International Property Investment

How to Make Millions by Investing in Property Abroad

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Introduction

I will briefly cover these main, specific points, before expanding into detail within the book's chapters. You cannot generate money after selling a piece of real estate, the income begins to form when you decide to purchase. A vital stage before purchasing any property abroad, or investing abroad, is ensuring your ease with the foundations of investing your money. You must ensure value.

The next component is researching your chosen market, monitoring its value, checking to see if value rises as time passes. You must engineer an exit route/strategy, if you choose to end your investment due to future factors that may come into play.

These are the foundational components any potential investor should consider before investing money abroad, in property or any such venture to make millions.

Many people dream of having a home overseas: perhaps you want to buy a villa for holidays, or retire to sunnier climes. Or maybe you're planning to make a fresh start in a new country. If you're buying a property abroad, you need to be clued up on how the process differs from the UK, from mortgages and tax to estate agents and bank fees.

Online Property Portals

This guide explains the basics of buying a property abroad.

There are several ways to search property investments. Online property portals; property websites including Rightmove, OnTheMarket, Zoopla feature overseas sections. Specific high-end UK estate agents such as Knight Frank, Savills and Hamptons International sell international property, also.

Local agents are recommended to visit during the holiday season in the region where you want to buy. Enquire into just how the property market has altered over the last collection of years and gain precious insight about areas tipped the increase scale – and those to avoid. Encounter estate agents' advice with a balanced perspective. Nothing surpasses exploring the surrounding neighborhoods in person, and speaking to the local residents.

Shows bring estate agents, lawyers, developers and experts to you. You can normally attend seminars to learn more about the process of buying, meet people who've already bought abroad and arrange a trip to your dream location with an agent who will take you on a tour and show you potential properties.

Developers

Developers sell freshly built homes or off-plan properties that have yet to be completed or renovated. Research is needed, looking into the developer's public relations image, status in reputation, and recently finished developed properties. Climate, travel routes, childcare, medical sources, and cuisine access is all vital to consider alongside location.

In order to form a trustworthy perspective, you should carry out extensive research – if not, you may run the risk of a financial problem with no escape strategy in place, or sight. Try subscribing to zines and websites designed especially for viewers like yourself, expats, and buyers in your country of desire. You will most likely need to set up a mortgage featuring an overseas broker. Employing a specialist lender will allow you bespoke data, including a number of estate agents or lawyers to contact in your desired place overseas.

Chapter 1: Investing: Who is Capable?

All keen business routed individuals, seek to acquire financial freedom; independence.

Stocks represent part ownership of a company. They are also sometimes called securities. Explain that Renting out is the swiftest way to invest in real estate. Ambitious individuals invest in property. Searching investment contact groups is a great way to find people who prefer to invest in very under-priced property abroad. You can develop property leads to follow by speaking to property group clients.

Advantages and Disadvantages

Take a look at why companies and corporations would want to do this. It's primarily to raise money. What do shareholders own? They have the right to the assets and earnings proportional to the percentage of shares they own. Nowadays most stocks only give shareholders a claim to earnings. This is because The price-to-earnings ratio is for valuing a company that measures its present share price relative to their per-share income amount.

There are two main types of stock: preferred stock and common stock. They are differentiated by the right to vote in company decisions. Common stockholders can vote in company decisions. o Preferred stockholders cannot but they are first in line, after creditors, to be paid if the company goes bankrupt. So, they give up their right to vote for some security.

Demographics / Wealth Structure Development

Which type of stock fits what type of investor? Options are insurance like financial instruments that are used by investors to make money off the movement or lack of movement of stocks and to protect themselves from uncertainty.

Securities besides stocks are classed as derivatives, because they derive their value from the underlying security on which they are based. Essentially contracts that give a person

an option to buy or sell a security. Trades often consist of sellers and buyers. Options have an expiry date and a strike price. The strike price is the price at which an owner of an option can sell or buy the underlying security. The expiry date is when the option ceases to hold. It can no longer be exercised past this point.

There are two types of options:

Call options give the owner the right to buy an underlying security. These options give the owner the right to sell an underlying security.

Real estate signifies a huge sum of many individual wealth. This is fact and true for many homeowners in the US. According to the Survey of Consumer Finances by the Federal Reserve, 64.9 percent of American families owned their own first property during 2019. The size and scale of the real estate market sets an image; an alluring and shifting category for numbers of investors.

