

Rent Roll Acquisition, Valuation & Due Diligence

Buy, value and integrate a rent roll without inheriting someone else's problems.

VERTICAL

Agency Leadership

LEVEL

Advanced

DURATION

16 hours · 6 modules · 30 lessons

MODULES

6

Programme overview

Built for principals and property management leaders looking to grow through acquisition rather than organic listing. Covers how rent roll multipliers are actually set and negotiated, reading quality of management behind the headline number, forensic arrears and vacancy analysis, auditing management agreements clause by clause, retention and clawback structures that protect the buyer, deal structures and staged settlements, funding an acquisition, a full due diligence checklist, integrating staff and systems without losing landlords in the handover, and the first twelve months of retention after settlement. This program is professional development only — it is not financial, legal or taxation advice, and every acquisition should be run past your solicitor, accountant and finance broker before you sign anything.

What you'll master

- 01 Explain how rent roll multipliers move with management fee, portfolio quality and location, rather than quoting a flat industry rule of thumb.
- 02 Reconstruct a seller's headline multiplier back into its underlying revenue-per-property to sanity-check the asking price.
- 03 Assess quality of management using average tenancy length, landlord tenure, fee leakage and owner concentration, not just management numbers.
- 04 Run an arrears and vacancy analysis that exposes a portfolio dressed up for sale.
- 05 Audit management agreements clause by clause for assignability, notice periods, fee structure and termination triggers.
- 06 Negotiate retention warranties, adjustment mechanisms and clawback clauses that protect the buyer after settlement.
- 07 Compare deal structures — lump sum, staged, earn-out — and choose the one that matches the risk in a given portfolio.

- 08 Prepare a funding case for an acquisition, including serviceability and lender due diligence expectations.
 - 09 Work a full due diligence checklist end to end before signing a contract for sale of a rent roll.
 - 10 Run a transition and communication plan for staff, landlords and tenants that holds retention above 90% in year one.
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Skill focus

- Valuation & Multipliers
- Portfolio Quality Analysis
- Agreement & Compliance Audit
- Deal Structuring & Funding
- Due Diligence Process
- Transition & Retention

The syllabus

6 modules · one standard

I. 01 · Rent Roll Multipliers & Valuation Drivers

5 LESSONS

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| 01 | What a rent roll multiplier actually prices | masterclass · 14 min |
| 02 | What pushes a multiplier up or down | masterclass · 14 min |
| 03 | Cross-checking the multiplier against a discounted cash flow | masterclass · 13 min |
| 04 | Negotiating the multiplier without burning the relationship | reading · 13 min |
| 05 | Knowledge check: Multipliers & Valuation | quiz · 4 min |
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II. 02 · Quality of Management & Portfolio Health

5 LESSONS

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| 01 | What quality of management really means | masterclass · 13 min |
| 02 | Owner concentration and single points of failure | masterclass · 12 min |
| 03 | Assessing staff capability and systems maturity | masterclass · 13 min |
| 04 | Red flags that should stop or reprice a deal | reading · 13 min |
| 05 | Knowledge check: Quality of Management | quiz · 4 min |
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III. 03 · Arrears, Vacancy & Management Agreement Audits

5 LESSONS

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| 01 | Running a forensic arrears analysis | masterclass · 14 min |
| 02 | Vacancy rates and days-to-relet as a health signal | masterclass · 13 min |
| 03 | Auditing management agreements clause by clause | masterclass · 15 min |
| 04 | Sample audit uncovers non-assignable agreements | scenario · 11 min |
| 05 | Knowledge check: Arrears, Vacancy & Agreements | quiz · 4 min |

IV. 04 · Retention Clauses & Deal Structures

5 LESSONS

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| 01 | Retention warranties and price adjustment mechanisms | masterclass · 14 min |
| 02 | Clawback clauses and how they actually get enforced | masterclass · 13 min |
| 03 | Lump sum, staged and earn-out structures compared | masterclass · 13 min |
| 04 | Matching deal structure to portfolio risk | reading · 13 min |
| 05 | Knowledge check: Retention & Deal Structures | quiz · 4 min |
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V. 05 · Funding & the Full Due Diligence Checklist

5 LESSONS

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| 01 | Preparing the funding case for an acquisition | masterclass · 14 min |
| 02 | The due diligence checklist, part one: financial and legal | masterclass · 14 min |
| 03 | The due diligence checklist, part two: operational and people | masterclass · 13 min |
| 04 | The seller wants to shorten the due diligence period | scenario · 11 min |
| 05 | Knowledge check: Funding & Due Diligence | quiz · 4 min |
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VI. 06 · Transition, Integration & Post-Settlement Retention

5 LESSONS

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| 01 | Integrating staff and systems without losing momentum | masterclass · 13 min |
| 02 | Communicating the sale to landlords | masterclass · 14 min |
| 03 | Managing tenant continuity through the transition | masterclass · 12 min |
| 04 | The first twelve months: holding the retention line | reading · 14 min |
| 05 | Knowledge check: Transition & Retention | quiz · 4 min |
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Important — non-accredited training

The Agent Academy is not a Registered Training Organisation (RTO). This program is professional development designed for elite outcomes and earning potential; it does not issue nationally accredited qualifications, statements of attainment or units of competency. Content is built around real industry practice — completion does not satisfy licensing or registration requirements in any Australian state or territory.

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