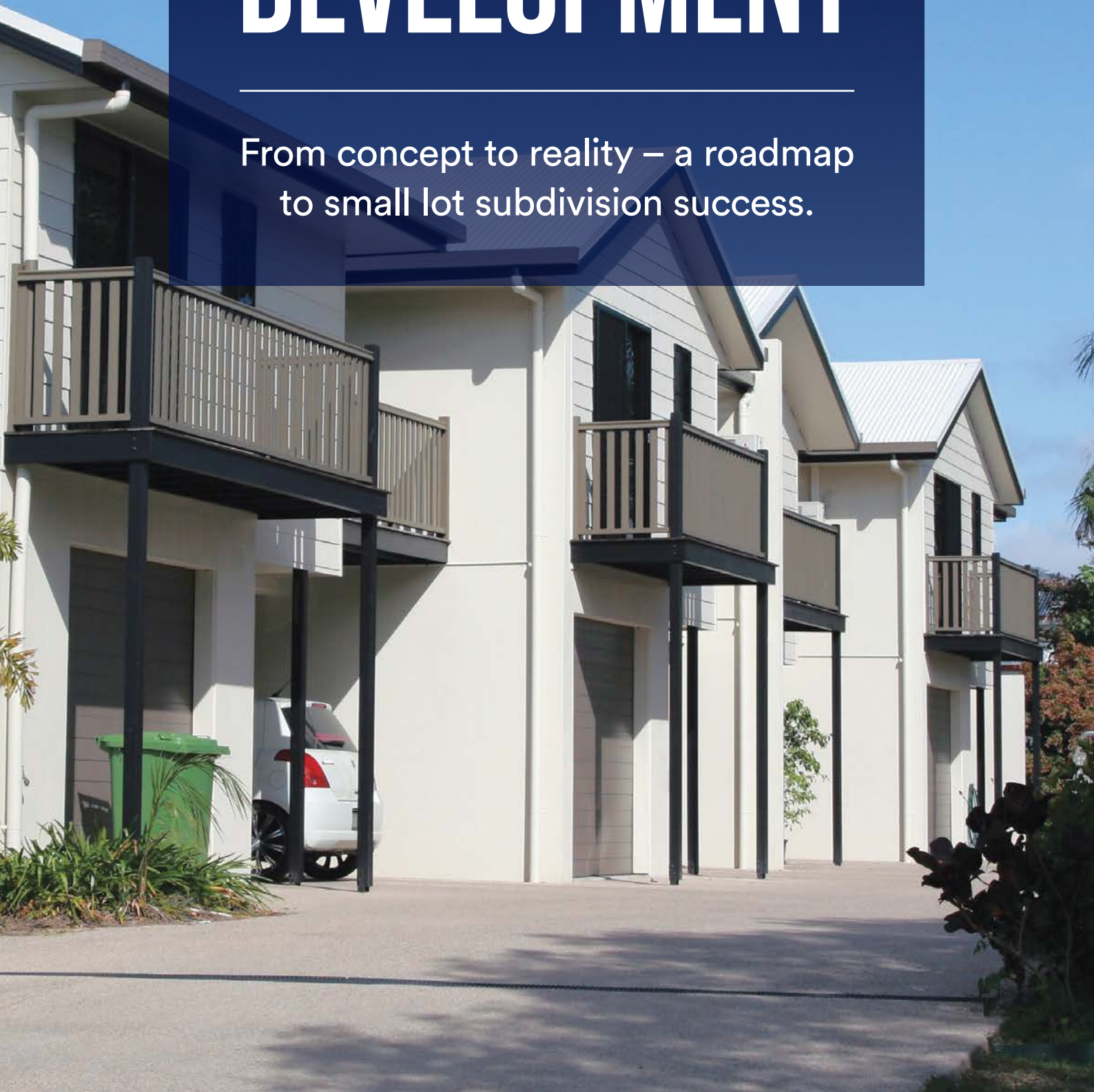


# A BEGINNERS GUIDE TO **SMALL LOT DEVELOPMENT**

---

From concept to reality – a roadmap  
to small lot subdivision success.





# INTRODUCTION

---

Small lot development is a dynamic and innovative approach to real estate that offers unique opportunities for property investors and “wanna-be” developers. It involves the subdivision and development of smaller parcels of land into individual lots, creating a diverse range of residential or mixed-use properties. Small lot development has gained popularity because of its potential to maximise land utilisation in suburban areas. It also satisfies the burgeoning demand for housing while promoting sustainable and efficient land use.

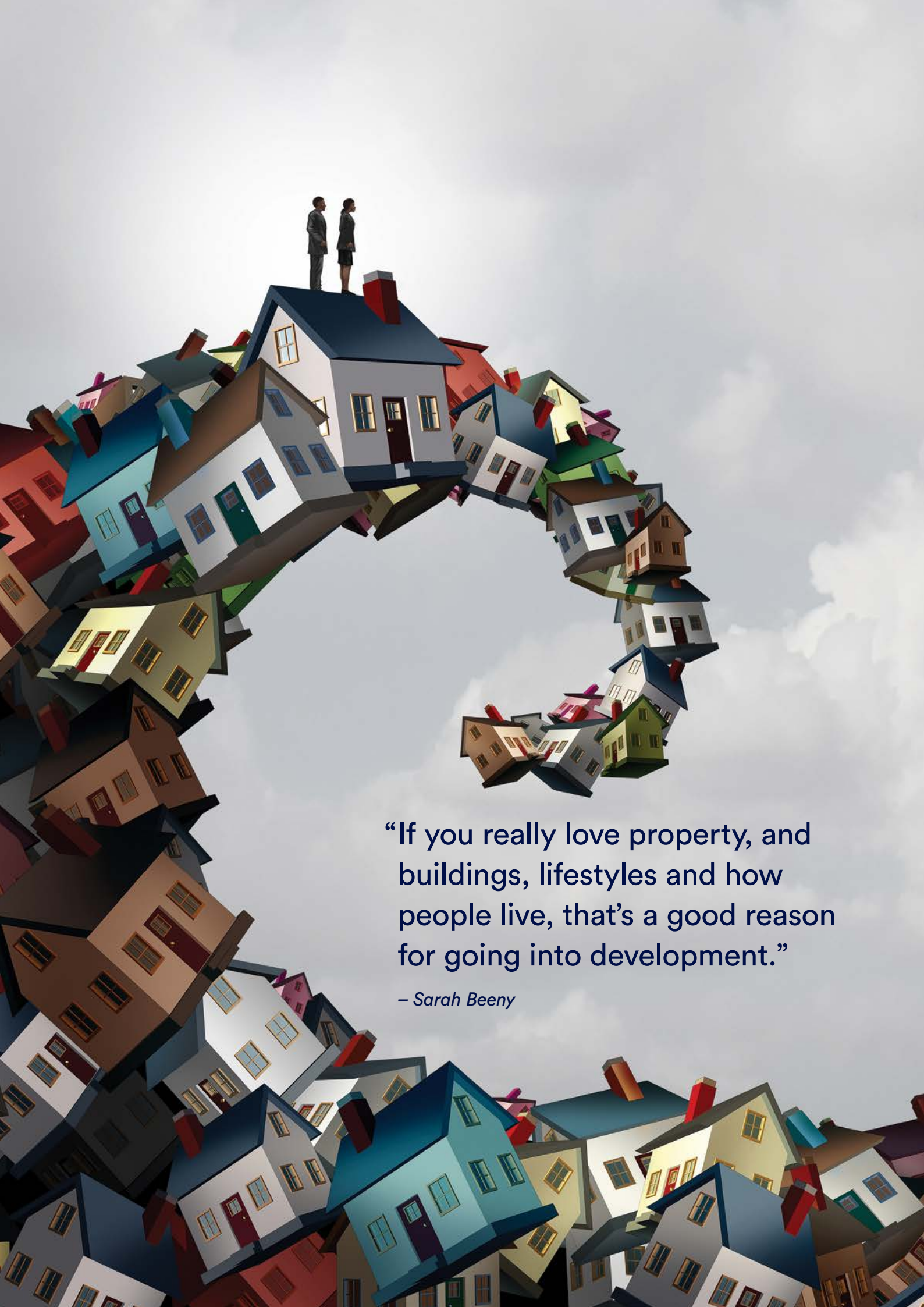
This form of development allows for creative design, compact housing solutions, and the revitalisation of underutilised spaces. Whether you’re interested in infill projects, compact housing communities, or mixed-use developments, small lot development presents exciting possibilities for creating vibrant and accessible neighbourhoods that cater to the evolving needs of urban living.

It can also be a highly profitable activity due to several factors. One of the primary reasons is the efficient use of space. By dividing a larger parcel of land into smaller lots, developers can maximise the use of available land resources, often increasing the overall yield of the project. Additionally, small lot developments can cater to the growing demand for affordable housing options in urban areas, making them attractive to a broad range of homebuyers. The higher density and reduced land costs generally lead to increased profitability as developers can sell multiple units on a smaller land footprint. As with all property development it’s important to conduct thorough market research and navigate local zoning regulations effectively to ensure the success and profitability of the project.

In Brisbane, as in many other places, the regulations, and requirements for developing a small lot can be subject to various factors and can change over time. Whether you need a developer’s license or permit for a small lot development depends on several factors, including the size and nature of the development, local zoning regulations, and other legal requirements.

It is important to consult with the local city or regional government authorities, such as the Brisbane City Council, to determine the specific requirements and permits needed for your particular small lot development project. They can provide you with the most up-to-date and accurate information regarding the necessary permits, licenses, and regulations for your specific project.

Licensing aside, a background in real estate, construction, or related fields can be extremely beneficial and increase your chances of success in property development.



“If you really love property, and buildings, lifestyles and how people live, that’s a good reason for going into development.”

– Sarah Beeny

# CONTENTS

<b>Getting Started</b>	<b>6</b>
Initial Assessment .....	6
Sourcing a Site .....	7
Negotiating the Price and Terms.....	8
<b>Types of Small Lot Developments</b>	<b>9</b>
<b>Do I need a lot of Capital to get Started?</b>	<b>11</b>
Financing Real Estate Developments .....	11
Factors a Bank Considers when Processing a Property Development Loan .....	13
<b>The Role of the Project Manager</b>	<b>16</b>
Education .....	17
Experience .....	17
<b>The Role of the Town Planner</b>	<b>18</b>
How much do they Cost?.....	19
<b>Case Study and doing a Project Feasibility</b>	<b>21</b>
Preliminary Research.....	23
Chermside Overview.....	23
Project Snapshot .....	24
Business Plan and Cost Guide .....	24
Site Analysis – What to Consider.....	25
Timelines and Profitability.....	27
<b>The RiskSmart DA Process and Preliminary Approvals</b>	<b>28</b>
Preliminary Approvals.....	29
<b>Subdivision Design</b>	<b>31</b>
<b>Environmental Considerations</b>	<b>32</b>
<b>Land Survey Report</b>	<b>33</b>
<b>Development Application</b>	<b>35</b>

<b>Public Notification</b>	<b>36</b>
<b>Infrastructure and Services</b>	<b>37</b>
<b>Covenants and Restrictions</b>	<b>38</b>
<b>Project Sales and Marketing</b>	<b>40</b>
Financial Risks .....	41
Project Marketing .....	42
<b>Legal Documents</b>	<b>44</b>
Contracts of Sale .....	44
Deeds of Conveyance .....	44
Easement Documents .....	44
Compliance with Local Laws .....	45
Legal Review and Consultation .....	45
Recordating and Filing .....	45
Handover to Homeowners .....	45
<b>Plan Sealing</b>	<b>46</b>
<b>Final Approvals</b>	<b>47</b>
<b>Understanding the Evolving Trends in Urban Planning and Real Estate</b>	<b>48</b>
Urban Planning Trends .....	48
Real Estate Trends .....	49
<b>Glossary</b>	<b>52</b>
Websites Specific to Property Development Matters in Queensland .....	52

## Having the right mindset is important.

The psychology of a successful developer involves a unique combination of traits, behaviours, and attitudes that contribute to achieving excellence in the field of property development. Key aspects include:

- **Vision and Creativity:** Successful developers have a clear vision of what they want to create. They are creative thinkers who can envision the potential of a property and how it can be transformed into something valuable.
- **Risk-Taking and Confidence:** Developers are willing to take calculated risks. They have confidence in their abilities to navigate challenges and find solutions.
- **Resilience and Persistence:** Property development often involves setbacks and obstacles. Successful developers are resilient and persistent, using setbacks as opportunities for growth and learning.
- **Adaptability and Flexibility:** The property market is dynamic and can change rapidly. Developers need to adapt to shifting market conditions, regulations, and economic factors.
- **Attention to Detail:** Successful developers pay close attention to detail. They carefully analyse every aspect of a project, from design and construction to budgets and timelines.
- **Market Knowledge:** Developers have a deep understanding of the local property market, including trends in demand, pricing, and supply.
- **Network Building:** Building a strong network of industry contacts, including real estate agents, contractors, lenders, and other professionals, is essential for accessing resources and opportunities.
- **Financial Acumen:** Developers need financial expertise, including budgeting, financial analysis, and risk management.
- **Problem-Solving Skills:** Developers excel in solving complex problems. They identify challenges and work with teams to find effective solutions.
- **Customer-Centric Approach:** A successful developer is focused on meeting the needs and expectations of potential buyers or renters. They create properties that are not only attractive but also functional and tailored to the target market.

