"A PERFECT COMBINATION OF EVENTS THAT ARE UNPRECEDENTED FOR ANY CITY IN AUSTRALIA'S HISTORY"
When it comes to property investing, getting the mix of the right type of property (built form) in the right area (expanding economy and demand) at the right time (early in the cycle) is a constant pursuit.

It is also much more an ‘art’ than a ‘science’. Yet, every now and again, there is a change that makes it easier to achieve success. Sometimes this is a macro change, something that affects every market (such as the introduction of inflation targeting in the 1990s did to reduce interest rates); then there are specific market changes that drive a shift in a particular location.

What’s occurring on Queensland’s Sunshine Coast today is the latter and so significant and dramatic that it’s changing the city forever... a perfect combination of events that are unprecedented for any city in Australia’s history. Where its leading nobody can tell you for certain giving the unique nature, yet we can be confident of the direction, regardless of what is happening in other areas.
**TIME’S ARE CHANGING ON THE SUNSHINE COAST AND RAPIDLY...**

The Sunshine Coast is no longer the sleepy regional centre relying predominantly on tourism along the coastal strip, and to a lesser extent, agriculture in the hinterland to fuel the local economy.

Driven by billions of dollars of infrastructure projects funded by the private and public sectors, this region is poised to expand at a level that is unprecedented and importantly, sustainable well into the future.

This is now the most exciting region in Australia for property investors to be considering, with full confidence that ongoing population growth will continue to create a surplus in demand in relation to supply. Timing is a critical factor in any investment decision, and the time for the Sunshine Coast is now!

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**QUICK FACTS**

**Population 🚶**
- Australia’s 9th largest population centre
- High population growth rate of 2.7%
- Adding over 200,000 new residents within 20 years

**Economy 🏦**
- Economy over $17bn, growing at over 3.5%pa and expected to double by 2033
- Highest per capita infrastructure investment of the top 20 population centres in Australia
- In excess of $10 billion worth of projects underway, and more than this over the next two decades in the pipeline
- Over 100,000 new jobs in the next 20 years.
- Highest total income per capita in South East QLD (ex Brisbane)
- Low unemployment rate
- Almost 10 million visitors per annum and increasing

**Property 🏡**
- Ongoing under-supply of property with building approvals peaking in 2016/17 and now in decline
  - Demand 2011-2016 ~16,000, Supply ~12,500 (circa 20% under-supply)
  - Forecast 2017-2021 demand 19,000, Supply 16,000
- Best performing region in QLD for price growth with declining listings (increasing price pressure)
- The only property market in Queensland where all dwelling types are in the ‘upswing phase’ of the property cycle
- Under-supply in rental properties with vacancy rates ranging from 0.4% in summer to just 1.5% in winter
- 60% of population are 1 and 2 person households yet circa 70% of current stock and new supply is 3 - 4 bedroom detached dwellings
- Significant and expanding under-supply and demand for dual living, apartment, townhouse, duplex, villa and smaller housing options (estimated to be 75% of future demand).
## EXCEEDING GROWTH GOALS

<table>
<thead>
<tr>
<th>2013 BASELINE</th>
<th>2017 TARGET</th>
<th>2018 CURRENT POSITION</th>
<th>2033 GOAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$13bn</strong> ECONOMY</td>
<td><strong>$16.4bn</strong> ECONOMY</td>
<td><strong>$17.2bn</strong> ECONOMY</td>
<td><strong>$33bn</strong> ECONOMY</td>
</tr>
<tr>
<td>13.6% of goods and services produced for export outside the region</td>
<td>14.7% of goods and services produced for export outside the region</td>
<td>17.9% of goods and services produced for export outside the region</td>
<td>20% of goods and services produced for export outside the region</td>
</tr>
<tr>
<td>59,000 high-value industry employment opportunities</td>
<td>65,600 high-value industry employment opportunities</td>
<td>82,633 high-value industry employment opportunities</td>
<td>100,000 high-value industry employment opportunities</td>
</tr>
<tr>
<td>22.3% household income below QLD average</td>
<td>18.3% household income below QLD average</td>
<td>9.3% household income below QLD average</td>
<td>HOUSEHOLD INCOME LEVELS ABOVE THE QLD AVERAGE</td>
</tr>
</tbody>
</table>

