





Daniel King  
Founder and Director

### INTRODUCTION TO YOUR PARTNER:

Daniel King is the founder and director of KingCorp Properties. Early on in Daniel's career, he worked as an advertising account manager for some of the leading media companies in Australia, including Australian Provincial News, APN & RG Capital Radio Network.

During this time, Daniel was responsible for the design and development of marketing strategies that resulted in the expansion and growth of numerous businesses and companies.

Daniel purchased his first investment property at the early age of 19. Since this time he has personally been involved in a number of different property development projects. Ranging from small residential constructions, right through to multi-unit development projects.

Daniel's 21 years of property experience combined with his unique business insight and honest approach will guarantee your project is intelligently designed with the correct demographic and market demand in mind.

# "THE PROCESS IS THE PRODUCT"

founder Daniel King

### CURRENT POSITION

You have been considering selling your home, which you believe may have development potential. However, rather than gifting your profits away to another party, you have been thinking to yourself...

*"With the right team, maybe I could do this myself?"*



### OPPORTUNITY - A DEVELOPMENT PARTNERSHIP

A Development Partnership is when two or more parties agree to pool their resources for the purpose of developing a property. One common example is where one party will own the land and the other party will contribute the knowledge, consultants, and funding required to complete the project. When designed appropriately partnerships like this can be highly profitable and will satisfy the collective interests of both sides.

Developing your land represents an exciting opportunity for you and your family to improve and grow your financial position. We coach our clients to understand the full financial potential that is available to them from developing their land. Our process is clear and uncomplicated. We are not solely focused on the bottom line, we provide our clients with the necessary tools to enable them to increase their long-term financial well-being.

We prioritise what's most important during every stage of the process and provide our clients with an easy to follow road-map that explains the entire sequence of events. You will be surprised how much you are able to achieve simply by breaking the process down into a series of small manageable goals.

We understand your family home is an extremely important and reliable investment, providing your family with long term wealth and security into the future. We appreciate the importance of owning your own home, so we always provide the opportunity for you to retain the new townhouses or apartments at project completion.

*"We understand the importance of establishing an open and honest relationship with our clients"*

founder Dainel King



**WHAT TRULY SETS US APART FROM THE REST OF THE DEVELOPMENT INDUSTRY, IS THE FACT THAT WE WILL TAKE THE TIME TO GET TO KNOW YOU AND MOST IMPORTANTLY FOR YOU TO GET TO KNOW US.**



### FINANCIAL BENEFITS OF A DEVELOPMENT PARTNERSHIP

In the below example the vendors have decided to sell their property via a Development Partnership. The transaction has resulted in the vendors receiving the full asking price for their property combined with an additional payment of \$217,000 of development profit.

	PROPERTY SOLD THROUGH A TRADITIONAL SALES PROCESS WITH A REAL-ESTATE AGENT	PROPERTY SOLD THROUGH A DEVELOPMENT PARTNERSHIP WITH KINGCORP PROPERTIES
SALE PRICE	\$820,000	\$820,000
EST AGENT COMMISSION 3.3%	\$27,000	\$0
50% SHARE OF DEVELOPMENT PROFIT	\$0	\$190,000
SETTLEMENT FUNDS PAID TO VENDOR	\$793,000	\$1,010,000

#### ADDITIONAL PROFIT



Represents the **additional profits** available to the vendor from a Development Partnership

#### ADDITIONAL CAPITAL GROWTH



Represents the **additional capital growth** available to the vendor from a Development Partnership

Every project has a range of unique variables that will influence the final profit. The figures displayed are based on the average expected returns of a four townhouse development.

\*\*The figures displayed are for demonstrative purposes only



# OUR CLIENTS ARE OUR PARTNERS.



## STEP 01

### GETTING TO KNOW EACH OTHER

What truly sets us apart from the rest of the development industry, is the fact that we will take the necessary time to get to know you and most importantly for you to get to know us. We understand the importance of establishing an open and honest relationship with our clients.

