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INTRODUCTION

DEPENDING on where you're buying and selling – and if indeed you're a buyer, vendor or investor – the Melbourne spring market looks set to offer different strokes for different folks. Some segments will remain flat, say the housing experts, while others could surprise.

Buyers are trading up, as dream homes in sought-after suburbs suddenly seem more affordable; while vendors and investors stay cautious amid economic uncertainty and tighter bank-lending policies. But, the experts generally agree: the worst is over, as the market overall shows signs of stabilising.

The best indicator yet: a Melbourne median house price on the up by 1.6 per cent over the first six months of this year, compared with a fall of 5.7 per cent over 2011, according to data from Fairfax-owned Australian Property Monitors.

In this edition of Domain Property Review, we examine why the growth outlook looks better for some suburbs than others, and where the spring hot spots are across Victoria. We offer strategies to sell and advice on how to pick a winner in an increasingly saturated urban apartment market. And find out if your suburb is a star performer in APM's A-Z suburb-by-suburb listings.

Miranda Tay
Editor



PICTURES: CRAIG SILLITOE, SIMON O'DWYER, RYAN OSLAND, JESSICA SHAPIRO



HOW TO READ THE TABLES

Period analysed: July 1, 2011 to June 30, 2012

Median	Aug 11	Aug 12	Change	Trend	Total sales & auction results
Suburb					Clearance rate 78.7% Total value \$42,714
Houses	\$426	\$448	5.2%	4.8%	Prediction Houses ★★★★★ Units ★★★★★
Units	\$408	\$455	11.7%	7.2%	
Highest Price	\$725				

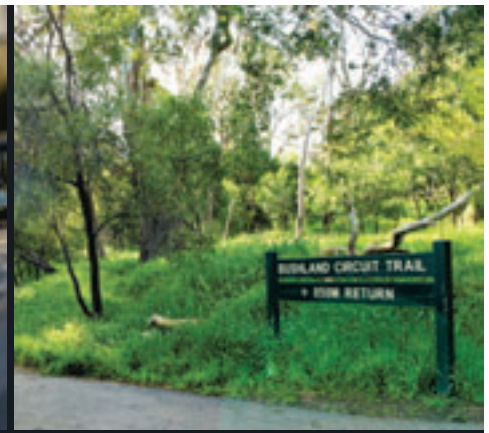
Top sale in the suburb in this period – either by auction or private treaty

The Domain Property Review's prediction of how far values will rise each year for the next 3-5 years.

All prices in '000s

See legend on page 62





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APARTMENTS

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OVERVIEW

Quiet, steady ride ahead

The Melbourne housing market is set for a shot in the arm this spring, with experts expecting median house prices to finally settle, writes **Chris Tolhurst**.

PROPERTY prices in Melbourne have been flat since 2010, but they might not be for much longer. Lower mortgage rates and recent modest growth in house prices suggest the market is moving into the stabilisation phase of the property cycle that typically precedes a recovery.

Since January, Melbourne's median house price has shown signs of settling after last year's softening.

Australian Property Monitors data shows Melbourne's median house price rose by 1.6 per cent in the first six months of 2012, compared with a fall of 5.7 per cent for 2011. The lift in Melbourne's house price performance this year was helped by a 4 per cent increase in inner-suburb house prices in the six months to June.

The APM data is supported by other research. Real Estate Institute of Victoria figures show Melbourne's median house price fell 5.3 per cent to \$535,000 in the 12 months to June. The REIV figures show the median price of a unit fell 4.1 per cent in the 12 months, from \$469,000 to \$450,000.

Crucially, the general softening of the market now looks as if it all occurred in 2011. The tempo of the property market has been more upbeat this year and the worst might be over.

REIV spokesman Robert Larocca says prices came down last year, mostly in the first half, and "over the first six months of this year, there hasn't been any change at all".

A settling market runs rings around a falling one. APM's senior economist, Andrew Wilson, says

although Melbourne clearly has a patchy market, it is "waving, not drowning".

He says buyers and sellers will head into spring without real momentum in any market segment. "The middle market continues to be quiet," Wilson says.

"It is driven by issues such as job security and cost-of-living issues, and these have kept that part of the market flat.

"I don't think we have had a sense of momentum in the market through winter. The latest auction clearance rates have started to tick down from the 60 per cent mark to the mid- to high 50s [per cent], which indicates we have fewer buyers per property than is needed."

Most agents agree there could be greater buyer depth. Jellis Craig director Alastair Craig says his group's auctions average 1.5 bidders. In a rising market, they get 2.5 bidders.

The market is still grappling with the 30 per cent growth spurt in Melbourne prices between early 2009 and the end of 2010.

"It was clearly unsustainable and we are still paying the price for that," Wilson says. "Melbourne has had a double whammy of sharp price increases and a softening local economy."

Perhaps because of this, buyers are becoming a lot more strategic. Many are exploiting the cyclical low in prices and are thoroughly researching their favoured areas and developing astute action plans for buying and selling.

With so much stock for sale in the city and a slowdown in prices, it's not surprising that some Melburnians are seizing the opportunity to trade up. Agents say more buyers are targeting superior, well-located properties at all price points, often with an investment horizon of at least 10 years.

Fletcher's executive chairman Tim Fletcher expects September to be quiet. He says many people won't get serious about selling and buying until after the AFL finals.

"In many respects, it is a tough market and vendors have to be realistic about their expectations," he says. "But there are other cases where you have got four or five people wanting to buy a place."

Fletcher says buyers are sourcing quality across all price groups. "People are astute at finding what is good."

House prices are a factor of supply and demand. This makes the growth outlook for some suburbs far better than others.

Some areas, especially inner-city suburbs, are small with no available land, so a small increase in demand for these areas will result in a sharp increase in values.

The most acute oversupply problems are in the housing estates of the outer suburbs and in the city-centre high-rise apartment market. Yet agents say there is a shortage of quality properties for sale in the inner city and in the most popular middle-ring suburbs.

Fletcher says too many units are being built in the city centre, but "there is a fair slab of Melbourne — in the midriff, if you like — that is not suffering from oversupply."

Buyers have to deal with more complex markets



Auction rates will provide a solid gauge for the market after a slow

these days. Monique Sasson Wakelin, the managing director of Wakelin Property Advisory, says it's a relatively new phenomenon to have a multi-speed market in the one city. But that is what is happening in Melbourne, with the city centre, inner city, middle suburbs and the outer suburbs performing differently.

"People try and pick the property cycle all the time but it is particularly prevalent when the cycle is at the top and at the bottom," she says.

"The danger at the bottom, when people try and decipher what is going to show the strongest and steepest upside in the short term, is that invariably they end up investing in more speculative markets."

Wilson says investors have steered clear of Melbourne in the past 12 months because of concerns about high vacancy rates and low returns.

He expects first-home buyers to be less active in the next six months due to the removal of the state government's first-home buyer bonus on June 30.

Leading inner-city auctioneer Arch Staver, of Nelson Alexander, says more interest rate cuts will be needed to encourage first-home buyers.

A key issue hitting all market segments has been the tightening of bank lending policies. "There has been a shift in the way banks lend," Staver says. "That is impacting on peoples' ability to pay and on what they are offering for properties."

He says the mid- and upper-end segments in the inner suburbs remain firm.

"We are finding that the quality properties are still achieving excellent prices — they are stimulating competition. But with B-grade properties, such as those on a main road, there are fewer buyers competing, which means the B-grades are not moving."

Demographic changes are influencing sales, too. Michael Ramsay, of MRPA buyer agents, says apartments have been selling better than houses.

"That's because of affordability," he says. "People are choosing to live closer to their work and their social life. They have excised the house with the lawn and they're happy to buy a nice apartment."

He says many recent sales of quality inner-





12 months, with experts predicting prices to claw their way back up in the back half of 2012. PICTURES: LOUISE COOPER, KEN IRWIN

suburban units have exceeded their reserve prices by 10 per cent.

Whether the tide will turn in a big way soon is the great unknown. Robert Larocca, of the REIV, says that after the big gains of 2009-10, the market has found its new level. "Until we see growth in the volume of sales, you will not see an increase in prices," he says.

Still, continuing strong population growth in Melbourne will only spur house price growth. A change in consumer confidence could turn things around, too.

Melissa Opie, of Keyhole Property Investments, says the market fundamentals are in good shape.

She says that, on average, prices for well-chosen

properties increase by about 100 per cent every 10 years. "They don't increase by 10 per cent every year," she says.

"During that period, there will be boom years and average years and there might even be years of negative growth, but overall prices always go up."

Ramsay believes people will continue to avoid the B-grades. These include properties without a car park or have awkward parking.

Unconventional floor plans and residential properties that are close to commercial buildings or on busy roads are also ignored by buyers unless the price is right.

"The market is not a basket case," Ramsay says. "Buyers are cautious and choosy, that's all."



HOUSES

Most Expensive

Toorak	\$1,565,000
Canterbury	\$1,520,000
Albert Park	\$1,390,000
Brighton	\$1,371,500
Malvern	\$1,280,000
Ivanhoe East	\$1,211,250
Balwyn	\$1,202,500
Camberwell	\$1,157,500
Kew	\$1,140,000
Middle Park	\$1,050,000

Most Affordable

Norlane	\$205,000
Corio	\$223,000
Melton South	\$240,000
Whittington	\$244,000
Melton	\$258,000
Frankston North	\$260,500
Newcomb	\$273,000
North Geelong	\$290,000
Bell Park	\$293,000
Kurunjang	\$300,000

Greatest 1-year Growth*

Parkville	21.6%
McCrae	13.2%
Williams Landing	12.6%
Dromana	12.2%
Greenvale	12.1%
Sandhurst	11.5%
St Leonards	9.3%
Beaconsfield	7.5%
Taylors Hill	7.4%
Glen Huntly	7.2%

Least 1-year Growth*

St Kilda West	-37.8%
Middle Park	-32.3%
Toorak	-25.5%
Caulfield North	-23.7%
Box Hill	-20.1%
Balaclava	-20.0%
Hadfield	-18.5%
Kew East	-17.8%
Malvern	-17.4%
Ormond	-17.3%

Greatest 5-year Growth*

Sunshine North	11.3%
McCrae	11.2%
Albion	11.1%
Laverton	10.8%
Altona North	10.5%
Braybrook	10.5%
Springvale	10.4%
Sunshine	10.3%
Albert Park	9.8%
Cranbourne North	9.7%

Least 5-year Growth*

East Melbourne	-7.2%
Toorak	-6.2%
Middle Park	-2.9%
Armadale	-1.5%
Williams Landing	0.5%
Carlton	1.1%
Caulfield North	1.2%
Black Rock	2.0%
Parkville	2.2%
Brookfield	2.4%

UNITS

Most Expensive

Mont Albert North	\$770,000
Ashburton	\$707,500
Beaumaris	\$685,000
Brighton	\$680,000
Albert Park	\$673,000
Toorak	\$653,250
Docklands	\$626,500
Camberwell	\$619,500
Black Rock	\$610,000
Port Melbourne	\$607,000

Most Affordable

Darley	\$110,000
Herne Hill	\$198,313
Whittington	\$212,000
Melton South	\$220,000
Safety Beach	\$225,462
St Albans Park	\$237,500
Albion	\$239,000
Lara	\$245,000
Hamlyn Heights	\$248,000
Werribee	\$251,000

Greatest 1-year Growth*

Mont Albert North	37.7%
Rosebud West	34.4%
Beaumaris	32.9%
Torquay	28.7%
Flemington	25.0%
Murrumbeena	21.3%
Rosebud	18.0%
Fairfield	16.7%
Malvern East	16.6%
Oakleigh	16.5%

Least 1-year Growth*

Safety Beach	-41.4%
Bulleen	-34.2%
Geelong	-30.1%
Cremorne	-28.0%
Fitzroy North	-24.2%
McKinnon	-23.6%
Brighton East	-23.1%
Newport	-20.0%
Vermont	-20.0%
Mulgrave	-19.2%

Greatest 5-year Growth*

Coburg North	15.2%
Mont Albert North	12.9%
Albion	12.5%
Bacchus Marsh	12.5%
Murrumbeena	12.4%
Fawkner	12.3%
Somerville	12.3%
Carrum	12.3%
Moorabbin	12.0%
Kingsville	11.9%

Least 5-year Growth*

Safety Beach	-9.7%
Point Cook	-6.5%
Sandringham	-6.1%
Canterbury	-3.4%
Cremorne	-2.9%
Brighton East	-1.6%
Fitzroy North	-0.8%
Cowes	-0.5%
Hamlyn Heights	-0.4%
Clifton Hill	0.1%

* Suburbs with fewer than 50 sales in the relevant period are excluded



HOT TO TROT

QUALITY WILL PREVAIL

IT'S an old strategy that works in a tricky market, especially one with a lot of stock. Kim Shannon says "the good perennial buildings will always get a premium". By that he means buildings with heritage appeal and great facility and design, such as the QV complex, which has 400 apartments and on-site food and retail shopping, and the Republic building, which has generous internal space. "Look for larger apartments where the building upkeep is excellent," he says. A favoured precinct is the city centre's "Paris end", the Flinders Lane/Spring Street/upper Collins Street pocket: "It's blue ribbon."

DOCKLANDS

GLEN LUCAS says some new Docklands buildings are hard to market because the cost per square metre is higher than in older buildings. But he is eagerly awaiting three residential buildings planned by MAB in Waterfront City "that are being earmarked specifically for owner-occupiers". Of existing stock, he says the five Mirvac Yarra's Edge buildings, with two bedrooms, two bathrooms, two car parks and north-facing appeal, are "perennial hot items". Buyers also like some of the water-facing Lend Lease apartments in central Victoria Harbour for their quality, size and beautiful finishes.

