

Kill a Weak Property Deal in 5 Minutes

Pressure-test the numbers. Find the weak evidence. Decide what deserves deeper work.

Property / deal	Address / suburb
Strategy	Date checked

1 • WRITE THE NUMBERS

Buy price or site cost	\$ _____
Works cost	\$ _____
Buying, selling, finance and holding costs	\$ _____
Cash buffer	\$ _____
Supported end value	\$ _____

2 • MARK THE PROOF

Circle PROVEN, ESTIMATE or UNKNOWN for each important input.

Buy price	PROVEN	ESTIMATE	UNKNOWN
Works cost	PROVEN	ESTIMATE	UNKNOWN
Other costs	PROVEN	ESTIMATE	UNKNOWN
End value	PROVEN	ESTIMATE	UNKNOWN
Rent / income if relevant	PROVEN	ESTIMATE	UNKNOWN
Finance if relevant	PROVEN	ESTIMATE	UNKNOWN
Planning / building risk if relevant	PROVEN	ESTIMATE	UNKNOWN
Exit plan	PROVEN	ESTIMATE	UNKNOWN

3 • PRESSURE THE DEAL

End value falls	_____ %	Works cost rises	_____ %
Extra delay / holding buffer	\$ _____	Stressed end value	\$ _____
Stressed total cost	\$ _____	Safety gap	\$ _____

4 • FLAG WHAT COULD BREAK IT

- | | |
|---|--|
| ☐ End value lacks recent comparable evidence | ☐ Works cost lacks a current written quote |
| ☐ Holding and delay cost looks too light | ☐ Finance has not been checked |
| ☐ Rent or demand is assumed | ☐ Approval or building risk is unclear |
| ☐ Exit relies on one outcome | ☐ The deal works only if nothing goes wrong |

5 • MAKE THE FIRST-PASS CALL

STOP	CHECK MORE	KEEP GOING
Stressed costs meet or exceed value, or the deal needs materially better evidence.	The gap stays positive, but one important input is still an estimate or unknown.	Main inputs are supported and the stressed gap stays positive. Continue due diligence; this is not a buy decision.

My call: STOP / CHECK MORE / KEEP GOING

One fact that could change it: _____

Next action: _____

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