



## IM Input Worksheet

*Gather everything once so writing the IM becomes easy*

Use this before you start drafting. If you can't answer these clearly, your IM is not ready yet.

### Section A – Borrower / Entity

• **Borrowing entity name:**

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• **ACN/ABN / trustee details:**

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• **Director / guarantor names:**

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• **Contact mobile + email:**

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• **Entity purpose / structure:**

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• **Who will sign and who is liable?:**

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## Section B – Deal Snapshot

- **Property address:**

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- **Property type:**

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- **Current condition in one sentence:**

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- **Strategy (cosmetic / structural / subdivision / build / hold / flip / refinance):**

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- **Purchase price:**

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- **Deposit:**

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- **Expected settlement date:**

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- **Target exit (sell / retain / refinance / split exit):**

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## Section C – Value-Add Thesis

- **Why this suburb?:**

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- **Why this property?:**

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• **What is being improved / changed?:**

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• **What is the main source of uplift?:**

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• **What would happen if you did nothing to the property?:**

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• **Who is the likely end buyer?:**

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## **Section D — Scope of Works**

• **List the top 10 scope items:**

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• **Structural or non-structural?:**

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• **Approvals required?:**

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• **Who prepared the scope?:**

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• **Fixed quote, estimate or allowance?:**

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• **Contingency % allowed?:**

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## Section E – Team

- **Broker / lender / funder:**

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- **Builder / main contractor:**

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- **Architect / designer:**

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- **Planner / surveyor / certifier:**

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- **Solicitor / conveyancer:**

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- **Selling agent / local market advisor:**

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- **Who is project managing?:**

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## Section F – Timeline

- **Exchange date:**

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- **Settlement date:**

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- **Design / tender period:**

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• **Approval period:**

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• **Works commencement:**

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• **Works completion:**

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• **Campaign launch:**

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• **Expected sale / refinance date:**

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• **What are the two biggest likely delays?:**

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## **Section G — Market Positioning**

• **Target buyer:**

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• **Target resale price point:**

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• **Why this product suits the suburb:**

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• **Key local demand signals:**

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• **Recent sales trend:**

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• **Stock shortage or oversupply?:**

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• **What would make this hard to sell?:**

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**Section H – Comparable Sales**

• **Comp 1 address / sale date / price / why relevant:**

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• **Comp 2 address / sale date / price / why relevant:**

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• **Comp 3 address / sale date / price / why relevant:**

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• **Stretch comp (optional):**

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• **Conservative comp (optional):**

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**Section I – Financial Summary**

• **Acquisition costs:**

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• **Works costs:**

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• **Soft costs:**

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• **Holding costs:**

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• **Selling costs:**

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• **Contingency:**

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• **Total project cost:**

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• **Expected sale price / end value:**

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• **Net profit:**

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• **Margin / RoC:**

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• **Cash in deal / equity contribution:**

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• **Funding required:**

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## Section J — Risks + Back-Up Plan

- What is the biggest thing that could go wrong?:

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- What if works take 8 weeks longer?:

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- What if resale is 5–10% lower?:

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- What if builder costs blow out?:

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- What is the fallback exit?:

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- What buffers exist?:

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## Section K — Supporting Docs

- Feasibility spreadsheet ready?:

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- Before photos ready?:

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- Builder quote ready?:

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• **Plans / sketches ready?:**

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• **Agent appraisal ready?:**

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• **Suburb / market data ready?:**

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• **Title / zoning / planning docs ready?:**

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