Successful developers possess a unique blend of these psychological traits and apply them in combination with industry knowledge and practical skills to thrive in the challenging world of property development. Their ability to balance risk and creativity, adapt to changing conditions, and effectively communicate their vision is key to their success.

# GETTING STARTED

---

“The secret of getting ahead  
is getting started.”

– Mark Twain –

Subdividing a block in Queensland, involves a specific set of regulations and procedures that you need to follow. Navigating the process commences with a discussion with the local council where the block is located.

## Initial Assessment

You need to evaluate the zoning regulations and land use requirements for your specific area. Each local government authority in Queensland may have its own zoning rules, so it's essential to check with your local council.

Southeast Queensland (SEQ) is a region comprised of several local government areas. The number of local councils in Southeast Queensland can change due to boundary adjustments or government decisions. However, some of the major ones include:

- Brisbane City Council
- Gold Coast City Council
- Sunshine Coast Council
- Ipswich City Council
- Moreton Bay Regional Council
- Logan City Council
- Redland City Council
- Scenic Rim Regional Council
- Lockyer Valley Regional Council
- Somerset Regional Council

For the purpose of this exercise let's assume that the block is in Camira (Ipswich LGA).

- 1. Visit the Ipswich City Council website:** Go to the official Ipswich City Council website. They often provide detailed information on zoning regulations and land use requirements for different suburbs, including Camira.
- 2. Contact the Ipswich City Council Planning Department:** You can reach out to the Planning Department of Ipswich City Council by phone or email. They can provide specific information about zoning regulations, planning schemes, and land use requirements for Camira.
- 3. Visit or call the local council office:** You can also visit the local council office in person, where staff can provide guidance and printed information about zoning and land use regulations.



- 4. Request a Property Information Certificate:** If you own a specific property in Camira, you can request a Property Information Certificate from the council. This certificate typically includes information about zoning and land use regulations related to your property.

## Sourcing a Site

Finding small development sites can be a challenging endeavour. The best place to start looking for sites can depend on your specific goals, budget, and the location you are interested in. There are several avenues to explore, including:

**Real Estate Listings:** Online real estate listing platforms like realestate.com.au; Domain.com or local real estate websites can be a good starting point. Use filters to narrow down your search to lots or properties suitable for development.

**Local Real Estate Agents:** Establish connections with local real estate agents who specialise in land and development properties. They often have access to off-market listings and can help you find suitable sites.

**Real Estate Auctions:** Attend real estate auctions or search for properties being sold through auctions. Sometimes, you can find development opportunities at competitive prices. This will also give you a feel for pricing.

**For Sale by Owner (FSBO):** Some landowners choose to sell their properties directly, without involving real estate agents. Look for "For Sale by Owner" listings in local classified ads, websites, or yard signs.

**Networking and Local Knowledge:** Leverage your local network. Local connections can often provide valuable insights and off-market opportunities.

**Real Estate Developers:** Contact established real estate developers in your area. They may be willing to sell smaller lots or partner with you on development projects.

**Local Newspapers and Magazines:** Check classified ads in local newspapers or real estate magazines for potential land listings.

**Drive around the area:** Sometimes, the best way to find small development sites is to explore the area in person. Drive around neighbourhoods, look for vacant lots, and take note of any "For Sale" signs. You would be surprised by just how many sites are obtained through door knocking.

When searching for small development sites, *it's important to be patient*, do thorough due diligence, and consult with professionals, such as real estate agents, surveyors, and legal advisors, to ensure that the site meets your development goals and complies with local regulations. Each location can have its own unique market and opportunities, so the best place to start looking may vary depending on your specific circumstances.

While formal qualifications can provide a foundation of knowledge, practical experience and a deep understanding of the local property market and regulatory environment can be just as valuable. Many successful property developers have gained their expertise through years of hands-on experience, learning from both successes and challenges. It's advisable to seek guidance from professionals and mentors in the field, attend relevant industry events, and stay up to date with industry developments to enhance your skills and knowledge.

## Negotiating the Price and Terms

Vendors of houses situated on large blocks or vacant land are often expecting to be approached by developers and think of this as their exit strategy. As such, they are often negotiable, and the terms you can negotiate depend on various factors, including market conditions, the vendor's motivation, and your own objectives. Some terms and aspects to consider when negotiating a site include:

- **Purchase Price:** Negotiating the purchase price is common. You can make an offer lower than the asking price, and the vendor may counteroffer. Factors like property condition, market conditions, and your financing capacity can influence the price negotiation.
- **Cash Deposit:** Is a sign of your commitment to the purchase. Negotiating the amount of the deposit will depend on the circumstances surrounding the sale. If the sales contract is subject to a DA being issued by council for the project, then a lower initial deposit would be preferred. Refundable if the DA is not issued in a specified period. A 5% deposit is normal for a cash sale.
- **Due Diligence Period:** Negotiate the length of the due diligence period, during which you can inspect the property, review documents, and perform necessary investigations. For a small acreage subdivision 90-120 days is considered normal
- **Special Conditions and Contingencies:** You need to be able to back out of the deal if you can't secure financing or if the council fails to issue the DA. A good property lawyer will draft the conditions for you to include in the contract of sale.
- **Settlement Date:** Negotiate the date to align with your financing, DA and construction timelines. It will vary dependant upon a number of things, but 15-18 months is acceptable for most small lot projects.
- **Leaseback Agreements:** If the vendor needs additional time to vacate the property, consider negotiating a leaseback agreement where they continue to occupy the property for a specified period after the sale. This will give you some rental income while you are preparing for construction.

The terms you can successfully negotiate depend on your bargaining position, the property's desirability, and the vendor's willingness to accommodate your requests. Effective negotiation often involves a balance between your objectives and the vendor's needs and expectations. Engaging with an experienced real estate agent or lawyer can be useful when negotiating with vendors to ensure your interests are protected and that the terms are legally sound.



# TYPES OF SMALL LOT DEVELOPMENTS

---

Small lot developments are a category of property development that involves subdividing land into smaller lots, often for the construction of multiple housing units. There are several types of small lot developments, each with its unique characteristics and benefits.

**Subdivided Lots:** This is the most basic form of small lot development, where a larger piece of land is divided into smaller individual lots, typically for the construction of detached or semi-detached homes. Subdivided lots can range in size and layout, and they follow local zoning and density regulations.

**Terraced or Row Housing:** Small lot developments can include terraced or row housing, where multiple homes share common walls and are arranged in a row. These developments are often space-efficient and provide a sense of community.

**Duplexes and Triplexes:** Duplexes consist of two housing units on a single lot, while triplexes have three. These are popular in small lot developments, providing multiple living spaces on a single property.

**Townhouses:** Townhouses are typically multi-story homes that share side walls with neighbouring units. They can be developed in rows and offer a balance between individual ownership and communal living.



**Courtyard Homes:** Courtyard homes are often arranged in a U or L shape, with each home facing an internal courtyard. This design maximises outdoor living spaces while maintaining privacy.

**Villas or Cottage Homes:** These are standalone, smaller homes on smaller lots, often designed for older adults or those looking for a low-maintenance lifestyle.

**Garden Apartments:** In some small lot developments, garden apartments are constructed, with multiple single-storey or multi-storey units within a small complex. These often have private or shared gardens.

**Granny Flats:** Are separate dwellings built behind a main house, often sharing the same lot. They can serve as additional rental income properties.

**Multi-Unit Developments:** Some small lot developments may involve constructing multi-unit buildings, such as low-rise apartment complexes, that are designed to fit on smaller lots.

These different types of small lot developments offer a range of housing options, catering to various preferences and demographics. They provide an efficient use of space, making them suitable for urban or denser suburban environments, where maximising land use is important. The choice of development type depends on factors such as local zoning regulations, market demand, and the developer's objectives.

# DO I NEED A LOT OF CAPITAL TO GET STARTED?

---

The amount of capital you need to get started in small lot property development can vary widely depending on several factors, including your location, the scale of your project, and your specific goals.

**Land Purchase:** The cost of the land can be a significant portion of your initial capital investment. The amount you need will depend on the location, size, and condition of the land you plan to develop. Depending upon your relationship with your bank you may be able to borrow for the land acquisition using existing assets as collateral for the loan. When purchasing land for the development, banks often provide financing with an LVR of 70% to 90%. This means you may need to provide a deposit of 10% to 30% of the land's purchase price.

**Construction Costs:** The Loan-to-Value Ratio (LVR) that banks or financial institutions consider for residential property development projects can vary depending on several factors, including the lender's policies, the type of development, and your financial situation. Typically, for residential property development, banks often offer loans with LVRs ranging from 70% to 80%. This means you may need to fund 20% to 30% of the construction costs, including labour, materials, and permits.

**Overall Project:** The combined LVR for the entire project (including land purchase and construction) typically ranges from 60% to 80%. This means you might need to contribute a deposit of 20% to 40% of the total project cost.

## Financing Real Estate Developments

There are many forms of finance that can be provided for property projects, with each having varying rights, liabilities and exposure to the risks and potential for profitability. A property development may be funded by any combination of the following forms of finance:

- **Debt Finance:** The loan is generally secured by a mortgage over the assets of the development, often together with collateral security including guarantees from entities associated with the developer.
- **Senior Debt (First Mortgage):** First mortgage loans represent the lower risk component of any total funding for a development project, as first mortgage security has priority over all the assets and proceeds of a particular property development project. For traditional first mortgage finance facilities, the amount funded is generally restricted to up to 70% of the project's estimated end value with progress payments or draw-downs provided by the senior debt provider over the life of the property development.

