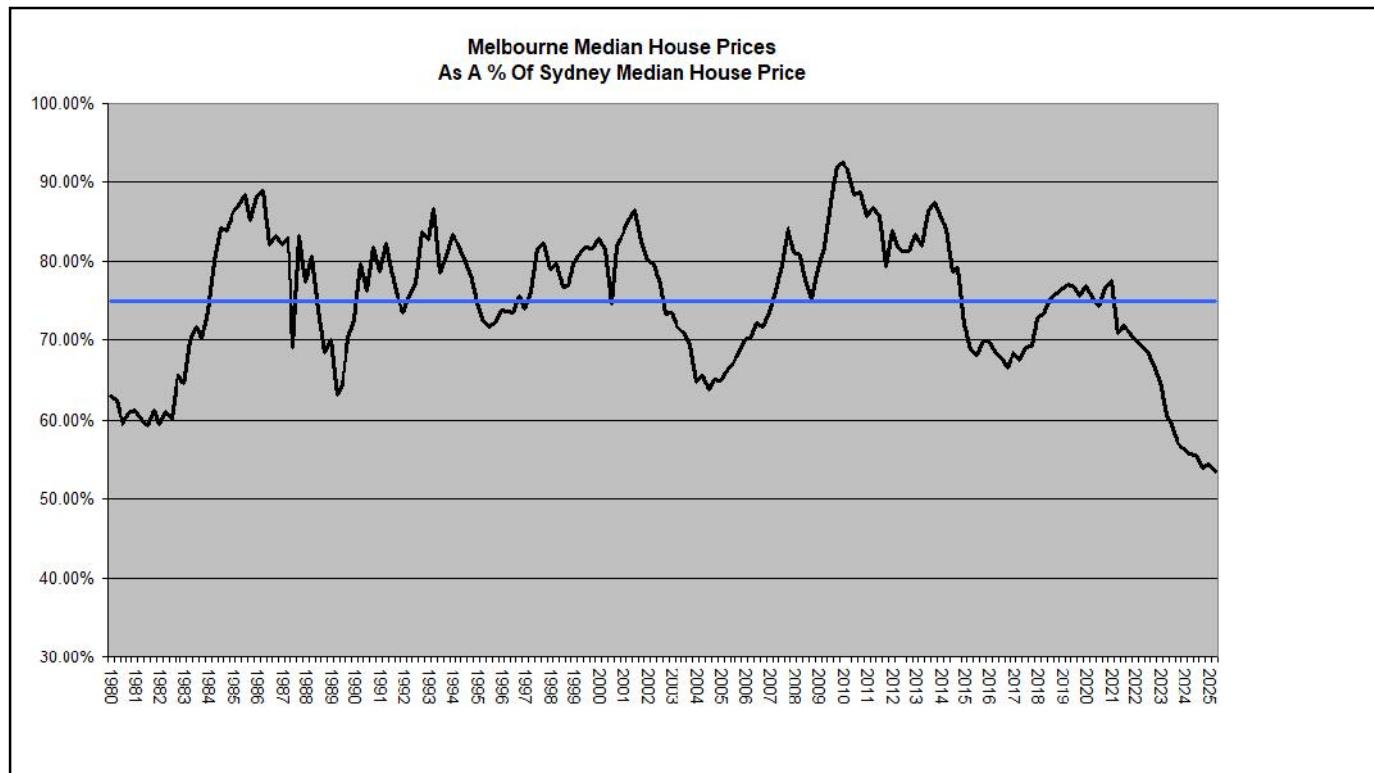
- Brisbane
- Adelaide
- Sydney
- Perth

### **& Notter**