CURRENT & FUTURE PROJECTS

THE BIGGEST GAME CHANGER
$500m - UPGRADE

$4bn - DEVELOPMENT

$400m - EXPANSION

$110m - EXPANSION

$450m - DEVELOPMENT

$150m - EXPANSION

$3bn - DEVELOPMENT

$850m - DEVELOPMENT

$7bn - DEVELOPMENT

$5.2bn - DEVELOPMENT AREA

THESE PROJECTS ARE VITAL FOR THE REGION'S GROWTH AND DEVELOPMENT.
FUTURE JOB CREATING INFRASTRUCTURE

$10 bn+

100,000+ new jobs

LOWEST VACANCY RATES

BOOM TOWN

2.7% population growth per annum

300,000 to 550,000 people by 2040

FUTURE DEMAND FOR NEW PROPERTY estimated to outstrip supply by more than 20%

Massive Economic Growth

$17.5bn to $33bn by 2033

9.7 million visitors per annum 2017

HIGHEST INTERNAL MIGRATION RATE IN AUSTRALIA
It is vitally important when investing in property to not become solely focused on ‘just’ the properties themselves.

While residential property is a forgiving asset class, it’s important to remember few people achieve real success and, in most cases, could have achieved more. Property is a tool within a strategy to create a return on investment.

While property can be a great enabler to achieve that outcome, it can also be a limiter to your success. Multiple factors must be taken into consideration such as the type of built form that will ensure the best rental return and capital growth that combine to make your return on investment over time. The type of built form is driven by demand and by the economy. Both are about people; where they live, work and play.

The Property Council of Australia, recently published an excellent paper titled ‘Creating Great Australian Cities’. Noting that cities are ultimately about people and that we are one of the most urbanised countries in the world, they looked at the mega trends shaping our cities, where we fall short, what are good examples and what Australian cities need to do. On all accounts the Sunshine Coast not only fairs better than other Australian Cities, it is possible that the Sunshine Coast is the preeminent Australian city on track to qualify as a ‘Great’ city, already implementing some of the key mechanisms identified in the report such as:

- A consistently high rate of infrastructure investment (the focus of this report)
- Use public land, anchors and assets to achieve strategic goals (think the hospital precinct, SunCentral CBD development and the airport development among others)
- A high quality of placemaking, place management and tactical urbanism (evidenced in multiple projects across the Sunshine Coast)
- Master-planning and pooled public budgets for whole neighbourhoods and areas (the Sunshine Coasts boasts an unmatched number of master-planned areas, including the largest master-planned community in Australia’s history, and strategic regional planning with some aspects of pooled public budgets)
A modern and well designed city in the making, coupled with exceptional climate, location and lifestyle offerings means people are swarming to the Sunshine Coast for all these reasons, and more.

The transformation underway has created a combination of unprecedented factors that will see the economy, in one of Australia’s top 10 largest cities, more than double in just 15 years, driving massive job creating infrastructure with long term employment. The seven industries identified by the Sunshine Coast Regional Council as ‘high value’ that will add at least 100,000 new jobs by 2033 are:

**Clean Technologies**
Innovative technologies, products and processes that avoid or reduce environmental impacts.

**Health & Wellbeing**
Health, medical and specialist services supported by clinicians, researchers and ancillary businesses.

**Education & Research**
Quality education and training products and services, research expertise and expanded facilities.

**Aviation & Aerospace**
Passenger services, engineering, training, maintenance and aviation technology.

**Knowledge & Professional Services**
Diverse range of creative, knowledge, technology, digital and professional services and industries.

**Tourism, Sport & Leisure**
World class tourism, sport, major event and leisure experiences and products.

**Agri-Business**
Niche food and beverage product and value adding production in a clean environment.
This jobs growth is driving a high population growth rate (expected to exceed 2.7%pa over the next 5 years) that will help the city grow to over 550,000 by 2040.

According to the Regional Australia Institute, the Sunshine Coast is predicted to be among the fastest growing cities to 2030.

A key component of this growth are the number of young people, who once left the Coast in search of work, now staying for the new jobs on offer, with many, many more to come. In addition a shift of younger people moving to the Sunshine Coast is a new and exciting trend. It won’t reverse the significant number of Australian’s and New Zealanders (and others) who move to retire to the lifestyle destination, in fact this will also increase, but it does paint the picture of a maturing and diversifying city.

