

Investor Information Pack.



Q4 2021.

Why **Pinnacle** Buyers Agents?

We have always seen property as a means to an end; our goal is to help our clients make the right investment decisions for them, in turn allowing them to be free or to help their children start climbing the property ladder.

We want you to spend more time with your family, travel, or finally start a business that you have wanted to for years!

Life is about these moments and the freedom to choose, and we believe this freedom can be achieved through property.



Founded by **investors** for investors.



Our Founder, Michael Lezaja has accumulated more than 15 years' experience in the dynamic Brisbane and Southeast Brisbane property markets, encompassing a range of different market conditions.



Michael brings a depth of experience, specialist insight, valuable network of contacts and proven negotiation skills. This rare combination of talent underpins our success in meeting the high expectations of our clients, giving us a critical edge in the highly competitive buyers agents process.



In the last 15 years, Michael has successfully secured in excess of \$100 million in residential property for his clients.



Michael is one of Brisbane's most prolific buyer's agents. Recognised for his expertise in the real estate market, Michael has frequently appeared on TV, radio, and in magazines to provide his unique insight.



Michael has a warm, easy-going approach with all his clients with an infectious enthusiasm for the entire process. The negotiation stage is where Michael thrives, and he consistently secures the best possible price for his clients.



With Michael on your side, you can enjoy peace of mind knowing you are being looked after by an uncompromising professional who genuinely wants to secure the best outcome for you.

Our Values.

- 1. Be better than we were yesterday.**
- 2. Imagine each property is one you must invest in yourself.**
- 3. We strive for everyone and everything to flourish and be happy.**
- 4. We know there is more to life than money.**
- 5. To be honest and tell you how it is.**

What we deliver.

1. A specific and tailored investment strategy, based on our experience, to achieve your goals.
2. An investment property that meets our strict criteria and is aligned with your requirements.
3. Review of the building and pest inspection report with our recommendation.
4. Analyse and evaluate the returns of each property we send you based on our 15+ years' experience.
5. Half yearly portfolio and strategy reviews.
6. Support along the way. Feel free to call Michael any time of the day or night!
7. Experienced and trusted team of professionals in place and ready to go, enabling a smooth and stress-free process.
8. We help you achieve the lowest price possible by negotiating on your behalf.
9. A hassle free and hands off service – we manage the entire process for you.



- ✓ We are fun, outgoing personalities who love a laugh and don't take ourselves too seriously. Everyone we work with loves our energy and our process.
- ✓ We are experts in our field – for the entire journey you will work with our Founder, Michael who has 15+ years' experience and has purchased 300+ properties.
- ✓ We aren't all about the money, we genuinely want the best outcome for you.
- ✓ Flat fee for investment properties.
- ✓ We are your feet on the ground if you can't inspect for yourself.
- ✓ We are successful property investors first and foremost. We have gone through the same journey as you.
- ✓ You deal directly with us every step of the way.

Why our clients love us.



Our Process.

1. Have a chat to understand your goals

- This is the most important step. We get to know who you are, how you work and what you really want. It's our goal to form a life-long relationship.

2. Formulate your tailored investment strategy

- Once we know a bit about yourself, we sit down as a team to come up with a strategy based from our 15+ years' experience and overall property knowledge.

3. Source a potential property

- We specialise in finding off-market dwellings priced under market value that are (or are likely to be) cash-flow positive.

4. Present you with the properties we have found

- You aren't obliged to move forward with anything we send you. We present the estimated cash flow and return metrics for each property, as well as key site-specific information.

5. Once you agree on a property, we place that property under contract and begin our due diligence process.

- We have great relationships with building and pest inspectors, conveyancers, and property managers.
- We run through the building and pest inspection report with you and provide a recommendation based on our experience.

6. If required, we can re-negotiate the price (or get any works rectified) based on the building and pest inspection.

7. Introduction and handover to our property management team.

8. 6 monthly portfolio reviews and catch ups (if required).

Our Strategy.

1. Research suburbs with high growth potential and low vacancy rates

High demand increases likelihood for capital growth to expand your portfolio and to secure quality tenants.

2. Look for high yield (Rental Income \geq Mortgage Repayments)

Positive gearing allows you to 'set and forget' as well as purchase more properties more quickly.

3. Utilise any tax benefits (depreciation) or cash backs available

Pinnacle BA looks for properties no older than 20 years. The newer the property the more depreciation available at tax time.

4. Buy off-market by leveraging existing relationships

This is key and saves you from being outbid at an auction.

5. Aim to buy under-market

Reduces risk and provides instant equity appreciation.

6. Renovate if needed

Allows you to increase rent post renovation and increases the value of your property should you need to re-finance to purchase more properties in the future.

7. Value Add

If the property can be subdivided or support a lock-up shed, granny flat, etc. then this may also increase the value substantially.

8. Repeat and Scale

We constantly monitor current and future growth suburbs so we know where to buy for your next purchase or until you achieve your goals! conveyancers, and property managers.



Client Results.



