



First North Pty Ltd
ACN 075 064 792 Incorporated in Queensland

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To Potential Property Investors

Dear Sir/Madam,

Enclosed is some information for you. I will call you in a few days to see if I can assist you further with your selection of an income producing investment property and help you to secure a comfortable financial future. May I take this opportunity to illustrate a few basic property rules you may wish to consider when deciding what is best for you.

Rule No.1... POSITON, POSITION, POSITION. I know you have probably heard this before, however this is the golden rule of good property investment and **Cairns Beach Resort is Beachfront Property**. This is one of the best types of property to own in a predominately tourist driven market like Cairns. Remember 3.2 million visitors last year and we still have the Olympics exposure of Australia to impact on the region that is home to the Great Barrier Reef and the Daintree Rainforest. Two World Class attractions that are a must see for most international and domestic tourists.

Rule No.2... USE THE AVAILABLE TAX BREAKS. The Government allows taxpayers to claim expenses and depreciation related to property investment. This means the **Taxman and the tourists will help you pay off any borrowings** you may have on the property. This is a great way to achieve wealth legally with other people's money. A depreciation schedule is enc. as a guide and we are very happy to conduct a personalised assessment of your individual situation on request.

Rule No.3... USE THE PROPERTY CYCLES. Not so commonly known. We all seem to concentrate on the property cycle in our hometown. For example the Melbourne market has performed very well over the last 7-8 years. This is counter to the property market in Cairns that has stagnated over the same period. The question is when will the Melbourne market peak and the Cairns market start its upward climb? **Most qualified opinion says very soon!** One thing for sure is property does go in cycles so get in now while it is still affordable! Buy at the bottom and sell at the top!

Rule No.4...BUY FOR THE LONG TERM. We can show you how, with the right financing, you can own this property in a very short time. You will then see how the income from a number of well-chosen investment properties can start to replace your own income. **Ah! To not have to work again** and just collect **your monthly rental cheques** from your ever-increasing property portfolio. Who needs a Lotto win when you have a constant income stream from bricks and mortar?

Rule No.5...GET GOOD ADVICE. First North P/L has been active in the Cairns investment property market for many years and we have hundreds of satisfied clients both within Australia and overseas. We are totally independent and thoroughly research each property we put to the market to ensure **values are correct, position is appropriate** and the **income claimed by the developer is accurate.** Our Managing Director (Greg Peck) is a licensed Real Estate Agent and a member of the Real Estate Institute of Queensland with over 20 years as a practising agent. He personally chooses each development we offer to ensure we have the best available property at any given time. **It pays to get good advice!**

I hope you take the time to start on your journey to financial independence and look forward to helping you very soon.

Yours Sincerely

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