SOUTHBANK

EARLY buyers in Southbank are starting to complain that with renewed tower building activity – "and there is a lot of development in Southbank", Richard Jenkins says – many established units are having their views and direct daylight compromised. "Southbank has not been as sought after as the CBD and Docklands," he says. With so much going up across the city, Jenkins says one guarantee "that you've got a good property will be one that won't be built out. There will still be certain sites that will still have good views." He predicts that with the bonus of water views that won't be replicated, Docklands will only increase its appeal. "In the long term, it will be a sought-after precinct."



PICTURE: JESSICA SHAPIRO

City braces up for a surge in supply

Melbourne's high-rise housing trend continues at record pace, with another 8000 apartments to hit the market in the next two years, writes **Jenny Brown**.

IN THE past decade, in growing world capitals, the rate of skyscraper construction has doubled, and Melbourne is following suit. Knight Frank research director Richard Jenkins says the city's residential market is developing at double the average long-term rate, with a record 4000 new units due for completion this year and another 4000 for delivery next year.

The seeds to this boom in residential high-rise were sown in 2009-10 during a period of low rental vacancy and high migration levels. Both situations have changed.

In a city geared towards rentals — Docklands has 65 per cent tenanted stock — and is dominated by young professionals — the City of Melbourne's average age is 31 — vacancy levels have increased to 3 per cent, which is the highest since 2004. Due to immigration amendments, migration is down 30 per cent.

City agents have been reporting a rather patchy sales market in the past 18 months, with some favoured buildings holding value and others declining by between 5 per cent and 10 per cent. However, they say the rental scene remains healthy and is still proving a drawcard to investors. Kim Shannon, the director of Hocking Stuart Melbourne, says two-bedroom apartments that cost \$400,000-\$500,000 are sometimes earning returns of up to 9 per cent.

Investor activity usually indicates a good buyer market. Glen Lucas, director of Lucas Real Estate Docklands, confirms there are many moving on his quadrant in the \$400,000-\$700,000 price range "who feel that the market has bottomed and that it is now the time to secure something".

He says Docklands has a shortage of such stock.

"It's a hot item. No doubt." But across the broader cityscape, this is not the rule. "The landscape has changed," Shannon says. "Unless the property is 'the next value buy' and features at least two bedrooms and some point of distinction such as a view or larger living amenity, if it is a property of 'sameness', it will struggle."

What happens when 8000 new units are delivered soon? Some pundits predict this "surge in supply" might depress the sales and rental markets. It has certainly slowed building activity. Richard Jenkins cautiously suggests a slowdown until the market absorbs the extra stock. "How long that takes depends on many factors, such as whether overseas migration and investment levels increase again," he says.

Others such as Lucas and Shannon refuse to subscribe to a gloomy scenario. So do many young Asian-Australian buyers, Shannon says, who were here as overseas students and have returned as successful professionals to take up permanent residency.

They have a more positive outlook and preference for high-rise lifestyles "because they have always lived in cities and feel comfortable in cities". They are also targeting quality buildings. "The last four sales of \$800,000-\$1 million have been to young Chinese Australians," he says.

Shannon says first-home buyers are playing a waiting game because they will soon "have so much choice", and empty-nesters who want to experiment with city living are being limited by the need to sell their family homes in the suburbs (in a slow market).

Lucas says buyers and sellers aren't pushing the doors down: "It's a stasis market." However, he foresees the coming high city stock supply as "not a negative, but an adjustment". Buying into Docklands is a medium to long-term hold, he says, and, like Shannon, is confident the city will absorb and be stimulated on many levels by a bigger resident population.

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TOP PERFORMERS

PARKVILLE

THE inner-northern suburb of Parkville is a tightly held leafy pocket with residents attracted by the parkland, proximity of the city centre, the University of Melbourne, hospitals and University High.

Housing ranges from apartments through to a scattering of single-fronted cottages and grander period mansions. Arch Staver, of Nelson Alexander in Carlton North, says the triangular precinct bounded by Gatehouse and Story streets and Royal Parade is always in high demand, as is The Avenue.

The median price was \$900,000 in the 12 months to the end of June – up 21.6 per cent on the previous year.

GLEN HUNTLY

A SMALL suburb in Melbourne's inner south, Glen Huntly is bisected by the railway line, with higher-density development to the east and large houses in wide, leafy streets to the west. "There's a mix of Edwardian, Cal bungs [and] a few modern ones now popping up," says Woodards' Ruth Roberts of the suburb's stock.

Close to sought-after schools, Glen Huntly has good transport links, with trams, trains and buses. Popular streets include those around Augusta, Rothschild and James streets.

The median house price was \$690,000 in the 12 months to the end of June, up 7.2 per cent on the previous year.

EAST MELBOURNE

THE short supply of housing stock "always ensures relatively high competition" in East Melbourne, according to Paul Caine, of Caine Real Estate.

Housing stock ranges from smaller single-fronted, Victorian-era properties through to large double-fronted, two-storey properties and apartments including luxury high-rise developments.

Mr Caine says the suburb – which had a median house price of \$810,000 in the 12 months to the end of June, up 6.1 per cent on the previous year – is "heavily populated" by people in the medical, legal and financial services industries thanks to its location close to the city centre and hospitals.

Expect to pay more than \$1 million to secure a house.

* Median house prices are provided by Australian Property Monitors.



INNER SUBURBS



Stand-out homes buoy a tough market

Good properties in the right areas are keeping Melbourne's real estate industry afloat, writes **David Adams**.

MEDIAN house prices in inner suburbs have softened significantly in the past year, with Australian Property Monitors figures showing an average decline of 6.5 per cent in the year to June.

However, a longer-term look shows that median prices in inner-city suburbs have had an average annual growth of 5.3 per cent in the past five years. Market observers say there have been encouraging signs in the past few months, with quality properties continuing to sell for good prices.

"If you have a property that is the best of its type, style and budget in an area, now is the time to sell it," says Ian James, of JPP Buyer Advocates.

Dr Andrew Wilson, the senior economist at APM, which is owned by Fairfax Media, says although the \$2 million-plus market is still flat with no evidence or expectation of an imminent revival, some blue-chip suburbs with houses in the \$1 million to \$2 million bracket – such as Kew, Hawthorn, Camberwell, Glen Iris and Balwyn – are showing encouraging activity. "I think there is a bit of a bargain-hunter's mentality that has kept those markets afloat," he says.

Wilson believes that is likely to continue, but it will be "just enough to keep that market just sort of chugging along with its head above water over the spring period".

The low turnover means figures showing increases in the first half of this year should be treated with caution, Real Estate Institute of Victoria spokesman Robert Larocca says.

"Things can be skewed quite easily," he says. "The initial drops in prices were recorded in the first half of last year, but since then it's been very stable – but stable on low volumes."

But what it does mean, he says, is that there are opportunities for people looking to buy in the inner

APARTMENTS

IT'S A grim picture for anyone trying to sell a new apartment in the inner city, given an emerging oversupply.

However, buyer's advocate Paul Osborne says that although "standard box-type construction" apartments will be hard to sell, apartments in quality developments or with a point of difference in boutique complexes should still do well.

Australian Property Monitors data shows median unit prices in inner suburbs have dropped by an average of 3.1 per cent in the year to the end of June.

Dr Andrew Wilson of APM says the situation is being exacerbated by developers targeting the lower- to middle-priced market. "That's even tougher because investors just aren't interested at the moment."

city, with prices in many inner-eastern suburbs such as Kew, Ivanhoe, Albert Park, Armadale and Brighton about 20 per cent less than the peaks of late 2010 and early last year.

The director of Hocking Stuart in Carlton, Robert Elsom, says more confidence has entered the market in the past six to 12 months, with buyers who have held off "starting to trade again". Nonetheless, he says, "I think we're probably going to see a pretty stagnant market over the next six months."

In the inner-western suburbs, the managing director of Jas Stephens, Craig Stephens, says although the interest rate cuts have helped lift the market after last year's "major correction", people remain very cautious.

He says quality properties in good locations in Williamstown, Newport, Yarraville, Seddon and Footscray continue to attract multiple bidders at auction, but the B-class and C-class properties in areas considered not quite as desirable "continue to struggle".

APARTMENTS

How to pick a winner

Buyers should weigh up location, price, architecture and amenities carefully when seeking a quality property, writes **Sue Green**.



SPRING — it's the season to pick a winner. And with numerous apartments for sale, choosing one that will sell well in future means studying the form.

Sometimes it is obvious: bay views versus bin views; poky rooms or an open, airy feel. But agents and architects say both real estate and design features characterise popular apartments — and sometimes buyers overlook a downside, such as a busy road, if other features, perhaps double glazing and great local amenities, outweigh it.

But it is not just about the present: "Every other person mentions the possibility of being built out," says Frank Mlikota, of Parkinson. They want assurance views won't be blocked and mornings disturbed by pile drivers.

So 1960s and 1970s blocks in established streets, with substantial apartments close to amenities or with unusual features — art deco, for instance — are in demand, Mlikota says. Car parking, balconies and the orientation are also crucial.

Monique Wakelin, of Wakelin Property Advisory, says location tops most buyers' lists. "They will usually look online, have a look at Google maps. If it passes that test, usually they will do a drive-by."

Mirvac development director Christian Grahame agrees. "Location is always the biggest attraction for any project," he says. "The best location in the tower is often the first to sell."

Other considerations are the development brand, the architecture, price and lifestyle factors, Grahame says.

Wakelin says that if the location gets a tick, "then to the building and what the street looks like — is it an architecturally uniform street; an attractive building? What is the position of the actual building, how near is it to services and amenities? And is there car parking?"

"Then there is whether or not the number of apartments in the complex is acceptable to them and, if it is, where in the building the apartment is. Smart buyers look for something that is a bit elevated and has a favourable outlook."

A courtyard may add value, but security risks and downsides such as nearness to rubbish bins or falling cigarette butts can deter buyers.

"If all that gets a tick, then they start to look at how appealing the interior is or whether it can be made appealing with a very small expenditure," Wakelin says. That means no to unconventional floor plans and yes to "good acoustic privacy".

Anton Wongtrakun, of Dingle Partners, agrees location is key, but is about more than just the address. "Most buyers will tell you the critical thing is the geography, but I think people are really looking at the amenity of the location — where it is located in relation to restaurants and amenities."

Wongtrakun says amenities are also inside —



From the top: Designed by Fender Katsalidis architects is the lobby at 505 St Kilda Road; NewActon South in Canberra; Trio in Camperdown, New South Wales. PICTURES (above and bottom): JOHN GOLLINGS

pools, cinemas, gymnasiums and a concierge are in demand, even for lower-priced apartments. Buyers balance owners corporation fees against savings such as gym membership.

Karl Fender, of Fender Katsalidis, says buyers want to know "the mix of apartments that you are buying into, what you might anticipate the neighbours to be like, the attitude to having pets in the building, other facilities — is there a home cinema, swimming pool, gym, multipurpose room?"

The building and apartment must feel good on arrival. But he believes a car park is less essential, saying "we are moving to a culture these days of car abhorrence".

Daniel Cole, of Barry Plant Docklands, warns that amenities must be balanced with body corporate fees, particularly for investors. But he disagrees about car parking, especially in Docklands.

Ultimately, Fender says, a good buy is not just about price. "A good buy can be not necessarily cheap, it can be quite expensive but it meets all your needs," he says.



DESIGN FEATURES

FORGET tiny apartments, poky rooms and walking straight into the lounge room.

Instead, apartment buyers want a foyer, high ceilings, large rooms and a spacious feel.

"Anything that has a bit of ceiling height will always appeal," Nelson Alexander director Arch Staver says.

Anton Wongtrakun, of Dingle Partners, says buyers are interested in internal design, with developers using name designers.

"More and more, they are creating some sense of arrival," he says, also noting trends towards open-plan living and dining, but with a separate office.

Tony Battersby, of SJB architects and designers, says: "We find that the market is quite savvy now and they do want a name designer looking after their interiors."

"It comes down to functionality of the bathrooms and kitchen."

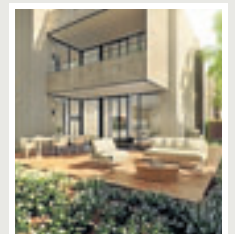
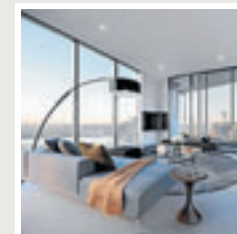
Sought-after features include storage and terraces that fit a table and chairs.

Well-planned apartments that take advantage of views and natural light and integrate storage and technology with generous rooms characterise Mirvac apartments such as those at Yarra's Edge (below left), Mirvac development director Christian Grahame says. "We try to maximise first impressions," he says.

Karl Fender, of Fender Katsalidis, says must-have features include "no wasted space, plenty of storage, rooms that fit beds that you can walk around, daylight, fresh air, outside potential through a balcony or on the ground, sunlight, plus heating and cooling and the quality fitout".

But a building must create the right feel. "The things that people touch and feel are the things that go into their purchasing psychology or subconscious," he says.

Increasingly, sought-after design extends outdoors. Jack Merlo, of Jack Merlo Design, says buyers want functional outdoor spaces and more greenery — hence his inclusion of vertical gardens and gardens on bridges between apartments. "We are getting more and more involved in the early planning stages of these jobs ... rather than being left with a bit of leftover roof space and a slab of concrete," says Merlo, who designed the outdoor space at The Warleigh in Brighton (below right).