- A number of elements influence real estate costs, availability, and investment futures.
- Demographics offer data on the age, income, and regional preferences of current or possible investors, retirees, and vacation or second home buyers.
- Interest rates impact the price and demand of real estate. Lower rates bring in extra investors, displaying the lower prices of obtaining a mortgage, yet also expand the ask for real estate, in turn, increasing price.
- Real estate prices usually follow the cycles of the economy, but investors can mitigate that disadvantage, by buying REITs or other diversified holdings that are not tied to economic cycles, or alternatively can withstand decreases.
- Policies and legislation such as tax incentives, deductions, and subsidies can increase or drop the ask for real estate.

Chapter 2: Scaling Location to Cost

You must ensure value; locate the place best suited for your current budget.

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of options. Call options give the owner the right to buy an underlying security. Put options give the owner the right to sell an underlying security.

*Once you have a property you can start considering scaling. This is the stage where things can go wrong, so taking things naturally is vital. Remember that typically, you'll be in this for a long time, so don't rush your investments.

Remember that when growing a portfolio, time is your most important tool. Property and yield building inherently suit a long-term strategy centred around being in the market for as long as possible. You should spend enough time within the market to take advantage of natural growth while increasing the returns.

At this point, you should also have your predicted holding pattern in thought. Ideally, considered during the planning stage of your investment but understanding that you're planning to hold for years means you can adequately research beforehand.

The Area Median

● Looking for property priced below an area median is a smart option

● Putting location and expense on the scales helps maintain balance

● You can resell your property when a chance arises on the market

● Explain that stocks represent part ownership of a company.

Balance location against expense / Attract a broader market when it comes to an opportunity to resell your investment.

Building a portfolio through a limited company is a method of investment management that is quickly growing in popularity. Offering a number of unique benefits that individual investors wouldn't usually experience, a limited company can offer flexibility when building the portfolio over the long-term.

That said, if you're looking to build a property portfolio through a limited company, try and decide this well in advance. This method of investment can offer a number of benefits but may need an extended time that will be added into your planning.

Don't take on more property than you can manage. Start small and keep consistency. If you're reinvesting, use patience; a consistently positive cash flow can lead to better results. Look to rebuild your deposit potswith rental profit you make.

Keep your diversity. While you should have many locations, you can have several asset types. It might be that you have single-lets and some HMO. You could have one property marketed at young professionals and another in student spheres. Giving yourself the best opportunity to gain from a market that will see highs and lows,

Chapter 3: Property Style

Style is the forefront of choosing how you are presented to the world, via your investments.

Searching market visuals for estate online can offer ideas on style. Understanding a range of universal property styles will help you become in sync with taste. Gaining knowledge of style is vital to the estate investment process.

How to Gain Knowledge of Style in your Choice for Investment

To explain property styles we consider some of the most prominent and iconic architectural styles; Georgian, Victorian and Art Deco property style.

Ever wondered how to easily pinpoint which era a property was built in? There are certain giveaways, typical features we expect to see in a property built within a particular time period.

Whether you know it or not, you've seen an international style home before. These buildings look staggeringly modern, yet their concept has stood the test of time. We've been impressed by feats of international style architecture for the past four decades.

With that in mind, we take an in-depth look at what makes these structures so bespoke in style. Keep reading for an explanation of some of the defining characteristics of its buildings.

International style homes are uniform in design, look at the defining characteristics that bind them together. Below is a list of identifying features:

Exterior

- Rectangular shape
- Flat roof
- Utilitarian materials; concrete, steel, glass
- Smooth, untextured surfaces
- Round corners
- A weightless quality

Interior

- One or plus stories
- Consistency of utilitarian materials (e.g. concrete floors)
- Large, floor-to-ceiling windows

Naturally or Learned

In a stark contrast to the architectural styles that preceded the Georgian era; properties were built with grand proportions to create a sense of space and light compared to the darker, smaller properties from previous periods.

Georgian architecture is usually viewed properties built between 1714 and 1830. Georgian architecture is marked by symmetry and proportions. Simple mathematics was applied to determine the size of windows and the shape of the room.