Our clients are our partners. We see development partnerships as a truly collaborative transaction where both parties are mutually invested. While the relationship we build with our partners is one of a professional nature, it is our belief that property is always about people first, so we like to listen to your ideas and we appreciate your point of view.

The policy of open communication is consistently maintained throughout the entire project, this transparent insight gives our clients a clear understanding of the entire development process every step of the way.

## STEP 02

### INITIAL RESEARCH

Our team of consultants will conduct initial research to assess the suitability of your land for a multi-unit construction. A detailed report will be provided to you documenting the results of this research, including any complications that may encumber your land or prevent the project from moving forward. If this round of initial research results in your project being viable our team will then continue on to the next stage.

## STEP 03

### DEVELOPMENT YIELD

During this stage, our architects and town planner will draft a unique concept **massing plan**, designed specifically for your land. This initial concept plan will enable us to accurately assess the development yield or number of townhouses or apartments that may be constructed on your land.



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STEP  
04

FEASIBILITY ANALYSIS REPORT

A feasibility analysis is a process of conducting specialised due diligence in order to assess the viability of your project from a commercial perspective.

- Our financial feasibility reports are prepared in consultation with a number of professional consultants who are specialists in their area of practice. Accounting for a range of varying economic factors including project cost scheduling, senior debt funding requirements and margin on cost calculations.
- A financial report summary will form part of this feasibility analysis, including a specialised performance indicator schedule detailing the return on equity, margin on cost, internal rate of return and total development profit.

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STEP  
05

TALK WITH YOUR TRUSTED INNER CIRCLE

By this stage, you have a very clear understanding of your property's full development potential. The detailed property report and financial feasibility analysis have been provided detailing the projected profit potential, should you choose to proceed. There are no costs passed on to you for KingCorp to provide this service. The above research is delivered to our clients on an obligation free basis.

During this stage, we encourage our prospective partners to discuss the details of the project with their family and any professional consultants of their choosing. We always welcome the involvement of your lawyer, accountant and financial advisors in the decision-making process. If for any reason you or your advising consultants are not completely comfortable with the continuation of the project you are completely free to move on with no questions asked.

## OUR APPROACH TO DRAFTING CONTRACTS IS FLUID AND FLEXIBLE.

STEP 06

CONTRACT PREPARATION & AGREED PROPERTY VALUE

Each and every person is unique, so we will never use a pre-written contract. Our approach to drafting contracts is fluid and flexible, we prefer to ask you about your interests and goals first. We like to understand what your preferred outcome would look like.

