

# INTELLIGENT CHOICES

## Australian Property Prices Remain Strong

The last quarter has seen residential property prices throughout Australia increase substantially. As reported by the Australian Bureau of Statistics (ABS), median house prices increased by 4.2% in the June 2009 quarter.

The shock waves and fallout from the Global Financial Crisis, preceded by, or more correctly, created by the Sub Prime lending debacle in the US, have negatively impacted on property markets throughout the country.

But the fundamentals in our major residential property markets have been both obvious and strong. And we have mentioned it before in our previous newsletters.

Those fundamentals include:

- ❖ An increase in population
- ❖ Substantial and chronic shortages of supply
- ❖ Low mortgage interest rates (currently at 5-6%)
- ❖ Huge increases in development and replacement costs
- ❖ Underlying confidence in the markets that's reflected by everyone from lenders to property professionals and from politicians to various economic analysts

It's obvious that the continued availability of the first home buyers grant have supported the lower price ranges across all of our markets. But the middle and upper residential price range has also seen gathering support. In Melbourne, for example, the upper end of the market over that same period has increased by a very impressive 14.3% (as reported by the Real Estate Institute of Victoria).

Another factor to consider is that movement from one capital market to another always takes place just like clockwork. Presently, with concerns about various equity opportunities, there's been a flight by investors away

from the stock markets of the world to both cash and, to a lesser degree, property.



With the fundamentals as they are at present in the three major metropolises of Australia (namely Brisbane, Sydney and Melbourne), investors in residential property can rest assured that they'll have, over the years to come, security, flexibility and appropriately high returns from the right categories of property.

We recommend that you invest in the property markets of the major metropolises. Hobart, Darwin, Canberra and Adelaide are beautiful places, but their population sizes and the fact that their fundamental economic stature is much smaller in comparison to those of Brisbane, Sydney and Melbourne, makes them speculations. They do not provide you with the all-important, essential security.

And Perth, while also beautiful, is simply too dependent on its natural resources. This makes its property markets insecure. Just look at the impact on all its property markets since China sneezed because of the GFC.

Thanks to the combination of low interest rates and high rental yields, property investment may now deliver cash flow neutral or even cash flow positive returns - and that means that your property can pay for itself. For more information on long term quality residential investment property in Australia, call +61 7 3624 1900 or email Intellicochoice directly on [info@intellicochoice.com.au](mailto:info@intellicochoice.com.au).

### Percentage break-down of residential property prices in each Australian capital city

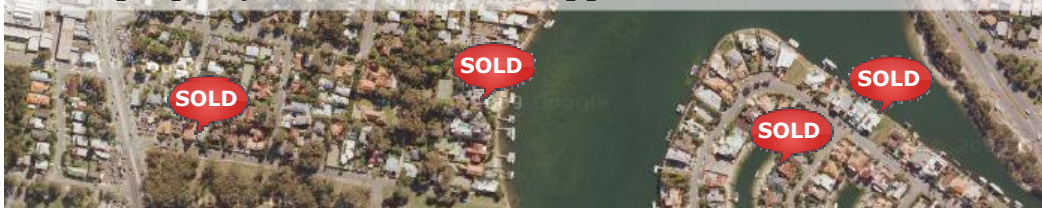


State	Apr-Jun % Increase	Jan-Jun % Increase
Sydney	4.9	-0.9
Melbourne	5.2	-1.5
Brisbane	2.5	-3.3
Adelaide	3.4	-1.9
Perth	2.7	-10.1
Hobart	2.5	0.6
Darwin	2.4	10.8
Canberra	3.6	-3.6
<b>Australia</b>	<b>4.2</b>	<b>-1.4</b>

Before you decide what to buy, get a clear idea on what you can borrow. Not only can Intellicochoice quickly give you an indication of your borrowing capacity, we can even help you secure a pre-approved loan.

Email us or use the free finance calculators on [www.intellicochoice.com.au](http://www.intellicochoice.com.au) to find out how much you can borrow

### With house prices always on the increase do you know how much property in Australia has appreciated?



Visit [www.intellicochoice.co.uk/resources.html](http://www.intellicochoice.co.uk/resources.html) now and take advantage of the property reports available, which have been developed to deliver insight into the real estate market in your chosen suburb

### Download your **FREE** suburb report!

- ❖ Up-to-date house and unit median prices for the past 12 months
- ❖ Postcode statistics including age, family structure, household income and more
- ❖ Graphic comparisons between the suburb and state
- ❖ Free to download and delivered straight to your inbox
- ❖ Australia-wide suburb reports available

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### A message from Darin Hindmarsh

Four months to Christmas YAY!

This is a thought to cheer even the most pessimistic of us who have survived the economic crash (just ask a child how they feel about Christmas getting closer).

What a year we have been through. It has been noted that the Reserve Bank of Australia states we have had a 'Champagne Economy' in comparison to some of our trading partners and the general global community.

Figures like 5.9% national growth in home values, strong rental yields (5.2% and 4.4% for units and houses respectively), low mortgage defaults and these have helped property outperform shares, commercial property, pensions, superannuation, hedge funds and private equities. So, this has been good fortune for those of us in the property market.

As a gift, I thought it timely therefore to remind our clients to take advantage of the free tools and giveaways that we offer, including finance calculators, property reports or a free finance pre-approval review.

