



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

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

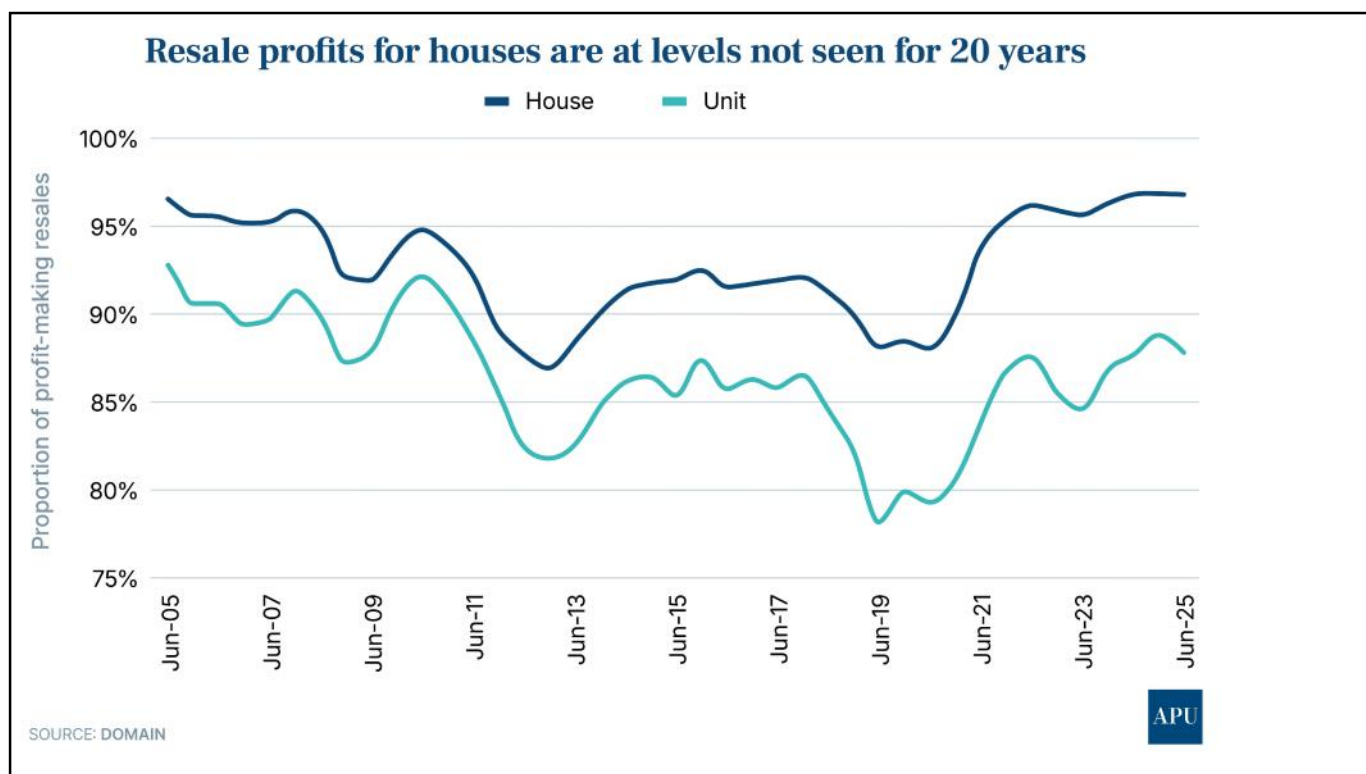


Quick Intro:
How To Use Property
To Build Wealth

Property Profits

1. Growth

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



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
Gross Gain	\$250,000
Purchase Costs	(\$50,000)
Sale Costs	(\$30,000)
Rental Losses	(\$20,000)
Inflation	(\$5,000)
Result: Real Gain	\$95,000

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

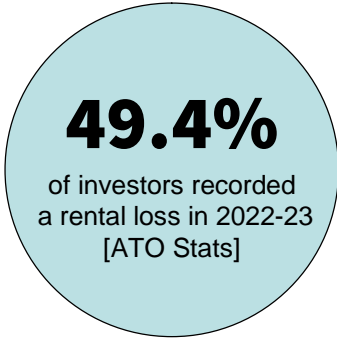
- Income from the right to access or use property
- “Rent”

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)
Result: Rental Loss	(\$5,800)



My Approach

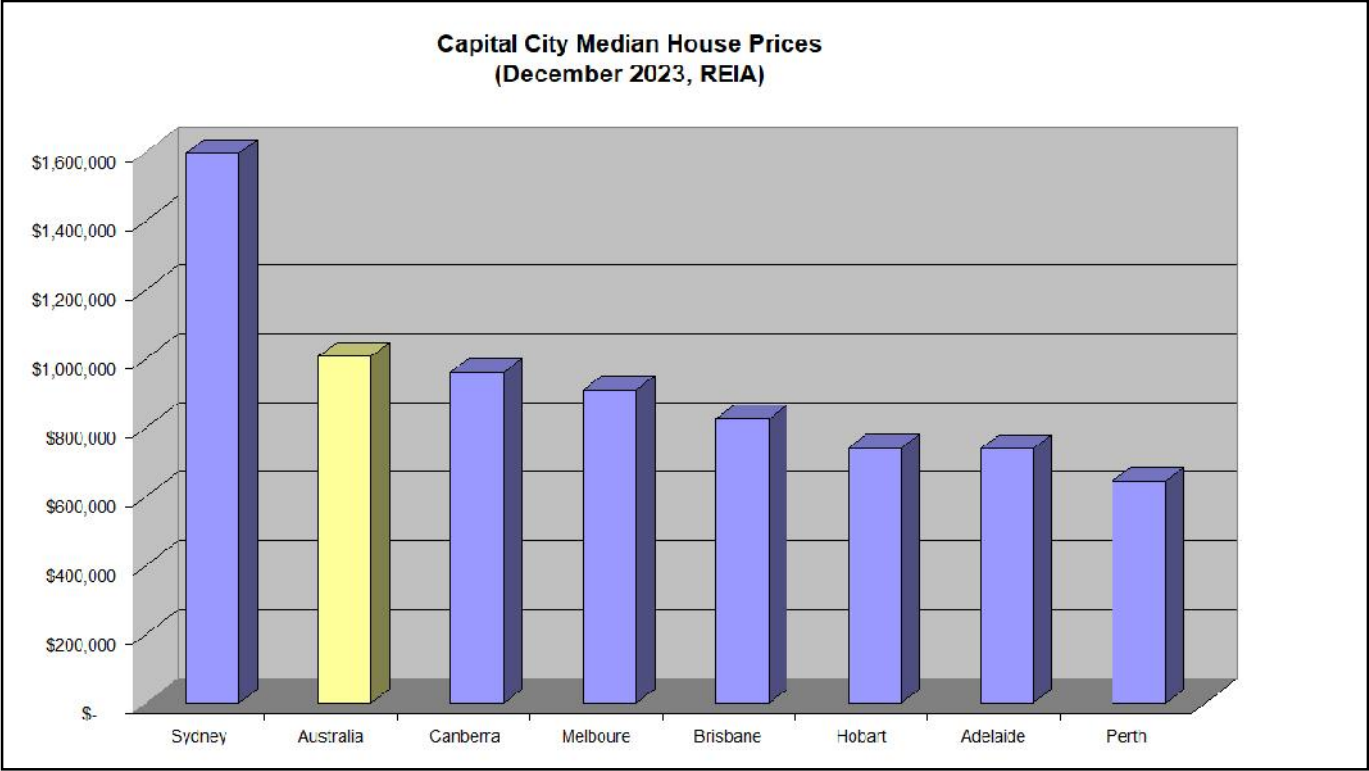
Rather than talking
about **net income**,
I've always preferred
net cashflow