Many would prefer to live in a period property over a modern one. Historic characteristics can be highly attractive, they can also come with restrictions if the property is listed, and may need more maintenance.

Chapter 4: The Level of Quality to Fit your Intended Buyer

Quality is key. Your intended buyer needs to feel utterly assured with their choosing of your property.

As an integral part of everyday lives, the construction and real estate sector is a priority area where our investments make a tangible difference to people living in our markets.

Whether it is building social real estate infrastructure such as housing for communities, or business enabling facilities such as logistics and industrial parks for companies, the CRE sector is essential for economic growth and development.

And done right, investing in the sector can make a real difference to people's lives – whether by creating economic opportunities, enabling inclusive urbanisation or fostering environmental sustainability. Which is why it's one of our priority investment areas.

Construction Quality

A thriving construction and real estate sector is needed for economic growth

Across the countries where we invest, growth in demand for construction and real estate projects is being driven by macro-economic and disruptive mega trends, such as increasing urbanisation, expanding trade, demographic trends such as rising income levels and a young workforce, along with technology and sustainable environment. While these increase economic activity, they also create incremental demand for quality and sustainable real estate, which is largely unmet across most of our focus markets.

Investments in the sector can play a large role in determining whether cities become local and regional centres of sustainable growth. But without this investment and growth, local populations are at risk of losing out.

However, the sector faces several challenges in meeting this unmet demand and maximising the potential it has to make a difference to people's lives. Across many of the

markets where we invest, the sector is fragmented with sub-scale developers, and there is little use of efficient, sustainable construction practices and technology.

All these factors typically result in high construction costs, an increase of small to mid-sized low-quality projects, and a lack of scalable investment opportunities.

Re-Selling for Expat Investor

As a result, in emerging markets, the sector often struggles to attract institutional investor interest, there is little long-term thinking, and activity ends up being concentrated in projects that are shorter-term or have the greatest potential for higher returns. Those sub-sectors which typically foster long–term economic growth, support the creation of sustainable communities and offer scalable development opportunities – such as housing, industrial and logistics parks, student accommodation and others – have largely been overlooked.

When we invest in the sector, we aim to deliver a positive impact for communities in three ways: by creating economic opportunities; enabling inclusive urbanisation; and fostering environmental sustainability.

For example, by focusing on housing, we support the provision of adequate homes for underserved households in our markets – helping to improve their quality of life, health and foster inclusion. Our investments in the industrial and logistics sub-sector, on the other hand, have a different impact – they create jobs, build skills and improve the business environment and increase efficiencies in the production, storage and transportation of goods. And in turn, this boosts tax revenues for local governments that can be fed back into the community.

So how do we go about achieving this impact? Essentially through 'six themes' falling under two pillars of activity.

The first pillar is 'sector development', by which we mean activity to address the imbalance between demand and supply.

Your objective is 'market strengthening', which supports the development of stronger businesses to address the systemic challenges that hamper the sector.

Chapter 5: Size is Important

Consider expansion… is this your future plan?

The English Private Landlord Survey shows that couples aged 25 - 49 make up the largest proportion of private renters, a demographic that is increasingly prioritising space and flexibility.

When it comes to property investment, the old adage is 'location, location, location'. Any property investor that has found success will understand that where your investment is based has a huge effect on the bottom line. But does the size also matter for investors?

Most investors will want to choose an emerging location that is affordable but forecasting growth, ensuring that they're maximising returns. This is why we're seeing a huge shift in demand from the traditionally popular London market to more regional cities and towns. However, as more people look to rent indefinitely, we're also seeing a shift in the most popular property types on the market.

Whether you're looking for higher rental yields or want to take advantage of a certain demographic, the property type you opt for has a huge effect. Figuring out this strategy is vital as once you know your end goals, you'll know the property type that will work for you.

here's enough asset variation in the UK market to suit a broad range of strategies, whether you're looking to target solo renters with a 1-bedroom apartment or couples with a 2-bedroom apartment. According to Homes and Property, larger apartments are more likely to attract tenants despite rents being higher, making 2-bed apartments one of the most in-demand property types in the market right now.

Looking purely at rental yields, 2-bedroom apartments are one of the most optimal property assets for a Buy-to-Let investment. Zoopla's yield data shows that 2-bedroom apartments outperform every other property type aside from 2-bedroom houses with an average rental yield of 5.16%. This makes it incredibly appealing for investors, especially if the location is in a 'prime destination'.