It’s not just retirees and young people seeking the lifestyle and job opportunities. The Sunshine Coast now boasts the highest internal migration rate per capita in the country, by far.

This increasing demand is just one of the many factors that show the current potential for property on the Sunshine Coast. Extremely low vacancy rates, high clearance rates, high local reinvestment (renovations) rates, rising incomes and an ongoing disconnect between supply and demand are but a few others.
The disconnect between supply and demand can’t be understated. In the five years (FY) to 2016, the demand for new dwellings was under-supplied by about 20%.

While approvals significantly increased in 2017, they also peaked in that year and have seen an almost 10% decline in 2018. With real challenges in the availability and delivery of land and development sites, exacerbated by development lending, future supply faces some headwinds while demand continues to rise unabated.

To put demand in perspective, the Sunshine Coast needs a new suburb every 12-14 months for the next 20 years!

At a time when growth is shifting from the southern markets to Queensland, the result of an expanding economy and increasing demand has seen the Sunshine Coast rise to pre-eminence in the state. Outperforming all other markets, the Sunshine Coast is the only region where all dwelling types are in the upswing cycle of the property market (REIQ Market Monitor July 2018).

With increasing demand and supply unable to keep up, stock is harder to find with listings decreasing and rental vacancy rates as further proof of a significant under-supply (ranging from 0.4% in the peak periods to just 1.5% in the weaker winter months).

"A NEW SUBURB EVERY 12-14 MONTHS"

Side note: The real challenge is the changing face of the type of property needed. Around 70% of existing supply and approvals are for detached dwellings and 3 to 4 bedroom dwellings of all types. Interestingly circa 60% of current household types on the Sunshine Coast are single or two person households. This means that while the overall demand levels remain high, the under-supply of smaller detached dwellings, apartments, retirement living, townhouses, duplexes, villas and ‘dual living’ variants of all of the above is where the highest demand exists. The limited availability only exacerbates the need for smaller living options.
Another indicator of the increasing population and relating demand is the extraordinary growth of retail investment on the Sunshine Coast.

Over 2018 and 2019 almost $1billion of new retail will be completed, commenced or under construction. These exciting expansions and new shopping centres are no longer based on the 20th Century model of retail, rather one that is based on where people will work, live and play, creating an integrated residential, tourism and business district that attracts lifestyle tourism and locals, particularly the millennials. Just one example of the birthing of a city of the future, today.

These are just a few of the reasons the Sunshine Coast’s economic landscape is diversifying with an expanding workforce, focus on innovation, huge infrastructure works and the highest internal migration rate per capita in the nation. All these factors are working in symmetry to create a growth projection that is really a ‘game changer’. Business confidence is sky high, and it’s not hard to see why.

In the following pages are some of the key drivers for change. To get a better grasp of what the combination of these projects means, we suggest you read this document in conjunction with an exceptional visionary work by Bernard Salt (Australia’s Leading Demographer) of KPMG, ‘The activated City - Imagining the Sunshine Coast in 2040’ (talk to one of our team for your copy).
THE FUTURE...

The Sunshine Coast boasts a number of ‘Game Changer’ projects, along with multiple large scale infrastructure developments and High Value Industry activities that are impressive in their number and breadth and driving change in the region, today and long into the future.

Here are some of the major Infrastructure Projects of Significance...

ONWARDS
A key driver of activity in the heart of Maroochydore - the Sunshine Coast’s retail and commercial capital.

Maroochydore has undergone somewhat of a renaissance in recent years with the revitalisation of Ocean Street into a popular dining precinct, and the emergence of SunCentral as really going to cement Maroochydore as one of south-east Queensland’s dominant economic powerhouses.

A true CBD, the Sunshine Coast Regional Council has announced it will be the foundation business moving much of its staff to the CBD onto a purpose designed facility along with a ‘town hall’, exhibition and conference centre, state of the art library, a University Campus and much, much more.

Set over a 53 hectare site, it is the first ‘greenfield’ (not a ‘replacement’ or expansion) master planned and designed CBD for Australia. It will incorporate a number of uses and mixed use areas including retail, commercial and residential, set around central waterways and parks.