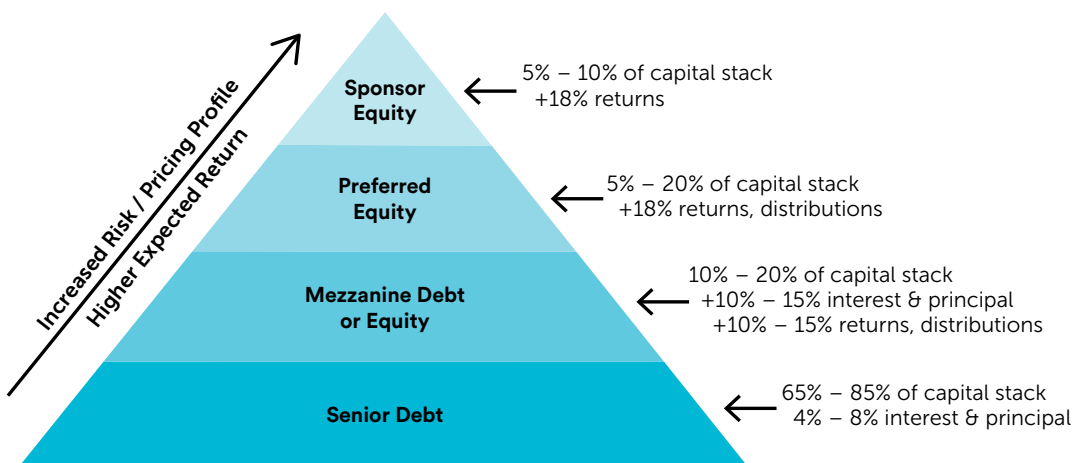
The return on the funds loaned is an interest return, calculated as a percentage of funds loaned. The return or interest rate for this form of finance investment is generally lower than other forms of finance, as it generally has the lowest risk profile of all forms of finance used in a development.

➤ **Second Mortgage:** A second mortgage is a higher risk loan for project finance than first mortgage. Inclusive of first mortgage finance, the amount provided is generally between 70% to 90% of the development's estimated realisable value.

Because a second mortgage ranks behind senior debt finance when allocating the disposal proceeds of the development and ahead of equity participation in the development, second mortgage finance can be considered as the 'strip' of funds between the first mortgage finance and the developer's equity in the project.

➤ **Mezzanine Funding:** for a development project is a unique and flexible form of financing that occupies a middle ground between traditional debt and equity investment. In this context, mezzanine financing typically provides developers with access to capital that can be used to bridge the gap between the equity they have invested, and the senior debt secured for the project.

Mezzanine financing often takes the form of subordinated debt or preferred equity, offering a greater degree of risk for investors compared to senior lenders. What makes mezzanine funding attractive to developers is its ability to offer more favourable terms than pure equity investments, while still allowing them to maintain a significant ownership stake in their project. However, it's important to note that mezzanine financing usually comes with higher interest rates and, in some cases, an equity kicker, making it a costlier option in the long run. It can be a valuable tool for funding real estate and other development projects when traditional financing falls short.



➤ **Leveraged Equity Finance:** Leveraged equity finance comprises the funds employed in a development either by the developer or by other joint venture equity investors. When the funds are provided by an external party and the return paid by the developer is a fixed one, it may be called leveraged equity finance. In this instance, the term 'leveraged' refers to its performance being enhanced by the utilisation of prior ranking debt finance in the funding mix of a development project. Although leveraged equity finance is technically a debt instrument, it is perhaps best considered as a quasi-equity product. It displays many of the characteristics of equity investments.

➤ **Equity Participation:** As mentioned above, equity participation comprises funds employed in a development either by the developer undertaking the project or by other joint venture equity investors. The equity participants usually receive a return directly based upon the profit or loss of the development project after costs.

➤ **Private Syndications:** The Australian Securities and Investments Commission (ASIC) regulate retail offerings under the Corporations Act. There are certain thresholds that, if exceeded, would trigger additional disclosure and compliance requirements. For example, if you have more than 20 retail investors, or if you raise more than \$2 million from retail investors within a 12-month period, you might be required to prepare a disclosure document, such as a prospectus or a product disclosure statement (PDS). Less than 20 investors is a “small scale offering” and not to be advertised or publicly mass marketed.

In this type of structure, a property is acquired in a special purpose vehicle (a private company) that is a trustee for a unit trust. Investors in the syndicate subscribe funds and receive units in the trust in direct proportion to their investment. The company acts as trustee of the trust will hold the title to the property “on trust” for the investors in the syndicate. The trustee company will also enter into all contracts related to the project, such as a development management agreement, building contracts, leases and property management agreements.

The specific capital requirement will depend on the scale of your project. Small lot developments may require less capital than larger developments, but it still can be a substantial financial commitment. In general, having a significant amount of capital or access to financing can provide flexibility and reduce the risk associated with property development. It’s advisable to create a detailed business plan and financial projections to determine the exact amount of capital you need and explore financing options, including loans, partnerships, or investors if necessary.

Keep in mind that property development carries financial risks, so a solid financial plan and a thorough feasibility study are essential to ensure that you have the necessary capital to get started and successfully complete your project.

## Factors a Bank Considers when Processing a Property Development Loan

It’s essential to understand that your specific circumstances will influence the terms offered and as a start point the bank will look at:

➤ **Creditworthiness:** Your credit history and financial stability play a crucial role in the bank’s decision regarding the Loan to Value Ratio (LVR).

➤ **Type of Development:** The type of residential property development can affect the LVR. Some lenders may be more willing to provide higher LVRs for certain types of projects.

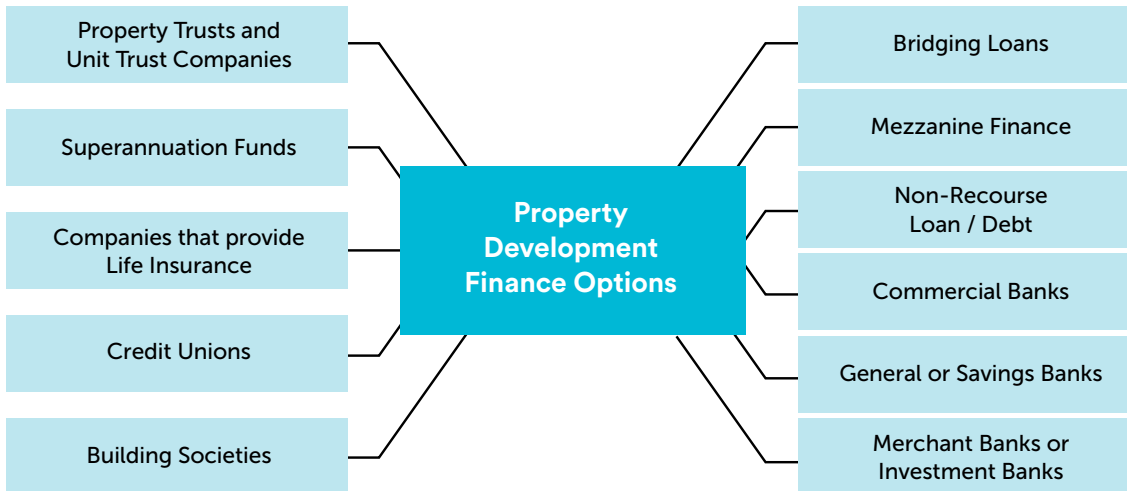
➤ **Location:** The location of the development project, including the local property market conditions, can influence the LVR.

➤ **Experience:** Your experience in property development and your business track record can influence the bank’s confidence in your project.

➤ **Loan Amount:** Larger loan amounts may have stricter LVR requirements.

- **Interest Rates:** Higher LVRs might result in higher interest rates or stricter loan terms.
- **Loan Insurance:** If your LVR exceeds a certain threshold, the lender might require you to obtain Lender's Mortgage Insurance (LMI) to protect their interests.

It's essential to shop around and compare offers from different lenders to find one that suits your specific development project and financial situation. Additionally, it's a good practice to consult with financial advisors or mortgage brokers who can provide guidance on finding the best financing option for your residential property development.



### Bank Loans – Security and Pricing Considerations

- First real property mortgage; personal guarantee from project sponsors/directors/ shareholders
- Company charge(s); establishment fee 0.25% - 1.00% of loan amount
- Development finance – target margin (above BBSY) of 2.00% - 4.00% + line
- Fee 0.75% - 1.25% depending on risk/security profile
- Tripartite Deed for the building/civil works contract
- Side Deeds over Joint Ventures and Partnership arrangements
- Side Deeds over agreements to lease

### Risk Factors

- Ability – management – structure – financial capacity
- Site – type, cost
- Development/delivery
- Planning and approval status
- Development costs
- Market
- Profitability and returns
- Builder and consultants
- Is the borrower a company, trust etc? If so, who are the directors and shareholders; is there any interlinking of borrower and securities?

### Development Type

- What does the developer propose to develop?
- Are the improvements well designed, e.g. frontage and shape?
- Are the improvements technically and physically possible?
- Will the improvements satisfy the proposed target market?
- Is the development type suitable for the location?



### **Experience Factors**

- Has the borrower completed similar projects of type and size?
- Has the borrower utilised a team of consultants appropriate for the development?
- Does the borrower exhibit a knowledge of the project risks and is prepared to acknowledge and mitigate those risks?

### **Ability**

- Does the borrower possess the ability to complete a project of the type and size proposed?
- Does the borrower possess the management skills and ability to complete the proposed development through planning, development and sell-down?

### **Financial Capacity**

- What is the borrower's net worth?
- Source of equity – cash, site betterment or collateral security
- Serviceability – interest payments or interest capitalisation, cash flows for a group position
- Is there a fall-back position or ability to service cost overruns?

### **Site Type and Cost**

- Location of the site
- Does the proposed project match the location?
- Size of lots, e.g. group title or acreage
- Site characteristics – size, topography, contamination
- Are there any difficulties/adverse characteristics, e.g. access?
- Is there a potential for latent environmental issues?
- Proximity to services and amenities
- Is the location supported by key infrastructure, e.g. transport?
- Zoning and status of approvals
- Are all approvals in place, e.g. DA, BA, operational works?
- What is the timeframe of the approvals?
- Cost/valuation

### **Profitability and Project Returns**

- Is the project worthwhile financially?
- Highest and best use of the site
- Profit and risk hurdle – minimum return on cost of 20%; depending on the project type, size, timeframe and cost
- Is the project multi-staged? What is the upfront infrastructure costs required for Stage 1 that benefit the entire development?

### **Builder and Consultants**

- Has the proposed builder/contractor completed similar works?
- Does the proposed builder/contractor possess the necessary financial backing to complete the proposed works?
- Does the builder possess the necessary skill and technical base required to complete the works?
- Have the consultants engaged possess the necessary skills, staff and expertise?

# THE ROLE OF THE PROJECT MANAGER

---

A development project manager plays a central role in planning, executing, and overseeing various aspects of a development project, from the conceptual stage to its completion. The responsibilities of a development project manager can be diverse and may vary based on the specific type and scale of the project, but their core role involves ensuring that the project is completed on time, within budget, and according to the project's goals and specifications. Some of the key responsibilities and roles include:

- **Project Planning:** They are responsible for creating a comprehensive project plan that outlines the project's objectives, scope, timeline, budget, and required resources. This includes defining project milestones and deliverables.
- **Budget Management:** Project managers develop and manage the project's budget, ensuring that costs are controlled, and expenses align with the project's financial goals. They track expenses, review cost estimates, and seek ways to optimise spending.
- **Team Coordination:** They assemble and lead project teams, which can include architects, engineers, contractors, and other professionals. They ensure that the team is working cohesively and efficiently.
- **Risk Management:** Identifying potential risks to the project and developing strategies to mitigate them are important aspects of their role. This includes managing risks related to regulatory compliance, financial issues, scheduling, and more.
- **Timeline Management:** They create and manage the project timeline, coordinating all activities to ensure that tasks are completed on schedule. They track progress, identify potential delays, and take action to keep the project on track.
- **Permitting and Regulatory Compliance:** Development project managers ensure that the project complies with all necessary permits, zoning regulations, and building codes. They liaise with local authorities and address any regulatory issues that may arise.
- **Communication:** They serve as the central point of communication for all project stakeholders, including clients, team members, contractors, and regulatory authorities. Effective communication is vital to keep all parties informed and aligned.
- **Quality Control:** They oversee the quality of work throughout the project. This includes conducting inspections and ensuring that the project meets the specified standards and requirements.
- **Resource Management:** Managing the allocation of resources, such as labour, materials, and equipment, to ensure that they are used efficiently and cost-effectively.
- **Reporting:** They provide regular project updates and status reports to clients and stakeholders, detailing progress, challenges, and financial performance.