QLD - Colin

Off-Market purchase in Oct 2021
3 Bed / 2 Bath / 2 Car / 647 m²

Purchase Location: Brisbane

Property Type: Single Dwelling

Purchase Price: \$780k

Current Value: \$830k (+6.4%)

Renting For: \$700 p.w.

Yield: 4.7%

Experienced property investor based in Melbourne. Wanted an expert on the ground in Queensland to help him expand his portfolio. Seeking well-located properties close to the water and amenity.



QLD - Vicky

Off-Market purchase in Aug 2021
5 Bed / 3 Bath / 4 Car / 407 m²

Purchase Location: Brisbane

Property Type: Dual-Occupancy

Purchase Price: \$575k

Current Value: \$640k (+11.3%)

Renting For: \$ 690 p.w.

Yield: 6.3%

First time investor who wanted a property near Brisbane with a high likelihood for capital growth. Was sick of slimy agents and wanted to form a relationship with an expert she could trust.

Client Results.



QLD - Rini

Off-Market purchase in Nov 2021
5 Bed / 3 Bath / 2 Car / 400 m²

Purchase Location: Brisbane

Property Type: Dual-Occupancy

Purchase Price: \$540k

Current Value: \$630k (+16.7%)

Renting For: \$615 p.w.

Yield: 5.9%

First time investor seeking an investment property with a high likelihood for capital growth in Queensland as she wanted to pay off her mortgage faster. Ended up calling four of our references before deciding to sign up.



QLD - Danny

Off-Market purchase in Oct 2021
3 Bed / 2 Bath / 2 Car / 651 m²

Purchase Location: Brisbane

Property Type: Single Dwelling

Purchase Price: \$705k

Current Value: \$650k (+6.4%)

Renting For: \$650 p.w.

Yield: 4.8%

First time investor from Sydney. Initially referred to Pinnacle by his financial planner. After some hesitation and a few properties that he didn't love, we re-strategized, chose a new location and found a property within two weeks.

Client Results.



QLD - James and Bryer

Off-Market purchase in Nov 2021
4 Bed / 3 Bath / 2 Car / 401 m²

Purchase Location: Gold Coast

Property Type: Single Dwelling

Purchase Price: \$582k

Current Value: \$600k (+3.1%)

Renting For: \$600 p.w.

Yield: 5.8%

First time investor who were willing to renovate and were looking for an expert in Brisbane investment properties to purchase a solid property in a good location. Property needs new carpet and a fresh coat of paint to achieve desired weekly rent.



QLD - Holly and Johnny

Off-Market purchase in Sep 2021
3 Bed / 1 Bath / 1 Car / 720 m²

Purchase Location: Brisbane

Property Type: Single Dwelling

Purchase Price: \$365k

Current Value: \$400k (+9.6%)

Renting For: \$310 p.w.

Yield: 4.4%

This couple were searching for their first investment property for 3 months as they kept missing out. They wanted a big block and after getting their pre-approval extended, we found them a property under their budget of \$420k. New carpets, fresh coat of paint and a 3-car shed will be added to increase the property's value.

Client Results.



QLD - Isaac

Off-Market purchase in Nov 2021
3 Bed / 2 Bath / 2 Car / 1,059 m²

Purchase Location: Gold Coast

Property Type: Development Site

Purchase Price: \$940k

Current Value: \$1m+

Renting For: \$600 p.w.

QLD - Isaac

Off-Market purchase in Oct 2021
3 Bed / 2 Bath / 2 Car / 825 m²

Purchase Location: Brisbane

Property Type: Development Site

Purchase Price: \$800k

Current Value: \$850k

Renting For: \$650 p.w.

Relatively experienced property investor from Sydney who, as a business owner, wanted to diversify and build a property portfolio. Seeking properties with future or current development potential and has purchased two properties through Pinnacle.

QLD - David

Off-Market purchase in May 2021
5 Bed / 3 Bath / 2 Car / 350 m²

Purchase Location: Brisbane

Property Type: Dual-Occupancy

Purchase Price: \$535k

Current Value: \$620k (+15.9%)

Renting For: \$680 p.w.

Yield: 6.2%

First time investor from Sydney seeking a positive cash flow investment property in Queensland as he was priced out of where he lived.

Testimonials.



Vicki

“ Michael walked me through every step of the way. He was very professional and incredibly knowledgeable. Happy to say we are even mates from the process!

I will definitely be purchasing again through PBA in the future. ”



Danny

“ To be honest I was a little worried when I heard the fee and buying a home, sight unseen. Let me assure you that Michael made my wife and I completely comfortable by answering all our questions and putting our fears to bed.

Michael offered and organised his team of contacts and all was done seamlessly and professionally with the right contacts.

I would never think twice on any purchases I have in the future, going through a buyer's agent with such customer service like Pinnacle. ”



Isaac

“ This is my second purchase with Pinnacle. I really appreciate and value their professionalism and ability to consistently source off-market properties priced under the market.

I am looking forward to purchasing my third potential development site through Pinnacle in the future. ”



We're relentless with an unrivalled investment methodology.

Call us on +61 452 528 880

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