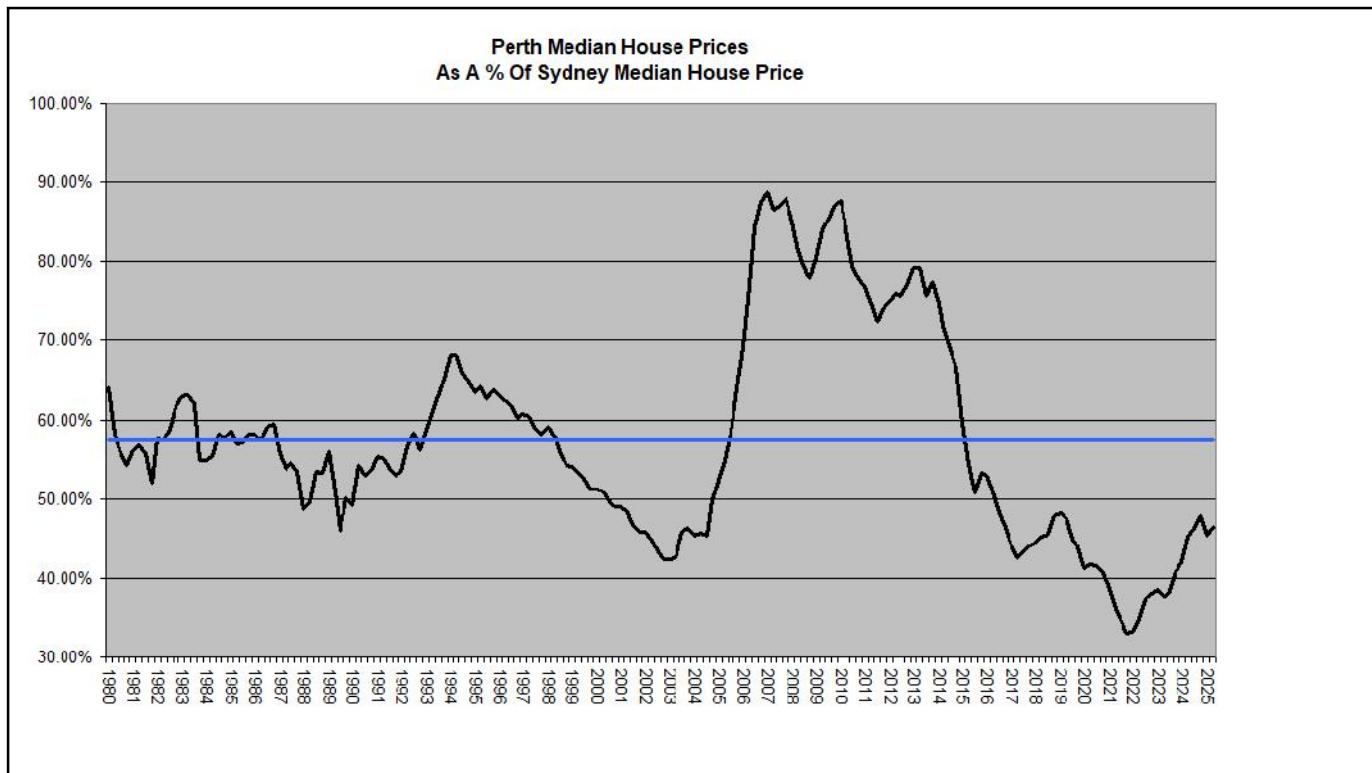
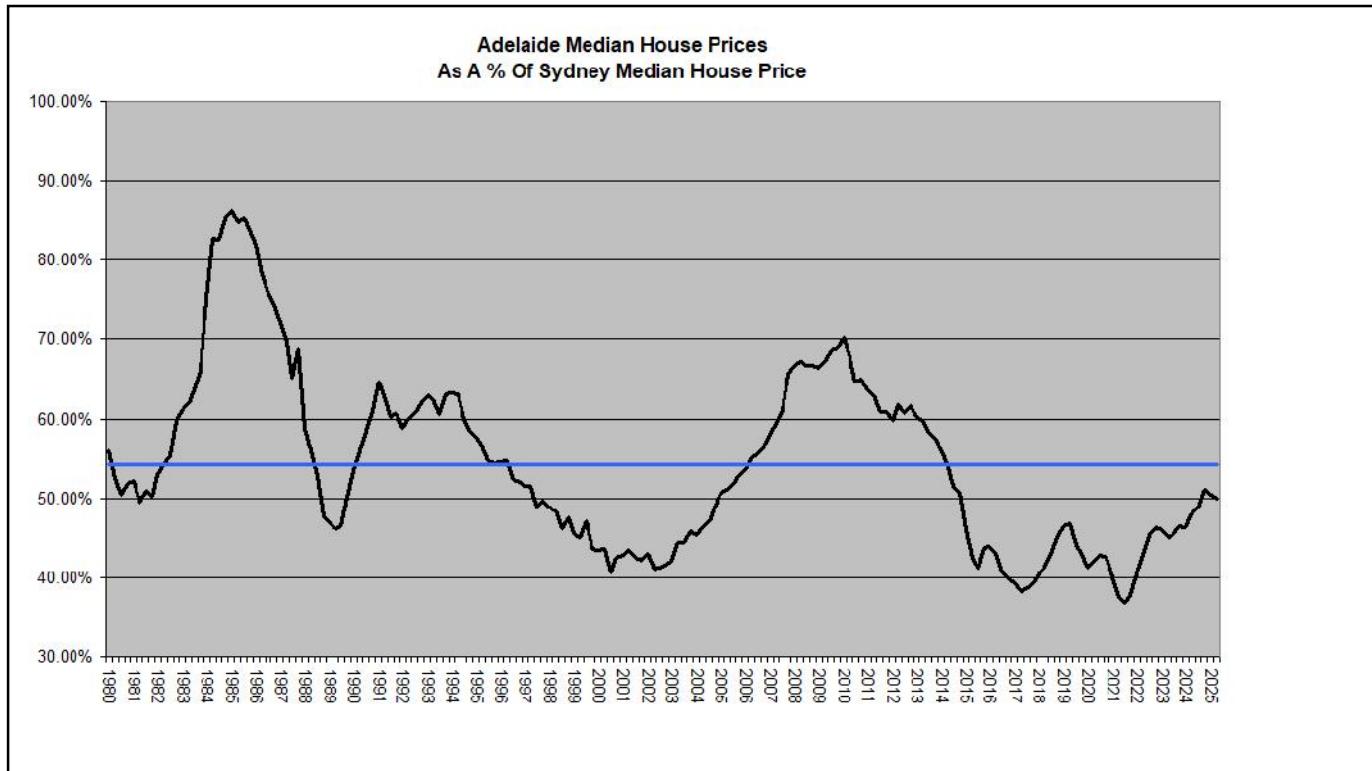
- Melbourne
- Canberra
- Hobart