## Education

Many property project managers have a bachelor's degree in a related field, such as:

- Construction management
- Real estate development
- Civil engineering
- Business administration
- Architecture
- Urban planning

## Experience

Experience in property management, construction, or related fields is often a crucial requirement. Entry-level positions may require a few years of relevant experience, while senior or lead project manager roles may require a more extensive track record of successful project management.

## DEVELOPMENT MANAGEMENT



# THE ROLE OF THE TOWN PLANNER

---

Town planners play a crucial role in development projects. Their primary role in a project involves ensuring that development projects align with the broader goals and regulations of a town or municipality. Plus...

- **Land Use Planning:** Town planners are responsible for evaluating the proposed land use for a development project. They assess whether the project's intended land use is consistent with the town's zoning regulations, master plan, and long-term development goals.
- **Regulatory Compliance:** They help developers navigate the regulatory landscape by ensuring that the project adheres to local zoning laws, building codes, environmental regulations, and other relevant municipal ordinances.
- **Master Planning:** Town planners often contribute to or develop master plans for a community or town. These plans provide a long-term vision for land use, transportation, infrastructure, and public spaces. Planners work to ensure that individual development projects fit into this larger vision.
- **Site Evaluation:** Town planners assess the suitability of a proposed development site. They consider factors like environmental impact, infrastructure capacity, accessibility, and potential community benefits or drawbacks.
- **Public Engagement:** Planners facilitate public engagement and consultation processes to gather input from residents, community stakeholders, and local officials. This input can help shape the project and ensure it aligns with the community's needs and desires.
- **Environmental Impact Assessment:** They may be responsible for overseeing or conducting environmental impact assessments to identify and mitigate potential environmental issues associated with the development project.
- **Transportation Planning:** Planners evaluate the transportation implications of a development project, ensuring that it aligns with the local transportation network and addressing issues related to traffic flow, public transit, and pedestrian access.
- **Infrastructure Planning:** They assess the impact of the project on existing infrastructure, such as water supply, sewage, utilities, and public services, and make recommendations for any necessary improvements or expansions.
- **Economic Analysis:** Planners consider the economic impact of a development project on the community, including job creation, tax revenue, and potential economic benefits.



- **Review and Approval:** Town planners review development proposals, making recommendations to local zoning boards, planning commissions, or other relevant authorities. They may play a key role in the approval process.
- **Long-Term Sustainability:** Planners often work to ensure that development projects promote sustainability and resilience. They may encourage features like green spaces, energy-efficient design, and mixed land uses to enhance a community's long-term quality of life.
- **Historic Preservation:** In areas with historical significance, town planners may be involved in preserving and protecting historic structures and sites within development projects.

Town planners act as intermediaries between developers, local government, and the community, striving to strike a balance between economic development and the well-being of the community. Their role is critical in creating sustainable, liveable, and well-planned communities.

## How much do they Cost?

The cost of hiring a town planner can vary widely depending on several factors, including the complexity of your project, the location, the specific services required, and the individual or firm you choose to work with. Town planners typically charge for their services in one of the following ways:

- **Hourly Rates:** Some town planners charge on an hourly basis. They will bill you for the time they spend on your project, including meetings, research, and documentation. Hourly rates can vary significantly, and it's important to establish a clear understanding of the expected number of hours and the rate before proceeding.
- **Flat Fee:** In some cases, town planners may offer a flat fee for specific services or phases of a project. For example, they may provide a flat fee for zoning application preparation, site analysis, or project management. This approach can offer cost predictability.

- **Percentage of Project Cost:** Town planners may charge a percentage of the total project cost. This is more common in larger or more complex developments. The percentage can vary, but it's typically in the range of 1% to 5% of the project's total cost.
- **Consultation Fees:** For smaller or more straightforward projects, you might pay a town planner a consultation fee for advice, recommendations, or guidance on a specific aspect of your project.

It's essential to have a clear and transparent fee arrangement with your chosen town planner before beginning any work. This includes having a written agreement or contract that outlines the scope of work, the fee structure, payment terms, and any additional costs that may arise during the project.



**ALEX STEFFAN**  
**Steffan Town Planning**



Bachelor of Urban and Environmental Planning  
10+ years' experience as a private consultant town planner  
**Email: [info@propertease.com.au](mailto:info@propertease.com.au)**

*I have used Alex's reports for many years and find them informative and reliable. He is an expert town planner, and his online reporting system is fast, simple and priced economically.*

CHAPTER 6

# CASE STUDY AND DOING A PROJECT FEASIBILITY

A feasibility study is typically conducted at the early stages of the project development process, usually before significant resources are committed or detailed project planning begins. It helps stakeholders assess whether the project is worth pursuing and whether it's feasible within the given constraints. The feasibility report is a critical aspect of project planning and management, and its importance cannot be overstated. It involves evaluating whether a proposed project is viable, achievable, and worth pursuing. An example follows:

FEASIBILITY - Proposed 8 Townhouse Development - 69-71 Reinhold Cres, Chermside, Brisbane				
<b>LAND PURCHASE</b>				
Purchase			1,400,000.00	
Transfer Duty	OSR		59,175.00	
Legals			3,000.00	1,462,175.00
<b>AUTHORITIES</b>				
BCC	Plan Sealing		7,000.00	
Titles Office	Registration of Titles		1,400.00	
BCC	Plumbing Application Fee		4,451.00	
QUU	Sewer Connection		600.00	
BCC	Headworks Charges		84,000.00	
QUU	Headworks Charges		84,000.00	
QUU	Water Supply		2,500.00	
Origin	Temporary Power Connection		1,300.00	
BCC	Rates during construction		2,000.00	
Telstra	Relocate telstra pit		10,808.00	
NBNCo	Design Approval		3,200.00	201,259.00
<b>DESIGN</b>				
Structural Design	Emcon	Inspections	1,500.00	
Civil Engineering	Inertia	Inspections	5,850.00	
Hydraulic, Fire & Gas Design	Chilton Woodward	Inspections	0.00	
Quantity Surveyor	GRC	QS Report	3,200.00	
		QS Claim Inspections	11,000.00	
Survey	Land partners	Strata Title	9,140.00	
Certification Consultant	Certis	Certification & Inspections	5,300.00	
Landscape Design	Mark Baldock	Inspections	1,000.00	36,990.00
<b>CONSTRUCTION</b>				
Build price (1353m2 @ \$1372/m2)	8	232,121	1,372	1,856,965.00
Qleave/QBCC				18,178.20
Add stormwater manhole			2,508	
Water supply to fridges			1,056	
Spit a/c to bedrooms			32,503	36,067.00
Contingency				40,000.00
				1,951,210.20

<b>MARKETING</b>					
Marketing Brochures - Internet etc	Hegarty Signs	Site Sign	3,000.00		
	fatcat Creative	Signage design	154.00		
	BHQ Design	Floor plans, Renders, Fly-through	5,152.72		
	Clearbridge group	Shade Cloth Advertising	1,104.00		
	PABS Furniture Hire	Show unit - 3 mnths hire	6,000.00		15,410.72
<b>LEGALS</b>					
Sale Agreements	Prepare Sales Agreements	Byroms lawyers	3,000.00		
	Est Body Corporate	BC Systems	5,000.00		
	Sinking Fund Forecast	Phillips safety service	353.60		
	Accountancy Fees	CNS Partners	2,640.00		
	Finalise Sales	8 x \$600	4,800.00		15,793.60
<b>FINANCE</b>					
Valuation	Taylor Byrne	Update	2,000.00		
Loan application fee			6,273.00		
Loan Establishment Fee	2.20%		45,100.00		
loan Monthly management fee	0.50%		10,250.00		
Interest on Loan	10.95% x 2,050,000	2,050,000 12 months	123,241.00		186,864.00
		<b>TOTAL DEVELOPMENT COST</b>			<b>3,869,702.52</b>
<b>PROJECT REVENUE</b>					
	Townhouses 1, 8	single garage	2	615,000	1,230,000
	Townhouses 2, 7	double garage	2	625,000	1,250,000
	Townhouses 3, 4, 5	double garage - park view	3	630,000	1,890,000
	Townhouse 6	single garage - park view	1	620,000	620,000
					<b>4,990,000</b>
	Discount for Investors		4	25,000	<b>(100,000)</b>
Sales Commissions @ 3.0%		3.0%			<b>4,890,000</b>
					146,700
					4,743,300
					317,273
				GST	4,426,027
<b>FORECAST PROJECT SURPLUS</b>					<b>556,325</b>
<b>Forecast ROI</b>				14.38%	
				31.21%	

### Reinhold Crescent – Chermside Original site – two blocks





## Preliminary Research

Brisbane's real estate hot spots are moving further away from the city centre, with one of the country's top demographers singling out a 9km-wide ring in middle suburbia for a growth "explosion".

Demographer Bernard Salt, a director of accounting firm KPMG, recently picked out a ring of suburbs, located 6-20km from the Brisbane central business district, for "the next big thing" over the coming decade. Suburbs in the zone range from **Acacia Ridge** to **Zillmere** and everywhere in between, i.e. **Boondall** to **Sinnamon Park**, **Taigum**, **Mt Gravatt** and **Chermside**.

"It's the intensification of middle suburbia I think that is the next rung, the next big thing from **Chermside** through to **Strathpine** to **Mount Gravatt**, that, to me, is the territory to watch going forward" he said.

## Chermside Overview

As a key northern hub, Chermside is strategically located within 8km of the Brisbane CBD. A prime location and an abundance of employment opportunities are key drivers for Chermside's residential dwelling growth. Located eight kilometres from the Australian Trade Coast (Brisbane Airport and Port of Brisbane), Chermside's key position has resulted in both population and economic growth.

Residents of Chermside benefit from a range of amenities and green space including Westfield Chermside (the largest shopping centre in Qld) and continued investment in and around the centre has positioned Chermside to be its own satellite CBD in Brisbane's North.

Chermside is one of the largest employment nodes in Brisbane's North. This is attributed to the high level of transport infrastructure in the area together with the major employment drivers including Prince Charles Hospital, Holy Spirit Northside Private Hospital, The Australian Taxation Regional Office and Westfield Chermside Shopping Centre.

### Perspective



## Project Snapshot

The development will comprise 8 two and 3 level townhouses. Four to be located at street frontage in two detached buildings with a central driveway.

Street frontage properties will be 2 levels. At the rear there will be 4 attached townhouses overlooking parkland. One two level and 3 x 3 levels. Each townhouse will have 3 bedrooms, 2 bathrooms and a mix of single and double lock up garages.

Taylor Byrne Valuers produced the following valuation for the finished products:

<b>Unit 1</b>	\$570k	<b>Unit 5</b>	\$580k
<b>Unit 2</b>	\$570k	<b>Unit 6</b>	\$575k
<b>Unit 3</b>	\$580k	<b>Unit 7</b>	\$570k
<b>Unit 4</b>	\$580k	<b>Unit 8</b>	\$570k



## Business Plan and Cost Guide

Creating a detailed individual costs guide for a feasibility study involves breaking down the project or business plan into its various components and estimating the costs associated with each. Feasibility studies can vary greatly in scope, so the specific line items you need to consider will depend on the nature of your project. However, we can provide a general structure to help you get started.

Create a template using the headings shown on the feasibility study and consult with your town planner and or project manager for actual costings that will be relevant for your development.

The feasibility then becomes a GPS for your development and the central plank for your business plan providing stakeholders/decision makers with a comprehensive understanding of the projects potential and helps them make informed choices about whether to move forward.

