



Zammit Real Estate

EXPLORING Co-living



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From the Director

Australia's property market presents a challenge for traditional investment approaches. Skyrocketing property prices, inflated rents, and a growing demand for flexible housing are creating a new reality. Co-living offers a compelling solution, delivering strong financial returns, built-in resilience, and perfect alignment with this evolving market.

This guide explores the challenges of the traditional property market and the numerous advantages co-living presents for investors. We'll delve into the numbers, uncover the demographics driving the demand, and outline the key factors for success in this exciting new investment landscape.

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Why Co-living?

Co-living unlocks superior returns through its room-by-room rental structure. Imagine a typical four-bedroom house fetching \$500 per week. By converting it to a co-living space with private ensuites commanding \$300+ per room weekly, your gross income skyrockets to \$1200 or more – an impressive 80% increase.

Furthermore, co-living inherently minimizes risk. Vacancies in one room are offset by income from others, unlike traditional rentals where a single vacancy can mean significant income loss. Additionally, co-living properties prioritize locations near jobs, amenities, and transportation, fostering long-term desirability and potential capital gains.

66,000

NEW CO-LIVING
PROPERTIES NEEDED TO
MEET DEMAND (ABS)

UPTO 12%

3X MORE RETURNS
FOR THE INVESTOR



Who's Choosing Co-Living in Australia

Target Market: A Socially Savvy Generation

- **Young Professionals (22-35):** This demographic, often burdened by student debt and rising rents, finds co-living's affordability and flexibility attractive.
- **Students:** Co-living removes the hassle of finding flatmates and offers built-in social connections, perfect for those new to a city.
- **Digital Nomads:** The rise of remote work fuels the demand for flexible, fully-furnished living spaces that co-living provides.

The Numbers Behind the Demand

- 1 in 4 Australians report feeling lonely, highlighting the growing need for social connection that co-living fosters [Source: Mortgage Mates].
- Shared living is projected to grow at a rate of 14.1% in Australia by 2027 [Source: Industry estimates].
- Co-living residents are willing to pay a premium for the added benefits of community events, co-working spaces, and on-site amenities.



14.1%

SHARED LIVING IS PROJECTED TO GROW AT A RATE OF 14.1% IN AUSTRALIA BY 2027

Understanding the Numbers

Traditional Rental:

- Purchase Price: \$800,000
- Weekly Rent: \$550
- Total Weekly Income: \$550
- Annual Rental Income: \$28,600
- Gross Rental Yield: 3.57%



Co-Living Investment:

- Purchase Price: \$800,000
- Weekly Rent Per Room: \$320 (4 rooms)
- Total Weekly Income: \$1280
- Annual Rental Income: \$66,560
- Gross Rental Yield: 8.32%



Have Questions?

- **Will a coliving be hard to sell in the future?**

No, coliving is not expected to be hard to sell in the future. In fact, the demand for coliving is expected to continue to grow in the years to come.

- **Why is coliving good value for money for tenants?**

Coliving is a great option for tenants who want the best of both worlds – privacy and affordability. Unlike share houses, coliving spaces offer private bedrooms and bathrooms, so you can have your own space to relax and unwind. But unlike studio or one-bedroom apartments, coliving is also much more affordable.

- **Can I build coliving on my land?**

Yes, but it depends on local regulations. Our Coliving by Gallery Consultants will work with our town planners to assess your land and determine the feasibility of building a coliving property. We'll guide you through the process and ensure compliance with all relevant regulations.

- **Where can I build this?**

Coliving has carefully selected locations based on extensive research in key local government areas, drawing on strong relationships with some of Australia's largest land developers. This unique approach allows to present investors with a fully compliant, ready-to-build investment opportunity from the outset.

- **Who buys Coliving Homes (The Exit Strategy)?**

- Sell to an investor or SMSF = Continue to rent as a Co-Living Home
- Sell to an owner occupier = Owner occupier type market (vacant possession)
- Sell to a multi-generational family = Owner occupier type market (Family & Parent/Kids)

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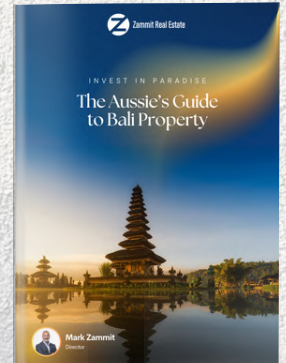
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Why Us?



Zammit Real Estate

Ready to unlock the potential of Co-living?
We understand the process can seem complex.

That's why we offer a comprehensive, end-to-end approach. With us by your side, you'll be equipped to make informed decisions every step of the way.

Let's explore how we can help you build a successful investment strategy that aligns with your values.



Get started today



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