Designed by Mirvac (left) and Jack Merlo (right).



Pick the right pocket

PEOPLE fixate on Toorak, South Yarra and other "name" suburbs when they think of top-end real estate, but every suburb has its prestige area.

A big trend in 2012 has been the knockout prices paid for tightly held properties in the best pockets of Fitzroy, Fitzroy North, Carlton North and Parkville.

In July, a four-bedroom boom-style Victorian house in Alfred Crescent, Fitzroy North, was auctioned by Nelson Alexander for \$3.53 million. Two months earlier the house next door, another Victorian, fetched \$4.2 million.

Arch Staver, who auctioned both properties, says more wealthy families want to live in areas such as Fitzroy North and are happy to send their children to private schools in Kew, Hawthorn and South Yarra. He says Fitzroy North, Carlton North and Parkville "on a per-square-metre basis are probably some of the most expensive real estate in Melbourne".

"Melbourne buyers are starting to mimic what a prestigious buyer does in London or New York," Mr Staver says. "They want proximity to public transport and lifestyle districts. Some Toorak and Kew buyers are heading to the inner-city."

Three months ago, Jellis Craig's Craig Shearn sold an unrenovated, double-fronted house in Clifton Hill for well in excess of \$2 million. He says the property, held by one family since being built in the 1920s, will probably require a \$1 million renovation.

PRESTIGE

Steep falls at top end

Prices are down for prestige homes, supply is short and the market sluggish, but it is a time when savvy buyers will start to take interest again, writes **Chris Tolhurst**.

THE prestige market is different from other sectors of the market. Properties priced between \$1.5 million and \$6 million rise and fall much faster than the middle and lower segments and the price variation can rattle the nerves of buyers and sellers.

Real estate prices in Melbourne have been flat since April 2010. Yet while the median price for a house has fallen about 5 per cent, the price slump at the top end is more pronounced.

Jellis Craig director Alastair Craig says prestige properties are being bought for 10 to 15 per cent less than the going rate in 2010 or 2009.

He says large period residences in Camberwell that a few years ago would have fetched \$2.2 million now sell for around \$1.95 million. Similarly, some prestige homes in Hawthorn once worth \$2.5 million today sell for \$2.1 million.

Mal James, director of James Buyer Advocates, agrees that price reductions on \$2 million to \$6 mil-



lion properties have generally been greater than the rate of reduction seen in other market segments.

He says properties bought in the past five years that are resold without any improvement are selling at a discount. "A significant number of properties that we examine are selling on resale for below what was originally paid," he says.

So-called "change-up" buyers seeking to upgrade their standard of housing will be out in force at auctions for prestige houses and apartments this spring.

Which property had the north-facing bedroom?

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finding quality to buy and then working out the price they should pay."

With prestige houses, quality has four ingredients: a good position, land content, a good floor plan and the right price. "Getting all those things together is not easy, especially in this market," Mr James notes.

There is some evidence that demand has improved since January in certain suburbs. Data from Australian Property Monitors shows modest improvement at the top end. The Fairfax-owned analyst group's senior economist, Andrew Wilson, says "perceived value" is motivating a lot of buyers to buy in areas such as Malvern, Toorak and Middle Park.

But buyers' advocate David Morrell, of Morrell & Koren, says not enough stock is coming through.

"Everybody is treading water, it's a state of flux," he says. "The bottom lines of agencies are starting to pinch. Everybody has been in the green paddock for a long time and normally September is the make-or-break date."

Mr Morrell and Mr James say some top-end buyers are holding off and waiting because they think prices may fall further. "They're not necessarily doing this voluntarily: they are nervous," Mr James says.

Mr Morrell is telling clients to "have a Panadol" because this market is not going to cost them more if they wait until Christmas.

There are opportunities that might present for prices to fall in the next few months, he says. "If you have got patience and knowledge, you will do well out of property."

The properties that are selling are "the ones where the vendors are meeting the new paradigm in price", he adds.

One wild card is that banks are stress-testing wealthy clients and reducing the amounts they can borrow. "The banks are definitely more conservative with their valuations than they were six months ago," says Mr James.

Still, it's not the least bit surprising that aspira-

tional buyers want to put their feet up in their dream home sooner rather than later.

Abercromby's director Rob Vickers-Willis says top-end buyers like to have Christmas dinner in their new house. "If they buy in September or October they achieve that," he says. "Otherwise they have to wait until February."

He says quality property in the \$2 million to \$6 million range is still "quite firm" but prices have levelled out. Many properties are also taking six to eight weeks to sell when the norm used to be three to four weeks.

"I think agents have to roll their sleeves up and make sure that properties are listed at a realistic price," Mr Vickers-Willis says. "You have to assess the motivation of the vendor, too. With the last three deals I've done in the \$2.5 million to \$6 million range, I've said [to the vendor], 'You have got a good spring 2010 price because until four or five years ago you were looking at 15 per cent annual growth. Since then, it has plateaued.'

"The quality of buyers is out here. I think they are more patient."

This isn't an isolated view. Scott Patterson, of Kay & Burton, is seeing improved demand for eastern suburbs properties priced between \$1.5 million and \$3 million. He says crowd numbers attending open inspections and auctions for houses priced around \$2 million have lifted.

Some people may be sniffing the air. But there is a belief among a core group of buyers wishing to upgrade that it may be a winning move to buy soon.

Mr Morrell says his company has been negotiating to buy properties for less than the vendor bids posted at auctions. This situation won't last forever, particularly if lower interest rates and the small pool of top-end properties available for sale starts to restrict supply and ramp up competition.

Mr Craig believes the market has bottomed. "No one really feels that things are going to get worse, so I think opportunity-wise we are coming into a marketplace where there will be more volume," he says.

Given the discounting that has been occurring, it is a good buying strategy. There's a catch, though: a buyer has to find a suitable property.

Mr James says some good properties are being offered but the market is down on stock and down on quality.

"If you are talking about trading up, you still have to find a property that is worth trading up to," he says.

"The biggest difficulty that is facing buyers is

While top-end house prices are down by as much as 15 per cent on 2009-10 values, some potential buyers are still wary of moving back into the market in the event of further price falls.

PICTURE: CRAIG SILLITOE



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STAR PERFORMERS

DERRIMUT

A NEWLY developed suburb with about 2000 households, Derrimut is ringed by the more established western suburbs of Deer Park, Sunshine West and Laverton North.

Even though it is 18 kilometres from town, Derrimut has good access to the city centre, sitting just off the Deer Park Bypass that links the Western Highway and Western Ring Road. "You can be in the city in 20 minutes," Stockdale & Leggo Deer Park director Glen Antipas says.

The median house price has jumped 5.5 per cent from \$394,000 last year to \$415,000 this year.

Antipas says its proximity to lifestyle amenities offered by nearby Caroline Springs — such as cafes, hotels and gyms — is another selling point. "Sales have been fairly buoyant," he says. "It's surprised a lot of people."

TEMPLESTOWE

LIKE our economy, the eastern suburb of Templestowe has two speeds: large houses on one-acre (4050-square-metre) blocks that fetch between \$2 million and \$4 million, and four-bedroom houses for \$700,000-\$800,000.

It's one of the trickiest suburbs to read, Jellis Craig Doncaster director Andrew Keleher says, because a handful of 4050-square-metre block sales can push up median prices without necessarily lifting prices across the board. "Historically, Templestowe is up and down like a sawtooth," he says.

Even so, while the median price is up 4 per cent to \$810,000 from \$779,000 last year, the suburb has shown healthy 5.8 per cent annual growth in the past five years.

"In Templestowe and Doncaster's favour, prices never rose as much as the inner east, so they haven't come back as much," Keleher says. "It's been a more consistent market and not as reflective of the global financial crisis as, say, Balwyn, Kew and Hawthorn."

STRATHMORE

ACCORDING to sales manager Milo Rasinac for Nelson Alexander in Essendon, Strathmore has been a "sleeper".

Next door to Essendon North, the area offers a consistent style of suburban brick house (built between the 1930s and 1950s) and streetscape, which is attractive to buyers. Rasinac says the Rosebank Estate, in particular, carries a one-dwelling covenant.

The area includes the Napier Street shopping precinct and is close to the DFO retail complex. It also has good access to Melbourne Airport and the city centre via City-Link.

The median house price has inched up 2 per cent to \$765,000 from \$750,000 last year.



MIDDLE SUBURBS



PICTURE: RODGER CUMMINS

Caught in the middle

Only three suburbs record price increases in this once-thriving belt, writes **Paul Best**.

PROPERTY sales in the middle-ring suburbs have continued to struggle in an easing market, with softening median prices, low levels of quality stock and buyers content to sit on their hands.

Australian Property Monitors (APM) data reveal only three Melbourne suburbs between 10 and 20 kilometres from the city centre recorded year-on-year median house price increases for the 12 months to the end of June, compared with the same period last year. They were Derrimut and Strathmore to the west and Templestowe to the city's east.

"The middle suburbs tend to reflect the market's average performance, which for the past three to six months has been lacklustre," says Monique Sasson Wakelin, the director of Wakelin Property Advisory. "There's a balancing in the marketplace, not only in the natural cyclical forces but with the added impact of poor confidence associated with the global financial crisis, the euro zone especially."

While suburbs such as Mill Park, Sunshine and Montmorency experienced only modest declines of less than 2.5 per cent, one-time performers in Box Hill, Mont Albert North and Carnegie were all hit hard, with respective falls in median house prices of 20.1 per cent, 15.2 per cent and 14.9 per cent, according to figures by APM, which is owned by Fairfax Media. Hadfield in the north (18.5 per cent), Ormond (17.3 per cent) and Altona (14.6 per cent) also suffered double-digit drops.

APM senior economist Dr Andrew Wilson says traditional drivers such as employment and wage rates, immigration-based population growth and confidence remain subdued, and not helped by national political brawling and international volatility. "The change-up buyer is feeling insecure about their financial circumstances and job security [and] are pulling back on decision-making for buying a house, in particular," he says.

The middle segment is also recalibrating from

the abnormal buyer demand and price growth in 2009 and 2010, which was triggered by rampant first-home buyers tanked up on government handouts.

Even so, Box Hill's median of \$615,000 is still up 4.6 per cent in a five-year period. The other poorest-performing suburbs are also in the black over five years, with Hadfield's \$430,000 median 8 per cent higher, Altona's \$525,000 7.8 per cent and Mont Albert North \$760,000 6.7 per cent.

Median prices for units in middle Melbourne remain among the best performers. Mont Albert North, for example, topped the table with 37.5 per cent growth in the past year (and 12.9 per cent over five years) with Beaumaris third with 32.9 per cent.

Amid the gloom, though, most pundits glimpse optimism and opportunity. Melissa Opie of Keyhole Property Investments says buyers are eyeing prospects in Melbourne's middle that they couldn't afford last year. "I have a family wishing to purchase in Ivanhoe — who initially engaged me in 2010 but pulled out because prices were stronger — re-engage me recently," she says. "Last year, their budget was only enough to get into the better parts of Heidelberg."

The Real Estate Institute of Victoria's policy and public affairs manager, Robert Larocca, agrees. He says buyers should be in a position to "afford one to two suburbs closer to town on the same budget two years ago". Moreover, he says, more private sales and stable prices enable buyers to plan their purchases better.

Although Wakelin doesn't foresee any great buoyancy in buyer activity or prices this spring, she believes there are pockets within suburbs that belie the trend, particularly where properties have excellent ambience and a consistent architectural style.

Wilson also sees the recent small surge in first-home-buyer activity — with the Australian Bureau of Statistics reporting 3000 loan approvals in May, the highest since December 2009 — will have a ripple effect on the middle ring.

"We may see first-home buyers buying established property, then the change-up buyer selling and moving on," he says. "But I'm only expecting a small spike in the middle market until the end of the year."

MARKET TALK

Happy median in a patchy market

Modest growth in different market segments will drive the outlook for the spring selling season, writes **Andrew Wilson**.

MELBOURNE'S median house price has shown early signs of settling down during the first half of 2012, after last year's general softening.

In an indication of the market's stabilisation, data from Australian Property Monitors show Melbourne's median house price rose by 1.6 per cent in the first six months this year, compared with a fall of 5.7 per cent across 2011.

The improvement in Melbourne's house price performance this year has been aided by a 4 per cent increase in inner-suburban house prices in the six months to June, with the inner-suburban median house price only 1 per cent lower than that recorded in June last year.

Recent activity in those suburbs has been from buyers seeking quality properties in prestige locations at values perceived to be below those of recent years.

Buyers in this area could remain relatively active in spring, particularly given the recent sustained lift in the sharemarket. Sellers, however, remain cautious and early indications are of a smaller-than-usual number of listings coming into spring.

First-home buyers — keen to take advantage of the state government's first-home buyer bonus before it was withdrawn on June 30 — were also active in the first half of the year. The result has been price growth in Melbourne's outer suburbs and a flow-through of modest increased activity to the mid-priced sections of the housing market in the middle-ring suburbs.

However, factors such as rising living costs and increasing concerns about the state of the economy and job security will ensure the housing market in the middle ring remains relatively subdued.

Investors were largely absent from the Melbourne housing market this year, discouraged by relatively low gross rental yields, high vacancy rates and no clear signal that house prices have bottomed. A looming oversupply in the new-apartment market is also contributing to lack of investor interest in the inner city. Although much depends on the performance of the Victorian economy in the next six months, the Melbourne housing market might continue to hold the line through the remainder of the year, with the reasonable prospect of a better spring selling season than last year.



Market outcomes, however, will continue to be patchy.