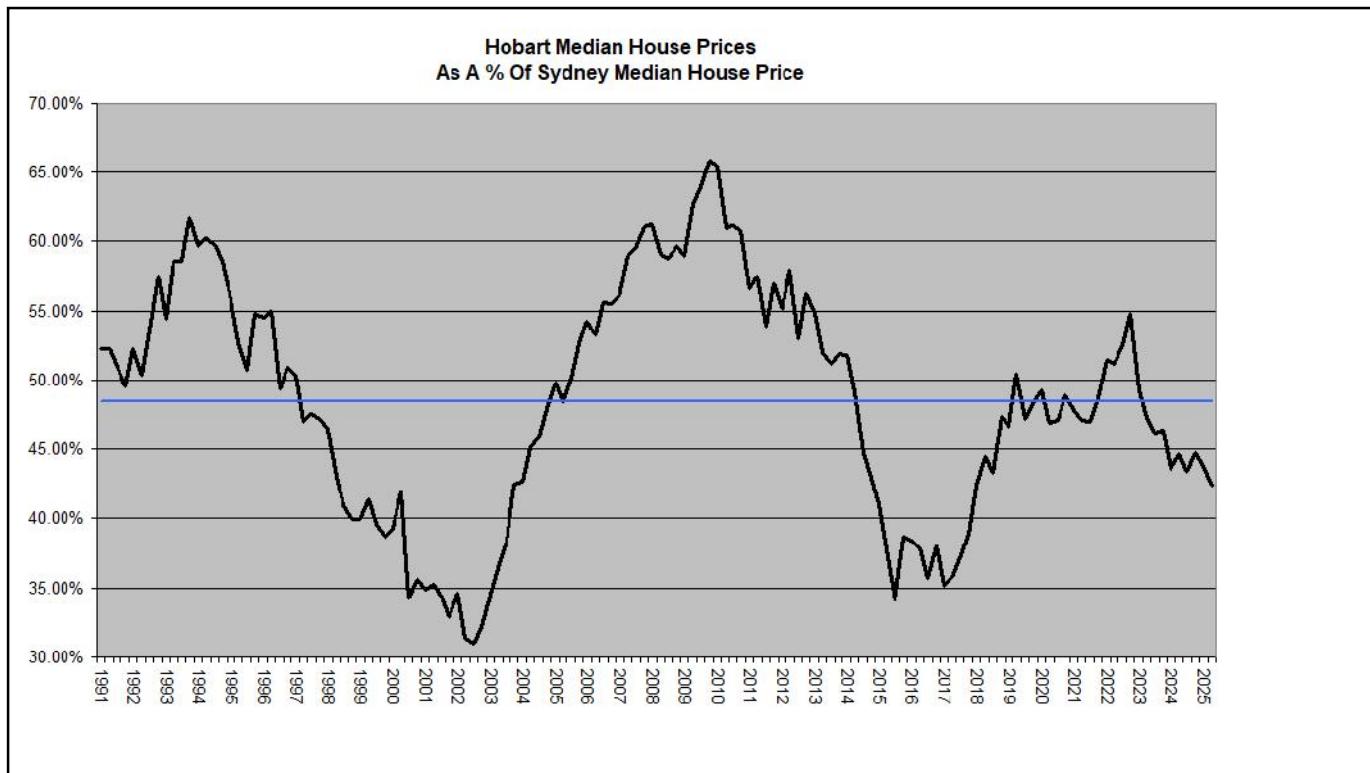
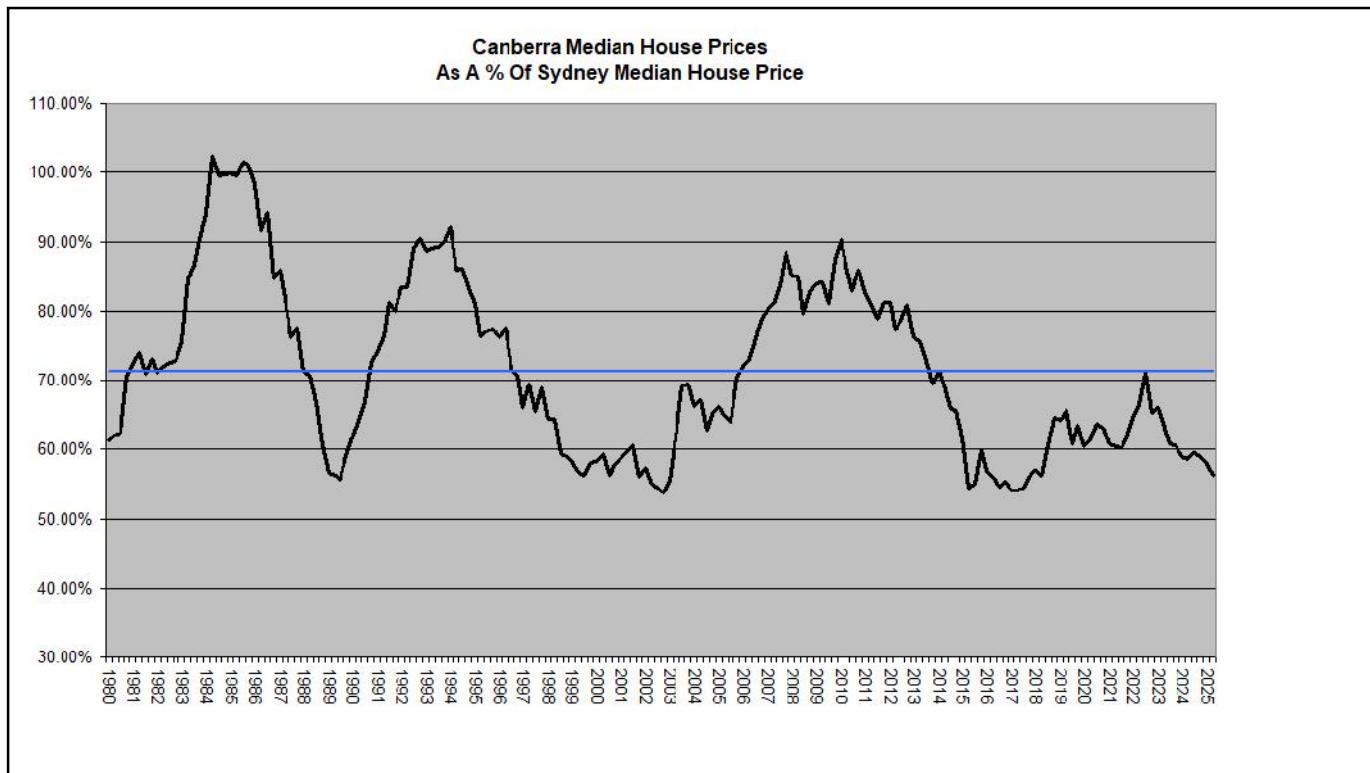
# Steve McKnight's' Property Catch Up