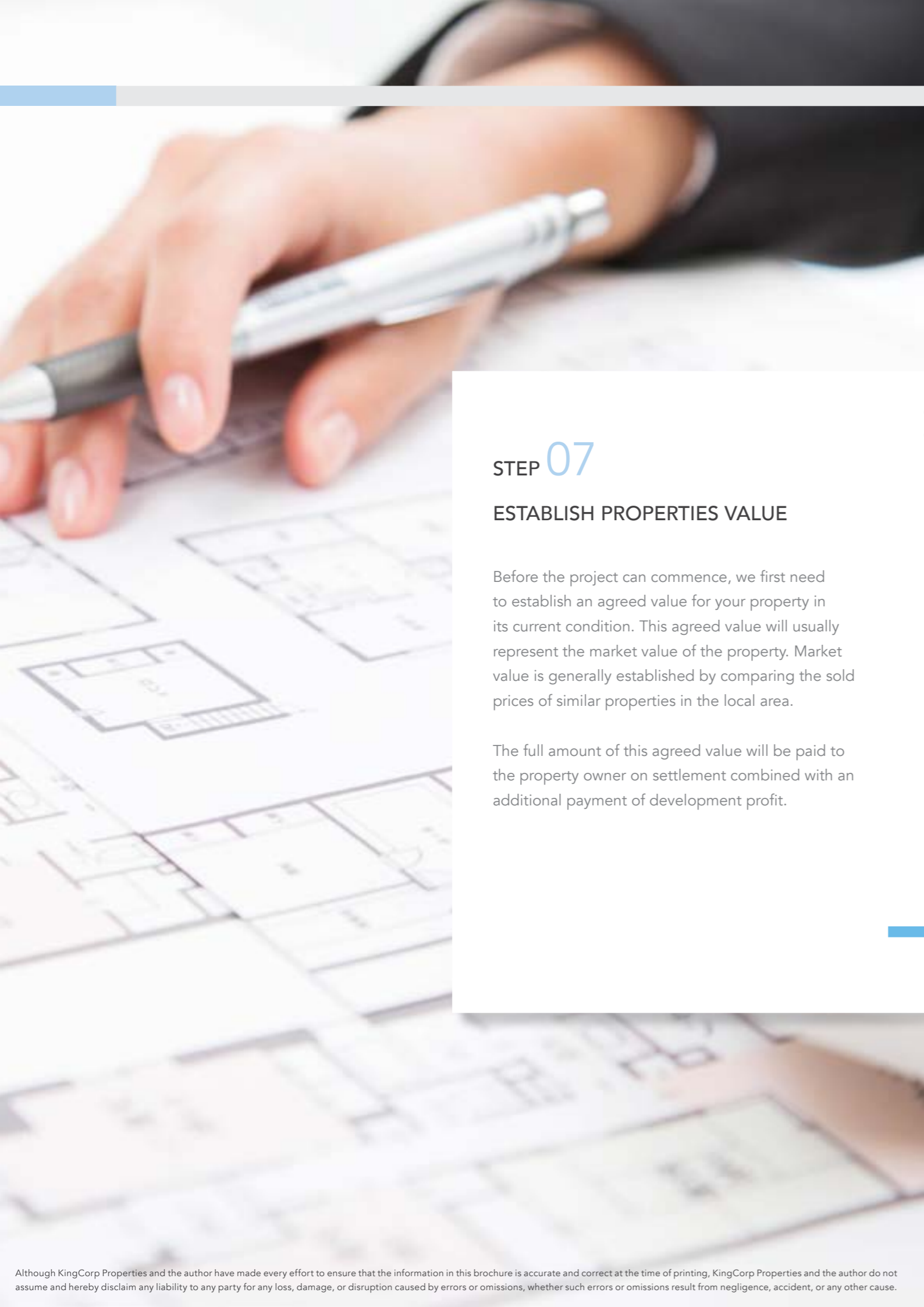
This process begins with a simple meeting between Daniel King and yourself. During this meeting, both parties exchange ideas and work together to draft a hand-written agreement that satisfies the collective interests of both sides.

This stage of the process is important because it enables us to design an agreement according to your unique circumstances and personal interests.

Following this, our legal team will then begin to prepare a contract based off our initial, hand-written notes. During this process, our lawyers will work in consultation with your own lawyer and together they will prepare a contract that is specifically designed just for you.

Once the contract is completed and agreed upon by both sides, the final document will be forwarded to your lawyer for review and signing.

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## WE HAVE A CLEAR UNDERSTANDING OF THE PLANNING REGULATIONS AFFECTING DESIGN AND DEVELOPMENT.

### STEP 07

#### ESTABLISH PROPERTIES VALUE

Before the project can commence, we first need to establish an agreed value for your property in its current condition. This agreed value will usually represent the market value of the property. Market value is generally established by comparing the sold prices of similar properties in the local area.

The full amount of this agreed value will be paid to the property owner on settlement combined with an additional payment of development profit.

### STEP 08

#### PRELIMINARY DESIGN PLANS & TOWN PLANNING APPROVAL

KingCorp Properties is experienced in negotiating development approvals with the town planners at the council. We have a clear understanding of the planning regulations affecting design and development.

Our town planners will be involved in every stage of the design process, ensuring your development will complement the existing neighborhood character and will conform to the local authority's future town planning direction.