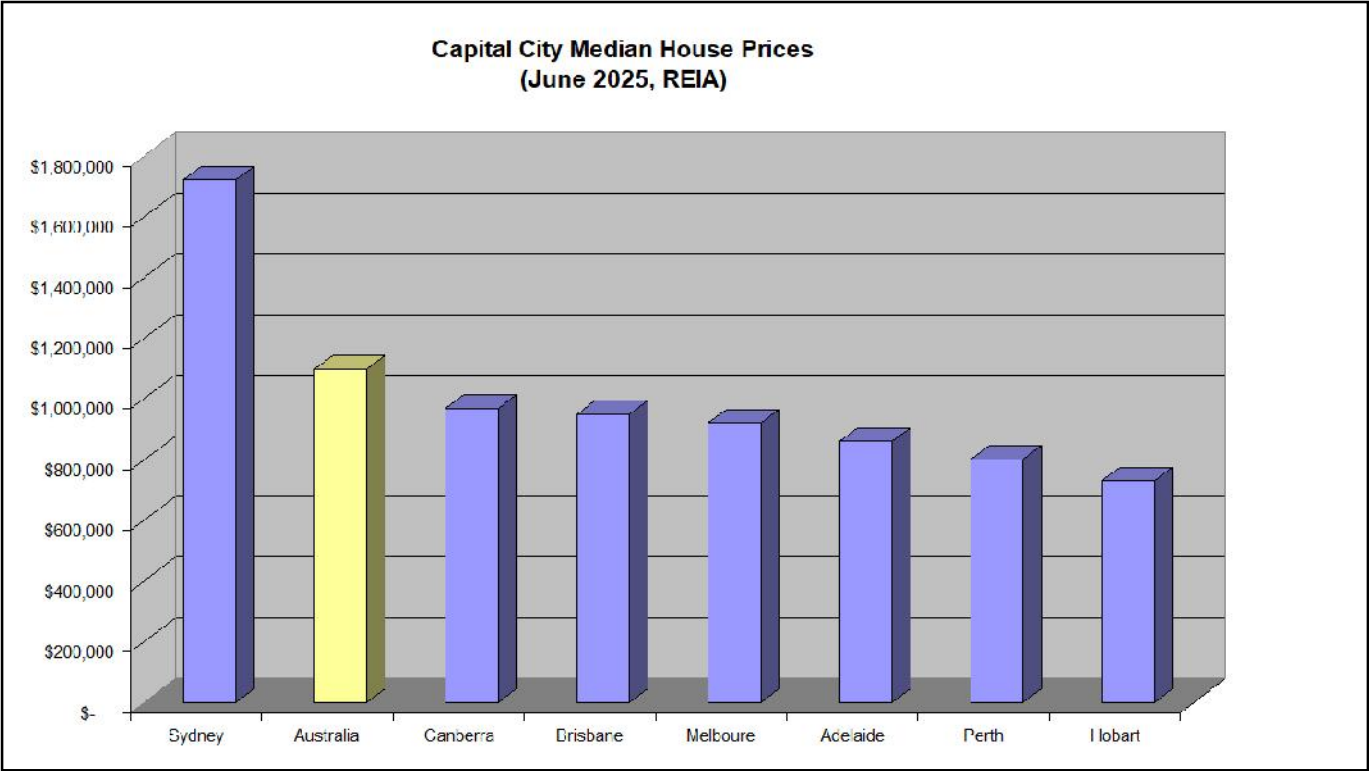
Take Aways

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



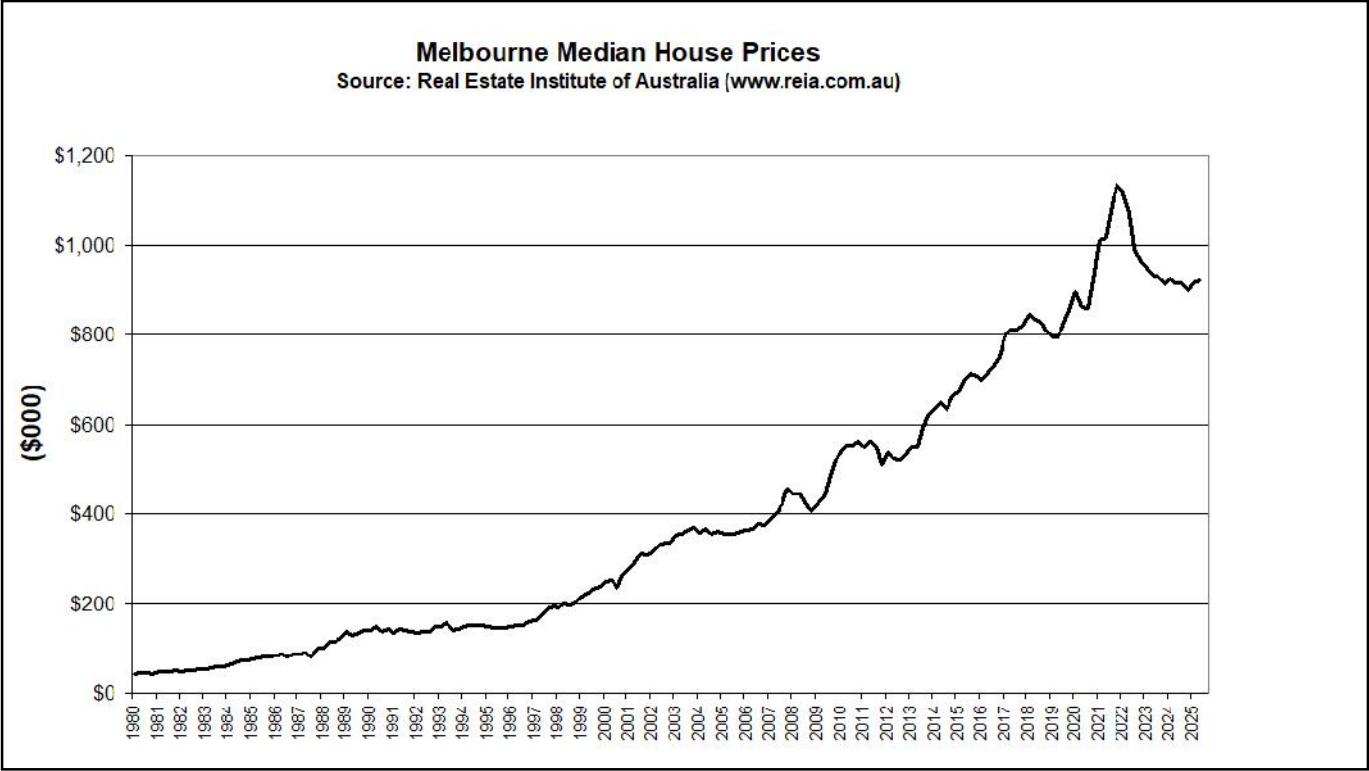
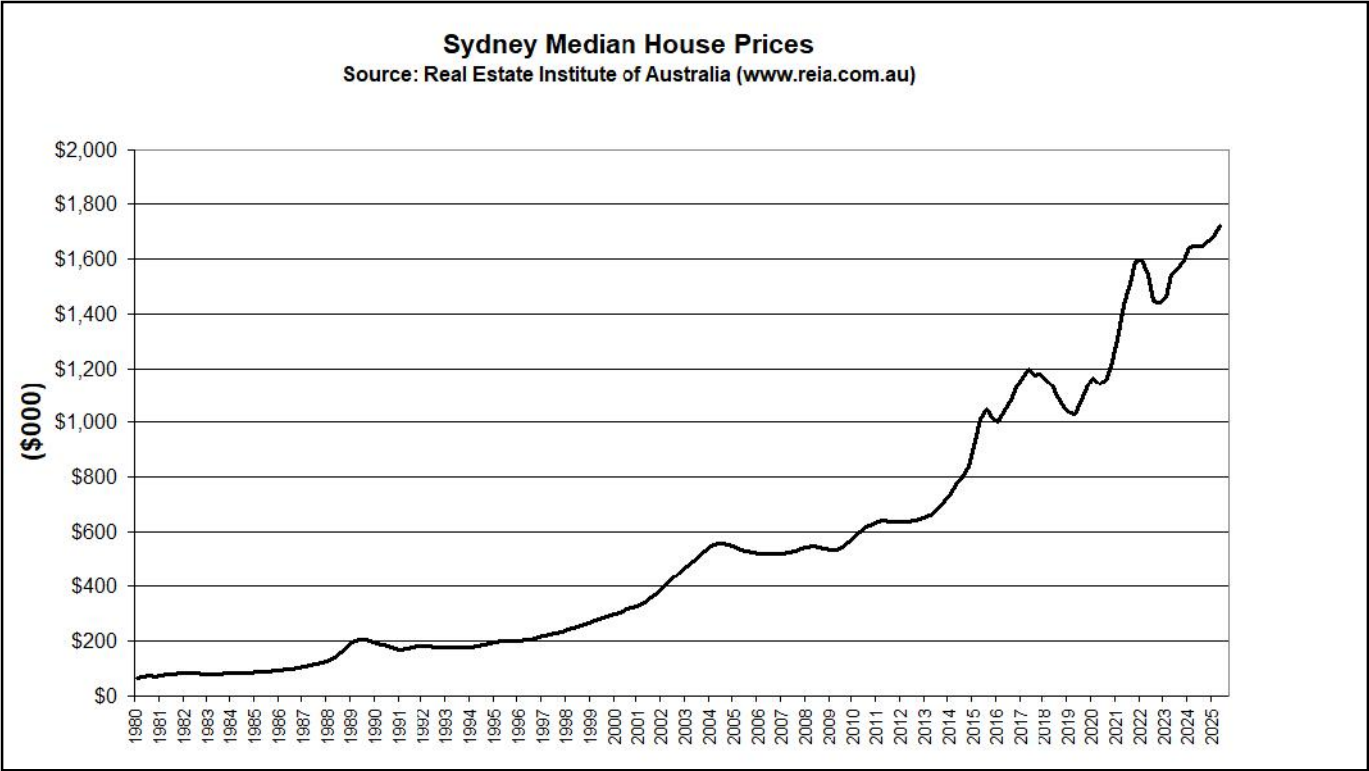
Part Two:
Hot (& Not)
Capital City Sit Rep