With innovation as a focus, this ‘smart city’ boasts a number of initiatives this city centre will incorporate on its way to creating thousands of jobs. With Stage one about to open and the first building approved and soon to commence construction, this impressive new centre is taking shape.

- 10mins from Sunshine Coast Airport
- Commercial, retail, residential, civic and community hub with stunning central waterway
- 65,000 square metres of office space & 2,000 apartments over the next 15-20 years
- 15,000 jobs by 2025, 30,000 new jobs by 2040
- $4.4 billion boost to Sunshine Coast economy
- Multi-modal public transport including future light rail
- Underground waste disposal system
- Generated interest from international companies and investors
- Establishes a central Sunshine Coast location for regional arts and entertainment
- Over 30,000 expected to be people employed in the completed CBD

Location
Maroochydore QLD 4558

Watch Video Here
https://youtu.be/TFYq5ix_yw4

Estimated Local Economy Boost
$4.4bn

Expected Delivery
Stage 1 open 2018

UNDERWAY
INTERNATIONAL SUB-MARINE BROADBAND CABLE

"THE GAME CHANGER"

The Sunshine Coast Council is in the process of delivering Australia’s next submarine broadband connection by early 2020.

Once delivered, the Sunshine Coast will be the only regional centre in Australia (and only Queensland) connection; the others being Sydney and Perth. Quoted as changing the region’s economy and attractiveness to new business ‘profoundly’ and ‘forever’, the benefits to the Sunshine Coast and the State are significant.

✓ Closest link to Asia and second closest to America
✓ Provide vital advantage to business and services highly reliant on online transactions and wide bandwidth (such as banking, finance, health, digital solutions, etc)
✓ Will contribute $700 million per annum to the local economy

Location
Maroochydore QLD 4558

Watch Video Here
https://youtu.be/4vLUZR1VvN8

Estimated Local Economy Boost
So significant it’s yet to be determined!

Expected Delivery
Early 2020

UNDERWAY
In order for any regional area to really ‘boom’ there needs to be great connectivity via public transport, and a busy airport is one of these key drivers.

With the size of Australia and its proximity to Asia and the Pacific, an airport opens up our region nationally and internationally bringing an increase in both freight and people. This will drive both business and tourism and combined with some of the other key projects below, it will have a significant multiplier effect as the Sunshine Coast becomes as close to Asian markets as it is to the rest of Australia.

✔ Construction is underway on the $500 million upgrade to international flights opening up Asia and the Pacific in 2020
✔ Will contribute over $4 billion to local economy, plus create 2,230 jobs
✔ Expansion of existing terminal and new Air Traffic Control Tower
✔ In excess of 1 million people already fly in and out of the Sunshine Coast
✔ Now Australia’s fastest growing airport (traffic-wise)
✔ Traffic is expected to rise to almost 54,000 movements a year by 2040, which equates to more than 2 million passengers

Location
Friendship Ave, Maroochydore QLD 4564

Watch Video Here
https://youtu.be/oiMa0UdcT_k

Estimated Project Value
$500m

Expected Delivery
2020

UNDERWAY
SUNSHINE COAST
HOSPITAL PRECINCT

This development has been much lauded as the major force that has propelled change on the Sunshine Coast so significantly.

The Oceanside Kawana Master Plan represents one of the largest developments in Australia, with an estimated $5.3 billion expenditure. At its core is the first greenfield (non-replacement) hospital in Australia in almost 25 years and the largest health project in the Southern Hemisphere. Opening in March 2017 with over 2,000 new staff this has now passed 4,000 and increasing towards 6,000 by 2021 through to 9,000 by 2025 - the vast majority of the positions filled by people moving to the Sunshine Coast.

Set adjacent to the hospital will be housing, accommodation, retirement living, transport, retail and commercial uses including a $850M town centre, with the first stage nearing completion.

- $2 billion University Hospital bringing a significant lift to Gross Regional Product.
- Extra 10,000 patients treated locally each year (and increasing) instead of travelling to Brisbane
- 8 hectare site - 3,500 car parks, 100 place childcare centre
- Co-located 200 bed private hospital run by Ramsay Health Care
- Health, research and innovation hub
- New $850m town centre (stage 1 almost complete)
- Multi-modal transport centre incorporating light rail
- $63 million Oceanside Retirement Village
- Creating 12,000 local jobs by 2021

Location
Oceanside, Birtinya QLD 4575

Watch Video Here
https://youtu.be/SCquzul1oGE

Estimated Project Value
$5.3bn

Expected Delivery
Delivered with ongoing development

COMPLETED
Set to link Maroochydore and Caloundra, stage 1 of the Light Rail Project is due to be delivered by 2025, and will be a much-welcome and needed addition to the public transport network.

