

# Investment Rise Client Case Study - Samer



***The suburb Niro recommended for me ended up having the highest capital growth in the last 12 months, for suburbs in my price range, nationwide. That shows how good his research is! The bank valuation from when I signed the contract to when I settled, increased \$20,000. The rent also ended up being \$50 a week higher than estimated. And Niro took care of everything. He is a true professional! He's going to help me build a big portfolio. I just know.***

**- Samer Sultan via Google Review**

## **Their Journey Before Investment Rise**

Samer had been watching Niro's videos for about 3 years before he finally reached out. He had seen Niro's predictions about the property market come true, time after time. Whenever he said something different to what the mainstream media said, Niro's predictions were what proved to be correct. So Niro and Investment Rise were the obvious choice when it came to choosing a buyers agent

## **The Initial Experience**

When reaching out to Niro, Samer said he was quite surprised with how down-to-earth Niro was. He genuinely wanted to help, which only reinforced Samer's decision to go ahead.

# Deciding Where to Invest

Samer wanted a property that was in really good condition and a high growth market. When Niro presented his top 4 recommendations around the country that suited his budget, his goals and his risk profile, Samer knew he couldn't lose with any of them. The data was very compelling.

He decided to go with Niro's recommendation in Western Australia

## 4 Weeks Later

Within 4 weeks of signing up as a client, Niro and the team found Samer a great property in a top location, close to parks, good schools, shopping and a lake. So the location had a real life-style element to it.

Samer and his wife loved the location and were stunned with the price that Niro negotiated.

# The Buying Process

As Samer had chosen to buy a property in a different state to where they lived, Investment Rise took care of everything for them.

Since this was their first ever investment property though, they decided to fly across and see the property themselves.

After they came back, Samer said to Niro, “My wife and I just spent a few thousand dollars in flights and accommodation, which I didn’t need to. I should have just gone with what you said. The property was in exactly the condition you mentioned - and the location is amazing. Thank you”

## The Result - An Immediate \$20,000 Uplift

Purchase price = \$549,000

Rent = \$600 per week

1 week after settlement, Samer got his property valued by the bank.

The Bank valuation came back at \$569,000. That was \$20,000 higher than he paid. And he got a tenant within a week. He was thrilled.

# \$146,000 Gain in 1 Year

As part of the service, Niro touches base with clients a minimum of once every 12 months after the property has settled.

On their annual review, Samer was stunned to see his property was now valued at \$695,000. Their purchase price was \$549,000 so they had seen **an increase of \$146,000 or 26.6% in 12 months.**

Their rent had also increased significantly. So they were in the amazing position of having extra cash flow and capital growth.