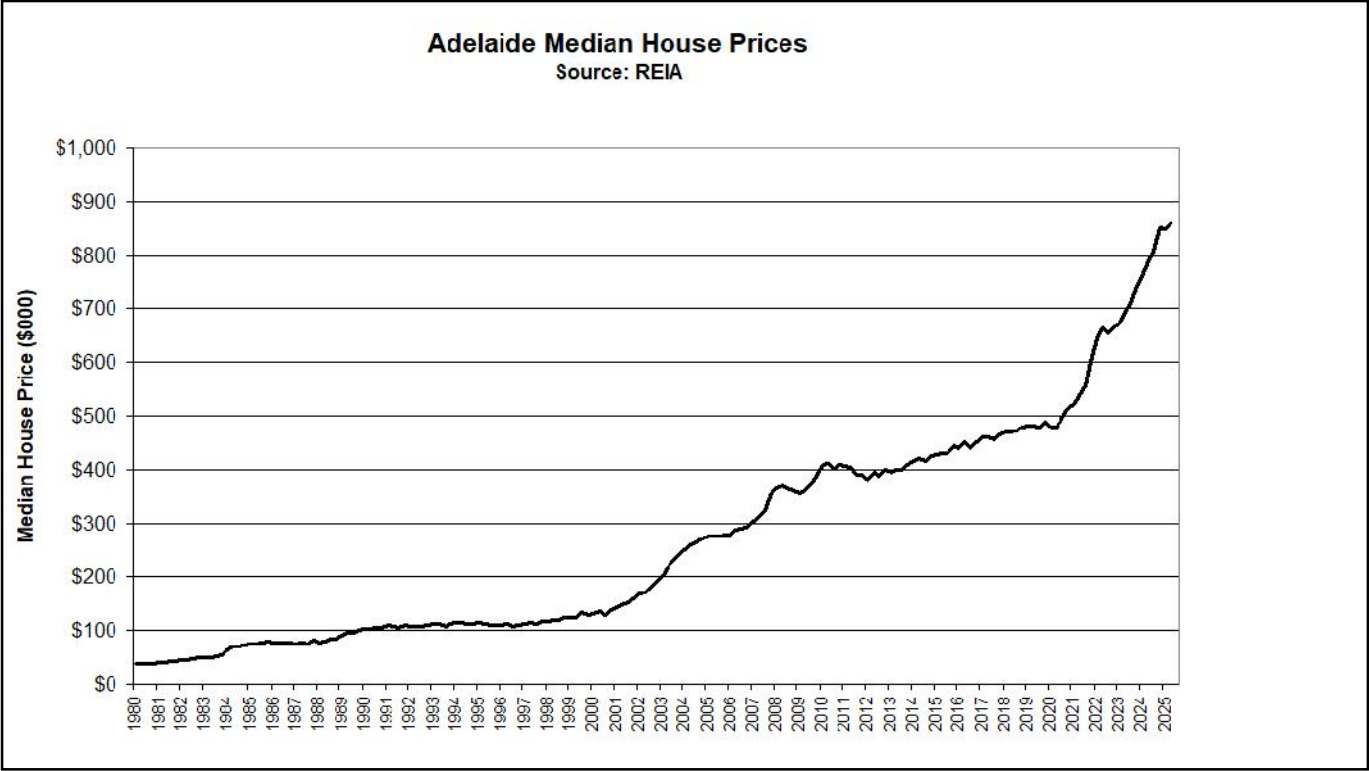
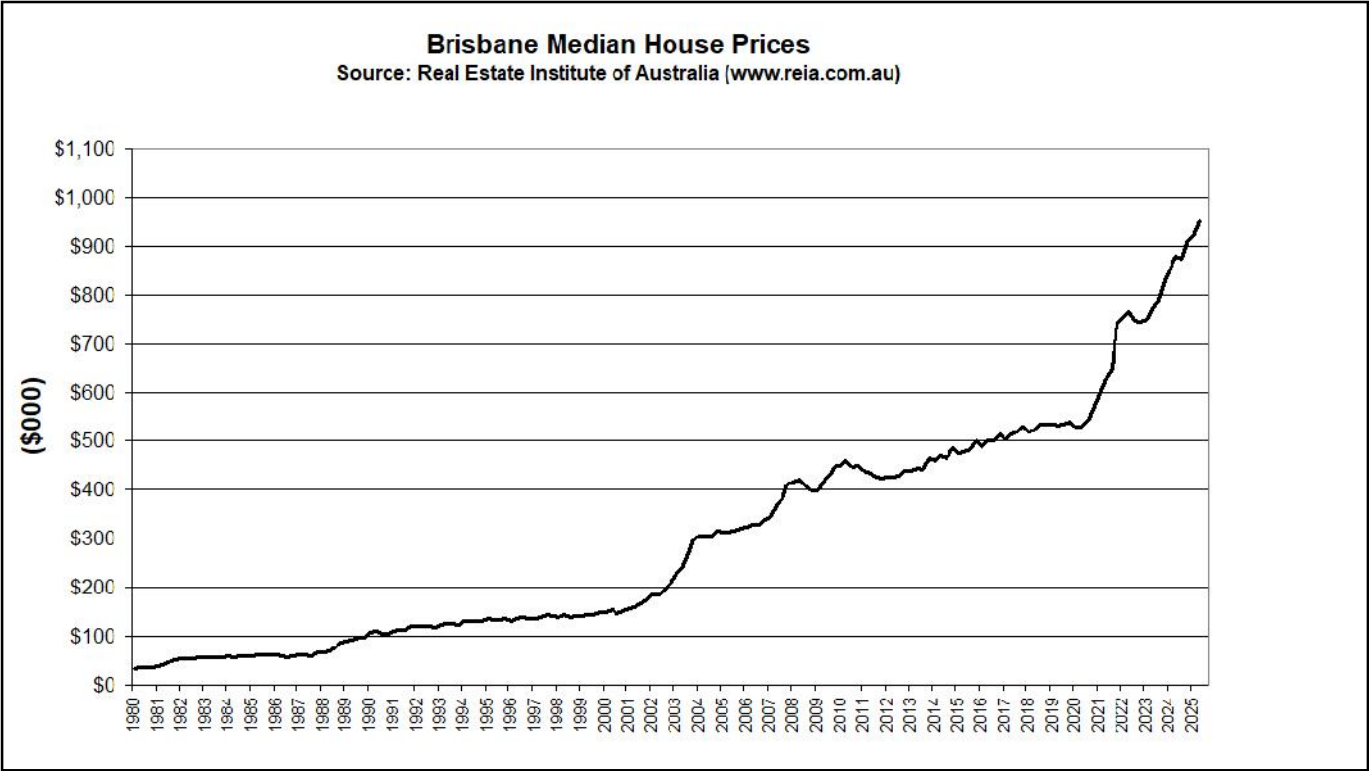


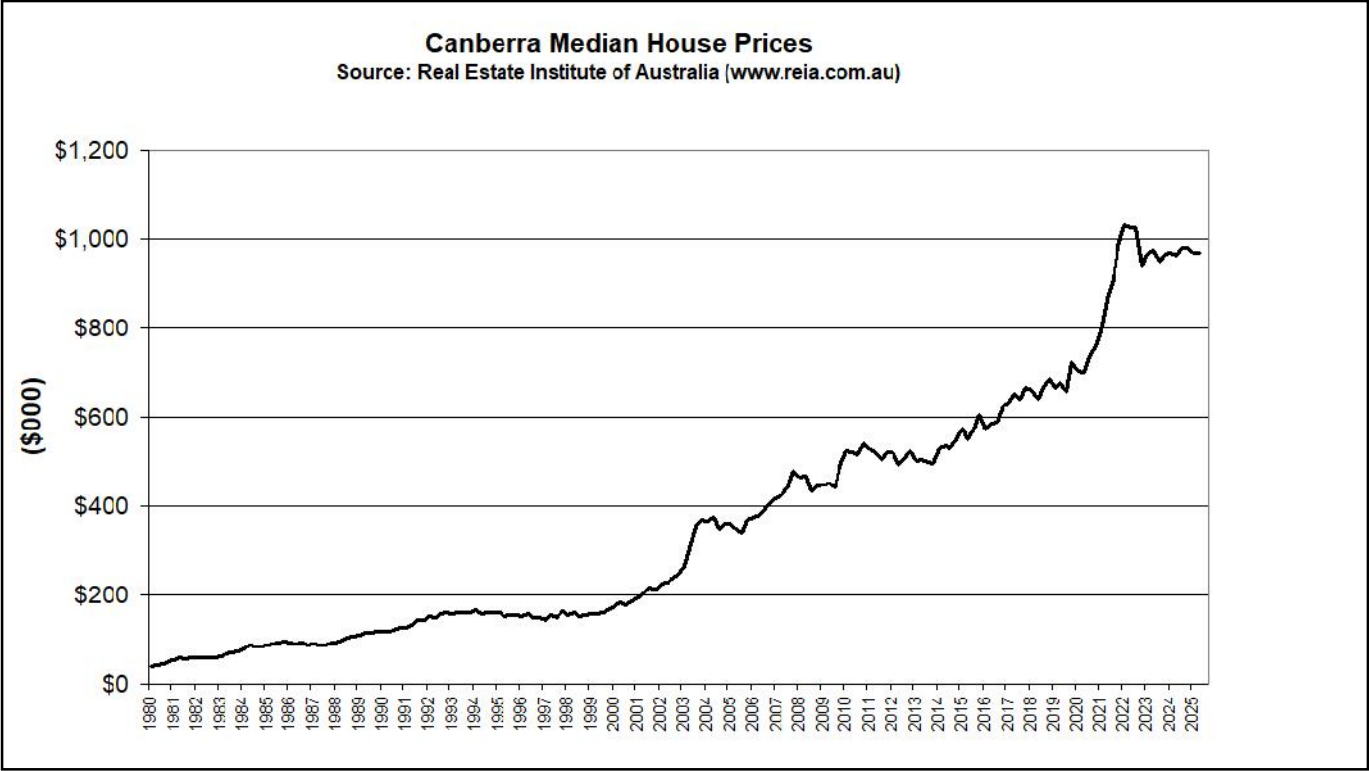
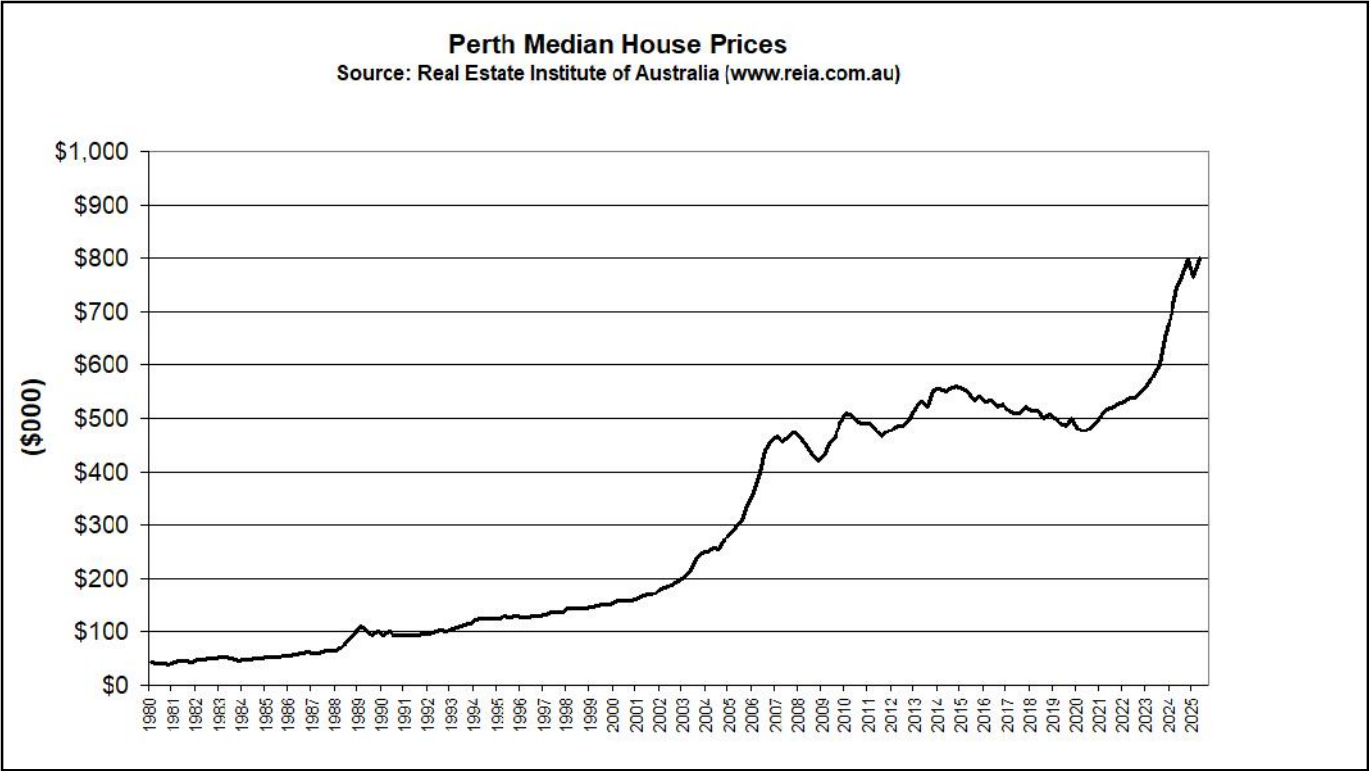