## Site Analysis – What to Consider

**Highest and Best Use:** Examine multiple development scenarios, resale values of each scenario, not always maximum density for greatest profit, not all development sites are profitable, size and shape of block, zoning, GFA – gross floor area, services (water, storm-water, sewage), views – breeze, sun, overland flow and flooding.

**Other:** Slope (you can pump water uphill but not gunk), adjacent uses (can affect height, parking), title plan (easements, covenants, etc.), setbacks, allowable height, parking (critical factor to yield planning), location of existing dwelling, relocate/demolish/renovate, proximity to other services such as train/bus station or shopping centre, driveway access, minimum 3.5m width for rear access driveway, do cars need to drive/reverse onto street.

The minimum lot dimensions for subdivisions in Brisbane are regulated by the Brisbane City Council (BCC). It's important to note that these requirements can change over time, and they may vary depending on the specific zone in which your property is located. As of October 2023, some general guidelines for minimum lot dimensions for subdivisions are:

- **Low-Density Residential Zones:** In low-density residential zones, the minimum lot size and dimensions can vary depending on the specific zone, but typical minimums might be around 450 square metres or more with frontages of 12 metres or greater.
- **Medium-Density Residential Zones:** In medium-density residential zones, you may find smaller lot dimensions. For example, minimum lot sizes can be around 300 square metres with frontages of 10 metres.
- **High-Density Residential Zones:** In high-density residential zones, lot sizes can be even smaller. Some high-density zones might allow lots with minimum dimensions of 200 square metres or less with frontages as narrow as 6 metres.

Please note that these are general guidelines, and the specific lot size and dimension requirements can vary based on the local council's planning scheme, the particular precinct or suburb, and any overlays or specific requirements for your property. Regulations and zoning can change over time, so it's essential to verify the current requirements with the Brisbane City Council or consult with a town planner or land development professional who can provide you with up-to-date information and guidance for your specific property.

**Height Restrictions:** For residential buildings in Brisbane, are typically regulated by the Brisbane City Plan. The specific height limits can vary depending on the zone in which the property is located, as well as other factors such as overlays and neighbourhood plans. Some general guidelines follow for height restrictions under the Brisbane City Plan:

- **Low-Density Residential Zones:** In low-density residential zones, the maximum building height is often limited to 9 metres (approximately 2-3 storeys).
- **Medium-Density Residential Zones:** In medium-density residential zones, buildings can have a maximum height of around 11-12 metres (approximately 3-4 storeys).
- **High-Density Residential Zones:** In high-density residential zones, the height limits can vary but are generally higher. Buildings may be allowed to reach up to 20 metres or more, which can accommodate taller apartment complexes and multi-storey developments.

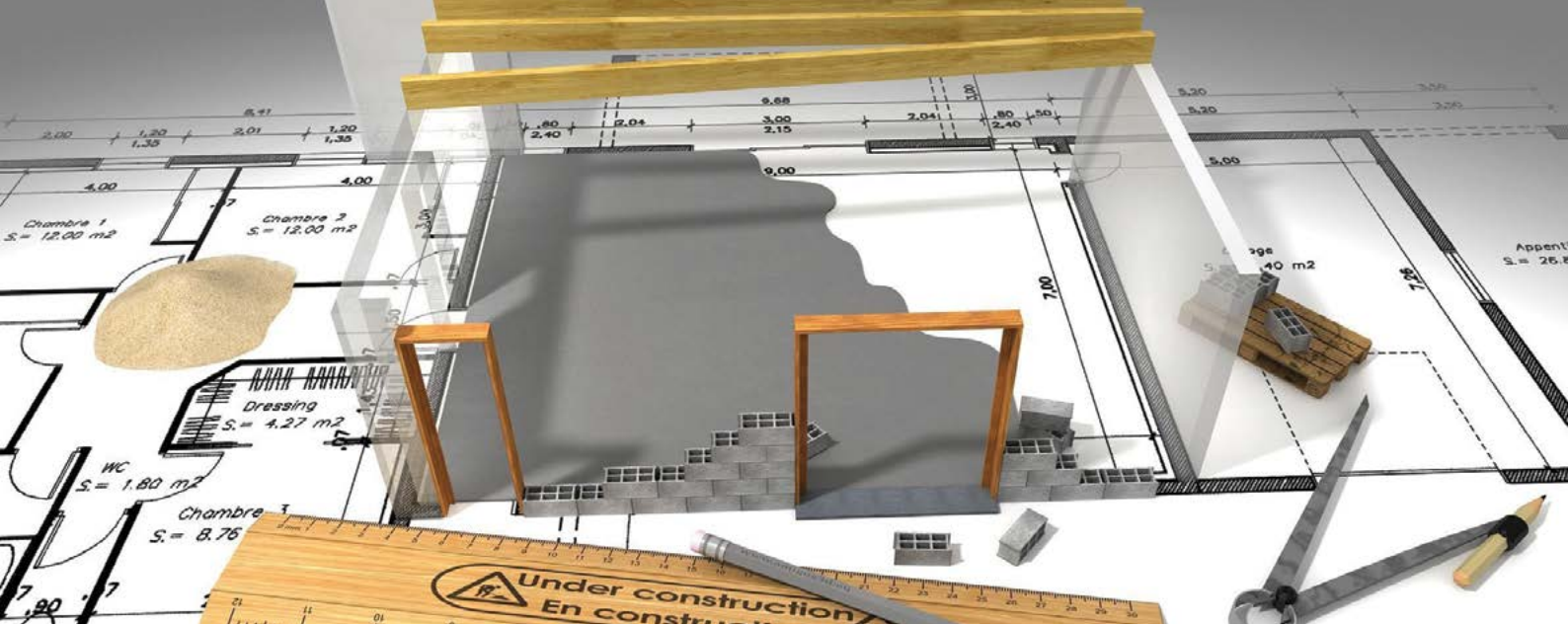
- **Specific Precincts and Overlays:** Some areas within Brisbane may have specific precincts or overlays that further regulate building heights. These regulations can be more restrictive and may impose lower height limits based on the character and heritage of the area.

Please note that these are general guidelines, and the specific height restrictions can vary based on the local council's planning scheme, the particular precinct, and overlays that may apply to your property. Regulations and zoning can change over time, so it's crucial to verify the current requirements with the Brisbane City Council or consult with a town planner or development professional who can provide you with the most up-to-date information and guidance for your specific property.

For a rough draft feasibility, you might start by using these estimates:

- **House Demolition, \$15,000-\$30,000:** These costs are relatively reasonable for house demolition. The final price depends on factors such as the size and condition of the existing structure and any environmental considerations.
- **House Raise/Relocation – \$20,000-\$40,000:** This range is typical for house raise and relocation. Costs can vary based on the complexity of the work, including the need for stairs and plumbing reconfiguration.
- **DA Costs (Consultants and Council Application Fees):** "Basic DA" at \$40,000 - \$50,000 and "Typical DA" at \$80,000 - \$100,000 are common ranges for development application costs. These costs include consultant fees, council application fees, and various reports and studies required for the application.
- **Civils – \$15,000-\$20,000 per site:** These costs are in line with typical civil works expenses, which can include site preparation, stormwater management, and other infrastructure.
- **Council Contributions – \$26,000 per new site/dwelling:** Council contributions can vary from one location to another. The \$26,000 per site estimate may be reasonable, but it's essential to check with the local council to determine the exact contributions for your specific area.
- **Construction:** The construction costs for 3-bedroom townhouses and 2-bedroom units in the range of \$240,000-\$315,000 each are typical estimates but can vary significantly based on factors such as design, quality, location, and the builder's rates. It's essential to obtain detailed construction quotes as building costs have increased substantially in the past year.
- **Sales Costs (including marketing):** Sales costs, including marketing, can also fluctuate depending on factors like marketing strategies, agent fees, and market conditions. A typical range is between 2-5% for real estate agents and up to 7% of the property's selling price for marketing groups.

Please note that these estimates are general guidelines and can vary widely depending on the specific project, location, and market conditions. Consulting with local experts and professionals in the development field is advisable to ensure that your cost estimates are as accurate as possible for your specific situation.



## Timelines and Profitability

The projected profitability and duration for different property development types provided are general estimates, and the actual results can vary widely depending on factors such as location, market conditions, regulatory requirements, and project complexity. A review of the estimates:

### Splitter

**Duration:** 3-12 months

**Profitability:** \$30,000-\$175,000

This is a reasonable estimate for a splitter project. The duration can vary based on the specific project requirements and how quickly you can sell the vacant land or new dwelling. Profitability will depend on the local market and costs involved.

### Strata Title

**Duration:** 3 months

**Profitability:** \$25,000-\$60,000 per unit

The duration estimate is reasonable for a strata title project, but profitability per unit can vary based on factors such as location and the demand for strata units.

### Small Lot Subdivision

**Duration:** Risk Smart Application: 2-4 months  
Standard Application: 6-9 months

**Profitability:** \$30,000-\$150,000 per block

These timeframes are realistic, and the profitability per block can vary widely depending on the specific location and the market for blocks within small lot subdivisions.

### Multi-Unit Dwellings

**Duration:** Risk Smart Application: 12-18 months  
Standard Application: 18-36 months

**Profitability:** \$50,000-\$150,000 per dwelling

The durations are in line with the complexity of multi-unit dwelling projects, which involve more significant construction and regulatory processes. Profitability per dwelling is subject to location, market conditions, and construction costs.

It's important to recognise that these are general estimates and should be used as a starting point for planning and budgeting. To assess the profitability and duration of a specific project, you should conduct a detailed feasibility study and consult with professionals, including architects, builders, and real estate experts.

# THE RISKS MART DA PROCESS AND PRELIMINARY APPROVALS

---

RiskSmart is a streamlined development assessment process designed to fast-track low-risk development applications in Queensland. Other Australian states and territories may have similar or different processes and terms for expediting development applications, but the specific name “RiskSmart” is used in Queensland.



It was introduced to simplify and expedite the development approval process in Queensland. However, please note that government processes and policies can change, and it's essential to check with the relevant local authorities for the most up-to-date information.

The key features of the Smart DA process include:

➤ **Digital Submission**

Applicants can submit their development applications online, which makes the process more efficient and reduced paperwork.

➤ **Automated Checking**

The system can automatically check the submitted applications for completeness and compliance with local regulations. This helps reduce the likelihood of errors and delays.

➤ **Online Tracking**

Applicants, as well as the public, can track the progress of development applications online. This increased transparency has reduced the need for direct inquiries.

➤ **Collaboration**

The system allows different government agencies to collaborate on the assessment process. This helps streamline the process and reduce delays caused by the need to consult multiple agencies separately.

➤ **Faster Decisions**

The Smart DA process aims to provide faster decisions on development applications, which was beneficial for both applicants and the community.

Please note that there may be some risks associated with the Smart DA process and some potential challenges might include:

➤ **Technical Issues**

Like any online system, technical glitches and downtime could disrupt the application process.

➤ **Data Security**

Handling sensitive information online requires robust security measures to protect applicant data and prevent unauthorised access.

➤ **Community Concerns**

There might be concerns about transparency, particularly if the automated system leads to less public input into the development application process.

➤ **Over-reliance on Automation**

While automation is useful, there is a risk of over-reliance on automated checks and reduced human oversight, which could potentially miss important details.

➤ **Legal and Compliance Risks**

If the system misinterprets regulations or legal requirements, it could lead to incorrect approvals or rejections.

Keep in mind that the Smart DA process is designed to simplify and expedite the development approval process, but its effectiveness and any associated risks can change over time due to updates and improvements in the system. It's essential to consult with local authorities and review the most recent information if you are involved in a development application in Queensland.

## Preliminary Approvals

Getting preliminary approval for a development project typically involves a process that varies depending on your location and the specific project you're planning. The general steps you might need to take follow, but keep in mind that local regulations and requirements can differ widely, so it's important to consult with your local planning or zoning department for precise guidance:

➤ **Research and Planning**

Research local zoning regulations and land use codes. Identify the specific requirements for your type of development.