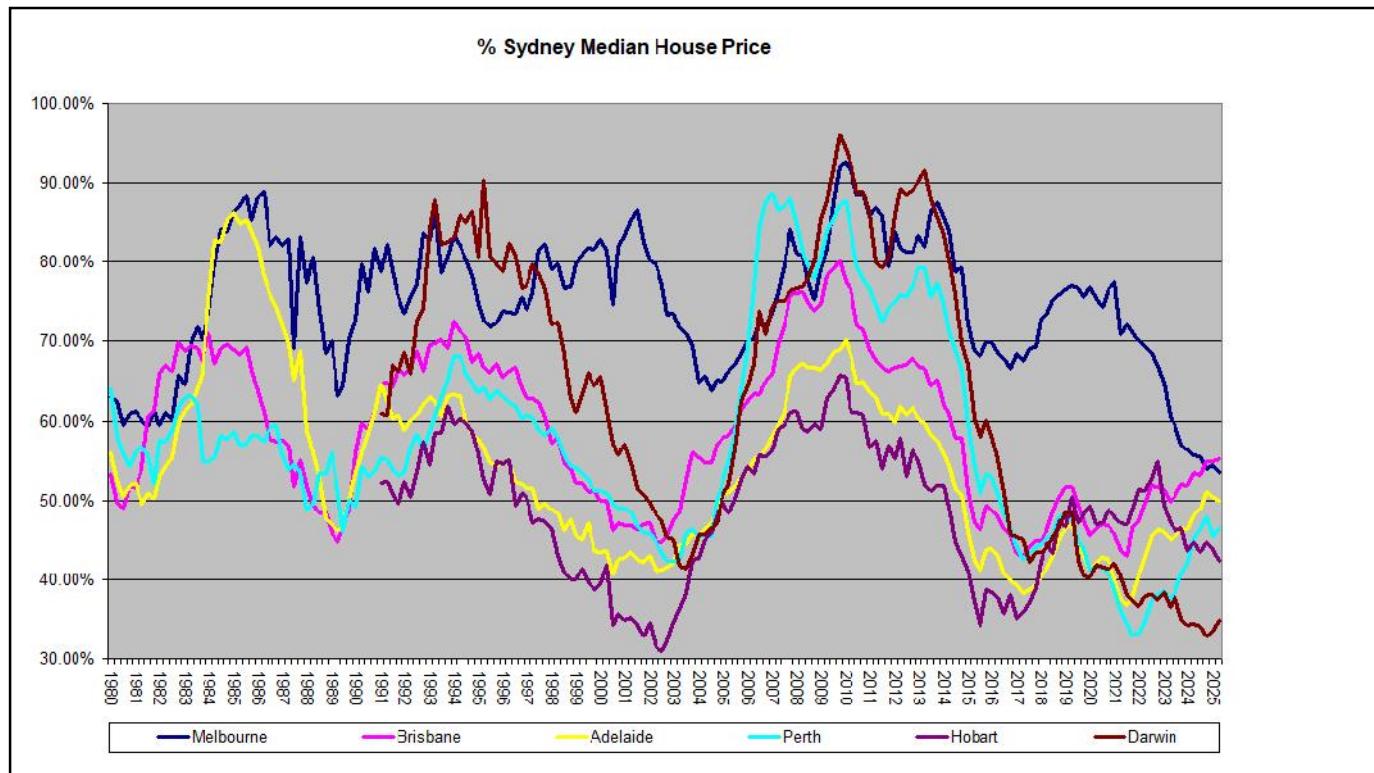


# Steve McKnights' Property Catch Up



# Steve McKnight's' Property Catch Up





## Price:Value Momentum

### Strong Upside

- Brisbane
- Adelaide
- Perth

### Upside

- Sydney

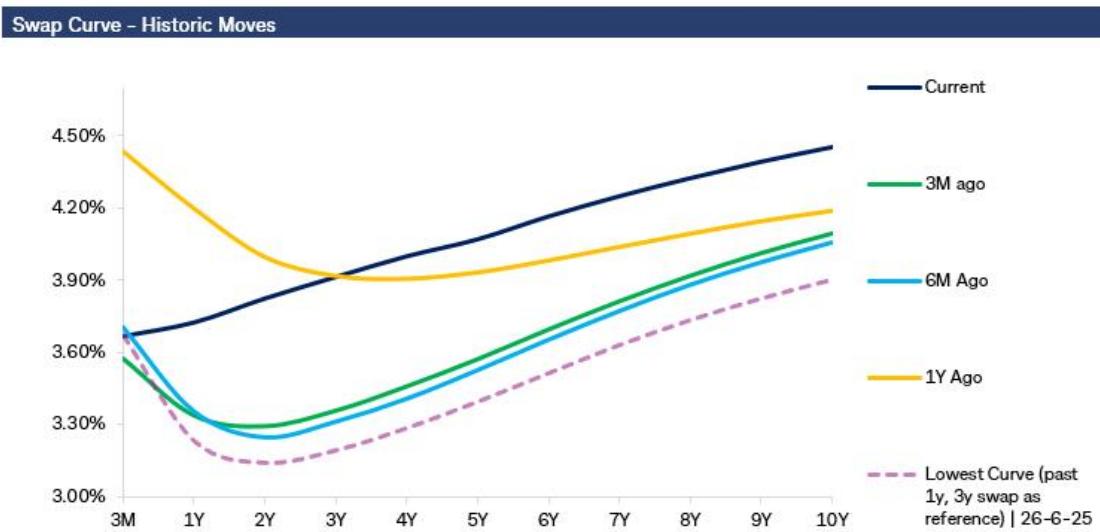
### Underperform

- Melbourne
- Canberra
- Hobart

## Poor Ol' Melbourne

- Melbourne looks quite oversold
- Strong population gain
- But near-term economic and political prospects are weak
- Focus elsewhere for now, but keep watch

## Gvt Bond Yields



# Interest Rates

- Fixed rates up 90bp since April
- Only Westpac is forecasting interest rates to fall
- Indicative expectation: R/I ↑
- But... not massive movements
- Small \$ but big sentimental impact

# Home Guarantee Scheme

- 5% deposit (2% single parents)
- Unlimited places & no income caps

State	Capital city and regional centres*	Other areas
New South Wales	\$1,500,000	\$800,000
Victoria	\$950,000	\$650,000
Queensland	\$1,000,000	\$700,000
Western Australia	\$850,000	\$600,000
South Australia	\$900,000	\$600,000
Tasmania	\$700,000	\$550,000

\*Regional centres are: (1) in New South Wales - Illawarra, Newcastle and Lake Macquarie, (2) in Victoria - Geelong, and (3) in Queensland - Gold Coast and Sunshine Coast.

## **Steve Says**

- Good politics; Terrible economics
- Will transfer wealth from buyers to sellers in that market
- Lead to long-term endemic debt
- Lead to asset-rich, income-poor, pension dependent outcomes

## **My Expectations For 2026**

- Unless interest rates spike:
  - Continued price growth in 'upside' cities
  - Mild recovery in ACT and Hobart (especially if stadium goes ahead)
  - Melbourne will continue to lag / underperform