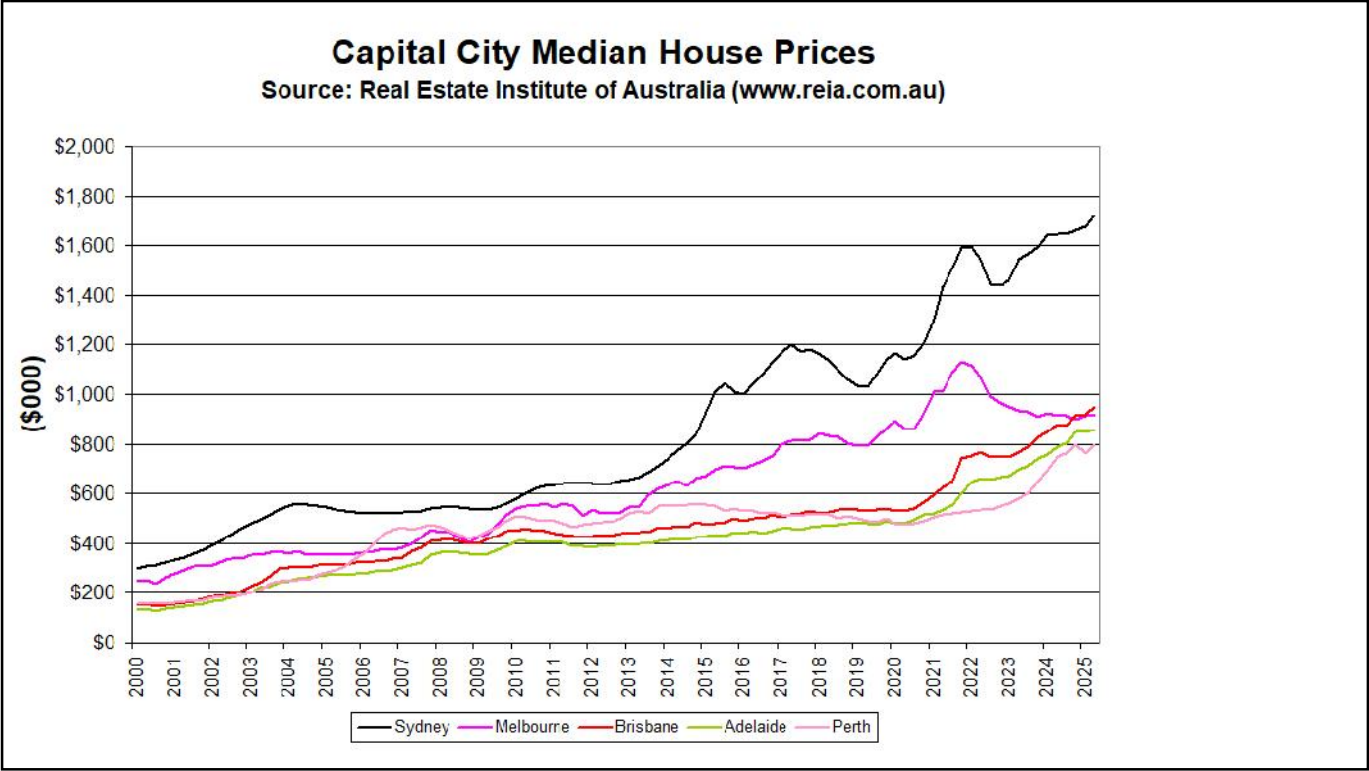
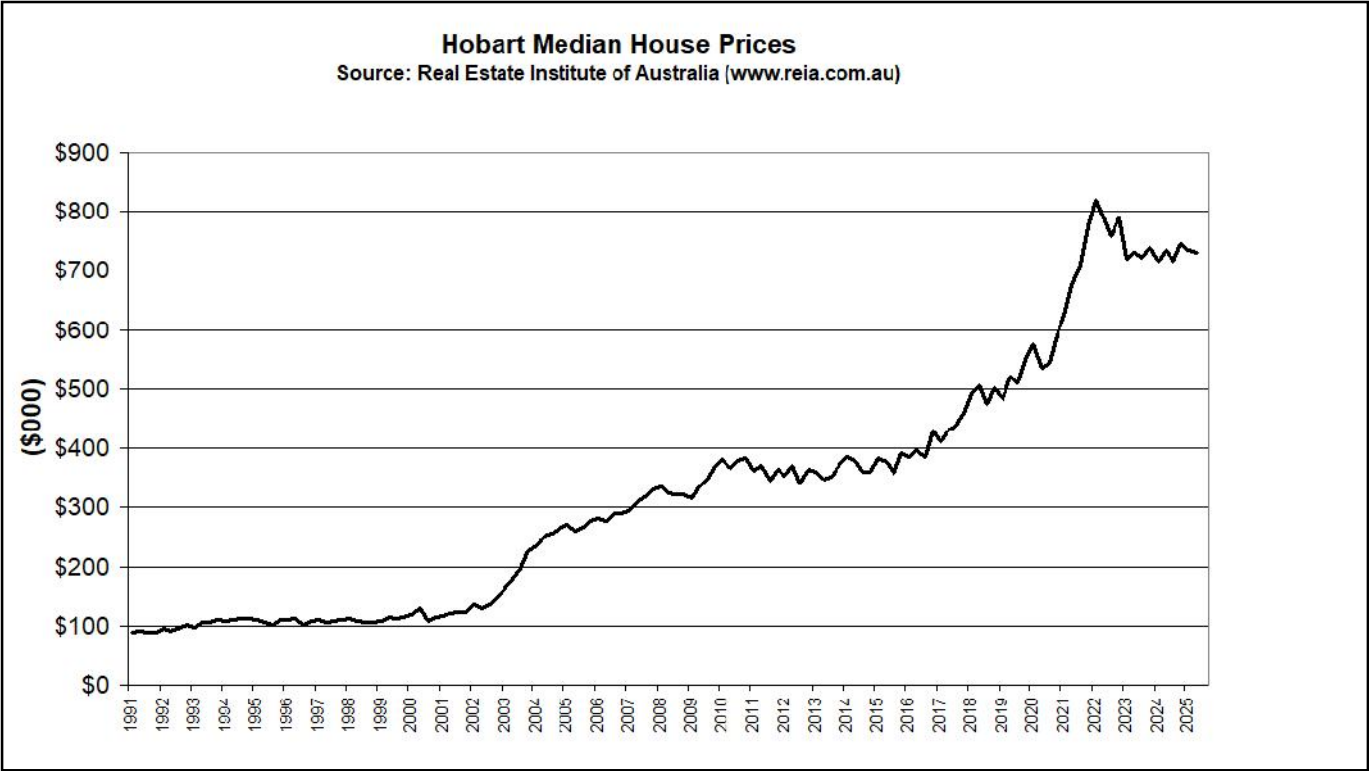
Is (& Was)

