

## BIS Shrapnel Residential Property *Consulting Capabilities*



### RESIDENTIAL PROPERTY

**BIS Shrapnel is recognised as Australia's pre-eminent forecaster of residential property markets, forecasting the housing market for investors and owner-occupiers, along with having a thorough understanding of demographic trends. We provide rigorous market analysis and forecast turning points in property cycles.**

**As well as delivering regular off-the-shelf forecasting reports, we offer clients a wide range of solutions tailored to specific property requirements, including:**

✓ **Portfolio evaluations and strategic reviews:**

- quantify prospective returns and assess timing of buy-hold-sell decisions
- scenario analysis to determine financial consequences of alternate strategies

✓ **Detailed market analysis studies for individual development projects or prospective investments:**

- drawing from BIS Shrapnel's extensive databases with 40+ years of research
- competitive alliances with planners, architects, and other professionals for a multi-disciplinary solutions

✓ **Bespoke surveys for individual development projects or prospective investments:**

- determine the market appetite and appropriate unit mix for a project
- identify potential community resistance and so facilitate effective communications strategies
- tailored market research

✓ **Economic appraisals:**

- to strengthen the case for change in the DA process

✓ **Review of returns from alternative land uses for major sites**

✓ **Strategy workshops with clients:**

- consider the implications of our market forecasts for a client's business
- facilitate discussion of business strategy issues and
- help formulate the development of a house view on future market prospects

# BIS Shrapnel Residential Property

## Portfolio reviews help clients formulate buy-hold-sell strategies for individual properties

Based on our forecasts of property markets around Australia, our portfolio reviews:

- Establish benchmark returns over specific holding periods
- Analyse the consequences of different strategies and market risk
- Portfolio scenario modelling including appraising the opportunity cost of “doing nothing”.

## Strategic property evaluations help purchasers determine how much to pay for a property asset

Our property evaluations:

- Model cash flow based on our forecasts
- Analyse financial outcomes of different leasing structures and strategies
- Determine appropriate holding periods and the ideal time for development.

## Assist in the Development Approval process:

Involving BIS Shrapnel early in the DA process by:

- Researching community acceptance of projects – build form, height, apartment mix, social fabric
- Prepare an unbiased economic appraisal of a project examining the case for change and strengthening the DA submission
- Reduce potential DA stage times and hence overall project cost.

## Market Outlook and Scoping Studies reports

Our market outlook reports contain an in-depth analysis of markets relevant to a specific asset, site or project. We can:

- Place a project in the context of the relevant property cycle
- Analyse competition for individual development projects
- For large sites offering redevelopment opportunity, assess market demand for a range of land uses
- Provide growth assumptions for market rents, yields and values to be used in financial feasibilities
- Estimate indicative returns
- Prepare material for marketing documents or board submissions.

**Extracts from BIS Shrapnel's property forecasting reports covering Australia's office, retail, industrial, residential and hotel markets can be downloaded at [www.bis.com.au](http://www.bis.com.au)**

## STRATEGY WORKSHOPS

Strategy workshops provide clients with a forum to discuss their issues in a highly focused environment.

Using BIS Shrapnel forecasts as a starting point, we facilitate discussion and debate aimed at crystallising an 'in-house view' on property markets. From this, we can assist in clarifying a strategic approach to property investment and development.

Workshops can cover:

- ▶▶ The national and state economy and industry sector analysis
- ▶▶ The outlook for financial markets
- ▶▶ Future prospects for property markets by state and across property classes
- ▶▶ Review of property portfolios
- ▶▶ Acquisition, disposal and development strategies.

## CONTACTS

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