## **Part Three:**

### **What I'm Buying (And Why)**

## **My Profit**

- Near term:**

Recurrent +ve cashflow returns

- Long term:**

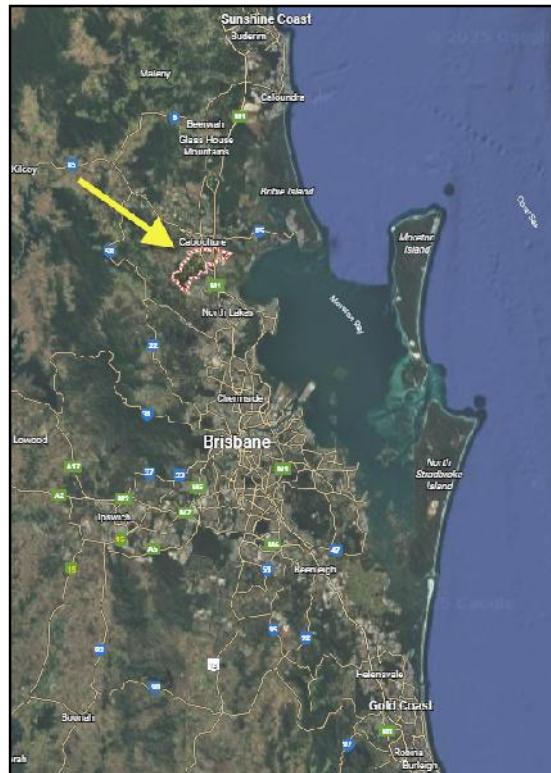
Strategic capital gain upside

## My Pathway

- Passive investor
- Low to medium risk
- Long term horizon
- Understandable narrative
- Good management



# Steve McKnights' Property Catch Up



## Future Prospects

The Moreton Bay Region is one of the fastest-growing urban areas in Australia.

With 3,800ha of vacant land suitable for residential and commercial projects, the region is expected to grow 40% over the next 20 years.

MBRC has spent \$980 million on community and transport infrastructure over the past six years and more serious infrastructure is predicted.

The Government has named Caboolture-Morayfield as a Principal Regional Activity Centre in the *South East Queensland Regional Plan 2009-2031*.

PROPERTY ADDRESS 247 - 249 Morayfield Road, Morayfield

REAL PROPERTY DETAILS Lot 300 on SP 178523

BUILDING AREA 2,040sqm\* (GFA)

SITE AREA 8,699sqm\*

OCCUPANCY 100% leased

TENANT Quality Automotive Covenant

COMMENCING NET INCOME \$875,000 p.a. plus GST

TERM Initial 5-year term

OPTIONS 2 x 5-year options

SECURITY 3-month Bank Guarantee

REVIEWS Fixed 3.5% p.a.

Rent	\$875,000
PP	\$13.4m
Cap Rate	6.53%
Annual Bumps	3.50%

PROPERTY ADDRESS 247 - 249 Morayfield Road, Morayfield

REAL PROPERTY DETAILS Lot 300 on SP 178523

BUILDING AREA 2,040sqm\* (GFA)

SITE AREA 8,699sqm\*

OCCUPANCY 100% leased

TENANT Quality Automotive Covenant

COMMENCING NET INCOME \$875,000 p.a. plus GST

TERM Initial 5-year term

OPTIONS 2 x 5-year options

SECURITY 3-month Bank Guarantee

REVIEWS Fixed 3.5% p.a.

Rent	\$875,000
PP	\$13.4m
Cap Rate	6.53%
Annual Bumps	3.50%
<b>Annual Return</b>	<b>10.03%</b>

## Risk:Return

Lease Period	10 years
Total Rent	\$10,264,967
Purchase Price	\$13,400,000
Coverage	76.60%

## Future Gain

Year 10 Rent	\$1,192,535
÷ Cap Rate	6.53%
= Value	\$18,262,404
- PP	\$13,400,000
= Simple Capital Gain	\$4,862,404

## Possible Profit

Total Rent	\$10,264,967
Capital Gain	\$4,862,404
= Total	\$15,127,371
÷ PP	\$13,400,000
= Coverage	112.9%
Annualised	11.29%

## Outcome

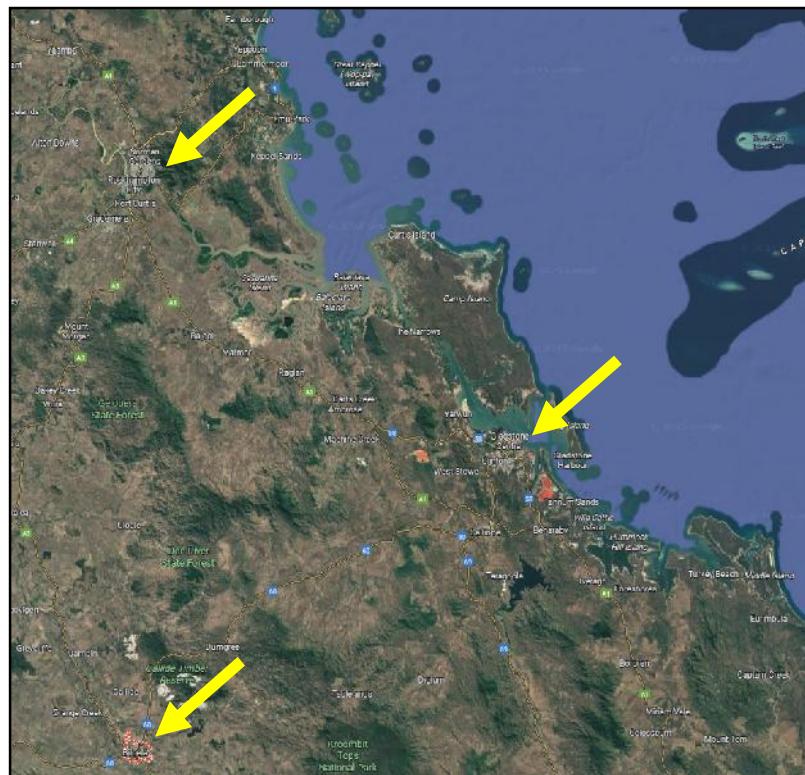
Positive Cashflow	✓
Strategic Growth	✓
Credit Tenant	✓
Net Lease	✓
Low-Medium Risk	✓
Passive Investment	✓



- ✓ Positive cashflow returns
- ✓ Strategic growth upside
- ✓ Passive investment
- ✓ Expert management
- ✓ Min \$10,000 investment

For More Information:  
[www.sogif.au](http://www.sogif.au)