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









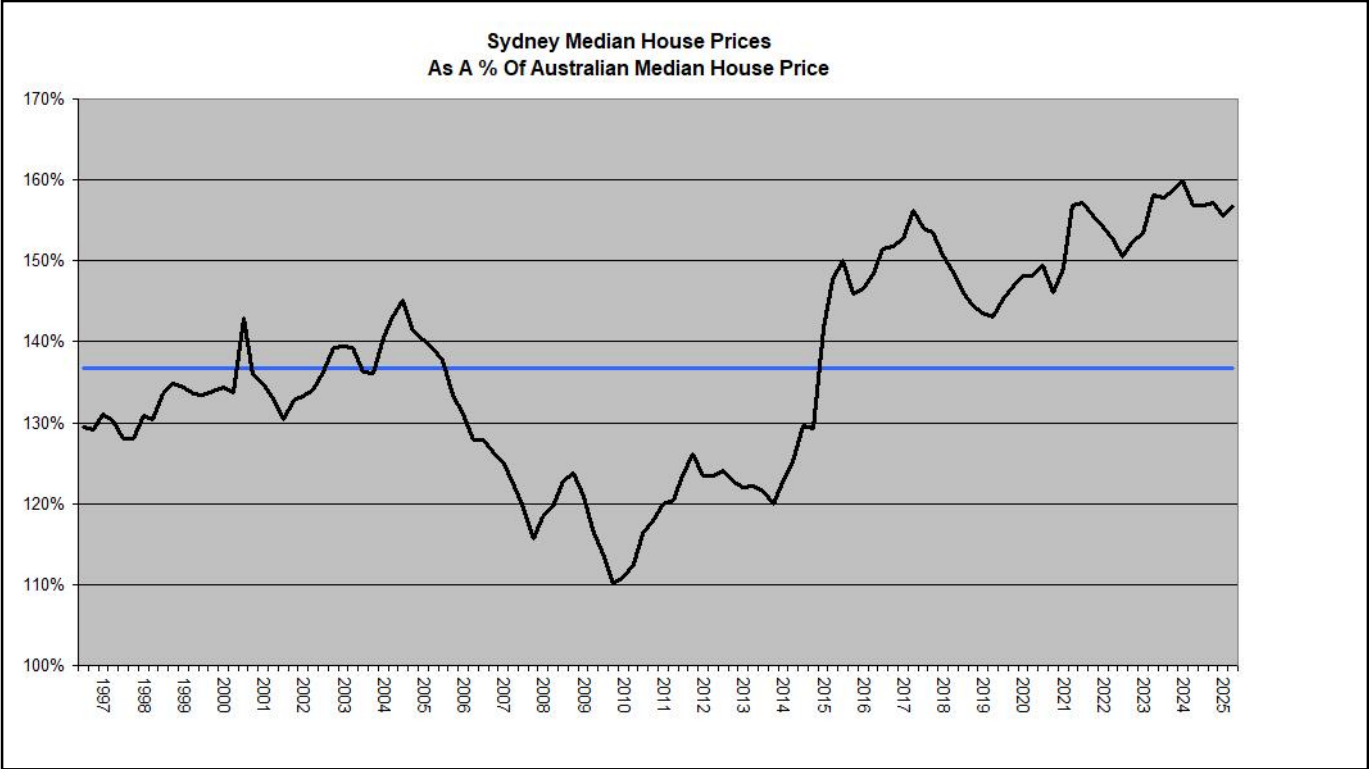
Summary

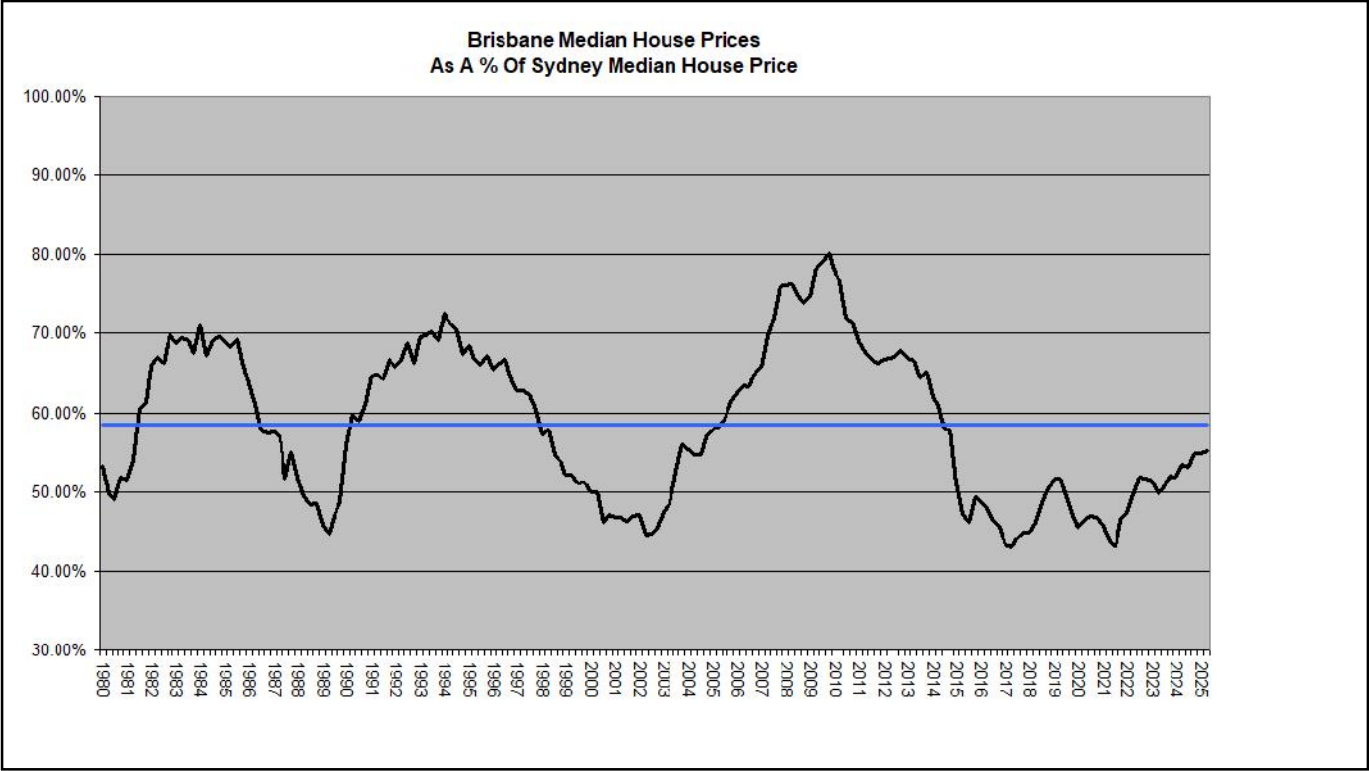
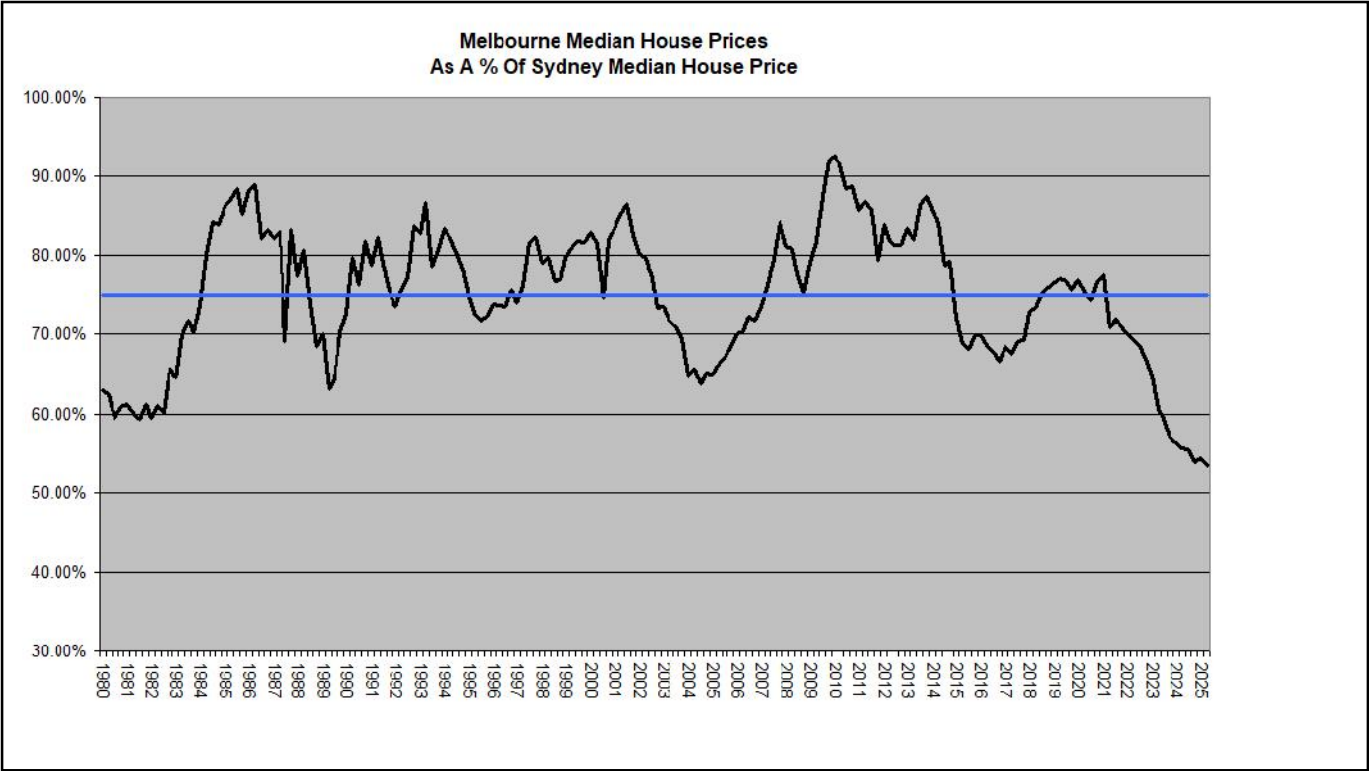