One-bedroom apartments outperform their 'house equivalent', though if you're looking for more than three bedrooms, a house would be the better option.

With this in mind, we're seeing more developers opting to include 2-bedroom apartments in their developments because they attract couples and professional sharers - two incredibly popular demographics. Couples typically bring double salary security and, according to Knight Frank, rent for longer, meaning fewer void periods.

Overseas property investment includes vitality of size -

why?

o 'Does Size Really Matter'? As you'd expect, yes. If you're looking to maximise rental yields, 2-bedroom apartments are the way to go. Apartments in general either outperform or near-enough match their 'house equivalent', typically providing easier access to desirable city-centre amenities. As a market, the UK is also incredibly receptive to 2-bed properties as 'Generation Rent' looks to find space, flexibility and affordability where they can.

Choose your market, and location wisely.

Of course, location still plays a role in the overall performance of the investment. In the South we're seeing locations such as Bracknell and Slough emerge as potential markets because of their affordability and accessibility.

Chapter 6: Supply and Demand in Rental Terms

Be prepared for influx in market rises, and dips.

There are a number of factors that affect housing prices, which we can broadly categorise into demand-side and supply-side factors. Examples of factors of demand include mortgage rates, population, real income level and demand for space. For example, during COVID-19, prices in London rose for houses but fell for apartments, reflecting an increased demand for home-work and garden space. Different attitudes towards homeownership and debt also contribute to variances in demand. In the UK, society holds a strong preference towards homeownership. Given a free choice, 86% of the population prefer to be owner-occupiers as opposed to renting. In contrast, Germany has one of the lowest homeownership rates amongst OECD countries. Besides social norms, public policy interventions also influence overall demand. For example, the UK Government's Help to Buy Scheme aimed to incentivise first-time home purchase by providing an interest-free equity loan for the first five years to support deposit requirements. Meanwhile, housing policies in Germany incentivise renting by protecting tenant interests.

The supply-side also influences housing prices, including land availability, profitability and regulations. Inflation in construction materials and labour shortage can increase the costs of building. Therefore, profit margin for developers is squeezed unless they are able to pass the costs to buyers, resulting in less incentive to supply.

Flexible Renting Hack

- Tapping into valuable sources of new customers by using bases
- Extending sales cycles could be the next big thing in your new overseas markets.
- Entering new markets abroad will also help reduce reliance on your own local market.
- Fresh business moves could potentially help you as you grow as a brand.

Bringing High Return Turnarounds

Although both the supply- and demand-side factors individually shape the housing market, their interaction determines the market equilibrium price where the market exchange happens. One of the outcomes of their interaction is the real estate cycle. Different regions do not necessarily have synchronising real estate cycles. The cycle can be roughly divided into four different phases: recovery, expansion, hyper-supply and recession. Different stages of the real estate cycle consist of different levels of vacancy rate, construction level, rental and price levels. For example, in the expansion phase, vacancy decreases, rental level rises, and construction level starts to catch up. However, the extent of rental and sale price increase is subject to the price elasticity of supply – the reaction of housing supply to changes in housing prices. When supply is inelastic, prices rise faster. This is because the rising demand translates into prices instead of construction activities. In general, supply is less elastic in dense urban areas where planners seek to protect historic building stock or open space from (re)development. Hence, it is no surprise that over the past decade, house prices rose fastest in places like Bristol, London, or Manchester.

The determination of the spatial variation of housing prices is complex. Its consequence has a significance impact on both investors who aim to develop of robust investment strategy and potential homeowners who would like to put a roof over their head.

Think on these:

- Considering tax complexities gains you foresight
- Look into the country property system for local perspective
- Check the local renting laws
- Consider employing an assistant for any coverage in detail

Chapter 7: Understand the Four 'Pools' of

Potential Buyers

Understanding the people around you is vital to setting terms and offers.

Find your potential buyer, before anything else

Understand the 4 buyer pools

- Banks investors
- Angel investors
- Peer-to-peer lenders
- Venture capitalists

- Personal investors

Analytical Buyers

People are interested in logic and accuracy, give them as much information as possible. Also, give them enough time to really consider all the facts without feeling pressured to rush into a decision. Repeat yourself several times for clarification, and provide statistics, testimonials, and case studies to support your claims.