### STEP 09

#### PRE-SALES & MARKETING

Graphic artists will produce professional quality 3D renders of the completed project, displaying the buildings external expression and the interior design spaces. These 3D renders will be used to advertise and market the project to real estate agents and prospective buyers.

Our legal team will now prepare formal sales contracts enabling the pre-sales process to commence at this stage. Generally, construction will not begin until half of the development is sold with formal contracts signed and deposits paid.

The pre-sales process is a strategy we use to mitigate the risk for our clients. Pre-sales are settled at project completion, resulting in our clients receiving guaranteed revenue and a reduction in the time required for marketing at project completion.





## STEP 10

### WORKING DRAWINGS & CONSTRUCTION PERMIT

In order for the project to proceed past this stage, we first require a more detailed and specialised set of plans. Our architect, working closely with a range of specialist engineers will prepare detailed construction drawings, using Computer Aided Design (CAD) software.

The working drawings will consist of graphical engineering information and two-dimensional orthogonal projections of the building they are describing, including plans, sections, and elevations. The working drawings are necessary to enable the building contractors to complete the works.

Once completed, the working drawings will be submitted to an independent certifier. The role of an accredited independent certifier is to ensure the project conforms with the legislative framework requirements contained within the building code of Australia, once the independent certifier approves the design a formal construction permit will be issued.

## STEP 11

### FINANCE

Multi-unit developments are classed as commercial business transactions by all lending institutions in Australia. For this reason, the project funding must be sourced through a commercial lender.

Commercial finance is significantly different from traditional residential finance. The interest component on commercial finance will be capitalised during the development period, with the entire loan inclusive of interest being repaid to the lender upon settlement of the completed lots.

# KINGCORP HAS A CLEAR UNDERSTANDING OF THE FUNDING CHALLENGES THAT ARE FACED BY COMMERCIAL BORROWERS.

KingCorp has a clear understanding of the funding challenges that are faced by commercial borrowers. We will source and deliver the most competitive, flexible and innovative commercial finance solution tailored to your individual project.

As part of the application process, we will prepare a professional business plan and executive summary of your project. The documentation included in this business plan will be an executive development outline, financial statements, market demographic descriptions, locality details, and local authority approvals.

The requirements of each lending institution will vary, as to how they structure the loan documentation. However, all commercial lending institutions will require the landowner to be involved in the financing process.



# WE CARE ABOUT THE BUILDINGS WE LEAVE BEHIND.

## STEP 12 CONSTRUCTION & SUBDIVISION

**KingCorp promotes high-quality building methods, creative design techniques and outstanding craftsmanship.**

Above all else, quality construction has always been our primary focus and it is what we're still focused on today. We care about the buildings we leave behind.

Modern construction techniques are continually changing and improving. Our resources and market experience ensure we are exposed to the latest construction techniques and innovative materials. We deliver our client's unique, modern designs, greater efficiency, and certainty of value.

**Before the project can proceed to final settlement, each lot will first require its own certificate of title.**

A subdivision permit will be required in order to subdivide the lots. The application for subdivision will be assessed under the relevant state planning policy. Following subdivision approval, the land titles office will issue a new certificate of title for each individual lot and final settlement will now occur.

## STEP 13 PROJECT COMPLETION

The previously contracted pre-sales will settle at project completion, resulting in guaranteed revenue being received. Our detailed market demand research, previously conducted during the design phase will also guarantee your development will be highly desirable to numerous potential buyers should you choose to sell.

**However, our greatest pleasure comes from seeing our clients receive the keys to their brand-new home. There is a great sense of pride moving into a new development that is uniquely yours.**

Everything is perfectly clean and pristine; every single detail has been carefully considered. From the modern appliances right down to the placement of the smallest light switch.

We are passionate about designing beautiful homes and delivering outstanding results to our valued partners.

## THANK YOU

Thank you for taking the time to consider this exciting opportunity that is available to you and your family. I am truly passionate about property and I would welcome the opportunity of working together with you in the future.

I would like to personally invite you to contact me for an obligation free discussion.

Sincerely,

