

Such a big range of options

■ **Maureen Eppen**

Mums and dads with equity in their family home, fly-in, fly-out workers looking to spend their money wisely or young singles and couples seeking security for the future are prime candidates to build an investment home — or homes — in the WA market.

Whether they plan to sell for a profit on completion or hold on to the finished home to rent out or sell later, there are a broad range of options for people contemplating building an investment property.

Investing in new homes, villas, townhouses or units can be a positive and rewarding way to

create wealth, work towards long-term capital growth or take advantage of potential tax benefits.

Possible projects include a home behind a home in an older suburb, duplex, triplex or quadruplex developments in new or established areas, or multi-unit projects to take advantage of group housing sites close to key infrastructure.

In WA, potential investors are spoilt for choice, with a number of building companies specialising in this type of residential construction and offering the experience and know-how to help maximise the potential for profit from strata, infill or single building sites.



The impressive and elegant interior of a design by Inspired Homes, in Oxford Street, Leederville.

High quality at low end of market

INSPIRED HOMES Vas Spaseski

Inspired Homes' managing director and registered builder Vas Spaseski wanted to prove it was possible to build quality homes for investors without spending a fortune — and a number of HIA Awards for Excellence confirm the company is achieving that goal.

The boutique builder specialises in duplex, triplex, quadruplex and multi-unit developments, home behind a home projects, villas and townhouses for the investment market, and builds individually designed single, double and multi-storey homes, commercial developments and renovations.

Mr Spaseski, a former town planner, has worked in the construction industry for more than 20 years and established Inspired Homes seven years ago, when he was keen to take his experience to the next level.

"I wanted to prove it was possible to offer a high-quality product at the lower end of the market, and show that you



Vas Spaseski



Attention to detail defines this investment home.

didn't need to be building in the western suburbs to get a high-specification villa," Mr Spaseski said.

"Even entry-level homes in lower demographic areas can have all the mod cons without the hefty price tag.

"We build all over the metropolitan area, with a focus on areas 15-20km from the CBD zoned for redevelopment — areas such as Nollamara, Westminster, Tuart Hill, Balcatta, Yokine, Innaloo, Maylands and Kewdale.

"We individually architecturally design each development — never is a block

too hard to work with, no matter what the shape is or the slope of the terrain."

The company has won a number of HIA awards in the past two years, including excellence in service in the medium builder category and the 2012 award for townhouse or villa project \$200,001 - \$300,000.

Mr Spaseski said it was important to understand and compare the differences between single-storey villa and two-storey townhouse developments. "A single-storey development will almost always offer a higher return, simply through reduced holding costs

and shorter construction times.

"The main advantage for investors who come to Inspired Homes is our quick turnaround time — two weeks to get to site and start once full building licence is issued, and an average seven months for three villas as a full turnkey product.

"We have a mix of clients from 'mum and dad' investors who want to secure their retirement nest egg by investing in property to developers who want to come into a one-stop shop and know they are getting an architecturally designed development that includes absolutely everything without the hassle of trying to complete the job once it's handed over."

Mr Spaseski said a number of factors contributed to the success of his firm.

"We don't charge extra for custom design and our clients' investments are important to us — we want them to achieve the best return so they come back and build with us again. We rely heavily on referrals, which have got us where we are now, and our biggest advantage would have to be our high specification

and finishes — over and above many other builders. We work on lower margins and work with our suppliers to give our clients more bang for their buck."

Specifications can include high gloss or satin two-pack lacquered finishes to kitchens, bathrooms and laundries, soft-close doors, stone kitchen benchtops and Smeg appliances.

All villa and townhouse projects are finished to turnkey specification, including carpets, curtains, alarm, air-conditioning, dishwasher, skirtings, landscaping and reticulation. Full turnkey 3x2 villas with double garage can be built from \$180,000.

"Our standard ceiling height in all homes is a minimum of 30 courses, we offer full porcelain soft-close toilets, contemporary tapware and above-counter vessels in bathrooms, all built-in robes, roller-doors and R4.0 insulation.

"Our garages and alfresco areas are fitted with plasterboard and cornices, rather than fibre cement sheeting."

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