Amiable Buyers

This group of buyers is motivated by stability and cooperation. Their aim is to make everyone else happy. They are constantly worried about how their choices will affect the people around them, and for this reason it's often difficult for them to make big decisions.

How to sell to amiable buyers

Since their decision-making process is very slow, try to key into the social aspects that will make them feel most comfortable. These people hate change and chaos, so it's important to highlight the ease of transition your service will provide.

Be friendly and establish a rapport. Don't throw in new information at the last minute, but present in a systematic style. Explain to them why your service will maintain the status quo.

Driver Buyers

These people are motivated by power and respect. They are most concerned with how others follow and view their directions. You need to recognize them right away so that you can make them feel empowered in all your interactions.

The greatest fear of this group of people is to be taken advantage of or to be disrespected. For this reason, they tend to be aggressive and controlling in an attempt to get the results they want.

How to sell to driver buyers

Show them proof of your service. Also, show some respect for their position without allowing yourself to be knocked over. These people have no respect for weak characters, but if they trust you, they will make an instant decision.

Make statements concise, brief, and active. Prepare a list of options that they can control, and share facts and results. Do not focus on details but on big-picture benefits. Last but not least, avoid emotional arguments.

Expressive Buyers

Expressive buyers are motivated by recognition and approval. They are incredible at customer relationship management, meaning you need to be incredible as well. To this type of buyer, people are the most important commodity. They just want to be needed, so you need to highlight their personal value to you. They are people who can't stand being isolated. They need attention and want to know that they are your most important client, and they may become reactive or manipulative if they don't feel that they are getting enough attention.

How to sell to expressive buyers

Try to show to them that your product/service will elevate their image and relationships. Spend time developing a personal relationship with them and use personal information, testimonials, and anecdotes to explain your product. Try to be engaging and funny at times, and try to avoid entangling them in details that might lead to interpersonal conflict.

Chapter 8: The Investor Ideology

All business runs on theory, ideology. Understand this, then apply.

● ● Price and value are two opposite ideas ● Risk is not the quick term volatility of returns ● Psychological preparation is key to success ● Future is not predicted, but estimated.

Real estate can be a valuable addition to an investment portfolio. Not only is each piece of real estate wholly unique, they're not making any more of it. Real estate is a great way to enhance your investment, no matter what type of real estate investing you pursue. There is a huge range of options for real estate investors, whether you want to be a very hands-on investor or a completely hands-off one.

- ☐ ***Demographic of people***

Investing in real estate is the pinnacle of investment achievements in the eyes of many new investors. Unlike stocks and bonds, real estate can be touched and stood upon regardless of market conditions. When the market tanks, you still have a piece of the planet that's not going anywhere. For plenty of investors, this is a sort of comfort they can't find in other types of investments that may seem more ethereal -- even if they're secured by very real companies. Unfortunately, a lot of people have the flawed idea that real estate can only increase in value, which is wholly untrue. If a property falls into disrepair or an area is no longer popular, you could see smaller returns or even a collapse of your property's value. Unlike stocks, you have to maintain real estate -- whether you do it yourself or hire someone -- and you have to pay other expenses, such as taxes and insurance, even if you're not making a profit.

Although land speculation is often a short-term form of real estate investing, a savvy investor who understands the needs of the industry they're courting -- oil and gas miners, farmers, homebuilders, or commercial developers -- can make a tidy profit by choosing the right land parcel at the right price at the right time. Land speculation is straightforward but can be risky. You'll need to understand exactly what benefits your land holds for its particular market, its current value, and its potential. You'll also need to hire experts to document all of this.

Advantages and Disadvantages

Although real estate does tend to retain some kind of value even in the worst of times, it's hardly a sure thing. Like any kind of investment, it's important to understand your real estate market, your competition, your potential clients, and your property's potential for income. Although many people think of buying a small rental property when they think about real estate investing, there are actually a lot of different ways to get into the real estate market. Each comes with risks and rewards, and many are unique investment experiences. Land speculation happens when you purchase a piece of land with the intention of reselling it, either whole or in parts. In some areas of the country, you can own land but sell the water rights or the mineral rights to other entities such as mining operations or oil and gas companies.