Overall prices should remain relatively flat, with the realistic potential for modest growth in the full year. Confidence and jobs are, as usual, the keys.



Dr Andrew Wilson is a senior economist at Fairfax subsidiary, Australian Property Monitors.

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STRATEGIES



PICTURE: KEN IRWIN

In a tough market, special selling tactics are called for, writes **Paul Best**.

Campaigns that work

IN A quiet market, agents can have their work cut out just shifting properties. But they also face the task of selling a property at a price buyers, who can afford to be choosy, are prepared to pay and, more importantly, vendors are happy to accept.

Three recent campaigns reveal how agents produced great results for their clients in a tough market.

THE RE-AUCTION

8 Willis Street, Richmond
Woodards East Melbourne
Sold post-auction for \$625,000

THE small, double-fronted red-brick in Willis Street, off Richmond's Church Street, had failed to sell at auction. In fact, it didn't receive a bid — only an offer of \$570,000, well below the \$625,000 reserve.

After listing the house unsuccessfully for private sale, the vendor, disgruntled and distressed, turned to Woodards, who urged taking the property back to auction, but with significant tweaks to the strategy.

"The previous campaign just used an internet listing on all the main sites," Woodards agent Robert Clements says. "The vendors thought because the property was cheap, it would sell easily... I had to battle the vendor to convince them of a proper campaign and not to think the internet will save the world."

First, Clements tapped the agency's prospects list, particularly investors from previous sales campaigns, and sent 170 messages via phone, text and email before launching a short, tightly budgeted, three-week marketing blitz using the web, print advertising in *The Age* and the agency's magazine to

generate grassroots interest.

"We needed to send a strong message we were serious about selling," Clements says.

That meant redoing the advertising and deliberately not mentioning the price. The house was re-photographed, this time taking it front on, rather than at an angle, to show the width and style of the house; the floor plan was enlarged so the house didn't resemble a shoebox; and copy was retuned to embrace the house's historic charm as well as the inner-city lifestyle. "Previously, the copy tried to sell the house as contemporary, which threw people," Clements says.

Given Willis Street is one-way, signs were important. Woodards used them prominently to guide prospective buyers to the property.

On auction day, two bidders lifted the price to \$590,000 but the house sold to a third party, an investor buying for his daughter, the next day for the reserve.

Clements says the success lay in "covering all your bases".

THE SALE BY SET DATE
10/116 Albert Street, Brunswick
Barry Plant Brunswick
Sold for \$612,000

TWO campaigns in the same three-year-old converted warehouse development off Lygon Street in Brunswick convinced the vendor to take the agent's strategy of a sale by set date for the split-level, two-bedroom townhouse.

"We wanted to stand out from the crowd and give buyers the opportunity to buy straightaway, rather than wait four weeks for an auction," Barry

Plant Brunswick director Greg Cusack says.

This method not only benefits buyers who want to secure a property earlier, but also helps sellers because it encourages buyers to show their hand by making an offer, Cusack says.

To further distinguish the property, the agent took aerial shots of the townhouse, using a nine-metre wind-out pole, to show one of its key selling points: the top floor's large L-shaped balcony.

Cusack says photos that promoted the lifestyle aspects of the property and its surrounds were important in attracting the key demographic of professionals in their late 20s and early 30s.

He also recommended relocating the owner's dog during the campaign, as well as decluttering and refurbishing the townhouse. A desk was put into a dead space behind the kitchen to create a study nook; clear plastic chairs were introduced to the dining area, making the place appear more open; and a bed and side tables were brought in to furnish the empty second bedroom.

Cusack lent the vendors his high-pressure cleaner to brighten up the balcony walls, and hired professional cleaners. "The idea was to create a fresh, spacious, contemporary look, like you might see in a home-designer magazine," Cusack says.

Barry Plant ran a six-week campaign to reach as wide an audience as possible, approaching clients on its VIP database for the first 10 days, then extending to real estate websites, newspapers, boards, brochures and its own magazine.

As it turned out, the property needed less than four weeks, receiving multiple offers and selling for a record price, about \$30,000 above the previous high for the Albert Street development.

THE PRIVATE SALE

10 Gairlock Court, Doncaster
Jellis Craig Doncaster
Sold for \$935,000

THE elderly couple was looking to downsize and wanted to put their early-1980s, two-storey brick house with three-car garage on the market. But the auction process intimidated them.

"The vendors were a bit nervous if things didn't go to plan," Jellis Craig director Andrew Keleher says. "They didn't want the stigma of a failed auction. With a private sale, we can run a campaign similar to an auction but without the stress."

At the same time, the agent believed a private sale might be better than an auction because the five-bedroom house arguably suited a specific type of buyer. In this instance, the size and layout worked for a family with older parents.

"It can take longer than a three-week campaign to find the right buyer," Keleher says. "Some properties can take eight to 10 weeks to sell and, if the auction comes around too quickly, the right buyer may miss seeing it."

Once a private sale was decided, the property was listed on the leading real estate websites and sent to Jellis Craig's members of its 15,000-strong database. The agent quoted a price range of \$800,000 to \$850,000 because "we still wanted the

I had to battle the vendor to convince them of a proper campaign and not to think the internet will save the world.

Woodards agent Robert Clements

market to determine the price, not the agent" and a fixed price can undersell the property.

Although the couple had a tight budget, Jellis Craig advised taking out full-page ads in the *Melbourne Weekly Eastern*. The approach quickly paid off. After 60 groups inspected the house in three weeks, with early interest in the mid to high \$800,000s, the agents had four firm offers.

At that stage, Jellis Craig chose to hold a boardroom-style auction. "Effectively, it's like an auction without the stress of everyone on the front lawn," Keleher says.

Proving the agent's strategy was correct, a family of Chinese heritage bought the house for themselves and their elderly parents for \$935,000.



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TOP PERFORMERS

WILLIAMS LANDING

A \$1.5 billion master-planned development with a railway link mooted, this newly minted precinct will eventually offer 2500 residences. It is already 50 per cent subscribed and has attracted all the big developers. Off-peak, it is within a relatively fast run of Southbank via linkages to the Princes Freeway. It is already price competitive and Romy Gakhar, of Ray White Hoppers Crossing, says "it will soon be beating Point Cook".

GREENVALE

SOME of the high points in the Providence Estate near Greenvale Reservoir offer distant city views. One established house with this rare outlook was recently offered on the market for \$550,000. Greenvale's urban infrastructure includes nearby shopping centres and three primary schools, plus the bonus of the 300-hectare Woodlands Historic Park in the district. On a good day and off-peak, the suburb is within a 20- to 25-minute car commute of the central business district.

SANDHURST

SITED 35 kilometres south-east of Melbourne, between Carrum Downs and Cranbourne, Sandhurst is promoted as a "lifestyle" or "golfing residential suburb". Nearing completion, the estate still has some \$450,000 house-and-land packages. But resale prices of bigger, established homes are also occasionally nudging the mid-\$800,000s.

Cameron Charles, of Ray White Carrum Downs, says that, as Sandhurst becomes pricier, there will be knock-on impacts in the surrounding suburbs of Carrum Downs and Skye because good freeway connection makes it attractive for investors, who are aware that "rental demands are very strong here".



OUTER SUBURBS



Fringe benefits abound

Suburbs on Melbourne's outer rim have recorded the highest population inflows since the '60s, with new precincts leading the charge, writes **Jenny Brown**.

IT'S all happening on the fringe. The speediest urban growth in Australia last year took place in a handful of outer Melbourne areas, particularly those in the north (South Morang, Epping North and Mernda), and to the west (Tarneit, Point Cook and Caroline Springs).

This stimulus has been the highest population inflow since the 1960s, with the outer suburbs — promoted as "the affordable fringe" — attempting to absorb an extra 4000 new residents each month.

But the areas that have risen to the top of the pile in terms of median value gain in 2011-12 are not those same burgeoning places.

Leading the growth charge are suburbs that many have probably never heard of, unless they are local to the area.

Where, for instance, is Williams Landing, which recorded the highest 12.6 per cent growth? Where is the Sandhurst that is near Melbourne and not Bendigo? It came in at third place with an 11.5 per cent median increase. And what is the appeal of Taylors Hill, with a median up by 7.4 per cent that makes it the fifth fastest appreciating fringe precinct?

Along with second-ranking Greenvale, located behind Tullamarine airport and which recorded a 12.1 per cent rise, some of these suburbs have come into the metropolitan map following the latest 2010 breaching of the old Urban Growth Boundary when 43,600 extra hectares of land were released for development.

Williams Landing, about 19 kilometres west of Melbourne and just inland from Laverton, offers first home buyer opportunities, with four-bedroom properties starting at \$420,000. Romy Gakhar, of Ray White Hoppers Crossing, says this rapidly developing planned suburb is beginning to compete with Point Cook and is "attracting buyers from all over Melbourne. When the [railway] station goes in, it will really start happening."

Nick Pugliese, of Barry Plant Gladstone Park, has

witnessed the development of Providence, a Greenvale estate that qualifies as "urban infill". He says the sudden growth spurt is taking place within a relatively established suburb that had, until recently, "been landlocked". It has easy access to the Ring Road and Tullamarine Freeway; and Aitken College, a multi-faith, prep to year 12 school, is in the neighbourhood. Pugliese says he finds most buyers are locals either downsizing from bigger properties, or their children who can purchase house and land packages from \$450,000.

As a south-eastern golf links development with two 18-hole courses and increasingly scarce blocks offering either water or course frontage, Sandhurst is on an appreciation curve with a \$480,000 median.

"There has been a surge in prices and those who got in early have done well," says Cameron Charles of Ray White Carrum Downs.

Those who got in early have done well.

CAMERON CHARLES, RAY WHITE CARRUM DOWNS

Also considered a prestige area in the western suburbs is Taylors Hill, next to Caroline Springs and a new satellite in the western corridor, which has an entry price point of \$399,000 for a house and land package, as well as a few larger \$1 million houses with estates featuring pools and tennis courts.

The suburb is "a place known to people in the western suburbs but a big secret to the rest of Melbourne", says Taylors Hill Real Estate principal Peter Evgeniadis.

With five-minute car access to St Albans railway station, and handy proximity to the Ring Road and Western Highway, Taylors Hill has big appeal for tradies who need to travel and should, he says, "hold its value".

Its land releases are highly sought after, he says, and will be even more so with the new display village having opened up.

"It's the place for people looking for something a little above the average."

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Colour me happy

LEFT
PS 2012 pendant light, yellow, \$149, from IKEA
BELOW
Lady Peacock chair, mint, \$995, from The Family Love Tree



Whether you're styling up your home for sale, or the interiors of the one you've just bought, there's a spring hue to suit, says stylist **Heather Nette King**.

WITH the arrival of spring, it's not only our gardens that are blooming into colour. This season we are embracing the full spectrum of hues inside our homes with a fervour not seen for many years. Spring 2012 is all about colour and pattern. One of the strongest trends is the use of bold geometric shapes, from the chevron to the hexagon, diamond and lozenge. Often used in layered tones of the same colour, this look works best when used on an accent piece such as a cushion, vase or basket. Continuing to enjoy popularity are the zingy fluoros. A little hit of fluoro pink, orange, lime or yellow will go a long way to update any room. Use fluoros alongside pale wood and natural fibres, as well as with harder industrial surfaces such as steel. The latest looks in furniture are, in many cases, updated versions of vintage styles. The best pieces will work both indoors and out, such as the cane peacock chair from The Family Love Tree and the St Barts chair from Xavier Furniture. Nature is a constant source of inspiration. The spring table is also a feast for the eyes, as seen in Mozi's Queen Bee collection of plates and mugs. Dulux's colour expert, Bree Leech, says: "In spring we tend to be drawn outside as the weather warms up and nature's hues inspire us in our spring decorating. Colours that emerge around us, such as yellows, from citrus brights to muted golds, to chromatic mossy greens and light inspiring blues are all right on trend."



