



## Module 1: An Introduction to Property Investing

This module includes a brief introduction to the principles of risk and return, considers the aspects of direct property that distinguish it from other asset classes, as well as providing a brief history of property investment.

Investment in property can be a highly successful strategy for wealth creation; however, it needs to be considered in light of the mix of assets contained in your client's investment portfolio. Investors need to understand the relative merits, risks, and possible returns of all different types of investment classes in order to make an informed decision. Being able to research, analyse and evaluate the merits of property is a necessary skill for a property investment adviser. Module 1 is therefore designed to provide you with the foundational knowledge base to complete the rest of the course.



## Content Outline

**Topic 1** - Introduction to Property and Property Types

**Topic 2** - Investment, Property as an Investment and Property Advice

**Topic 3** - Principles of Strategy Development

**Topic 4** - Other Property Strategies and Exit Strategies

# Learning Objectives

- Define the concept of property as an item that can be purchased and held
- Explain the possible positive benefits associated with investing in property
- Compare five different categories of property and their benefits and downsides
- Explain the different structures available to purchase investment property
- Discuss the relative merits of property types such as off the plan, commercial, niche, and residential property
- Understand what it means to invest
- Identify property investment as a unique type of investment
- Understand the concepts of advice and property advice
- Identify the types of advice that can be given to clients and the distinctions between them
- Identify the roles and responsibilities of property investment and financial planning professionals
- Identify the importance of different types of basic investing principles such as diversity, risk, research, and finance
- List the criteria applicable to assess potential property investment suitability for clients
- Describe property investment strategies such as trading, developing, and speculating
- Define the importance of an exit strategy for your clients and what that involves including selling, keeping, or selling part thereof
- Introduce the concept of a Property Investment Report (PIR)