Eventually the system could link most major destinations and attractions along the coast and connect with buses and trains.

- $3.6 billion contribution to local economy
- Direct and indirect creation of almost 9,000 jobs during construction and operation
- Benefits include: improving property values, stimulating investment, and improving the urban environment

**SUNSHINE COAST LIGHT RAIL PROJECT**

**Location**
Caloundra to Maroochydore, Sunshine Coast QLD

**Visit Website** - for more information

**Estimated Local Economy Boost**
$3.6bn

**Stage 1 - Expected Construction**
2019 - 2022

**Stage 2 - Expected Delivery**
2022 - 2025
SUNSHINE PLAZA EXPANSION

- Will expand from 73,000 square metres to 107,000 square metres
- $400m extension & redevelopment underway
- Including retail giant David Jones
- Addition of a further 120 specialty stores
- Up to 2,900 jobs created during construction
- Largest retail centre north of Brisbane
- Extra 1,500 car spaces
- 2,300 new retail jobs once complete

Location
Horton Parade, Maroochydore QLD 4558

Watch Video Here
https://youtu.be/-Boa1WR0_HY

Estimated Expansion Value
$400m

Expected Delivery
2019

UNDERWAY
$100 million expansion and refurbishment underway
Over 20,000m² of extra retail space added
8-screen cinema complex
1,000 new car parking spaces
Town Square with casual dining
200 new retail jobs when complete

Location
Point Cartwright Dr, Buddina QLD 4575

Visit Website - for more information

Estimated Expansion Value
$100m

Expected Delivery
Late 2018

UNDERWAY
The Sunshine Coast Council are the only local government in Australia to offset 100% of its electricity consumption with the opening in March 2017 of the 15 megawatt (MV) solar farm at Valdora.

The largest in Queensland it is forecast to deliver $22 million in savings over 30 years and provide a $10 million economic benefit to the community.
Dubai-backed development company Sanad Capital are developing a sports-themed tourist attraction just up the road from Australia Zoo that will be the first of its kind in Australia.

The new theme park will further drive tourism to the region and likely be the impetus for more such operators to consider the Sunshine Coast.

- $450 million active theme sports park off Steve Irwin Way
- Australia’s first surfing wave pool
- 24-hectare site
- Creation of 2,000 jobs

Location
Steve Irwin Way, Sunshine Coast QLD

Watch Video Here
http://youtu.be/BVnbPGeHTC4

Estimated Project Value
$450m

Expected Delivery - Stage 1
2020

UNDERWAY
Located in Caloundra South, this is the largest master planned community in Australian history, officially released in 2016.

- $7 billion development over 20+ years
- Will accommodate up to 50,000 new residents
- 20,000 new dwellings
- 20,000 construction related jobs
- 90 hectare city heart to commence in 2019 - 8,000 jobs
- 2 Business & Enterprise Parks - 600,000m² usable space, 5,250 jobs (first one under construction)
- 11 hectare Southbank style parkland
- 200 kilometres of bike ways and walking paths
- 5 public primary schools, 2 public high schools, 4 private schools and a private University - First school to open 2018
- 700 hectares conservation & park areas including an 18 hole golf course
- Set to become Sunshine Coasts largest employment generator, in excess of 20,000 direct jobs

Location
Caloundra South, Sunshine Coast QLD 4551

Watch Video Here
https://youtu.be/Q8KBoBiKEUU

Estimated Project Value
$7bn

Expected Delivery
First stages delivered / ongoing development

UNDERWAY
Located within easy, quick driving distance to the new hospital, schools and beaches, the multi-billion dollar residential development at Palmview is well underway.

- $3 billion residential development set on 378 hectares
- 5,000 homes for 17,000 residents
- 100 hectares of open space
- 15,250m² Town Centre

Location
Palmview, Sunshine Coast QLD 4553

Watch Video Here
https://youtu.be/a4NuJ9YgTPU

Estimated Project Value
$3bn

Expected Delivery
First stages underway / ongoing development

UNDERWAY
UNIVERSITY
OF THE
SUNSHINE COAST

As the region’s population grows, so too does the university.