Snowflake artwork, in orange, \$440, from Lumiere Art + Co



ABOVE **Kelly chair**, from \$2600, from Jordan
RIGHT **Stem table**, \$795, from DesignByThem

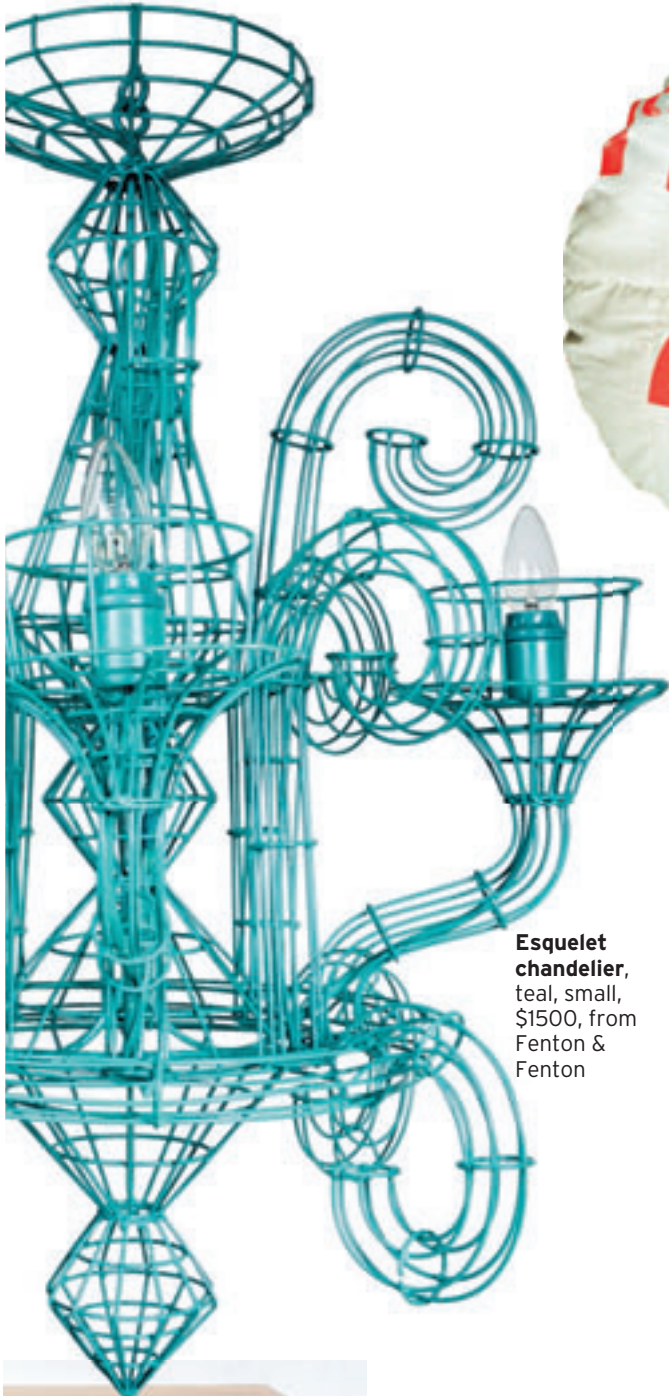


Shibori Russian linen floor cushion by Lumiere Art + Co, \$198, from The Assembly Hall



ABOVE **Sabine trio side table**, \$2250, from The B
ABOVE LEFT **Bean stool**, yellow, \$285, from Enoki





Esquelet chandelier, teal, small, \$1500, from Fenton & Fenton



DesignByThem, brown Dog Furniture Company



ABOVE **St Bart's occasional chair**, \$1429, from Xavier Furniture
RIGHT **Picket room divider**, green, \$1250, from DesignByThem
LEFT **HK Living Twig hooks**, \$15.95 each, from House of Orange



CUSHIONS, CLOCKWISE FROM LEFT **No. 2 Disc floor cushion**, fluoro orange, \$149, from Pony Rider; **Neon summer cushion**, green, \$79 (includes feather insert), from Goldnbrown; and **Stockholm cushion**, \$34.99, from IKEA



ABOVE **Iittala Maribowl**, water green, \$49, from Kiitos
LEFT **Faceture side table**, blue, \$990, from The Minimalist
BELOW **Ceramic dinner plate**, large, yellow, \$19.95, from Mozi



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TOP PERFORMERS

McCRAE/DROMANA

WITH family-friendly beaches among the best on the bayside of the Mornington Peninsula, McCrae and the larger neighbouring suburb of Dromana have both seen median house prices rise for the year to June.

Properties on the beach side of the Mornington Peninsula Freeway are the most sought-after in both suburbs, says Craig Bennie, of Ray White in Rosebud.

McCrae also offers some elevated properties with good views; and Dromana offers good shopping, a medical centre and schools.

McCrae boasted a median house price of \$632,000 in the 12 months to the end of June (up 13.2 per cent); Dromana's was \$505,000 (up 12.2 per cent).

Median house prices are provided by Australian Property Monitors.



COASTAL

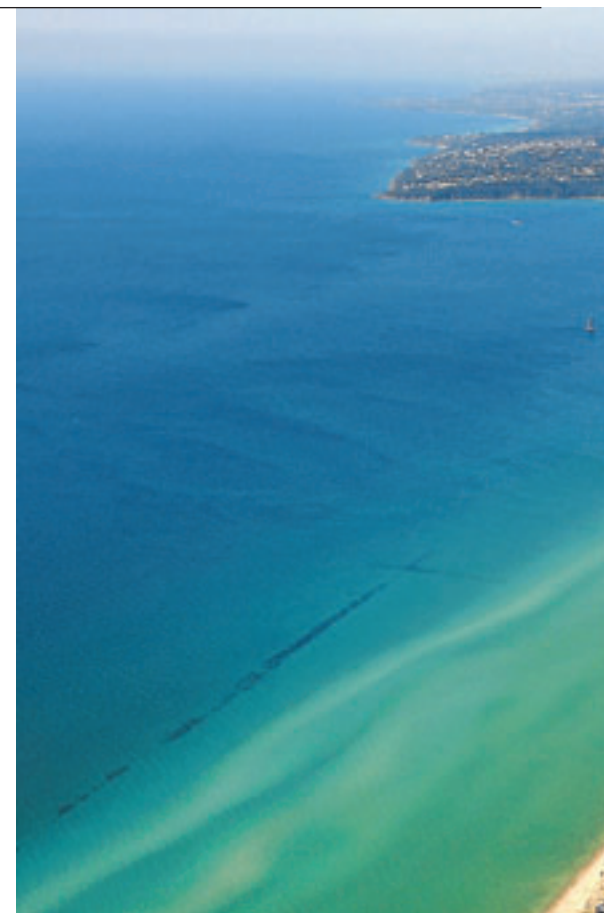
Buyer's market on the water

Affordable homes sell, while the top tier takes the brunt on the generally quiet coastal scene, writes **David Adams.**

THE coastal-property market has seen lower turnover in the past year as buyers remain cautious about holiday-home purchases in economically uncertain times, contributing to a general softening of property prices.

Data from the Fairfax-owned Australian Property Monitors paint a mixed picture for coastal localities over the 12 months to June, but more than half of those showed a decline in median house prices compared with the previous year.

Nevertheless, with a few exceptions, virtually all localities recorded a positive annualised growth rate over the past five years.



Greville Pabst, CEO of the WBP Property Group, says buyers remain selective in the current coastal market, noting that the top end has been hardest hit in terms of price declines.

"Where values are over \$1.5-\$2 million, we've seen that market come (down) certainly more than the general market," he says.

Mr Pabst believes prices should stabilise or, in

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some areas, continue to soften slightly, in the next 12 months. "There's still a bit of fear in there and uncertainty... underpinning people's psychology."

Some bright spots — such as the sale of townhouses in the \$450,000 to \$500,000 range in Mornington Peninsula suburbs such as Rye and Rosebud, spurred on by the impending completion of the Frankston Bypass — are bucking the trend, says

PICTURE: JUSTIN McMANUS

property consultant Peter Hay. But generally, the "only things that are turning over are the entry-level holiday homes and they're cheap buying".

"On both sides [of Melbourne] you couldn't get much under \$400,000 anywhere, but now you can. You can get quite a reasonable holiday house for sub-\$400,000," he says.

"It's still a buyer's market and I reckon it will be until next year."

Liz Jensen, of Kay & Burton in Sorrento, says there's been very little happening in Portsea as buyers are content to hold on to properties until they perceive an improvement in the market.

Sorrento and Blairgowrie have had a higher turnover — although lower than it has been in past years — with most of the sales hovering just below \$1 million.

One of the attractions of the Bellarine Peninsula continues to be its relative affordability compared with that of the Mornington Peninsula.

Charts supplied by Tim Lawless, national research director at RP Data, show median house and unit prices have been consistently higher on the Mornington Peninsula than in Greater Geelong, which includes the Bellarine Peninsula, since 2002.

But they also show that while median house prices on the Mornington Peninsula have softened by 4.2 per cent over the 12 months to May, those in Greater Geelong have risen by 1.1 per cent over the same period.

In Torquay, Graeme McCartney, of GR McCartney & Son, says anything priced at \$450,000-\$650,000 in the middle of the market has been selling "quite well". But, above that, it's slow.

In Warrnambool, Jess Densley of Ray White says while prices had stabilised in recent times, sales were still being made thanks to the advent of several energy-related projects in the area that were affordably priced — anything under \$400,000 was still attracting interest.

In Bairnsdale the market has been "slow and steady", says Sally Robbins, of LJ Hooker. But there is a pool of buyers who are seriously on the hunt for quality properties and are "certainly ready to go".



TOP PERFORMERS

ST LEONARDS

ON THE bay side of the Bellarine Peninsula, the town of St Leonards — famous as a setting for the ABC TV series *SeaChange* — continues to attract buyers from Melbourne and as far afield as Bendigo, thanks in part to its affordability. "There's not many places where you can buy a place 500 metres from the beach for \$300,000," Neville Richards Real Estate's Greg Campbell says.

The median house price was \$390,000 in the 12 months to the end of June, up 9.3 per cent on the previous year. But residences on The Esplanade have sold this year for prices in the \$800,000s.

OCEAN GROVE

GREAT surf beaches, a country lifestyle and close proximity to Geelong are key attractions of the Bellarine Peninsula town of Ocean Grove, according to Campbell Potts, of Kerleys Coastal Real Estate.

Ocean Grove — which had a median house price of \$480,000 in the 12 months to the end of June, up 6.7 per cent on the previous year — has a higher proportion of permanent residents than other areas on the peninsula, with entry-level properties starting in the high \$300,000s. Prices for houses start in the low \$400,000s. Those in older parts of the town close to the beach command the highest prices.

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TOP PERFORMERS

BENDIGO

GREATER Bendigo had a good year, with property prices increasing by 5.5 per cent from June 2011 to June 2012, according to Australian Property Monitors. The median price in Greater Bendigo is \$290,000.

Matt Bowles, of DCK Real Estate, says low unemployment, good train and road services and a \$650 million hospital redevelopment have kept consumer confidence high.

He says \$320,000 would buy a very comfortable house and an entry-level, three-bedroom weatherboard would be in the high \$200,000s. Investors can get \$300 a week or about a 5 per cent return on a rental property, he says.

Older, established properties in the inner suburbs and semi-rural properties on the city fringe are always popular, he says.

Value for money

MOST regional areas in Victoria were hit by falling property prices, but there was good news for a few lucky spots that bucked the downward trend.

Healthy local economies and attractive lifestyle and transport options meant prices increased in a handful of regional centres. Bendigo, Ballarat, Castlemaine and Daylesford were among the areas that performed well in a gloomy year.

Most rural areas had declining prices in line with Melbourne's poor performance.

About 41 per cent of country local-government areas experienced a decline in prices, about 29 per cent had positive growth and the remainder was flat, according to figures by Australian Property Monitors for the past financial year.

Excluding Geelong and coastal areas, the Hepburn Shire (including Daylesford) was one of the top performers. Its median price increased by 10 per cent to \$344,000, according to APM, which is owned by Fairfax Media.

"Some rural areas have stood up better than suburban areas," APM senior economist Andrew Wilson says. "Central north-western Victoria continues to show reasonable house-price growth and buyer activity."

"A number of areas (has) bucked the trend and this reflects continuing economic performance in these areas due to decentralisation by the state

COUNTRY

Bright spots broke the lull in the regional areas, writes **Mary O'Brien**.



government," he says.

Other areas that performed well (with more than 90 sales for the year) included Bendigo, which recorded 5.5 per cent growth, bringing the median price to \$290,000; Ballarat, with a 3.3 per cent increase and a median of \$279,000; the Central Goldfields Shire (Maryborough-Dunolly), whose median is now \$202,500 after an increase of 9.5 per cent; and in Mount Alexander Shire (including Castlemaine), which recorded a price increase of 6.3 per cent,

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bringing the median to \$335,000.

Although country areas didn't have the strong growth Melbourne had in 2009-10, they also didn't suffer the city dip of 2011-12, Real Estate Institute of Victoria policy and public affairs manager Robert Larocca says.

According to REIV figures, median city prices dropped by 5.7 per cent from June 2011 to June 2012, while rural prices dropped by 4.7 per cent.

"That Bendigo corridor is strong because of the

mix that people can get a country, rural lifestyle and its advantages, affordable prices and the idea of access to the CBD," Larocca says.

Bendigo real estate agent Matt Bowles, of DCK Real Estate, says a healthy local economy and good transport links have buoyed consumer confidence. Add a vibrant arts scene and a rural lifestyle on Bendigo's fringes and it's an attractive place to live.

Country prices are more affordable than city ones and are still good value, Larocca says. A healthy local economy is an important factor in keeping property prices positive. He believes the country is a more stable market but warns that some areas have low sales volumes, so figures can be misleading.

Buyers might prefer the attractions of regional centres with good transport links and established communities rather than buying in Melbourne's new fringe suburbs, Wakelin Property Advisory director Paul Nugent says.

On the other hand, property prices in regional areas might follow Melbourne's slowdown. "There might be a delayed reaction," he says. "A slowdown in Melbourne that hasn't yet caught on in some of those regional centres. We might have to wait another 12 months to see if that rate of growth can be sustained."

Investors will find there's always a demand for rental properties in regional centres. The properties are cheaper and there are reasonable rental yields. "But the problem with those markets is they are very difficult to exit," Nugent says.

Those looking for value might consider the Warburton area. Samantha Price, of Bell Real Estate, says prices dropped about 7 per cent to 10 per cent a year ago but they are coming back. "Warburton is performing well and is very affordable," she says. Properties less than \$400,000 are being snapped up, but those more than \$400,000 are much slower to sell.

Poorly performing areas in the state (dropping more than 5 per cent, with more than 90 sales) included the Alpine (minus 16.9 per cent), Wangaratta Rural City (minus 7.8 per cent) and Bass Coast (minus 7.3 per cent) shires, as well as Wellington Shire (minus 6 per cent) in Gippsland.



TOP PERFORMERS

CASTLEMAINE

PROPERTIES in Castlemaine and the Mount Alexander Shire enjoyed a healthy increase of 6.2 per cent in the past 12 months. Australian Property Monitors figures show the median price for the area is \$335,000.