# Steve McKnight's' Property Catch Up

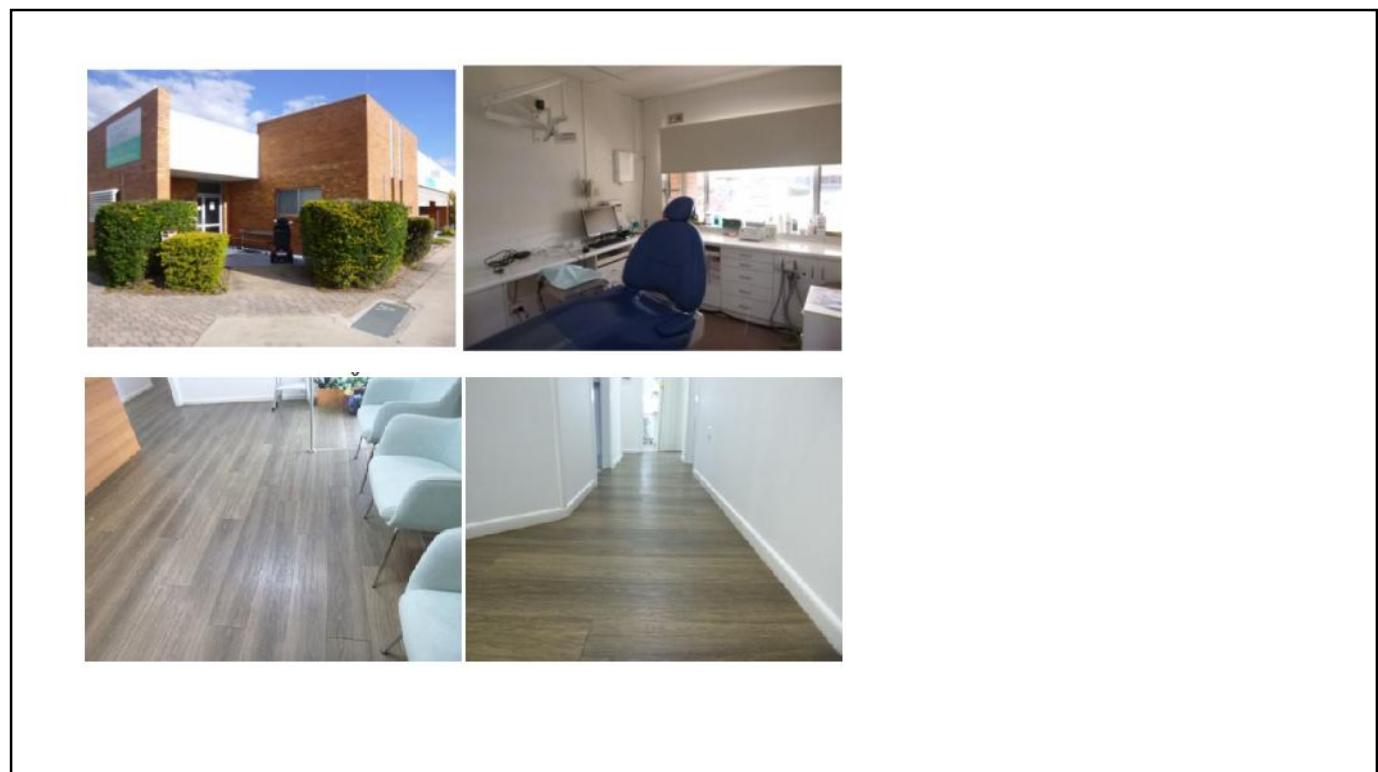


## Biloela, QLD

- 5,692 people
- Agricultural, pastoral, power, services
- “Biloela is known for its relaxed, country lifestyle, with a friendly community and relatively low traffic.”



# Steve McKnights' Property Catch Up



## Key Details

- Tenant: BUPA
- Renewed 3/25 for 2 years
- Net rent \$20,168
- Asking price \$199,000

## Cap Rate Calculation

Rent	\$27,054
- Operating Expenses	\$6,886
= Net Operating Income	\$20,168
÷ Purchase Price	\$199,000
<b>× 100 = Cap Rate</b>	<b>10.13%</b>

## A-Ha

How many 'Bilo Deals'  
would you need to do  
in order to have \$100k  
per annum in generic  
(passive) income?

## In or Out?

- Remote regional, but...
- Cheapie Cash Cow
- 10 year payback
- Dentist = sticky tenant
- Great 'starter investment'
- Possible Nepo-Deal

## Issue #1 HVAC

- Dinosaur unit on roof
- Regularly breaks down
- \$20,000 to replace
- How would you respond?

## Retrade #1

- New price \$180k
- New cap rate:  
$$\$20,168 \div \$180k = \mathbf{11.20\%}$$
- \$20,000 cap ex budget

## Issue #2 Building Inspection

- Mic drop moment:  
**“Did you know the tenant  
was stopping business?”**
- How would you respond?

### Steve...

- Called BUPA contact
- Confirmed they could not get regular staff, so stopping business
- Plan to try to leave lease early

## Sit Rep

- Purchase price: \$180,000
- 18 months rent: \$30,000
- Risk capital: \$150,000
- How long vacant?
- What replacement rent?



**Steve McKnight** <private@propertyinvesting.com>

to Mark ▾

Understood.

If we can agree on \$150k, then that does two things for me:

- > Allows me to accept a lower rent and still get a decent return; and
- > Gives me a budget to fit out as the make good in the contract means the tenant doesn't have to repaint or recarpet.

If that is agreeable, and assuming the lease is registered, then I can go unconditional straight away.