➤ **Site Assessment**

Conduct a site analysis to understand the existing conditions and constraints of the property.

➤ **Preliminary Design**

Develop a preliminary design or concept for your project that complies with zoning regulations.

➤ **Meet with Local Authorities**

Schedule a meeting with your local planning or zoning department to discuss your project. They can provide guidance on the approval process and any specific requirements.

➤ **Prepare Application Documents**

Typically, you'll need to prepare a development application package that includes site plans, architectural drawings, environmental impact assessments, traffic studies, and any other documents required by your local authorities.



#### ➤ **Application Submission**

Submit your application to the relevant department, paying any necessary fees.

#### ➤ **Review and Public Comment**

Your application will be reviewed by local officials and, in some cases, open for public comment or hearings.

#### ➤ **Compliance and Revisions**

Be prepared to make revisions to your project based on feedback and requirements from the authorities.

#### ➤ **Preliminary Approval**

Once your application is deemed compliant and acceptable, you may receive preliminary approval or conditional approval for your development project.

#### ➤ **Additional Approvals**

Depending on your project, you may need additional approvals or permits, such as environmental clearances, building permits, or utility connections.

#### ➤ **Final Approval**

After addressing any outstanding issues and meeting all conditions, you can obtain final approval for your development.

It's crucial to work closely with local authorities and engage with the community throughout the process, as community support can be a significant factor in the approval process. Keep in mind that this is a general overview, and the specific requirements and steps can vary widely depending on your location and the nature of your development project. Consulting with a local attorney, architect, or planner who is experienced in the development approval process can be very helpful.



# SUBDIVISION DESIGN

---

Drafting a subdivision plan is a complex process that involves dividing a piece of land into multiple smaller lots or parcels for development or sale. Before you start drafting a subdivision plan, you need to consider various factors to ensure that the plan complies with local regulations and meets your goals.

**Zoning and Land Use Regulations:** Understand the local zoning regulations and land use ordinances that apply to the property. These regulations specify the allowable land uses, lot sizes, setbacks, and other requirements.

**Property Survey:** Conduct a detailed survey of the property to determine its boundaries, topography, and existing features such as water bodies, trees, and utilities.

**Environmental Considerations:** Identify any environmentally sensitive areas on the property, such as wetlands, flood zones, or endangered species habitats. Compliance with environmental regulations is critical.

**Infrastructure and Utilities:** Assess the availability and capacity of essential utilities and infrastructure, including water supply, sewage systems, roads, and electricity. Ensure that the proposed subdivision can be adequately serviced.

**Traffic and Transportation:** Evaluate the impact of increased traffic on local roads and ensure that the subdivision plan addresses any necessary road improvements or traffic mitigation measures.

**Lot Layout and Design:** Design the layout of the lots, considering factors like lot size, shape, orientation, and access. Ensure that each lot complies with zoning regulations and provides adequate space for intended uses.

**Access and Easements:** Plan for road access to each lot and determine whether any easements are necessary for utilities, drainage, or other purposes.

**Density and Lot Size:** Calculate the allowable density and lot size based on local regulations. Consider any variances or exceptions that may be required.

**Stormwater Management:** Develop a stormwater management plan to address drainage issues and prevent erosion, which often involves detention basins and drainage systems.

**Common Areas and Amenities:** If applicable, plan for common areas, parks, or amenities that may be required by local regulations or that could enhance the appeal of the subdivision.

**Legal Requirements:** Ensure that your subdivision plan complies with all legal requirements, including filing deadlines, public notice, and public hearings.

**Cost Estimations:** Calculate the costs associated with infrastructure development, road construction, utility installations, and any other necessary improvements.

Consider the potential impact of the subdivision on the existing community and neighbourhood and be prepared to address concerns or opposition from local residents. It's crucial to work closely with local planning and zoning authorities, as they can provide guidance and ensure that your subdivision plan complies with all applicable regulations.

# ENVIRONMENTAL CONSIDERATIONS

---

Addressing environmental concerns in your development project, including protecting flora and fauna and managing stormwater and wastewater, is crucial to ensure your project complies with environmental regulations and promotes sustainability.

**Environmental Impact Assessment (EIA):** Begin by conducting a comprehensive environmental impact assessment of your project. This assessment should identify potential environmental impacts, such as disruption of wildlife habitat, soil erosion, and water contamination.

**Habitat Assessment:** Hire a qualified ecologist or environmental consultant to assess the site for flora and fauna. Identify any endangered or protected species that may inhabit the area. Create a plan to protect their habitat.

**Buffer Zones and Setbacks:** Design your project to include buffer zones and setbacks to protect natural features, including water bodies, wetlands, and critical habitats.

**Stormwater Management:** Implement sustainable stormwater management practices, such as; constructing retention and detention basins to control runoff and prevent erosion and using permeable pavements and green infrastructure to promote natural infiltration.

**Wastewater Management:** Develop an effective wastewater management plan that ensures proper treatment and disposal of sewage and wastewater. Options may include: connecting to the local sewage system, installing on-site treatment systems and ensuring that effluent is treated to meet local standards.

**Native Vegetation Preservation:** Prioritise the preservation of native vegetation. Design your project layout to minimise disruption to existing flora, and incorporate these natural features into your development.

**Landscaping and Restoration:** Integrate landscaping and habitat restoration plans that include native plantings and wildlife-friendly landscaping features. Replanting native vegetation can provide new habitat for local wildlife.

**Lighting and Noise Pollution Control:** Use environmentally friendly lighting to minimise light pollution that can disturb wildlife. Implement noise control measures to prevent disruption to fauna in the area.

**Monitoring and Compliance:** After project completion, establish monitoring programs to ensure compliance with environmental regulations. Regularly assess the effectiveness of environmental protection measures.

**Consult Environmental Experts:** Collaborate with environmental experts, such as ecologists, landscape architects, and hydrologists, to ensure that your project is designed to minimise environmental impact.

# LAND SURVEY REPORT

---

A land survey report is a document that provides a detailed account of the findings and measurements related to a specific parcel of land. The information contained in a land survey report can vary depending on the type of survey and the specific requirements of the client or regulatory authorities. However, a typical land survey report should include the following information:

➤ **Property Description**

- Legal description of the property, including the lot and block numbers, subdivision name, and any relevant metes and bounds descriptions.
- Name, contact information, and the license number of the professional land surveyor or surveying company responsible for conducting the survey.
- Date of the survey and the date of the report.

➤ **Property Boundary Information**

- Property boundaries and boundary lines clearly marked and described.
- Monuments or markers used to establish property corners and lines.
- Any encroachments or discrepancies in boundary lines, if discovered.

➤ **Legal Encumbrances and Easements**

- Information about any legal encumbrances, such as easements, rights-of-way, or restrictions affecting the property.
- Location and dimensions of any recorded easements on or near the property.

➤ **Land Features and Topography**

- Topographic data, which includes contour lines and elevation information.
- Natural features, such as rivers, streams, lakes, trees, and other notable elements on the property.

➤ **Structures and Improvements**

- Locations and dimensions of all existing structures on the property, such as buildings, fences, driveways, and utilities.
- Zoning compliance information, if applicable.

➤ **Surveying Methodology**

- A description of the surveying methods and equipment used to obtain the measurements and data.
- Any assumptions made during the survey process.

➤ **Survey Map**

- A detailed graphical representation of the property boundaries, improvements, and other relevant features.
- The scale of the survey map and any other graphical details necessary to understand the survey.



Land Surveyors collect data on important geological features like the angles and distances between points above, below and on the surface of the land.

#### ➤ Notes and Additional Information

- Any additional notes or explanations regarding the survey, its purpose, or any special circumstances.
- Recommendations or considerations for the property owner, developer, or relevant parties.

#### ➤ Certification and Signatures

- A certification statement by the surveyor, indicating that the survey was conducted in accordance with applicable laws and regulations.
- Signatures of the surveyor and any other relevant parties involved in the survey.

It's important to note that the specific details and format of a land survey report can vary based on regional regulations, the purpose of the survey, and the preferences of the client. Land survey reports are typically used for property transactions, development, construction, and legal purposes to establish property boundaries and rights.

# DEVELOPMENT APPLICATION

A development application submitted to your local council typically requires several key components. The specific requirements can vary depending on your location, the scale of your project, and local regulations, however you should include:

- **Development Application Form:** Start by completing the official development application form provided by your local council. This form serves as your formal request for approval.
- **Site Plans and Drawings:** Detailed site plans that show the existing conditions of the property. Proposed site plans, including lot layouts, building locations, setbacks, and infrastructure.
- **Architectural and Engineering Drawings:** Floor plans, elevations, and cross-sections of proposed structures. Engineering drawings for roads, utilities, drainage, and any other infrastructure.
- **Environmental Impact Assessment:** If required, include an environmental impact assessment that addresses potential ecological concerns and mitigation measures.
- **Traffic and Parking Assessments:** Provide traffic flow diagrams, parking provisions, and any proposed measures to address traffic concerns.
- **Heritage and Cultural Impact Assessment:** If applicable, submit a heritage assessment to evaluate the project's impact on cultural heritage.
- **Waste Management Plan:** Detail how you will manage and dispose of waste during construction and operation.
- **Financial and Business Plans:** Submit financial and business plans to demonstrate the financial viability and sustainability of the project.
- **Community Engagement Documentation:** Include any records of community engagement, such as letters, reports, or meeting minutes that show how you've engaged with the local community and addressed their concerns.



# PUBLIC NOTIFICATION

---

The requirement for public notification and feedback from neighbouring residents regarding your development proposal depends on local planning and zoning regulations, the scale and nature of your project, and the specific requirements of your local council or governing authority. General considerations follow:

- **Scale and Impact of the Project:** Larger and more impactful developments, such as major subdivisions, commercial developments, or projects that significantly alter the local landscape, are more likely to require public notification.
- **Zoning and Regulations:** Local zoning regulations and planning guidelines often outline the circumstances under which public notification is required. These guidelines may specify certain thresholds that trigger notification.
- **Proximity to Neighbours:** Proximity to neighbouring residences and businesses can also influence the need for public notification. Projects that are close to existing properties may require notification to ensure nearby residents are aware of potential changes.
- **Environmental Impact:** Projects with the potential to affect the environment or local ecology may require public notification and environmental assessments.
- **Local Council Requirements:** The specific requirements of your local council or governing authority will be a significant factor. Each council may have its own policies on public notification, including the format and duration of notification periods.
- **Community Engagement:** Some councils encourage community engagement and may require developers to conduct public consultations, meetings, or forums to gather feedback and address concerns from neighbours.
- **Statutory Requirements:** In some cases, statutory requirements mandate public notification for certain types of development proposals. This means that it's not discretionary but legally required.

To determine whether you need to provide public notification, it is crucial to consult with your local council or planning department. If public notification is required, it typically involves:

- Preparing and distributing notices to neighbouring residents, including information about your proposal, contact details for inquiries, and deadlines for providing feedback.
- Holding public meetings or open houses to present your project, address questions and concerns, and gather feedback from the community.
- Documenting and addressing feedback received during the notification period, which may necessitate adjustments to your proposal to accommodate concerns raised by neighbours.

The specific notification procedures and requirements can vary widely between jurisdictions, so it's essential to consult with your local planning authorities early in the development process to ensure you adhere to the necessary notification requirements.

# INFRASTRUCTURE AND SERVICES

---

The responsibility for funding and managing infrastructure and services in a property development, including roads, utilities, and sewage systems, can vary depending on the specific project, location, and local regulations.

**Local Regulations:** Local planning and zoning regulations play a significant role in determining the responsibilities of the developer. These regulations may outline the requirements for providing and funding infrastructure.

**Developer Contributions:** In many cases, property developers are required to fund and manage the construction of infrastructure to support their development. This includes roads, utilities, and sewage systems. These costs are often part of the development process, and developers may need to enter into agreements with local authorities to ensure compliance.