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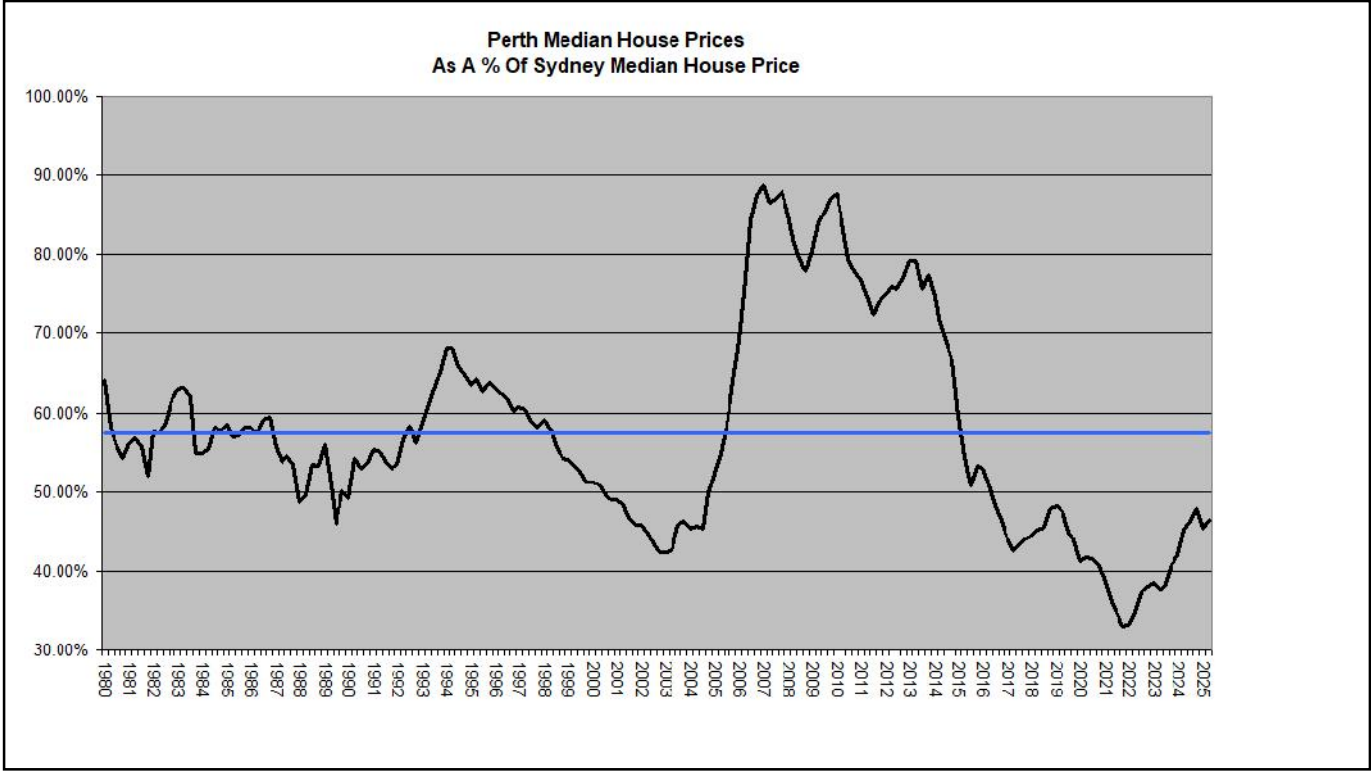
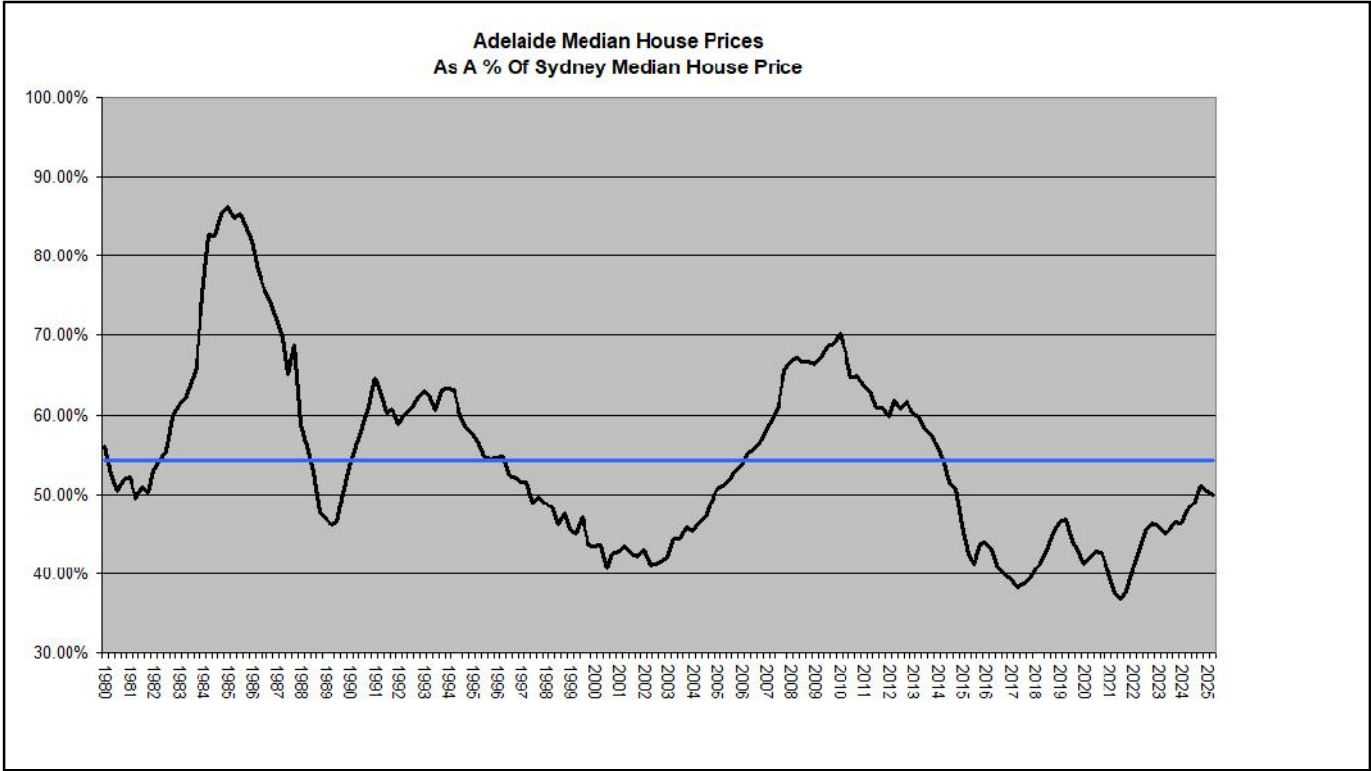
- Brisbane
- Adelaide
- Sydney
- Perth