All the best,

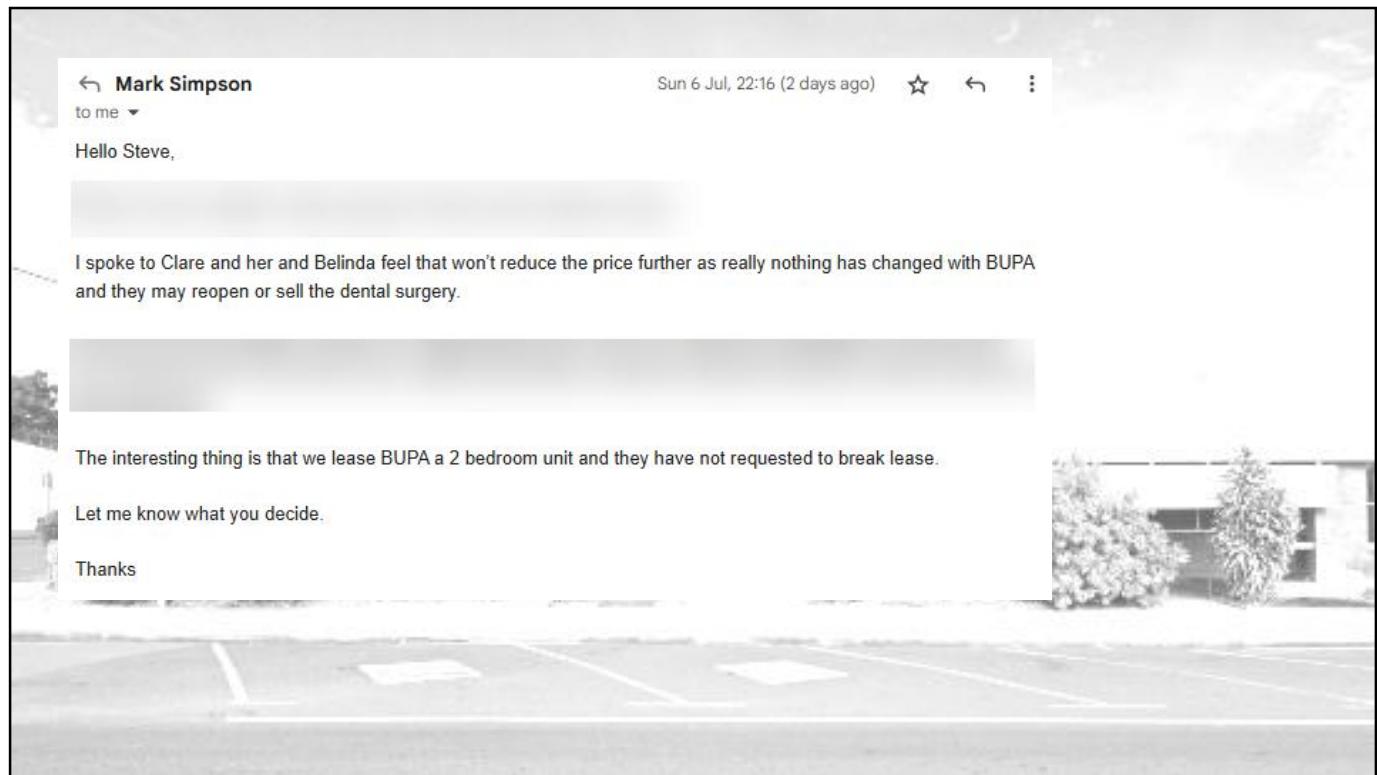
- Steve

**Steve McKnight**

CA | BBus (Acc) | DipFinServ

CEO | [PropertyInvesting.com](http://PropertyInvesting.com)

CHAIRMAN | Plantation Capital Limited



✉ Mark Simpson Sun 6 Jul, 22:16 (2 days ago) ⭐ ⏪ ⏴

to me ▾

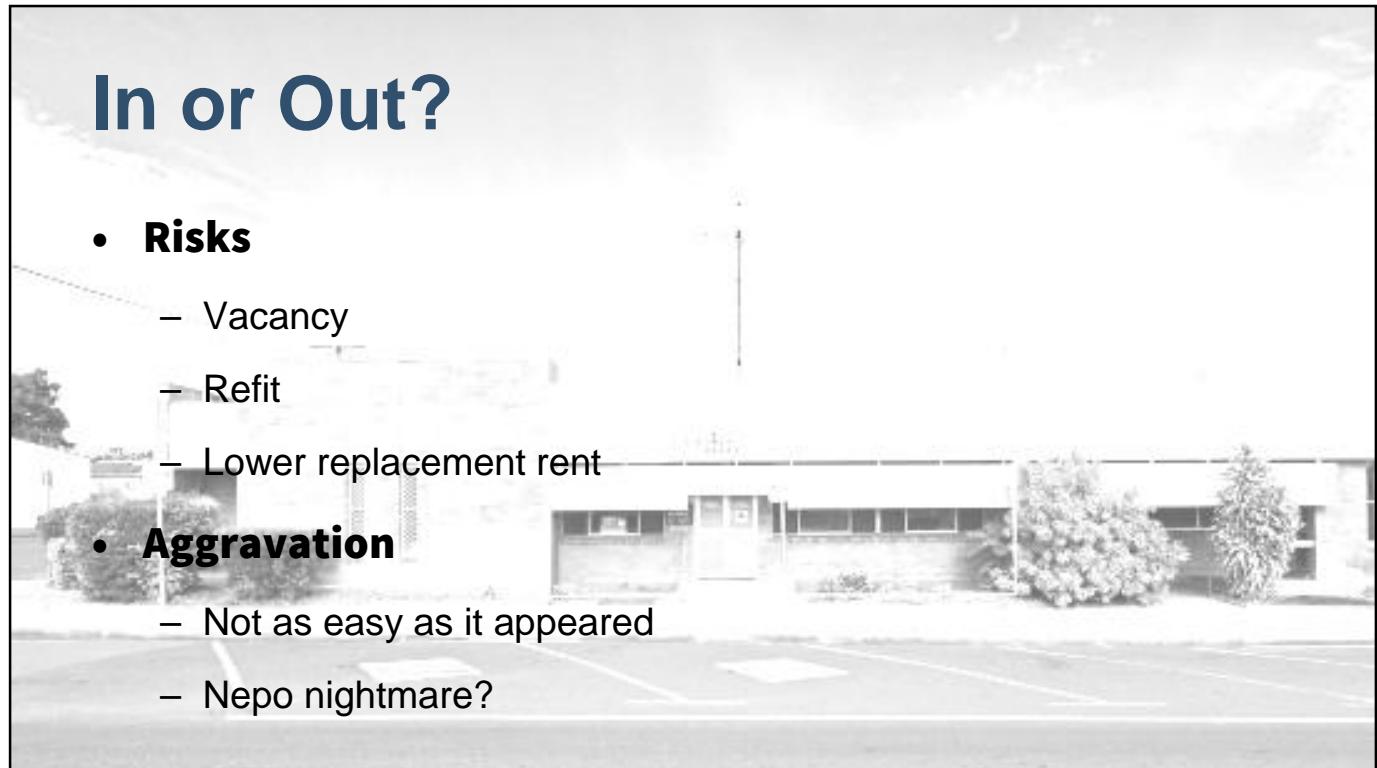
Hello Steve,

I spoke to Clare and her and Belinda feel that won't reduce the price further as really nothing has changed with BUPA and they may reopen or sell the dental surgery.