**Infrastructure Charges and Levies:** Some areas have infrastructure charges or levies that developers are required to pay to help fund the development of necessary infrastructure. These charges may be based on factors like the size and scale of the development.

**Subdivision Costs:** Developers are typically responsible for the costs associated with creating new lots, including road construction, utility extensions, and other necessary infrastructure within the subdivision.

**Sewage and Utilities:** Developers often work with utility companies and local authorities to ensure that sewage and utility services are extended to the new development. The cost of these extensions may be borne by the developer or shared with the utility providers.

**Local Government and Services:** In some cases, local government authorities may take on the responsibility of providing infrastructure, especially in established urban areas. However, developers may still need to coordinate with local authorities and provide funding for specific infrastructure needs related to their development.

**Negotiations and Agreements:** Developers typically negotiate with local councils, utility companies, and relevant authorities to establish agreements regarding the extension and funding of infrastructure and services. These agreements outline the responsibilities, timelines, and financial arrangements.

**Compliance with Regulatory Requirements:** Regardless of the specifics, it's crucial for developers to ensure that all infrastructure and services are provided in compliance with local regulations, building codes, and environmental standards.

The responsibility for funding and managing infrastructure and services can be complex and project specific. It's essential for developers to thoroughly research and understand the requirements and regulations in their specific location and engage with relevant authorities to ensure that all infrastructure and service needs are addressed in a compliant and efficient manner. Consulting with a professional project manager or development consultant with local expertise can be valuable in navigating these requirements.

# COVENANTS AND RESTRICTIONS

---

Covenants and restrictions are legally binding provisions that can be established to regulate the use and development of subdivided lots within a property development. These provisions help maintain the aesthetic and functional standards of the development while protecting the interests of property owners. Common elements to consider when establishing covenants and restrictions include:

- **Building Restrictions:** Specify minimum and maximum building sizes, heights, and architectural styles for homes within the development. These restrictions can help ensure a consistent and cohesive aesthetic for the neighbourhood.
- **Setback Requirements:** Outline the minimum distance that buildings or structures must be set back from property boundaries, roads, and neighbouring properties. Setbacks help ensure adequate space and privacy for property owners.
- **Land Use and Zoning Compliance:** Ensure that all development activities on the subdivided lots conform to local zoning regulations and land use designations. Covenants can reinforce these legal requirements.
- **Architectural Guidelines:** Provide detailed architectural guidelines that govern the design, materials, and colours used in construction. These guidelines can help maintain a consistent and attractive appearance for the development.
- **Landscaping and Green Spaces:** Specify landscaping requirements and responsibilities for property owners, which may include maintaining front yards, green spaces, or trees. Well-landscaped areas enhance the overall appeal of the development.
- **Maintenance Obligations:** Define maintenance responsibilities, such as for shared facilities (e.g. roads, common areas), stormwater systems, and other communal infrastructure. Property owners may be required to contribute to maintenance costs.
- **Use Restrictions:** Specify any restrictions on the use of the properties, such as prohibiting certain commercial activities, short-term rentals, or other activities that may disrupt the residential character of the development.
- **Signage and Exterior Fixtures:** Regulate signage, exterior fixtures, and lighting to maintain a cohesive appearance. This can include restrictions on advertising signage and the type of exterior lighting used.
- **Parking and Garage Placement:** Define requirements for parking, garage placement, and the use of driveways. These restrictions can help manage traffic and maintain a uniform streetscape.



- **Fencing and Walls:** Establish rules regarding the height, material, and placement of fences and walls on the properties. These rules can impact privacy and the overall appearance of the development.
- **Enforcement Mechanisms:** Clearly outline the enforcement mechanisms and penalties for non-compliance with covenants and restrictions. This may include fines, legal action, or other remedies available to the HOA or property owners.

Covenants and restrictions are a valuable tool for protecting the integrity and value of a property development. They should strike a balance between promoting a well-maintained and harmonious community while respecting the property rights and expectations of homeowners. It's important to involve legal experts in the process to ensure that these provisions are legally sound and enforceable.



# PROJECT SALES AND MARKETING

---

Selling a subdivision or house and land packages off the plan (pre-sales), is a common practice in real estate development. This approach involves selling land or property units before construction is completed or even started. It offers several advantages for developers, such as securing financing and mitigating risks.

However, it is important to note that selling land or property off the plan also carries risks, both for developers and buyers. Developers may face challenges in delivering the project on time and within budget, while buyers must carefully review contracts and conduct due diligence to ensure they are making a sound investment. Real estate professionals and legal experts often play crucial roles in facilitating and overseeing off-the-plan sales to help both parties navigate the process successfully.



**Pre-Sale Contracts:** Developers sell land or property units based on architectural plans, artist impressions, and other documentation, rather than the finished product. Buyers sign pre-sale contracts or purchase agreements, which outline the terms and conditions of the sale, including the price, estimated completion date, and other specifications.

**Pricing and Discounts:** Developers sometimes offer attractive prices and discounts to early buyers to incentivise pre-sales. These discounts can create a sense of urgency among potential buyers and help secure commitments for a significant portion of the project.

**Customisation:** Buyers may have the opportunity to choose certain features, finishes, or layouts based on their preferences when they purchase off the plan. This customisation can be a significant selling point, allowing buyers to tailor their future property to their needs.

**Financing and Funding:** Pre-sales help developers secure financing and funding for the construction of the project. Lenders and investors are more likely to provide capital when a significant portion of the project is already sold.

**Marketing and Promotion:** Effective marketing and promotion is crucial for attracting buyers to off-the-plan projects. Developers often use various strategies, including online and offline advertising, property exhibitions, and sales agents to generate interest and leads.

**Deposit Structure:** Buyers typically pay a deposit when signing a pre-sale contract. The deposit amount and structure can vary, but it's usually a fraction of the total purchase price, with the remaining balance due upon completion.

**Sunset Clauses:** Pre-sale contracts often include sunset clauses, which set a maximum time frame for the project's completion. If the developer doesn't complete the project within this timeframe, buyers have the option to withdraw from the contract and receive a refund of their deposit.

**Risk Management:** Selling off the plan can help developers manage risk by securing a significant portion of the project's revenue before construction begins. This can reduce exposure to market fluctuations and financing challenges.

**Disclosure Statements:** Developers are typically required to provide buyers with comprehensive disclosure statements outlining all relevant information about the project. This includes details about the development, estimated completion dates, building plans, and potential risks associated with the purchase.

## Financial Risks

Many jurisdictions have legal protections in place to safeguard the interests of buyers in off-the-plan transactions. These protections often include cooling-off periods, which allow buyers to change their minds shortly after signing the contract.

Developers involved in off-the-plan property sales also face several significant risks, including financial, regulatory, and market-related challenges. Viz:

- **Capital Constraints:** Developers often need substantial capital to acquire land, secure necessary permits, and begin construction. A lack of funding or financing difficulties can lead to project delays or even abandonment. Construction costs can exceed initial estimates due to unexpected issues, changes in materials or labour costs, or delays.

## Financial Risk Management



- **Market Risks:** Developers may be at the mercy of market fluctuations. If property values decline during the development and construction phases, the completed project may be worth less than anticipated, impacting profitability. Oversupply of properties in a specific market or location can lead to difficulties in selling units or achieving the expected price, potentially resulting in financial losses.
- **Regulatory and Legal Risks:** Changes in local planning and zoning regulations can affect a project's viability. Developers may face obstacles if their projects no longer comply with updated rules or if they encounter opposition from local authorities or communities.
- **Construction Risks:** Delays in construction can occur due to various factors, including weather, labour issues, or unexpected structural problems. These delays can lead to additional costs and financing challenges. Ensuring the quality of construction is essential, as poor workmanship can lead to defects and legal liabilities.
- **Marketing and Sales Risks:** Market conditions can evolve during the development period, affecting the project's desirability and saleability. Developers may need to adjust marketing strategies and pricing to attract buyers. Developers may face difficulties in selling all units in the project, leading to carrying costs, unsold inventory, and potential financial strain.
- **Interest Rate and Financing Risks:** Fluctuations in interest rates can affect the cost of financing the project, potentially leading to higher interest expenses and impacting profitability.

To mitigate these risks, developers typically engage in thorough due diligence, financial planning, and risk management.

## Project Marketing

Almost all project marketing groups adopt a blended sales approach that relies upon **investment marketing groups** for their sales at a cost of 5-6%. Expensive commissions come straight off the bottom line of the gross realisation for the project and also increase selling prices for local buyers in a project, which will make valuations problematical. An experienced professional real estate sales team can deliver sales at a commission cost of 2.5% + GST (total 2.75%).

**Presales:** Land sales require a different skill-set to traditional real estate sales. A knowledge of new home construction processes is essential. Prospective buyers need a lot of information to help them make an informed decision about the land offering e.g. building covenants, disclosure plans, survey plans, contour plans and as constructed plans. The chances are that they will pass this information on to their builder so the more detail the better.

**Internet advertising alone will not usually be enough to kick-start the sales.** Target marketing into select groups is essential.



A professional real estate agency can assist by providing:

- An off-the plan sales and marketing service prior to project completion
- Supplementary feasibility and project viability reports
- Product design advisory with focus on functionality, buyer preferences, product mix, market values and market appeal
- Pricing strategy and structure
- Project branding and positioning
- Marketing budgets and media campaigns
- Sales display planning
- Marketing tools and materials
- Website development and links
- Market research and trends
- External sales channels where required

**It is important not to rely on the marketing groups for volume sales.** Their top-end commissions are not only the most expensive but if sell prices are then increased to absorb the additional costs local buyers in the project are impacted and valuations become problematical.

Quality market research will determine the budget mix however the initial focus should be on local sales.

A blended sales commission model will deliver the best outcome for stakeholders and a 50/50 mix is desirable – 50% real estate agent and 50% project market groups.

# LEGAL DOCUMENTS

---

Preparing legal documents for a property development is a crucial step in the process, as these documents define the rights and responsibilities of property owners and help facilitate the transfer of ownership. The documents you may need to prepare:

## Contracts of Sale

Legally binding agreements between the seller (developer) and the buyer (purchaser) of a lot in the subdivision. Key considerations include:

- Terms and conditions of the sale, including the purchase price and payment schedule.
- Description of the property, including lot number and boundaries.
- Conditions of the sale, such as any development obligations, building restrictions, or covenant compliance.
- Deposit amount and conditions for the release of the deposit.
- Settlement date and any special conditions.
- Dispute resolution mechanisms and remedies in case of breaches.

## Deeds of Conveyance

Legal documents that transfer ownership of a property from the developer to the purchaser and include:

- Accurate description of the property and lot boundaries.
- Clear identification of the parties involved.
- Legal description of the property, typically in metes and bounds or lot and plan details.
- Signatures of both parties, often in the presence of a witness and a notary public.
- Transfer of title and any encumbrances or easements.

## Easement Documents

Easements grant specific rights or interests in the land to another party, often to benefit neighbouring properties or utilities. Easement documents should include:

- The purpose and location of the easement.
- Rights and responsibilities of the parties involved.
- Maintenance and access provisions.
- Duration and conditions of the easement.
- Procedures for alterations or termination.



If the property development includes a community or homeowner's association, you'll need to prepare legal documents that govern the association's operation, including:

- Association by-laws outlining governance, meetings, elections, and management.
- Covenants and restrictions that property owners must adhere to.
- Collection and use of association fees.
- Enforcement mechanisms and dispute resolution processes.

## **Compliance with Local Laws**

Ensure that all legal documents comply with local laws, regulations, and property title requirements in your area.

## **Legal Review and Consultation**

It's highly advisable to engage a lawyer experienced in property development to draft and review these legal documents. Legal experts can help ensure that the documents are clear, legally sound, and enforceable.

