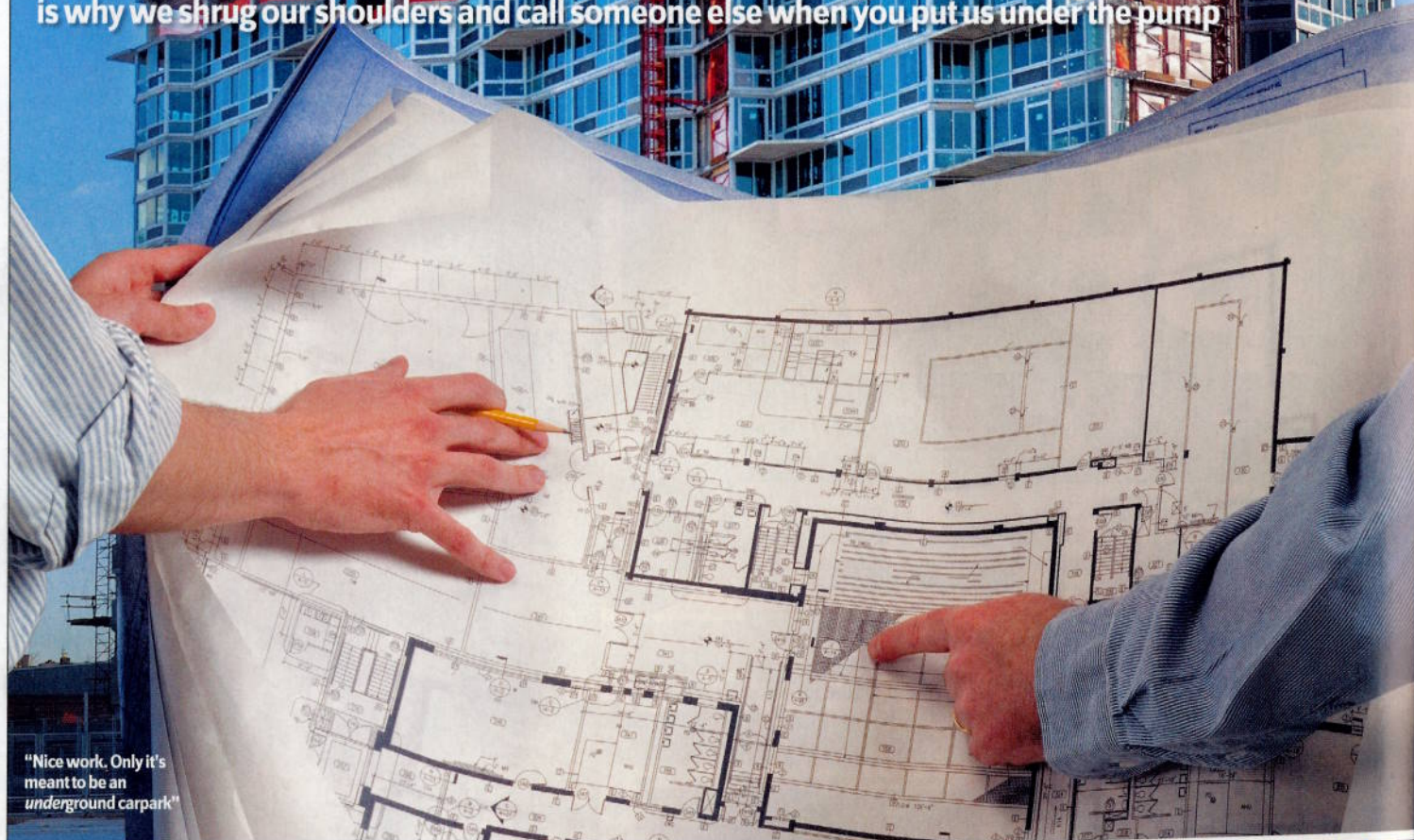


# ASK US ANYTHING

**SEND IN YOUR QUESTION**  
Have a dilemma? Then just email [askfhm@emap.com.au](mailto:askfhm@emap.com.au) for a considered answer. From someone who knows!

If we actually knew anything about anything, we wouldn't be working at FHM. Which is why we shrug our shoulders and call someone else when you put us under the pump



"Nice work. Only it's meant to be an underground carpark"

## INVESTMENTS

**Robbie Delmege, CEO of property investment firm Delmege Commercial**

**QUESTION** "I want to build myself a property portfolio. What would you suggest?"

PQ, Sorrento, WA

### ANSWER

First, says Robbie, you need to decide what you are looking to achieve.

"Is it income, capital growth, or a mixture of the two?" he asks, shuffling through contracts while bellowing into two mobile phones. "Before you invest in commercial property, look at what you want to achieve and then start looking at the different sectors of the market to see what is best for that purpose.

"Second, look at all sectors of the property market. When you're looking to build a portfolio, it's good to have a spread of different sectors: a little bit of residential, a bit of commercial and industrial, and if possible, also a little bit of retail."

How much cash do you need to get started?

"You can start with as little as - and I'm talking purchase price - \$100K. You start with

these small, entry-level investments, and then you leverage off them by: a) selling them as they appreciate in value; or b) you refinance these properties. And look to then withdraw some equity from that investment and look to further enhance your portfolio."

Just what we would have said! But what's a realistic timeframe?

"It can be done in 12 months if you're astute. We get a lot of success from the Northern Beaches of Sydney. Ultimately it's because of supply and demand forces. For example, I sold a property that I

bought in Mona Vale for \$400K for \$790K about seven months later."

Are you a mug if you have a crack yourself?

"No. But if you are going to have a go, you need a good asset manager. Do your research and speak to a property consultant. I've put clients into investments that were \$100K, and we borrow 70 per cent of valuation, so you might be only injecting \$35K. If you invest, say, \$150K, then you can work in the sub \$500K area. We've had investors do that and then have \$800K to \$900K within a very short period of time."