Rob Waller, of Waller Realty in Castlemaine, says growth was underpinned by the town's central geographical location, good train service, proximity to Melbourne Airport and the area's employment opportunities.

He says buyers looking for an entry-level house in the high \$200,000s could get a 1950s weatherboard in need of a little TLC. Areas within 1.5 kilometres of the train station are sought after, as are small rural properties on the town's fringe.

DAYLESFORD

PRICES in the Hepburn Shire, which includes Daylesford, grew by 10 per cent last year, bringing the median price to \$344,000, according to Australian Property Monitors.

The Daylesford market fared better than some other regional areas but volumes are down, says David Wynack, of Stockdale and Leggo.

Buyers should expect to pay about \$300,000-\$350,000 for an entry-level house. Properties near the lake or within walking distance of the town are popular.

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PREPARING TO SELL

Spring sparkle creates the vibe

Get your property in immaculate condition and free from clutter to match the buyers' mood, but just don't bake a cake, writes **Sue Green**.

THINK spring and we think spring flowers, spring clean, spring green. These are the expectations agents and design consultants say we should keep in mind when preparing a house and garden for a spring sale.

From freshly mowed grass and pots of colour in the garden to sparkling windows through which to view it all from pristine rooms, homes selling in spring should reflect the season — immaculate lawns and gardens and well-maintained house exterior and decking, inviting the buyer to envisage relaxing here in the summer sun.

"If a property has rolling lawns and wonderful gardens, a great deal of attention has to be paid to them because it is one of the advantages of selling in spring," says Nelson Alexander director Arch Staver. "Everything is fragrant, everything is bright. First impressions are critical."

That means moving bins from the front yard, repairing paintwork and clearing gutters, Staver says, citing an open house during which spring rain began pouring into the lounge room.

It is about what Shayna Blaze, of Blank Canvas Interiors and a consultant to *The Block*, calls "kerb

appeal". So fix that broken gate, those holes in the lawn and make sure fences are safe for children.

Pay attention to lighting, wash walls and door handles and think about what will be a negative in buyers' minds.

"You have to take that negative thought away," Blaze says.

Interior designer Joanna Ford favours "a good lick of paint inside and out". Walls of bright colours can immediately deter buyers, she says.

"I advise that people have neutral-coloured walls so then people who might want to buy the property have a neutral slate and can envisage themselves in it. The colour of the wall sticks in the mind and people have trouble getting beyond that."

That also applies to idiosyncratic artworks and accessories, she says. They can make a house look smaller and buyers become overwhelmed.

"I still think you need to make it homely, but not busy," Ford says. That means de-cluttering — a stylist's buzzword, but essential so crowds can move freely at an open house and to give an airy feel.

Ford says it is not just about losing the fridge magnets and the junk. "Zone the areas — people



CHECKLIST

- Mow and trim lawns
- Prune trees, weed the garden and add colour
- Restain deck
- Clean the windows
- Spring clean the house and steam clean carpets
- Declutter and remove excess furniture
- Check paintwork — repair chips and scrapes
- If floorboards are scratched consider repolishing
- Freshen kitchens with new cupboard door handles

might have a junk room but need to make sure these rooms have a purpose: for example, a study."

But Staver warns against going overboard. "If you live in it, try to ensure that a bit of who you are is still in that house," he says. "Less is better, there is no question about that, but people think they have to hide all photos and personal belongings, but leave something that helps to tell the story of the house."

And no, do not bake cakes or brew coffee. "Don't try to look like every other staged house," he says.

Are spring flowers a must? Not necessarily, says Mary Nicolazzo, of Blend Design. That is an expensive option and needs regular attention.

Nicolazzo, stylist for Nelson Alexander, says she used to favour fresh flowers for the first open house of any property on the market, but commonly found those same flowers were dead a month later. She recommends large canvases on neutral walls to add the wow factor.

■ Remember the rule of thumb: spend a dollar only if you are sure it will bring you \$1.50, preferably \$2.

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Abbotsford to Ardeer

The listings here include Melbourne metropolitan area only. For Mornington Peninsula and Bass Coast go to page 58. Geelong and Western Port regions start on page 60.

Median	2011	2012	Change	Trend	
Abbotsford					Total sales & auction results
Houses	\$705	\$715	1.5%	7.1%	Clearance rate 74.7% Total value \$88.895
Units	\$580	\$470	-19.0%	0.5%	Prediction
Highest Price	\$1,870				Houses ★★★★★ Units ★★★★★
Aberfeldie					Total sales & auction results
Houses	\$1,005	\$905	-10.0%	7.6%	Clearance rate 38.9% Total value \$27.224
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$2,165				Houses ★★★★★ Units ★★★★★
Airport West					Total sales & auction results
Houses	\$550	\$510	-7.3%	8.4%	Clearance rate 53.8% Total value \$58.132
Units	\$425	\$430	1.2%	7.0%	Prediction
Highest Price	\$820				Houses ★★★★★ Units ★★★★★
Albanvale					Total sales & auction results
Houses	\$320	\$320	0.0%	8.8%	Clearance rate 45.5% Total value \$12.657
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$420				Houses ★★★★★ Units ★★★★★
Albert Park					Total sales & auction results
Houses	\$1,326	\$1,390	4.8%	9.8%	Clearance rate 54.4% Total value \$196.946
Units	\$593	\$673	13.5%	8.0%	Prediction
Highest Price	\$3,375				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Albion					Total sales & auction results
Houses	\$388	\$373	-3.9%	11.1%	Clearance rate 30.0% Total value \$27.022
Units	\$235	\$239	1.7%	12.5%	Prediction
Highest Price	\$635				Houses ★★★★★ Units ★★★★★
Alphington					Total sales & auction results
Houses	\$850	\$800	-5.9%	3.5%	Clearance rate 65.0% Total value \$60.364
Units	\$375	\$326	-13.0%	2.9%	Prediction
Highest Price	\$2,115				Houses ★★★★★ Units ★★★★★
Altona					Total sales & auction results
Houses	\$615	\$525	-14.6%	7.8%	Clearance rate 43.4% Total value \$103.375
Units	\$440	\$400	-9.1%	7.2%	Prediction
Highest Price	\$2,100				Houses ★★★★★ Units ★★★★★
Altona Meadows					Total sales & auction results
Houses	\$400	\$380	-5.0%	6.8%	Clearance rate 53.8% Total value \$95.106
Units	\$331	\$355	7.2%	9.7%	Prediction
Highest Price	\$680				Houses ★★★★★ Units ★★★★★
Altona North					Total sales & auction results
Houses	\$530	\$510	-3.8%	10.5%	Clearance rate 42.0% Total value \$85.041
Units	\$470	\$460	-2.1%	9.7%	Prediction
Highest Price	\$810				Houses ★★★★★ Units ★★★★★
Ardeer					Total sales & auction results
Houses	\$373	\$343	-8.2%	8.8%	Clearance rate 14.3% Total value \$15.375
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$450				Houses ★★★★★ Units ★★★★★

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Armadale to Balwyn

Median	2011	2012	Change	Trend	Total sales & auction results			
Armadale								
Houses	\$1,100	\$930	-15.5%	-1.5%	Clearance rate	69.5%	Total value	\$223.380
Units	\$541	\$545	0.7%	8.0%	Prediction			
Highest Price \$9,500				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Ascot Vale								
Houses	\$734	\$665	-9.4%	5.8%	Clearance rate	59.7%	Total value	\$147.012
Units	\$470	\$430	-8.5%	4.5%	Prediction			
Highest Price \$3,500				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Ashburton								
Houses	\$920	\$863	-6.3%	5.8%	Clearance rate	67.7%	Total value	\$92.440
Units	n/a	\$708	n/a	7.6%	Prediction			
Highest Price \$1,550				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Ashwood								
Houses	\$710	\$680	-4.2%	8.2%	Clearance rate	46.9%	Total value	\$47.557
Units	\$515	\$508	-1.4%	6.0%	Prediction			
Highest Price \$1,108				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Aspendale								
Houses	\$616	\$590	-4.2%	8.1%	Clearance rate	60.4%	Total value	\$74.107
Units	\$555	\$468	-15.8%	8.2%	Prediction			
Highest Price \$3,150				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Aspendale Gardens								
Houses	\$565	\$549	-2.9%	6.8%	Clearance rate	71.4%	Total value	\$39.691
Units	n/a	n/a	n/a	n/a	Prediction			
Highest Price \$668				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Attwood								
Houses	\$617	\$535	-13.3%	7.9%	Clearance rate	40.0%	Total value	\$16.938
Units	n/a	n/a	n/a	n/a	Prediction			
Highest Price \$765				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Avondale Heights								
Houses	\$574	\$530	-7.7%	9.0%	Clearance rate	44.8%	Total value	\$63.710
Units	n/a	n/a	n/a	n/a	Prediction			
Highest Price \$1,100				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Bacchus Marsh								
Houses	\$325	\$340	4.6%	6.0%	Clearance rate	30.0%	Total value	\$34.378
Units	n/a	\$270	n/a	12.5%	Prediction			
Highest Price \$750				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Badger Creek								
Houses	\$309	\$300	-3.1%	5.5%	Clearance rate	n/a	Total value	\$3.721
Units	n/a	n/a	n/a	n/a	Prediction			
Highest Price \$395				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Balaclava								
Houses	\$861	\$689	-20.0%	4.2%	Clearance rate	66.7%	Total value	\$53.240
Units	\$451	\$415	-8.0%	4.7%	Prediction			
Highest Price \$1,260				Houses ★★★★★			Units ★★★★★	

Median	2011	2012	Change	Trend	Total sales & auction results			
Balwyn								
Houses	\$1,284	\$1,203	-6.3%	5.7%	Clearance rate	50.3%	Total value	\$263.013
Units	\$569	\$558	-2.0%	4.6%	Prediction			
Highest Price \$4,025				Houses ★★★★★			Units ★★★★★	



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Balwyn North to Bentleigh East

Median	2011	2012	Change	Trend	
Balwyn North					
Total sales & auction results					
Houses	\$1,106	\$1,022	-7.6%	6.3%	Clearance rate 54.1% Total value \$275.011
Units	\$599	\$580	-3.1%	1.3%	Prediction
Highest Price	\$3,125				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Bayswater					
Total sales & auction results					
Houses	\$435	\$405	-6.9%	7.1%	Clearance rate 66.7% Total value \$82.191
Units	\$385	\$357	-7.3%	6.7%	Prediction
Highest Price	\$750				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Bayswater North					
Total sales & auction results					
Houses	\$423	\$405	-4.2%	7.6%	Clearance rate n/a Total value \$49.035
Units	\$323	\$321	-0.6%	6.9%	Prediction
Highest Price	\$545				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Beaconsfield					
Total sales & auction results					
Houses	\$465	\$500	7.5%	7.5%	Clearance rate 33.3% Total value \$43.586
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,450				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Beaconsfield Upper					
Total sales & auction results					
Houses	\$626	\$651	4.0%	6.7%	Clearance rate n/a Total value \$17.441
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$2,375				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Beaumaris					
Total sales & auction results					
Houses	\$1,050	\$930	-11.4%	3.0%	Clearance rate 33.8% Total value \$164.137
Units	\$516	\$685	32.9%	1.7%	Prediction
Highest Price	\$3,150				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Belgrave					
Total sales & auction results					
Houses	\$382	\$391	2.4%	5.6%	Clearance rate n/a Total value \$26.125
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$625				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Belgrave Heights					
Total sales & auction results					
Houses	\$450	\$406	-9.7%	2.9%	Clearance rate n/a Total value \$5.497
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$700				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Belgrave South					
Total sales & auction results					
Houses	\$553	\$485	-12.2%	6.4%	Clearance rate n/a Total value \$10.842
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,225				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Bellfield					
Total sales & auction results					
Houses	\$570	\$537	-5.7%	10.3%	Clearance rate 60.0% Total value \$9.111
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$620				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Bentleigh					
Total sales & auction results					
Houses	\$828	\$769	-7.1%	6.2%	Clearance rate 59.3% Total value \$180.595
Units	\$555	\$549	-1.2%	7.1%	Prediction
Highest Price	\$1,466				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Bentleigh East					
Total sales & auction results					
Houses	\$720	\$670	-6.9%	6.8%	Clearance rate 59.2% Total value \$242.794
Units	\$510	\$563	10.3%	7.3%	Prediction
Highest Price	\$1,220				Houses ★★★★★ Units ★★★★★



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Berwick to Braybrook

Median	2011	2012	Change	Trend	Total sales & auction results	
Berwick						
Houses	\$446	\$435	-2.5%	6.3%	Clearance rate	30.8%
Units	\$375	\$340	-9.3%	4.7%	Total value	\$350.283
Prediction						
Highest Price	\$2,600	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Black Rock						
Houses	\$1,109	\$985	-11.2%	2.0%	Clearance rate	50.0%
Units	\$540	\$610	13.0%	5.7%	Total value	\$87.592
Prediction						
Highest Price	\$3,550	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Blackburn						
Houses	\$798	\$710	-11.0%	8.0%	Clearance rate	59.4%
Units	\$545	\$522	-4.3%	7.7%	Total value	\$137.149
Prediction						
Highest Price	\$1,645	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Blackburn North						
Houses	\$640	\$591	-7.7%	7.4%	Clearance rate	60.4%
Units	n/a	n/a	n/a	n/a	Total value	\$51.461
Prediction						
Highest Price	\$891	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Blackburn South						
Houses	\$650	\$619	-4.8%	8.1%	Clearance rate	73.3%
Units	n/a	\$485	n/a	6.2%	Total value	\$83.820
Prediction						
Highest Price	\$2,020	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Blind Bight						
Houses	\$372	\$329	-11.6%	4.7%	Clearance rate	n/a
Units	n/a	n/a	n/a	n/a	Total value	\$7.171
Prediction						
Highest Price	\$460	Houses ★★★★★ Units ★★★★★				