The interesting thing is that we lease BUPA a 2 bedroom unit and they have not requested to break lease.

Let me know what you decide.

Thanks



## In or Out?

- **Risks**
  - Vacancy
  - Refit
  - Lower replacement rent
- **Aggravation**
  - Not as easy as it appeared
  - Nepo nightmare?

## Risk Revaluation

Risk capital	\$180,000
Vacancy 6 months	\$10,000
1yr rent lease incentive	\$20,000
HVAC & Refit cost	\$50,000
Equals New "cost"	\$260,000
<b>@ \$21k rent</b>	<b>8.07%</b>

## Conclusion

- Does the return cover:
  - The **risk**?
    - Probably
  - The **aggravation**?
    - Maybe for a first-timer
    - Not for a more experienced investor



## What If...

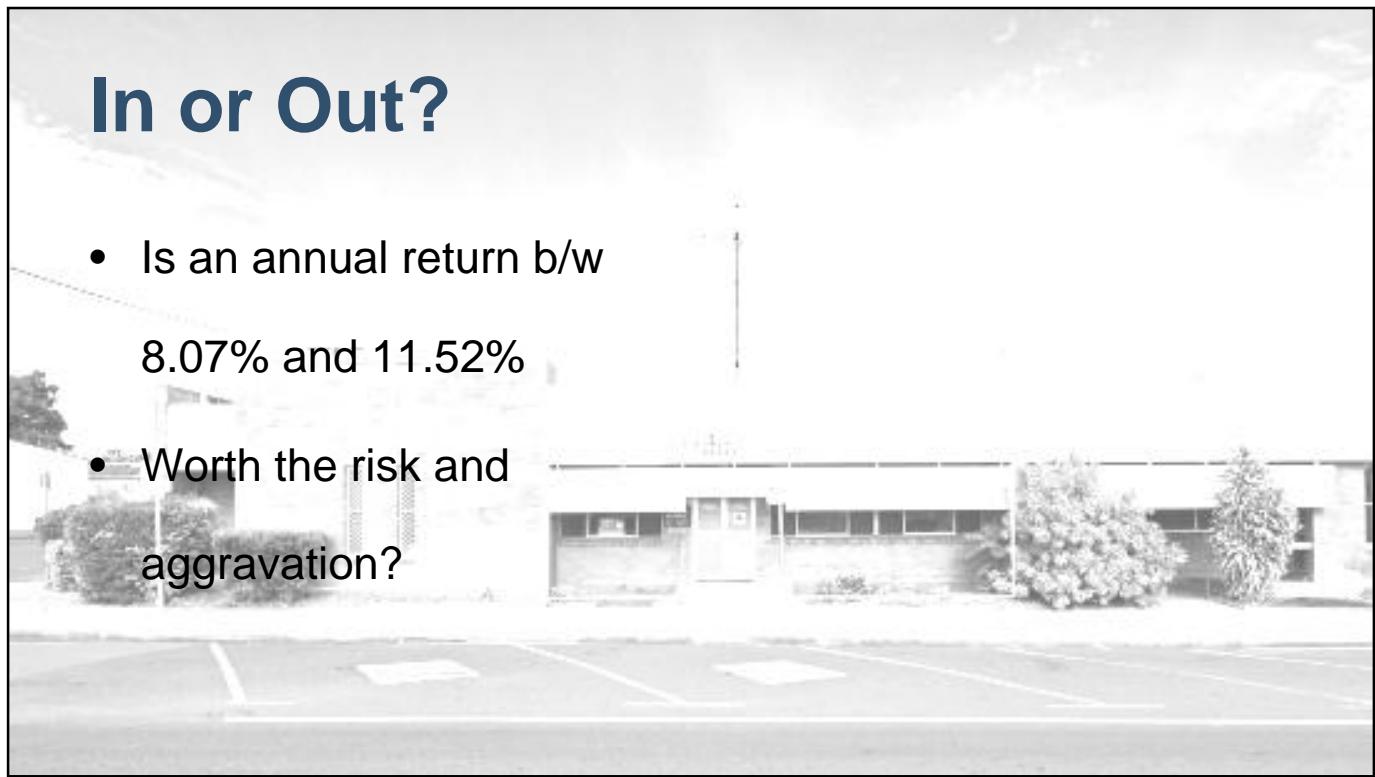
1. You found out another dentist in town is considering leasing the site
2. The purchase price is reduced to \$175,000

## Cap Rate Calculation

Rent	\$27,054
- Operating Expenses	\$6,886
= Net Operating Income	\$20,168
÷ Purchase Price	\$175,000
<b><math>\times 100 = \text{Cap Rate}</math></b>	<b>11.52%</b>

## In or Out?

- Is an annual return b/w 8.07% and 11.52%
- Worth the risk and aggravation?



✉ **Mark Simpson**

to me ▾

Fri 8 Aug, 16:59 (7 days ago)



Good afternoon Steve,

I'm pleased to confirm that the Sellers have accepted your unconditional offer of \$175,000 for Suite 2, ADDS Building Biloela Qld 4715. We have sent the draft contract to the Sellers Solicitor who is preparing the Seller's Disclosure statement, I hope to have the contract to you early next week.

Regards,

**Mark Simpson**

Selling Principal, Auctioneer & Rural Specialist | Ray White Biloela

**RayWhite**  
RURAL & LIVESTOCK

## Who Wants To Watch...

What happens next and how

I manage and mitigate the  
risk?

- Re-tenant
- Re-purpose
- Vacancy



HOW TO CASH IN ON  
**COMMERCIAL**

## Course Content

### 2-Day Seminar

- Professionally edited video of audio and slides
- Listen and learn at your pace
- Workbook and bonuses

## Course Support

### My NEW CRE Inner Circle

- 12 months of monthly webinars
- Updates on Biloela
- Steve case studies
- Group deals and brainstorming
- Starts January 2026

## Value

15 hours course content	\$3,000
1 year (12) webinars	\$2,400
<b>Pack Value</b>	<b>\$5,400</b>
Support, ideas, help...	Priceless!



## **Webinar Only Option**

- Not recommended
- No course access
- **Special offer: \$495**

**<https://www.propertyinvesting.com/cioc>**



**PropertyInvesting.com**

**Thanks For Participating**