## **Recordating and Filing**

Ensure that all necessary legal documents are properly recorded or filed with the relevant government authorities to establish clear ownership rights and interests in the properties.

## **Handover to Homeowners**

Once the legal documents are finalised, properties are transferred to buyers upon settlement. Provide purchasers with copies of all relevant documents, including contracts, deeds, and any applicable association rules.

Legal documents are essential for creating a clear framework for property transfers, ownership rights, and responsibilities within a property development. Engaging with experienced legal professionals is crucial to ensure that these documents are drafted accurately and are legally binding.

# PLAN SEALING

---

Submit the plan of survey to the local council for approval and sealing. Once sealed, this plan becomes the legal document for the new lots. The submission of the plan of survey to the local council for approval and sealing typically occurs during the later stages of the property development process, after various other steps have been completed. A general timeline follows:

- **Survey and Planning Phase:** The initial phases of the property development process involve land surveying, design, and obtaining the necessary approvals from the local council for the subdivision and development of the land.
- **Infrastructure Development:** Infrastructure work, including the construction of roads, utilities, sewage systems, and other necessary facilities, is carried out as part of the development. These infrastructure components need to be in place and compliant with regulations before the plan of survey can be sealed.
- **Compliance and Condition Fulfilment:** Ensure that all conditions and requirements imposed by the local council as part of the development permit have been met. This can include fulfilling obligations related to infrastructure, environmental assessments, and other regulatory requirements.
- **Final Inspection and Approval:** The local council may conduct a final inspection to verify that all aspects of the development, including infrastructure, are in compliance with the approved plans and relevant regulations.
- **Preparation of Plan of Survey:** Once all the necessary conditions have been met, a licensed surveyor prepares the plan of survey (also known as the reconfiguration survey plan) based on the current state of the development, including the infrastructure in place and lot boundaries.
- **Submission to Local Council:** The plan of survey is submitted to the local council for review and approval. This submission typically includes all required documentation and fees.
- **Council Review and Sealing:** The local council reviews the plan of survey to ensure that it complies with zoning regulations, planning policies, and any conditions specified in the development permit. If the plan meets all requirements, the council will seal it, making it a legal document.
- **Plan Registration:** Once the plan is sealed, it is registered with the relevant land title office. This registration formally establishes the new lot boundaries and property titles, making them legally binding.

The exact timing of when the plan of survey is submitted for sealing may vary based on the specifics of your development, local regulations, and the completion of required infrastructure and conditions. Typically, it occurs after the infrastructure work has been completed, compliance with all requirements has been verified, and final inspections have taken place. It's crucial to work closely with your surveyor and local council to ensure that the plan of survey is prepared and submitted at the appropriate stage of your property development.



# FINAL APPROVALS

---

Obtaining final approvals and clearances from the local council for the sale of individual lots in a property development project involves several steps and is a critical part of the process. A general guide on how to achieve this follows:

- **Compliance Check:** Before proceeding with final approvals, ensure that all aspects of your property development project are in compliance with the conditions specified in your development permit, local planning regulations, and any other requirements imposed by the local council.
- **Lot Titles and Legal Documents:** Confirm that all lot titles and legal documents, including the plan of survey and any relevant easements, have been properly prepared and registered with the appropriate land title office. These documents are essential for legally establishing the new lots.
- **Final Inspection:** Request a final inspection by the local council's building or development department. This inspection is typically carried out to verify that the development complies with approved plans, building codes, and safety regulations.
- **Certificate of Completion:** After a successful final inspection, you may be issued a certificate of completion or similar document by the council, indicating that the development has met all necessary requirements.



# UNDERSTANDING THE EVOLVING TRENDS IN URBAN PLANNING AND REAL ESTATE

---

The following trends reflect a shift toward more sustainable, connected, and community-oriented urban environments. Small lot developments that align with these urban planning principles will contribute to the creation of resilient, liveable, and vibrant neighbourhoods in the future.

Developers and planners will likely need to navigate a dynamic landscape, adapting their strategies to meet the evolving needs and expectations of urban residents.

## Urban Planning Trends

### Sustainable Development

**Green Building Practices:** Increasing emphasis will be on environmentally friendly construction materials, energy-efficient technologies, and sustainable design principles to minimise the environmental impact of developments.

**Renewable Energy Integration:** Incorporating renewable energy sources, such as solar panels and wind turbines, to promote energy independence and reduce reliance on traditional power grids.

**Green Spaces and Biodiversity:** Integrating parks, green roofs, and urban gardens to enhance biodiversity, provide recreational spaces, and contribute to the overall well-being of residents.

### Mixed-Use Developments

**Integrated Zoning:** Breaking away from strict separation of residential, commercial, and industrial zones in favour of mixed-use developments that combine housing, retail, office spaces, and recreational areas within the same neighbourhood.

**Walkability and Connectivity:** Designing compact, walkable neighbourhoods where residents can easily access amenities, reducing the need for extensive car use and promoting a sense of community.

## Smart Cities Integration

**Smart Infrastructure:** Implementing technology-driven solutions for efficient waste management, traffic control, and public services to enhance the overall quality of life in urban areas.

**Data-Driven Decision Making:** Using data analytics and sensors to gather information on urban patterns and trends, enabling city planners to make informed decisions for optimising services and resources.

**Smart Transportation:** Integrating intelligent transportation systems, such as real-time traffic management and electric vehicle infrastructure, to improve mobility and reduce environmental impact.

## Transit-Oriented Development

**Proximity to Transit Hubs:** Designing developments around public transportation nodes to encourage the use of buses, trains, and other forms of public transit, reducing reliance on personal vehicles.

**Mixed-Modal Connectivity:** Creating seamless connections between different modes of transportation, including walking, cycling, and ride-sharing services, to provide residents with diverse and convenient mobility options.

## Affordable Housing Solutions

**Innovative Design for Affordability:** Exploring creative architectural solutions that allow for cost-effective construction without compromising the quality of living spaces.

**Incentives for Affordable Housing:** Collaborating with local governments to implement policies and incentives that promote the development of affordable housing units within urban areas.

## Co-living Spaces

**Flexible Living Arrangements:** Designing small lot developments that accommodate the rising trend of co-living, with shared spaces, amenities, and facilities that foster a sense of community.

**Technology Integration for Community Interaction:** Utilising technology platforms to facilitate communication and collaboration among residents in co-living spaces.

## Real Estate Trends

Real estate trends significantly influence the development, design, and market positioning of small lots. Trends that are likely to impact small lot developments in the future:

### Affordable Housing Solutions

**Innovative Financing Models:** Exploring alternative financing models, such as shared equity arrangements or community land trusts, to make homeownership more accessible for a broader range of individuals.

**Prefab and Modular Construction:** Embracing off-site construction methods to reduce building costs and accelerate construction timelines, making small lot developments more economically viable.

## Co-living Spaces

**Flexible Living Arrangements:** Catering to the demand for flexible living arrangements by designing small lot developments that accommodate co-living, with shared amenities and communal spaces.

**Community Engagement:** Fostering a sense of community within developments through shared activities, events, and communal spaces.

## Digital Real Estate Platforms

**Virtual Tours and Augmented Reality:** Utilising virtual reality (VR) and augmented reality (AR) technologies to provide immersive virtual tours, enabling potential buyers to experience properties remotely.

**Blockchain in Real Estate Transactions:** Exploring the use of blockchain for secure, transparent, and efficient real estate transactions, including property purchases, title transfers, and rental agreements.

## Adaptive Reuse

**Repurposing Existing Structures:** Transforming existing structures, such as warehouses or industrial buildings, into small lot developments, contributing to the revitalisation of urban areas and preserving historical elements.

**Mixed-Use Adaptive Reuse:** Combining residential spaces with commercial or retail spaces in adapted structures to create dynamic, mixed-use environments.

## Inclusion of Smart Home Technologies

**Home Automation:** Integrating smart home technologies, including smart thermostats, security systems, and energy-efficient appliances, to meet the demand for modern and connected living spaces.

**Energy Efficiency:** Prioritising energy-efficient design and appliances to appeal to environmentally conscious buyers and reduce long-term operating costs for homeowners.

## Influence of Remote Work

**Home Office Spaces:** Designing small lot developments with dedicated home office spaces or flexible workspaces to accommodate the increasing trend of remote work.

**Connectivity Infrastructure:** Ensuring reliable and high-speed internet connectivity to meet the demands of remote workers and digital nomads.

## Wellness-Centric Design

**Health and Wellness Amenities:** Integrating amenities such as fitness centres, green spaces, and wellness areas within small lot developments to cater to residents' health and well-being.

**Biophilic Design:** Incorporating natural elements, such as plants and natural light, into the design to enhance residents' connection with nature and promote a sense of well-being.

## Cultural Diversity and Inclusivity

**Cultural Amenities:** Considering the diverse cultural backgrounds and preferences of potential residents and incorporating amenities and design elements that reflect and celebrate this diversity.

**Accessible Design:** Ensuring that small lot developments are designed with accessibility in mind to accommodate individuals with varying abilities and needs.

## Evolving Retail and Commercial Spaces

**Neighbourhood Retail Integration:** Integrating retail spaces within or adjacent to small lot developments to create a mixed-use environment that supports local businesses and enhances the overall neighbourhood experience.

**Flexible Commercial Spaces:** Designing adaptable commercial spaces that can accommodate changing business models and trends.

Staying attuned to these real estate trends can help developers create small lot developments that align with market demands, appeal to a diverse range of buyers, and remain competitive in the ever-changing real estate landscape.



# GLOSSARY

---

## Websites Specific to Property Development Matters in Queensland

### ➤ **Queensland Government – Development and Planning**

The official government website provides information on development regulations, planning schemes, and development applications.

<https://www.qld.gov.au/environment/land/development>

### ➤ **Queensland Building and Construction Commission (QBCC)**

QBCC regulates the building and construction industry in Queensland. Their website offers resources for builders, contractors, and property developers.

<https://www.qbcc.qld.gov.au/>

### ➤ **Urban Development Institute of Australia (UDIA) Queensland**

UDIA Queensland is a valuable resource for industry updates, research, and networking in the property development sector.

<https://www.udiaqld.com.au/>

### ➤ **Queensland Urban Utilities**

If your property development involves water and sewage services, Queensland Urban Utilities provides essential information on utility connections.

<https://urbanutilities.com.au/>

### ➤ **Queensland Property Law**

This website offers information on property laws in Queensland, including legislation and regulations relevant to property development.

<https://www.qld.gov.au/law/your-rights/legal-and-property-rights>

### ➤ **Queensland Development Code**

This is an important resource for understanding development standards and codes in Queensland.

<https://www.business.qld.gov.au/industries/building-property-development/building-construction/laws-codes-standards/queensland-development-code>

### ➤ **The Planning Institute of Australia (Queensland Division)**

This organisation provides insights into urban and regional planning and offers resources for property developers.

<https://www.planning.org.au/>

### ➤ **Queensland Titles Registry**

If you need information related to land titles, property boundaries, and land records, the Queensland Titles Registry is the official source.

<https://www.titlestld.com.au/>

### ➤ **Local Council Websites**

Depending on the specific location of your property development project in Queensland, it's important to check the website of the local council or shire for information on local zoning, permits, and regulations.

### ➤ **Property Development Forums**

Consider joining property development forums and communities specific to Queensland, such as the PropertyChat forums, where you can connect with experienced developers and get insights.

Thinking about property?

*We are - all the time!*

Office: (07) 3372 0400

Email: [info@ap-realty.com.au](mailto:info@ap-realty.com.au)

Shop H, 255 Forest Lake Blvd

Forest Lake, Qld 4078

PO Box 4292

Forest Lake, Qld 4078

[www.ap-realty.com.au](http://www.ap-realty.com.au)

ASIAN PACIFIC FOREST LAKE PTY LTD ABN 42 131 491 293