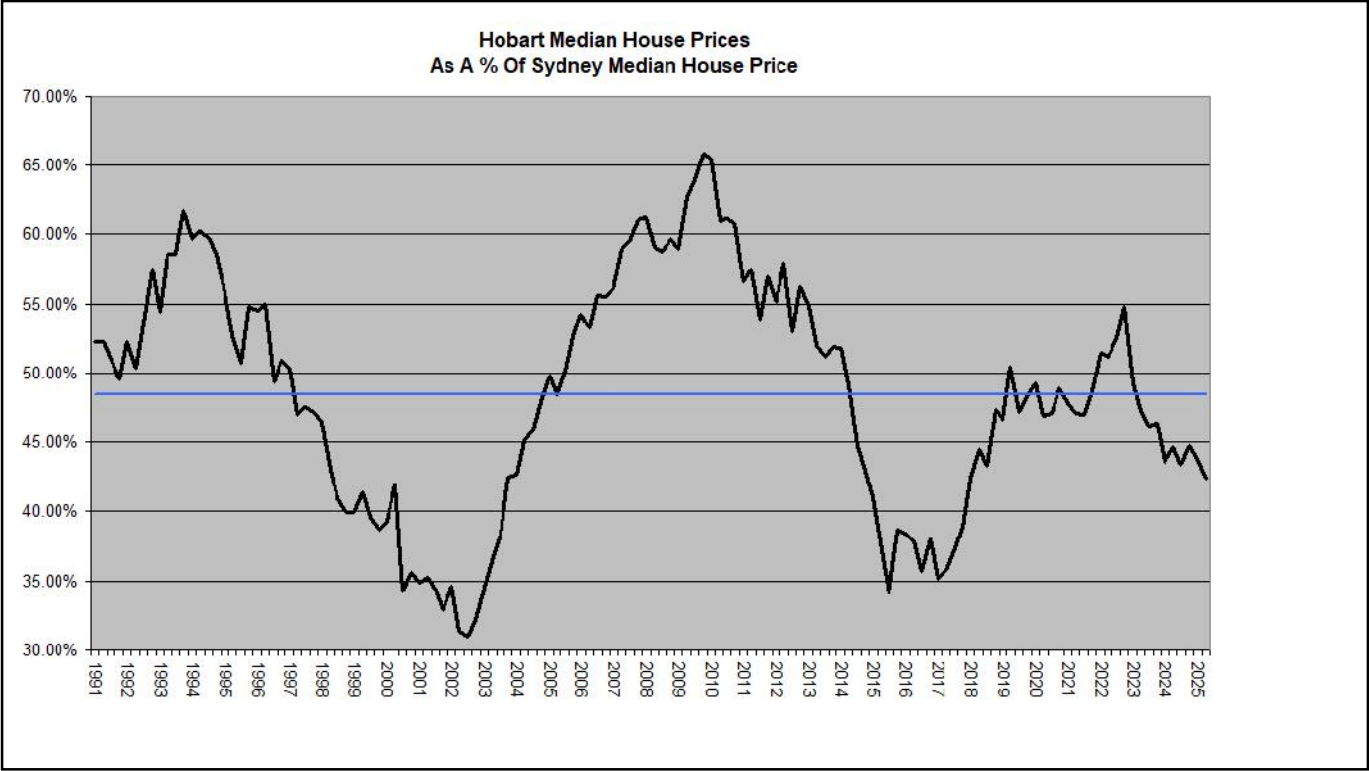
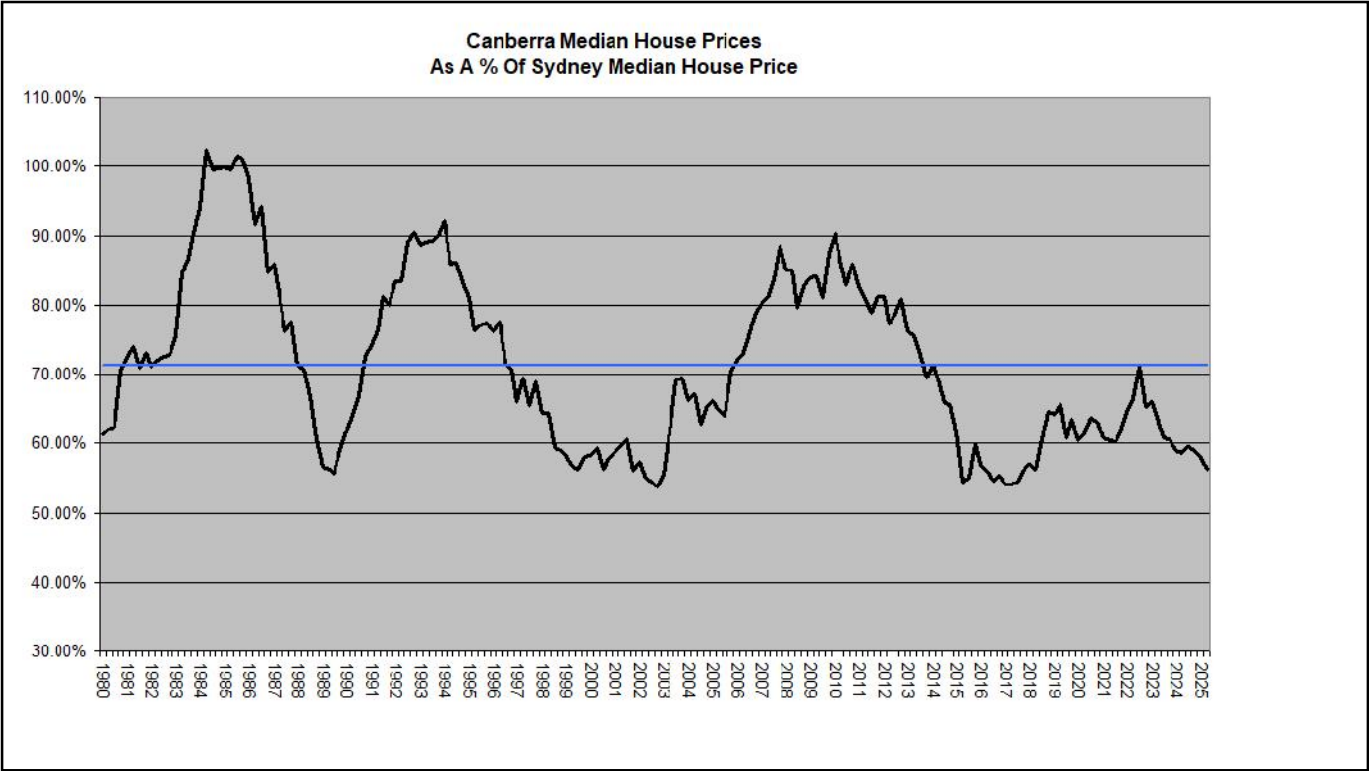
& Notter

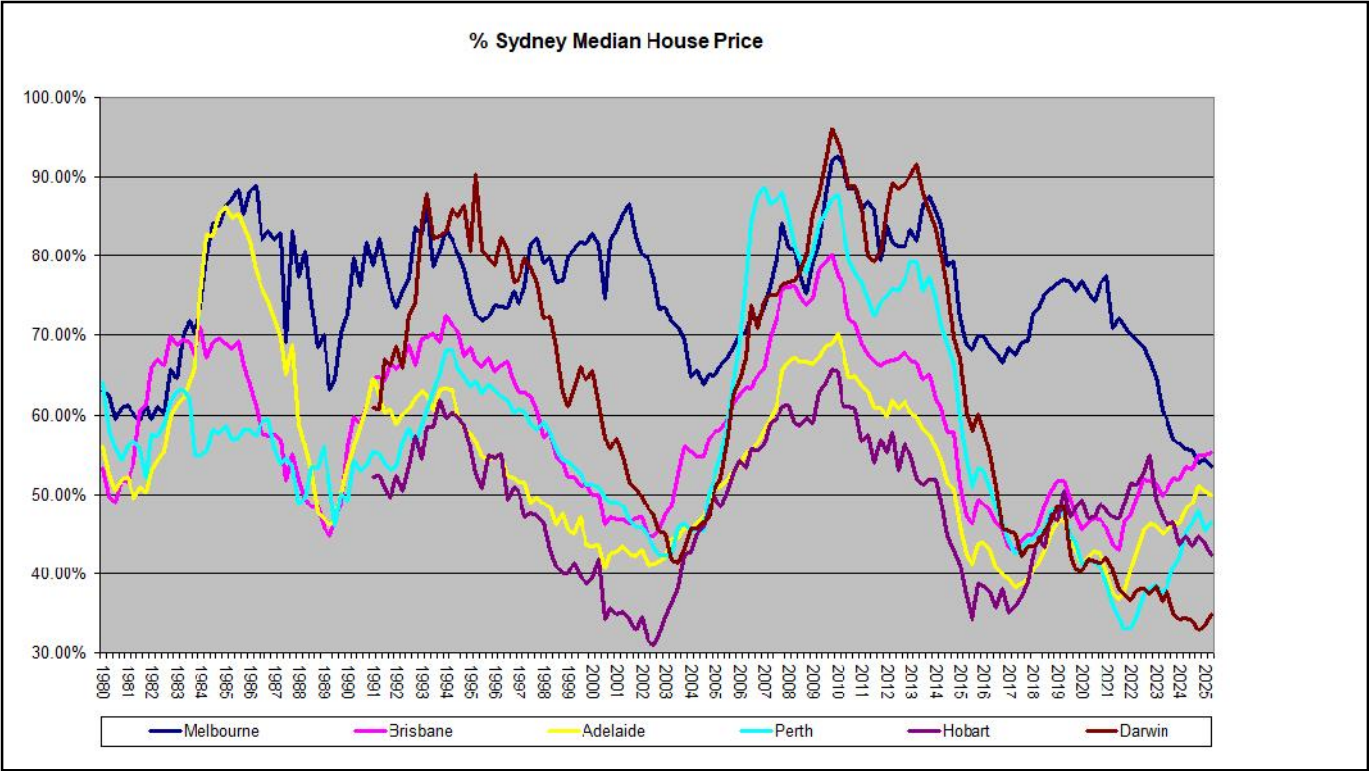
- Melbourne
- Canberra
- Hobart











Price:Value Momentum

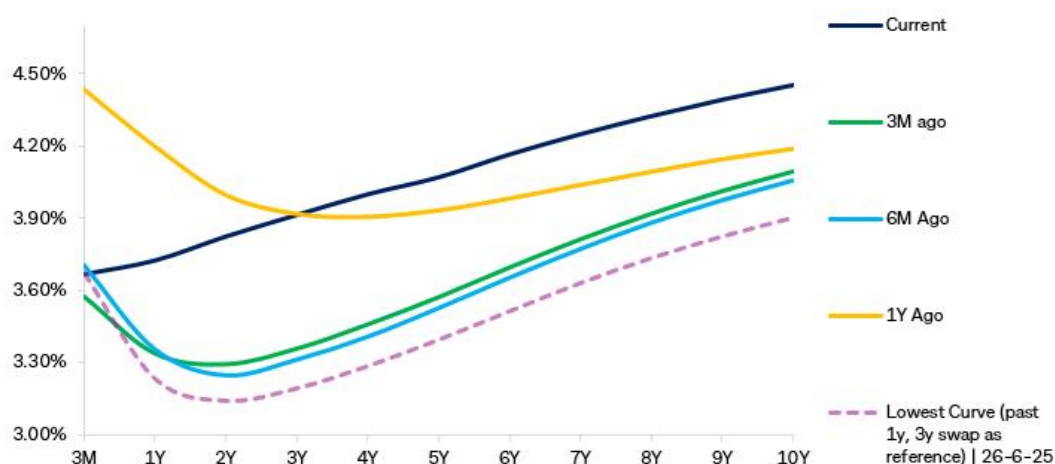
<div>Strong Upside<ul style="list-style-type: none">BrisbaneAdelaidePerth</div>	<div>Upside<ul style="list-style-type: none">Sydney</div>	<div><ul style="list-style-type: none">UnderperformMelbourneCanberraHobart</div>
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Poor Ol' Melbourne