However, do note that some of the dangers we still face are still around, and which we can help you with:

- ❖ **Cashflow** – we have some handy tricks and tips to help you better manage this
- ❖ **Available funds** – do you know who will lend you the funds you require or whether you're still getting the best deal? If not, don't do anything without speaking to us about getting a pre-approval or a free finance health check
- ❖ **Do you know how much property is selling for?** Talk to us about accessing property reports to give you an idea on property values in Australia

With these and many other relevant and useful tools to help us plan through to Christmas and beyond, please call and discuss with an adviser or send a quick email with any queries.

Kind regards,

**Darin Hindmarsh**  
Managing Director

## Golden Times Ahead For The Gold Coast



Australia's Gold Coast is blessed with perfect climate, progressive state infrastructure and a strong, growing economy.

“The Robina/Varsity Lakes precinct has become the second largest office precinct on the Gold Coast. If development continues at the current pace at Robina and Varsity Lakes, then it is possible in time that it will overtake Southport and become the largest office precinct on the Gold Coast.”

The Gold Coast is the fastest growing major region in Australia and is the largest city outside of the mainland state capitals. Experts predict the population will grow by over 50% in the next 15 years and, along with a shortage of quality real estate in the area, prices can only go one way.



In particular, Varsity Lakes is the Coast's newest suburb, having commenced construction in 1999 and is already the region's most dynamic community. This thriving locale is home to Bond University which has an unparalleled reputation for academic excellence and Varsity Central Business Precinct, part of the Pacific Innovation Corridor and home to a range of notable blue-chip companies such as IBM, Billabong, Minter Ellison Lawyers and Parsons Brinckerhoff, to name a few.

In addition, the State Government just recently released a masterplan for a railway station precinct of shops,

residential and commercial buildings at Varsity Lakes to revitalise the southern end of the Gold Coast. The new precinct will include housing, shops, cafes and office space, all built around the new AU\$25 million Varsity Lakes station, due for completion late this year.

Queensland Premier Anna Bligh said the project would be a model for future developments and demonstrated how integrating where Queenslanders lived and worked with flexible transport options 'can improve our quality of life'.

Furthermore, Varsity Lakes enjoys the highest median rents of any Gold Coast suburb, so whichever way you look at it, purchasing an investment property in this region represents a significant lifestyle investment.



With this in mind, Intellichoice has a prime property development that ticks all the right boxes.

Designed with the end user in mind and offering a waterfront lifestyle in a serene, park side environment, this luxurious development represents outstanding value in a waterfront property sector which is in high demand with limited availability.

Key features of the property include:

- ❖ Spacious 2 bedroom luxury apartments available
- ❖ Prime waterfront location with expansive waterfront views
- ❖ Onsite manager and security base - car parking for 2
- ❖ Expansive balconies that further enhance the living areas, while natural breezeways provide a cool air-flow
- ❖ Superior fittings and quality construction
- ❖ Facilities include a swimming pool, fully equipped gym, BBQ area and cabana
- ❖ Walking distance to Bond University, restaurants, cafes and shopping of Market Square, Varsity Central Business District and local schools. The proposed Southbank Convenience Centre will feature convenience shopping, child care and waterfront dining
- ❖ Close to the M1 motorway and the main arterial roads
- ❖ Price starts from AU\$479,500

### Enquire Now

Now is the perfect time to purchase these exceptional apartments on the booming Gold Coast. Don't delay and contact us now to receive an information pack. Don't forget that Intellichoice can assist you with all your finance and insurance needs.

**Email:** [sales@intellichoice.com.au](mailto:sales@intellichoice.com.au)  
**Contact Us:** +61 7 3624 1900

### MOST AFFORDABLE AND PROMINENT APARTMENTS EVER CREATED - BRISBANE



If you want to stand out from the crowd, then the luxury apartments at this impressive 74 storey tower is for you! The apartments offer unbelievable value and luxury, while maximising outstanding views at every turn.

- ❖ Choice of 1, 1 + study, 2, 2 + study or 3 bedroom apartments
- ❖ Superior finishes and fittings, air-conditioning, stone bench tops in the kitchen and stainless steel appliances
- ❖ Free-flowing living areas are graced with floor-to-ceiling windows, enhancing the panoramic vistas and overall sense of spaciousness
- ❖ Resort style facilities including indoor heated pool, fully equipped gym, spa, sauna and movie theatre
- ❖ The tower is beside and overlooks the Brisbane River and Storey Bridge
- ❖ Short walk to train station, Citycat ferry and bus
- ❖ Close to University, shopping mall, restaurants, cafes, hospital and other amenities
- ❖ **Prices start from AU\$293,000**

### GREAT INVESTMENT OR LIFESTYLE OPPORTUNITY - SUNSHINE COAST



When it comes to luxury and waterfront living, these waterfront new apartments or penthouse experience on the Sunshine Coast is so easy to slide into.

#### Key features

- ❖ Selection of 1, 2 & 3 bedroom apartments and penthouses - most with superb 180 degree water views over a lake
- ❖ Spacious open plan designs, entertainer sized balconies and expansive lake views from living, kitchen and master bedrooms
- ❖ Large 2400mm high sliding glass doors to balcony to maximise the water views
- ❖ Exclusive access to a wide range of resort styled facilities including a 20m heated lap pool, plunge pool, heated spa, gym, BBQ areas, onsite manager, café and restaurant all located within the secure gated complex
- ❖ Close proximity to schools, health and medical services, public transport, sports and aquatic facilities, retail, banking, post office, cafes and restaurants
- ❖ Located in the centre of the Sunshine Coast - you're about 60 minutes from Brisbane or 35 minutes to Noosa
- ❖ Excellent prospects for capital growth
- ❖ Expected completion by Sep 2011
- ❖ **Prices start from AU\$359,000**