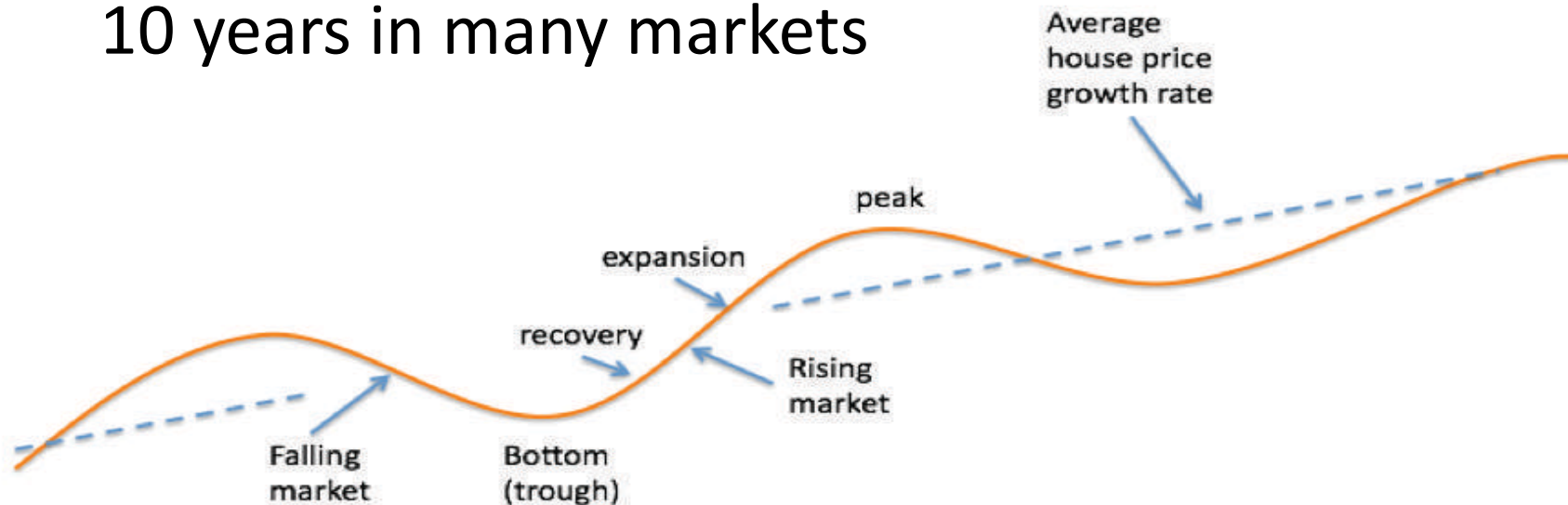


# Sourcing Property

# The Property Market Cycle

- Property prices often move cyclically
- Cycle might be +/- 7-10 years
- In the long run prices have statistically doubled every 10 years in many markets



# Timing

- When is the best time to buy property?



# Sourcing Sources



# Sourcing Sources

- Personal contacts / referrals
- Sourcing agents (different from property agents)
- Local property agents
- Property websites / portals
- Newspapers
- Make own website
- Flyers
- Magazines
- Auctions