

YOU WON'T F*CK IT UP

**BUYING PROPERTY IS EASIER
THAN YOU THINK**

**You
Won't
F
It Up**



DOMENIC NESCI



**MAJOR
STREET**

I would like to dedicate this book to my beautiful fiancée Charlotte and my son Leonardo. Thank you Charlotte for your patience and support. I chose to write this book at a very busy time in our lives but you were always there to cheer me on and create the space for me to work. Leonardo, this first year of your life has been a joy and source of motivation for me to build you a bright future. I love you both very much.



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Preface

Buying property is easier than you think. Whether you are buying your own home or an investment property, there are only so many variables for you to consider, and most of the profit comes from simply picking something good and then having the patience to wait for it to grow.

My old boss was a grey-haired veteran financial planner who had been in the business all his life. When I first started there, he would often say to me, ‘Investing in property is easy, you just need to not f*ck it up’. What he meant by this was to keep it simple. Most people he saw who overcomplicated things by pushing too hard to outperform the market were met with frustration, financial losses and many hard-earned lessons. This is a truth that I have experienced personally and seen with many investors.

In *You Won't F*ck It Up* I am going to pass on many of these hard-earned lessons and give you a bunch of easy-to-understand information about how to invest in property. I am going to show you how to avoid f*cking it up.

Before we kick it all off, I want to tell you a little bit about myself. After all, anyone can call themselves an expert in real estate, and many do. This is, in fact, one of the problems in our industry, which leads to a lot of misinformation and a lack of trust. So, here's a quick overview of me and my journey to date.

You Won't F*ck It Up

I fell in love with real estate at a very young age. I can remember driving around with my divorced mother window-shopping and dreaming of being able to buy different houses. She would tell me about how much the houses cost years earlier and we would estimate how much they had grown in value. The people who had bought these houses had made fortunes and seemed to us to be very rich.

We did not have a lot of money, and this put constant pressure on our daily lives. Seeing these homes that provided wealth and security inspired me to strive for this same security for my family.

I started working at age 15 and read every book that I could get my hands on about investing and real estate. Seven years later I was working as a financial planner and had bought my first property.

I am now 35 and have lived around the world, advised on over a billion dollars' worth of real estate and have a multimillion-dollar property portfolio that has brought my family the security that I had always dreamed of. My passion for property and drive to help others led me to create a property investment business called Wealthi.

Wealthi's purpose is to make property investment easy. We have educated thousands of people about real estate investment and helped hundreds of clients start and build real estate portfolios that have brought their households the same security I desired as a child.

The goal of this book is to help you buy property and not f*ck it up. I want to help you make smart decisions about the real estate you buy and potentially build a portfolio that will create wealth and set you free financially. This is an easy-to-understand guide that you can refer to as you venture through your own property investment journey.

This book dives into key themes that you should be mindful of when buying real estate and breaks them down into what you need to know, why it is important and how you can find this information. It will give you the tools and confidence to become a successful real estate investor. And, don't worry, you won't f*ck it up!

PART I

The
Big
Picture

When you are searching for property and first land on a property site such as realestate.com.au or domain.com.au, you are asked to type in the suburb, postcode or state. So, as a purchaser, the first important consideration is, *Where am I going to buy?* This is the big question that all real estate buyers ask themselves, and big questions require big thinking.

To answer this question, you need to zoom out and look carefully at the big picture. This is what the first part of this book covers.

There are five key factors that make up the big picture:

1. *Outlook:* What will this area look like in 3, 5 or 10 years?
2. *Population:* Are there more people coming into the area than moving away?
3. *Infrastructure:* Are there plans for new roads, schools and hospitals to be built in this area?
4. *Employment:* Can residents find work locally, or will they need to commute?
5. *Supply:* Are there lots of properties on the market, do they change hands often and are there plans to build more homes in the future?

When buying real estate, you want to look as far into the future as you can, since generally, the longer you hold the asset, the better your returns will be over time. Being aware of what is happening here and now is great to secure the deal that you want in order to make short-term gains, but real growth comes from compounding returns, which can provide seismic shifts over periods of 5, 10 and 20 years.

This look into the future is the outlook, which is covered in chapter 1. The next three considerations – population, infrastructure and employment – contribute to the outlook for the location where you are thinking of buying. They will determine the potential future demand for property in this area. The final consideration, supply, will help you work out how easy or hard it will be for you to enter this market.