- 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

Swap Curve - Historic Moves



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	\$500,000
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





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%

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Cap Rate	6.53%
Annual Bumps	3.50%
Annual Return	10.03%

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%

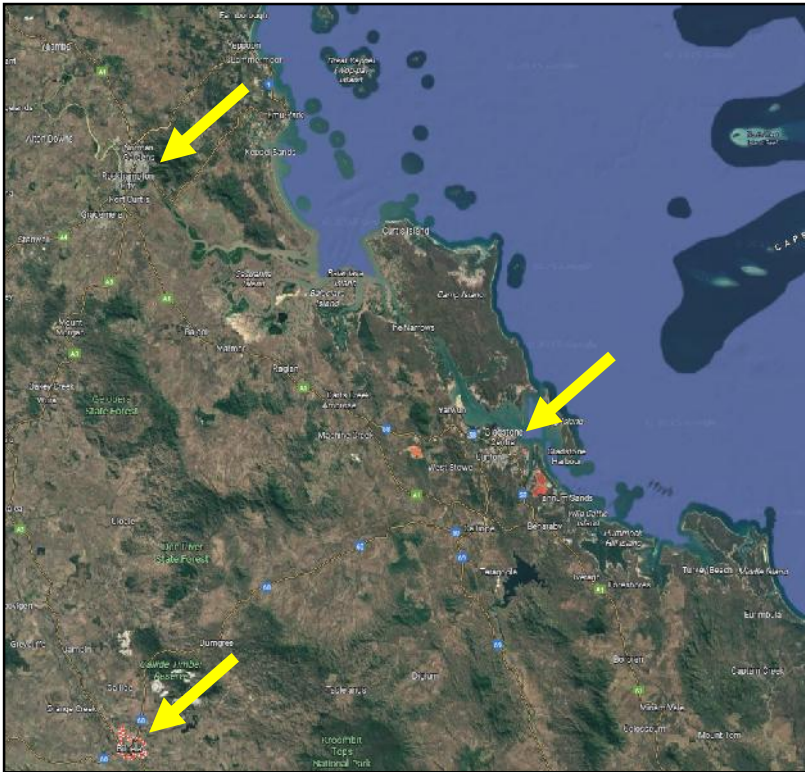
Outcome

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

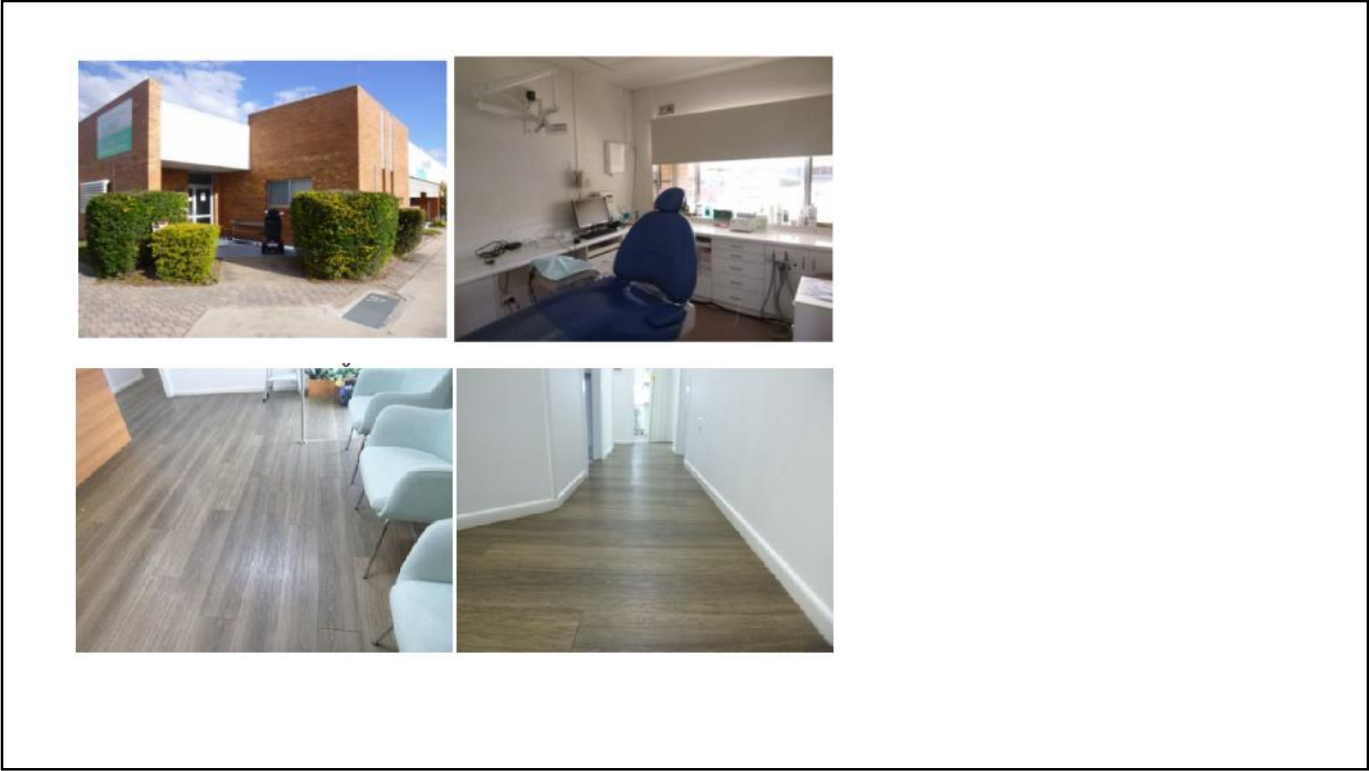
For More Information:
www.sogif.au



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.”





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
× 100 = Cap Rate	10.13%

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

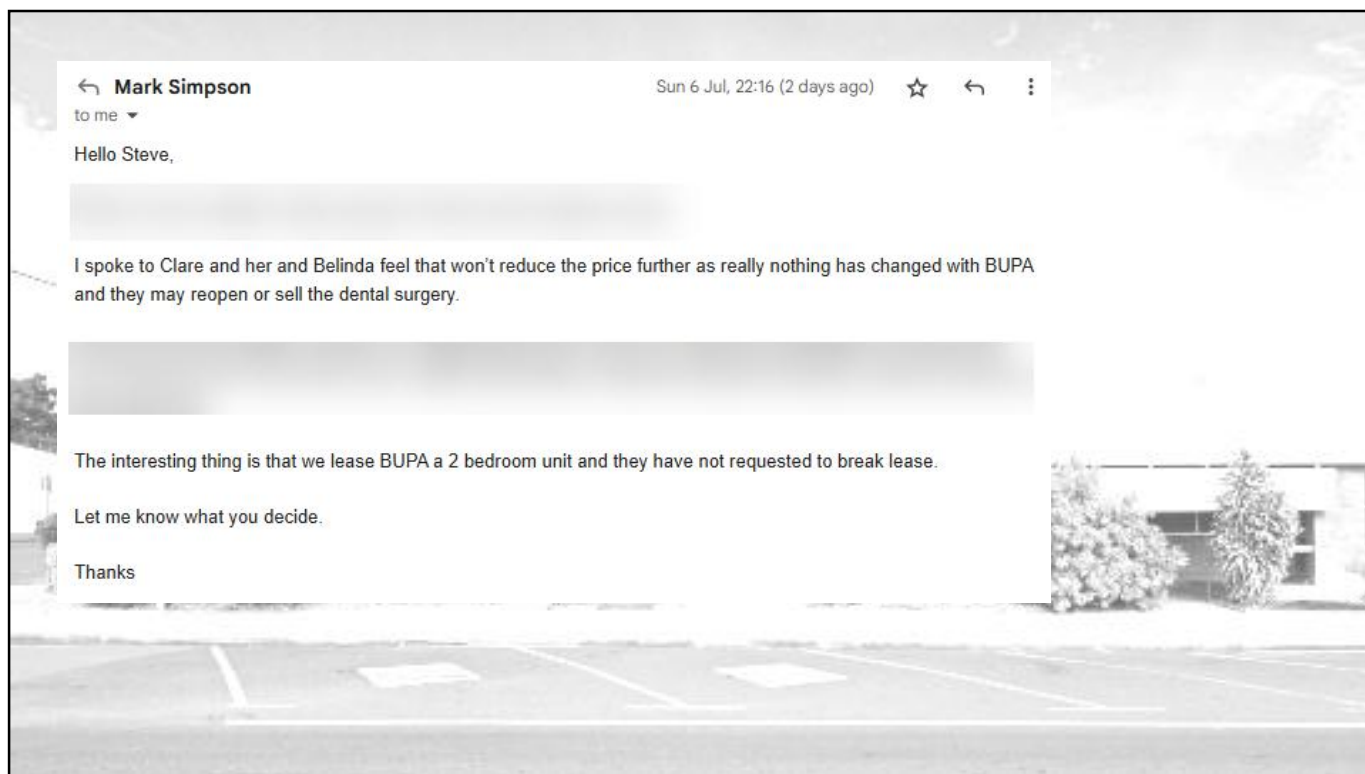
Steve McKnight

CA | BBus (Acc) | DipFinServ

CEO | PropertyInvesting.com

CHAIRMAN | Plantation Capital Limited





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
@ \$21k rent	8.07%

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
× 100 = Cap Rate	11.52%

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



Who Wants To Watch...

What happens next and how

I manage and mitigate the
risk?

- Re-tenant
- Re-purpose
- Vacancy



NEW



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
Pack Value	\$5,400
Support, ideas, help...	Priceless!

		
	<div>-\$1,495</div> <div>\$995</div>	
		

Webinar Only Option

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

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



Thanks For Participating