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Median	2011	2012	Change	Trend	Total sales & auction results	
Bonbeach						
Houses	\$530	\$470	-11.3%	3.7%	Clearance rate	42.9%
Units	\$353	\$355	0.7%	5.7%	Total value	\$65.340
Prediction						
Highest Price	\$1,250	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Boronia						
Houses	\$430	\$405	-5.8%	6.9%	Clearance rate	52.5%
Units	\$350	\$359	2.4%	6.6%	Total value	\$156.614
Prediction						
Highest Price	\$900	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Box Hill						
Houses	\$770	\$615	-20.1%	4.6%	Clearance rate	50.0%
Units	\$380	\$386	1.4%	8.0%	Total value	\$100.143
Prediction						
Highest Price	\$4,100	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Box Hill North						
Houses	\$690	\$629	-8.8%	7.1%	Clearance rate	60.8%
Units	\$560	\$530	-5.4%	9.6%	Total value	\$93.017
Prediction						
Highest Price	\$1,160	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Box Hill South						
Houses	\$728	\$670	-7.9%	7.0%	Clearance rate	68.4%
Units	\$540	\$469	-13.1%	6.1%	Total value	\$78.559
Prediction						
Highest Price	\$1,490	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Braybrook						
Houses	\$455	\$416	-8.6%	10.5%	Clearance rate	37.0%
Units	\$323	\$365	13.0%	6.6%	Total value	\$37.587
Prediction						
Highest Price	\$710	Houses ★★★★★ Units ★★★★★				

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Briar Hill to Burnley

Median	2011	2012	Change	Trend	
Briar Hill					Total sales & auction results
Houses	\$550	\$512	-6.9%	7.1%	Clearance rate 37.0% Total value \$24.021
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$770				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Brighton					Total sales & auction results
Houses	\$1,480	\$1,372	-7.3%	2.5%	Clearance rate 61.1% Total value \$615.139
Units	\$716	\$680	-5.0%	5.1%	Prediction
Highest Price	\$10,600				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Brighton East					Total sales & auction results
Houses	\$1,057	\$1,005	-4.9%	3.6%	Clearance rate 55.8% Total value \$247.313
Units	\$665	\$512	-23.1%	-1.6%	Prediction
Highest Price	\$2,780				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Broadmeadows					Total sales & auction results
Houses	\$370	\$331	-10.5%	9.1%	Clearance rate 47.6% Total value \$41.160
Units	\$349	\$295	-15.5%	6.5%	Prediction
Highest Price	\$780				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Brookfield					Total sales & auction results
Houses	\$340	\$323	-5.0%	2.4%	Clearance rate n/a Total value \$42.693
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$765				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Brooklyn					Total sales & auction results
Houses	\$434	\$446	2.9%	8.6%	Clearance rate 72.7% Total value \$15.636
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$605				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Brunswick					Total sales & auction results
Houses	\$661	\$617	-6.6%	6.5%	Clearance rate 68.4% Total value \$252.599
Units	\$420	\$424	1.0%	3.6%	Prediction
Highest Price	\$2,650				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Brunswick East					Total sales & auction results
Houses	\$670	\$663	-1.1%	8.3%	Clearance rate 70.9% Total value \$97.262
Units	\$463	\$463	0.1%	7.8%	Prediction
Highest Price	\$4,720				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Brunswick West					Total sales & auction results
Houses	\$605	\$636	5.0%	8.2%	Clearance rate 58.0% Total value \$117.414
Units	\$382	\$365	-4.5%	7.9%	Prediction
Highest Price	\$1,000				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Bulleen					Total sales & auction results
Houses	\$705	\$687	-2.6%	6.9%	Clearance rate 57.8% Total value \$85.426
Units	\$620	\$408	-34.2%	3.4%	Prediction
Highest Price	\$1,800				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Bundoora					Total sales & auction results
Houses	\$490	\$465	-5.1%	7.0%	Clearance rate 60.5% Total value \$141.399
Units	\$372	\$320	-14.0%	1.3%	Prediction
Highest Price	\$1,400				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Burnley					Total sales & auction results
Houses	\$760	\$795	4.6%	7.3%	Clearance rate 66.7% Total value \$18.633
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,421				Houses ★★★★★ Units ★★★★★



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Burnside to Carnegie



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Median	2011	2012	Change	Trend	
Burnside					Total sales & auction results
Houses	\$412	\$385	-6.6%	6.4%	Clearance rate n/a Total value \$12.360
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$665					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Burnside Heights					Total sales & auction results
Houses	\$415	\$414	-0.2%	7.2%	Clearance rate 61.5% Total value \$38.229
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$640					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Burwood					Total sales & auction results
Houses	\$750	\$705	-6.0%	7.1%	Clearance rate 51.3% Total value \$126.786
Units	\$489	\$475	-2.8%	4.0%	Prediction
Highest Price \$1,200					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Burwood East					Total sales & auction results
Houses	\$641	\$618	-3.7%	8.4%	Clearance rate 54.3% Total value \$58.655
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$1,475					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Cairnlea					Total sales & auction results
Houses	\$483	\$435	-9.8%	6.0%	Clearance rate 22.7% Total value \$36.555
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$800					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Camberwell					Total sales & auction results
Houses	\$1,200	\$1,158	-3.5%	6.2%	Clearance rate 58.2% Total value \$333.805
Units	\$629	\$620	-1.5%	7.8%	Prediction
Highest Price \$3,795					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Campbellfield					Total sales & auction results
Houses	\$380	\$353	-7.2%	5.2%	Clearance rate n/a Total value \$19.209
Units	n/a	\$298	n/a	0.5%	Prediction
Highest Price \$814					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Cannons Creek					Total sales & auction results
Houses	\$290	n/a	n/a	n/a	Clearance rate n/a Total value \$2.685
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$352					Houses ★★★★★ Units ★★★★★

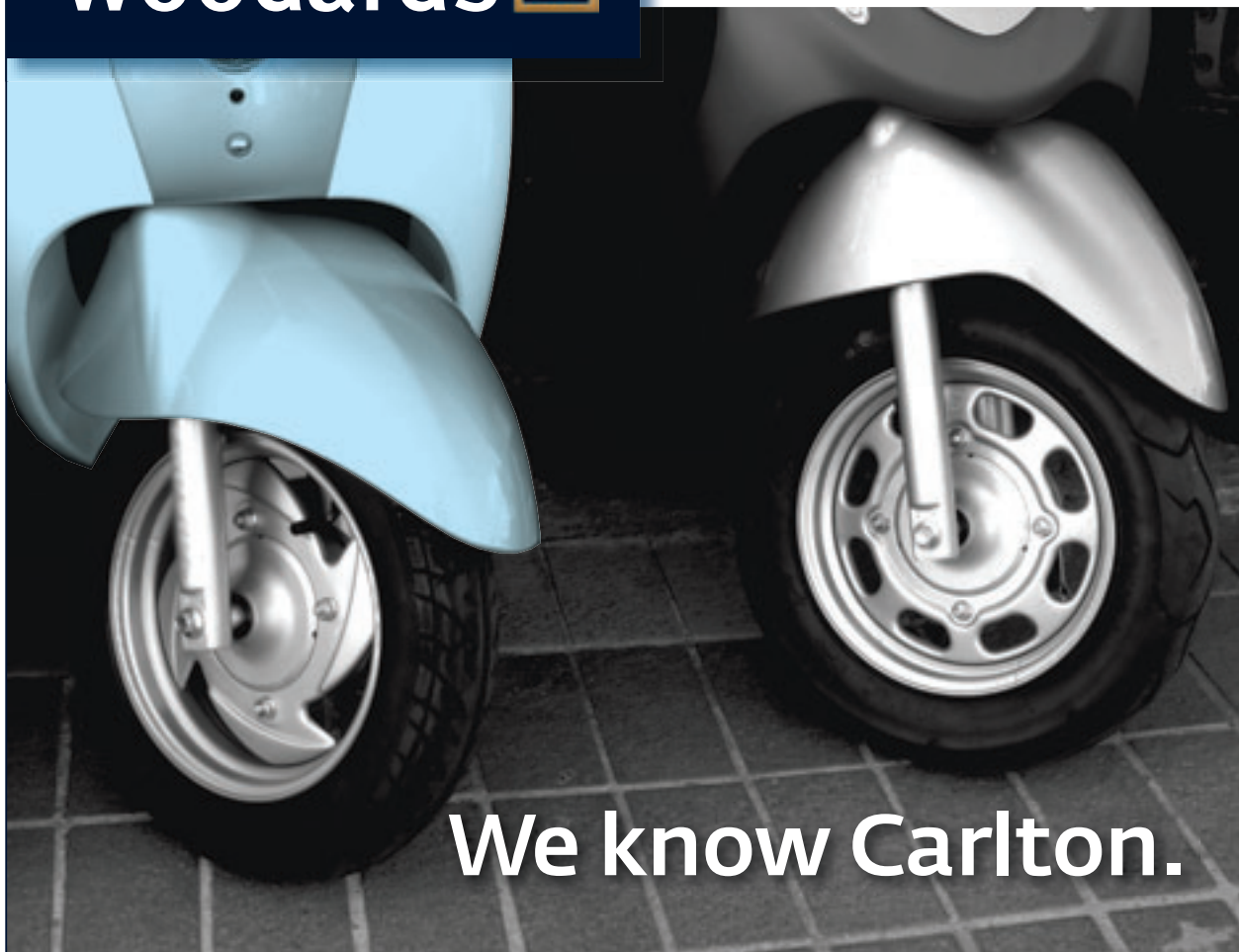
Median	2011	2012	Change	Trend	
Canterbury					Total sales & auction results
Houses	\$1,620	\$1,520	-6.2%	3.2%	Clearance rate 60.0% Total value \$193.541
Units	\$643	\$607	-5.7%	-3.4%	Prediction
Highest Price \$6,565					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Carlton					Total sales & auction results
Houses	\$627	\$587	-6.4%	1.1%	Clearance rate 70.7% Total value \$128.709
Units	\$295	\$342	15.9%	6.4%	Prediction
Highest Price \$5,600					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Carlton North					Total sales & auction results
Houses	\$860	\$825	-4.1%	4.9%	Clearance rate 75.0% Total value \$75.316
Units	\$497	\$450	-9.5%	5.5%	Prediction
Highest Price \$2,370					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Carnegie					Total sales & auction results
Houses	\$730	\$621	-14.9%	2.8%	Clearance rate 60.2% Total value \$155.534
Units	\$398	\$430	8.2%	6.4%	Prediction
Highest Price \$1,500					Houses ★★★★★ Units ★★★★★

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Caroline Springs to Chirnside Park

Median	2011	2012	Change	Trend	Total sales & auction results	
Caroline Springs						
Houses	\$420	\$420	0.0%	7.0%	Clearance rate	29.0%
Units	\$342	\$373	8.9%	n/a	Total value	\$171.116
Prediction						
Highest Price	\$2,352	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Carrum						
Houses	\$470	\$440	-6.4%	5.9%	Clearance rate	43.9%
Units	\$450	\$481	6.8%	12.3%	Total value	\$38.235
Prediction						
Highest Price	\$795	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Carrum Downs						
Houses	\$335	\$330	-1.5%	6.4%	Clearance rate	30.0%
Units	\$306	\$308	0.8%	3.5%	Total value	\$118.713
Prediction						
Highest Price	\$1,851	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Caulfield						
Houses	\$903	\$850	-5.8%	4.9%	Clearance rate	61.9%
Units	\$488	\$524	7.4%	6.6%	Total value	\$61.445
Prediction						
Highest Price	\$2,055	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Caulfield East						
Houses	\$810	\$718	-11.4%	7.1%	Clearance rate	66.7%
Units	n/a	\$377	n/a	9.6%	Total value	\$13.935
Prediction						
Highest Price	\$1,150	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Caulfield North						
Houses	\$1,245	\$950	-23.7%	1.2%	Clearance rate	66.7%
Units	\$509	\$483	-5.1%	4.2%	Total value	\$191.498
Prediction						
Highest Price	\$7,870	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Caulfield South						
Houses	\$911	\$825	-9.4%	3.6%	Clearance rate	59.0%
Units	\$520	\$490	-5.8%	5.2%	Total value	\$136.751
Prediction						
Highest Price	\$1,915	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Chadstone						
Houses	\$625	\$586	-6.3%	7.1%	Clearance rate	46.2%
Units	\$515	\$478	-7.3%	4.8%	Total value	\$69.463
Prediction						
Highest Price	\$1,000	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Chelsea						
Houses	\$460	\$451	-2.0%	5.7%	Clearance rate	54.0%
Units	\$400	\$369	-7.8%	7.7%	Total value	\$83.472
Prediction						
Highest Price	\$1,620	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Chelsea Heights						
Houses	\$460	\$430	-6.5%	5.4%	Clearance rate	73.3%
Units	n/a	n/a	n/a	n/a	Total value	\$23.770
Prediction						
Highest Price	\$675	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Cheltenham						
Houses	\$608	\$555	-8.7%	4.8%	Clearance rate	65.5%
Units	\$439	\$414	-5.6%	6.3%	Total value	\$182.296
Prediction						
Highest Price	\$1,050	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Chirnside Park						
Houses	\$460	\$445	-3.3%	6.0%	Clearance rate	36.4%
Units	n/a	n/a	n/a	n/a	Total value	\$75.212
Prediction						
Highest Price	\$929	Houses ★★★★★ Units ★★★★★				