A real asset to the Sunshine Coast, attracting international students, as well as those from around the country while also keeping our greatest resource, our young people, living (and spending) here instead of leaving the Sunshine Coast; one of the great limiters to growth in the past.

✓ Recently completed $81 million-dollar expansion
✓ Includes $5 million-dollar upgrade of USC Sports Stadium - taking crowd capacity from 360 to 2,200
✓ Home to the first National Sports Team (and 2017 Premiers), Sunshine Coast Lightning
✓ 20,000 students by 2020

Location
Sippy Downs Dr, Sippy Downs QLD 4556

Watch Videos Here
https://www.youtube.com/user/UniSunshineCoast

Last Expansion Value
$81m

Last Expansion Delivered
2017

UPGRADED
The South African insurance giant has established its Australian and New Zealand headquarters on the Sunshine Coast.

It has expanded beyond its Birtinya premises, investing in a larger premises at Sippy Downs. Currently employing over 800 staff, they intend to create a new state-of-the-art $68 million building that will house 2000 staff by 2018. This is impressive growth given they commenced with 30 staff on the Sunshine Coast in 2008!
As well as the projects already outlined there is a plethora of exciting developments just recently completed, under construction, or in the pipeline across the Sunshine Coast, north to south, east to west.

Some of these are outlined here:
**Sippy Downs Town Centre** // $300 million upgrade.

**Bruce Highway** // $1.3 billion upgrade.

**Caloundra CBD** // upgrade.

**Smart City Program** // $100 million+.

**Sunshine Coast Business & Technology District** // located adjacent to the University of the Sunshine Coast.

**Aussie World Expansion** // expanding theme park.

**Big Pineapple** // redevelopment into theme park.

**Rail Upgrade** // Beerburrum to Nambour, possibility of rail duplication on north coast line through to Nambour.

**Sekisui House** // proposal to build a 5-star international ecotourism resort and coastal village on 19 hectare site in Yaroomba.

**Cruise Ship Tourism** // the increase in cruise ships from Sydney visiting Mooloolaba, now one a month on average, brings an economic boost of $250,000 from each visit while also improving the longer term awareness and attractiveness of the Sunshine Coast.
AURA - CITY OF COLOUR
Town Centre Development (Underway 2018-2024) / Ongoing 20 Year Project

MAROOCHYDORE CBD - FIRST BUILDING CONSTRUCTION
Town Hall & Convention Centre (Underway 2018-2022) / Ongoing 20 Year Project

SUNSHINE PLAZA & KAWANA SHOPPING WORLD
Expansions (Underway 2018-2019)

INTERNATIONAL SUB-MARINE BROADBAND CABLE
Construction Started (Operating Early 2020) / The Game Changer!

SUNSHINE COAST LIGHT RAIL
Construction & Delivery - 2 Stages (2020-2025)

AIRPORT EXPANSION
(Underway 2018-2020)

SUNSHINE COAST UNIVERSITY HOSPITAL
Stage 2 (Underway 2018-2020) / Ongoing Project

OCEANSIDE
Town Centre Development (Underway 2018-2020)
**INDICATIVE PROJECT TIMELINE OVERVIEW**

- **POPULATION**
  - 400,000 by 2033

- **NEW JOBS**
  - 100,000+ by 2033

- **ECONOMY**
  - $33bn by 2033

- **POPULATION**
  - To increase to 550,000 by 2040
There are more projects underway or proposed than are mentioned here. What is clear is that unlike any other time, or potentially any other similar region, the Sunshine Coast is on the cusp of greatness. Not just today, but tomorrow, next year, next decade and beyond.

With the combination of stunning coastline, temperate weather, spectacular hinterland that includes the iconic Glass House Mountains and Blackall Range - The Sunshine Coast is the lifestyle destination of choice for people all over the nation and around the world.

The only thing holding back the volume of migration to really accelerate economic growth was the lack of employment opportunities and diversification of industry… this is no longer the case.

Talk to us about investment opportunities on the Sunshine Coast, and commence your journey to future prosperity through property.

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"THE FUTURE, QUITE SIMPLY, COULD NOT GET ANY BRIGHTER!"