Chapter 9: Second Home Purchasing

Here comes the opportunity for investment expansion.

Looking at current economic forecasts, it's hard to predict how the markets will react to spiraling energy prices and the cost-of-living crisis, rising inflation, and the war in Ukraine. Then there's the recent appointment of Liz Truss as the UK's new Prime Minister, the continuing impact of Brexit, and a post-pandemic economy that is nowhere near back to normal.

Be that as it may, one thing is certain: The perfect timing of any property purchase is always easiest to see in hindsight. And, while there's plenty of uncertainty around at the moment, the property market has always proven to be resilient, largely as a result of demand outstripping supply. The decision to invest in a second home will largely be determined by your individual situation and financial goals, so let's look at some key questions you should be asking.

This is an investors decision motivated by desire

Unless you have a large lump sum to invest, the traditional route to financing a property purchase is via a mortgage. There are strict lending requirements for second homes, and if you're able to redeem the mortgage on your main residence first, you'll be in a much better position to get the best rates. If you're aged 55 years or over and have cash tied up in your home, you can also investigate equity release as a viable financing option.

Be aware that lenders typically require larger deposits of 15% or more for second homes, and possibly twice the amount for specialist buy-to-let and holiday let mortgages. Obviously, the higher the deposit you're able to pay upfront, the more competitive the mortgage offer you'll be able to attract.

Second home buyers: priorities

It is also important to bear in mind that second home purchases are subject to a 3% surcharge on stamp duty (applicable to the whole purchase price) while any profit you make on the sale of the property will be subject to capital gains tax. Make sure you build

this into your budget.

Clearly, the choice of your second property will not only be determined by your financial position but also by the purpose of your goals as a new property investor. Are you looking for a weekend retreat in a beautiful location to recharge your batteries? Do you often work in another UK location and would prefer a homely environment rather than a hotel stay? Having a cottage on the coast or in the beautiful countryside is many people's idea of bliss. Your second home will be there whenever you need a break from the stresses of everyday life, providing welcome holiday accommodation on demand. Many second homeowners eventually relocate or retire to their second property, taking advantage of the lifestyle improvements offered by the location.

Conclusion

Once you have decided to proceed with the plan to purchase a property, get assistance from professionals in the field. A licensed conveyancer, lawyer, professional real estate agent or developer can significantly reduce the risk associated with buying a house abroad. They will give you advice and guide you in the purchase process to avoid any costly errors. They have the obligation to disclose all information related to the purchase, complete the transaction and meet their client's needs.

When hiring a lawyer, it would be better to get an independent one so it can serve your purpose without bias. Ensure that your lawyer is fluent in both English and the local language.

The value of the real estate market differs from one country to another, therefore studying the market before you continue is essential. An increase in local real estate prices doesn't mean the same thing is happening abroad. Some countries have laws that limit foreign ownership thus it is important to conduct thorough research before you decide on pursuing the process. You need to make sure that you have the legal right to purchase property and comply with all the conditions. This is where hiring professionals to help you with the process is important.

Knowing the risk involved before getting a property outside the country will help you make better decisions. Few areas of concern are tax, paperwork, exchange rates, and developers. For taxes, make sure to take into account all the taxes you are required to pay both locally and internationally. Aside from tax, even the smallest change in exchange currency can radically influence the value of the property. You can end up not being able to pay your mortgages due to the sudden change. Get the necessary paperwork such as permits, licences, and consents before you sign any contract. This is important especially when you are dealing with an agent who will insist that you sign the contract and put in a deposit even before you are able to consult with other people and get the opinions of other experts. Once you have decided and are confident with the potential property, think about ways you can finance the purchase. Is it through savings or loan? For some people whose intent is to move to a new place, they choose to sell their property and use the earnings to pay for the property abroad.

Buying property abroad is a long process with risks that can cause you a fortune. Always be cautious when dealing with sellers and other agents. When you are unsure, ask for opinions or insights from people who are involved as well as those who are independent. Anticipate issues and in a worst-case scenario, make sure you have an exit plan to reduce the potential for financial loss. You can avoid a lot of trouble by taking the time to educate yourself with the local and international laws regarding properties, hiring professionals such as a lawyer that has a good understanding of conveyancing and property tax.

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