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Clarinda to Cranbourne

Median 2011 2012 Change Trend

Clarinda					Total sales & auction results	
Houses	\$530	\$500	-5.7%	7.4%	Clearance rate	40.0% Total value \$29.368
Units	\$423	\$392	-7.2%	6.6%	Prediction	
Highest Price	\$1,030				Houses	★★★★★ Units ★★★★★

Clayton					Total sales & auction results	
Houses	\$589	\$555	-5.7%	8.3%	Clearance rate	50.5% Total value \$111.803
Units	\$365	\$380	4.1%	4.2%	Prediction	
Highest Price	\$1,605				Houses	★★★★★ Units ★★★★★

Clayton South					Total sales & auction results	
Houses	\$500	\$464	-7.3%	7.4%	Clearance rate	41.5% Total value \$61.161
Units	\$350	\$375	7.1%	10.3%	Prediction	
Highest Price	\$930				Houses	★★★★★ Units ★★★★★

Clifton Hill					Total sales & auction results	
Houses	\$759	\$758	-0.2%	6.4%	Clearance rate	71.2% Total value \$72.686
Units	\$485	\$395	-18.6%	0.1%	Prediction	
Highest Price	\$2,520				Houses	★★★★★ Units ★★★★★

Coburg					Total sales & auction results	
Houses	\$603	\$577	-4.3%	8.0%	Clearance rate	64.6% Total value \$200.604
Units	\$400	\$394	-1.6%	3.5%	Prediction	
Highest Price	\$1,280				Houses	★★★★★ Units ★★★★★

Coburg North					Total sales & auction results	
Houses	\$500	\$485	-3.0%	7.6%	Clearance rate	58.5% Total value \$52.557
Units	\$445	\$461	3.5%	15.2%	Prediction	
Highest Price	\$1,265				Houses	★★★★★ Units ★★★★★



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Median 2011 2012 Change Trend

Cockatoo					Total sales & auction results	
Houses	\$340	\$344	1.2%	6.5%	Clearance rate	n/a Total value \$22.109
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$610				Houses	★★★★★ Units ★★★

Coldstream					Total sales & auction results	
Houses	\$395	\$363	-8.2%	5.3%	Clearance rate	n/a Total value \$7.235
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$422				Houses	★★★★★ Units ★★★

Collingwood					Total sales & auction results	
Houses	\$740	\$666	-10.0%	7.1%	Clearance rate	66.7% Total value \$61.210
Units	\$510	\$510	0.0%	4.1%	Prediction	
Highest Price	\$1,900				Houses	★★★★★ Units ★★★★★

Coolaroo					Total sales & auction results	
Houses	\$314	\$300	-4.5%	8.4%	Clearance rate	50.0% Total value \$9.943
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$464				Houses	★★★★★ Units ★★★

Craigieburn					Total sales & auction results	
Houses	\$370	\$350	-5.4%	6.5%	Clearance rate	40.8% Total value \$198.147
Units	\$285	\$314	10.2%	9.4%	Prediction	
Highest Price	\$840				Houses	★★★★★ Units ★★★★★

Cranbourne					Total sales & auction results	
Houses	\$330	\$315	-4.5%	7.4%	Clearance rate	40.9% Total value \$116.700
Units	\$270	\$263	-2.8%	8.8%	Prediction	
Highest Price	\$670				Houses	★★★★★ Units ★★★★★

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Cranbourne East to Deer Park

Median	2011	2012	Change	Trend	
Cranbourne East					Total sales & auction results
Houses	\$370	\$365	-1.4%	6.6%	Clearance rate n/a Total value \$50.417
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,000				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Cranbourne North					Total sales & auction results
Houses	\$350	\$350	0.0%	9.7%	Clearance rate 30.0% Total value \$94.018
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$700				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Cranbourne South					Total sales & auction results
Houses	\$546	\$505	-7.4%	4.3%	Clearance rate n/a Total value \$15.103
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,151				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Cranbourne West					Total sales & auction results
Houses	\$317	\$315	-0.4%	6.5%	Clearance rate n/a Total value \$56.106
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$785				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Cremorne					Total sales & auction results
Houses	\$825	\$690	-16.4%	6.4%	Clearance rate 58.3% Total value \$36.505
Units	\$576	\$415	-28.0%	-2.9%	Prediction
Highest Price	\$1,460				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Croydon					Total sales & auction results
Houses	\$440	\$425	-3.4%	6.9%	Clearance rate 55.7% Total value \$222.970
Units	\$365	\$352	-3.6%	6.7%	Prediction
Highest Price	\$1,130				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Croydon Hills					Total sales & auction results
Houses	\$570	\$534	-6.3%	6.9%	Clearance rate n/a Total value \$33.775
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$797				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Croydon North					Total sales & auction results
Houses	\$496	\$445	-10.1%	4.1%	Clearance rate 36.4% Total value \$50.148
Units	\$400	\$381	-4.7%	6.4%	Prediction
Highest Price	\$709				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Croydon South					Total sales & auction results
Houses	\$450	\$432	-4.0%	7.9%	Clearance rate n/a Total value \$35.407
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$658				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Dandenong					Total sales & auction results
Houses	\$380	\$370	-2.6%	8.6%	Clearance rate 26.4% Total value \$112.997
Units	\$265	\$295	11.3%	9.3%	Prediction
Highest Price	\$1,090				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Dandenong North					Total sales & auction results
Houses	\$395	\$370	-6.3%	7.3%	Clearance rate 30.3% Total value \$89.285
Units	\$309	\$300	-2.8%	9.0%	Prediction
Highest Price	\$850				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Deer Park					Total sales & auction results
Houses	\$357	\$348	-2.5%	9.4%	Clearance rate 30.0% Total value \$72.696
Units	\$307	\$265	-13.7%	4.8%	Prediction
Highest Price	\$605				Houses ★★★★★ Units ★★★★★

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Derrimut to Edithvale

Median	2011	2012	Change	Trend	Total sales & auction results	
Derrimut					Clearance rate	n/a
Houses	\$394	\$415	5.5%	4.1%	Total value	\$32.591
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$770				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Diamond Creek					Clearance rate	71.4%
Houses	\$520	\$488	-6.3%	5.4%	Total value	\$71.043
Units	n/a	\$378	n/a	6.2%	Prediction	
Highest Price	\$1,065				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Dingley Village					Clearance rate	40.0%
Houses	\$545	\$516	-5.3%	6.3%	Total value	\$62.884
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,175				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Docklands					Clearance rate	29.4%
Houses	\$628	\$670	6.8%	5.8%	Total value	\$194.787
Units	\$593	\$627	5.7%	1.9%	Prediction	
Highest Price	\$4,700				Houses	★★★★★
					Units	★

Median	2011	2012	Change	Trend	Total sales & auction results	
Doncaster					Clearance rate	62.5%
Houses	\$765	\$700	-8.5%	6.8%	Total value	\$212.219
Units	\$494	\$520	5.3%	3.6%	Prediction	
Highest Price	\$1,500				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Doncaster East					Clearance rate	59.6%
Houses	\$715	\$669	-6.4%	7.1%	Total value	\$243.497
Units	\$516	\$495	-4.1%	5.7%	Prediction	
Highest Price	\$2,655				Houses	★★★★★
					Units	★★★★★



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Median	2011	2012	Change	Trend	Total sales & auction results	
Donvale					Clearance rate	60.0%
Houses	\$695	\$670	-3.6%	6.5%	Total value	\$73.872
Units	\$449	\$509	13.4%	7.9%	Prediction	
Highest Price	\$2,500				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Doreen					Clearance rate	n/a
Houses	\$473	\$460	-2.7%	2.5%	Total value	\$121.776
Units	n/a	\$370	n/a	n/a	Prediction	
Highest Price	\$1,450				Houses	★★★★★
					Units	★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Doveton					Clearance rate	41.7%
Houses	\$330	\$315	-4.5%	9.3%	Total value	\$33.273
Units	\$306	\$316	3.3%	9.3%	Prediction	
Highest Price	\$1,140				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Eaglemont					Clearance rate	61.1%
Houses	\$1,290	\$1,300	0.8%	9.0%	Total value	\$48.569
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$3,400				Houses	★★★★★
					Units	★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
East Melbourne					Clearance rate	62.9%
Houses	\$764	\$810	6.1%	-7.2%	Total value	\$122.761
Units	\$592	\$500	-15.5%	2.7%	Prediction	
Highest Price	\$5,400				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Edithvale					Clearance rate	50.0%
Houses	\$588	\$555	-5.6%	6.8%	Total value	\$51.869
Units	\$475	\$438	-7.8%	5.6%	Prediction	
Highest Price	\$1,500				Houses	★★★★★
					Units	★★★★★



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Elsternwick to Eynesbury

Median	2011	2012	Change	Trend	
Elsternwick					
Houses	\$1,040	\$1,000	-3.8%	4.2%	Total sales & auction results
Units	\$477	\$482	1.0%	6.1%	Clearance rate 67.2% Total value \$160.314
Prediction					
Highest Price	\$2,910				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Eltham					
Houses	\$600	\$600	0.0%	6.4%	Total sales & auction results
Units	\$456	\$415	-9.2%	5.0%	Clearance rate 47.5% Total value \$146.984
Prediction					
Highest Price	\$1,750				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Eltham North					
Houses	\$604	\$621	2.9%	8.7%	Total sales & auction results
Units	n/a	n/a	n/a	n/a	Clearance rate 45.8% Total value \$54.333
Prediction					
Highest Price	\$1,040				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Elwood					
Houses	\$990	\$930	-6.1%	6.0%	Total sales & auction results
Units	\$550	\$515	-6.4%	5.7%	Clearance rate 49.3% Total value \$284.943
Prediction					
Highest Price	\$3,450				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Emerald					
Houses	\$435	\$428	-1.6%	5.5%	Total sales & auction results
Units	n/a	n/a	n/a	n/a	Clearance rate n/a Total value \$38.044
Prediction					
Highest Price	\$1,850				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Endeavour Hills					
Houses	\$400	\$392	-1.9%	7.5%	Total sales & auction results
Units	\$333	\$333	0.0%	5.1%	Clearance rate 25.0% Total value \$106.371
Prediction					
Highest Price	\$780				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Epping					
Houses	\$382	\$375	-1.9%	6.9%	Total sales & auction results
Units	\$313	\$300	-4.2%	4.5%	Clearance rate 33.8% Total value \$160.712
Prediction					
Highest Price	\$670				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Essendon					
Houses	\$798	\$760	-4.7%	6.1%	Total sales & auction results
Units	\$431	\$405	-5.9%	5.8%	Clearance rate 55.5% Total value \$228.202
Prediction					
Highest Price	\$2,500				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Essendon North					
Houses	\$771	\$633	-17.9%	8.8%	Total sales & auction results
Units	\$392	\$363	-7.3%	7.8%	Clearance rate 45.2% Total value \$24.768
Prediction					
Highest Price	\$1,500				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Essendon West					
Houses	\$743	\$640	-13.8%	4.0%	Total sales & auction results
Units	n/a	n/a	n/a	n/a	Clearance rate 60.0% Total value \$16.830
Prediction					
Highest Price	\$1,075				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Eumemmerring					
Houses	\$356	\$324	-9.1%	7.4%	Total sales & auction results
Units	n/a	n/a	n/a	n/a	Clearance rate n/a Total value \$7.471
Prediction					
Highest Price	\$410				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Eynesbury					
Houses	\$330	\$400	21.2%	n/a	Total sales & auction results
Units	n/a	n/a	n/a	n/a	Clearance rate n/a Total value \$7.126
Prediction					
Highest Price	\$590				Houses ★★★★★ Units ★★★★★

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Fairfield to Frankston North



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Median	2011	2012	Change	Trend	Total sales & auction results	
Fairfield						
Houses	\$770	\$748	-2.9%	7.1%	Clearance rate	64.0% Total value \$77.633
Units	\$330	\$385	16.7%	8.2%	Prediction	
Highest Price	\$2,875				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Fawkner						
Houses	\$452	\$410	-9.2%	8.7%	Clearance rate	46.1% Total value \$61.546
Units	\$363	\$330	-9.1%	12.3%	Prediction	
Highest Price	\$680				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Ferntree Gully						
Houses	\$435	\$420	-3.4%	7.3%	Clearance rate	77.6% Total value \$161.927
Units	\$341	\$340	-0.4%	6.5%	Prediction	
Highest Price	\$963				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Ferny Creek						
Houses	\$560	\$510	-8.9%	4.0%	Clearance rate	n/a Total value \$11.041
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$875				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Fitzroy						
Houses	\$820	\$783	-4.6%	3.5%	Clearance rate	69.9% Total value \$124.143
Units	\$599	\$536	-10.5%	6.0%	Prediction	
Highest Price	\$3,200				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Fitzroy North						
Houses	\$860	\$800	-7.0%	6.6%	Clearance rate	73.2% Total value \$164.447
Units	\$531	\$403	-24.2%	-0.8%	Prediction	
Highest Price	\$4,200				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Flemington						
Houses	\$635	\$623	-2.0%	7.9%	Clearance rate	62.9% Total value \$63.508
Units	\$322	\$403	25.0%	9.1%	Prediction	
Highest Price	\$1,132				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Footscray						
Houses	\$530	\$512	-3.5%	7.9%	Clearance rate	47.5% Total value \$140.887
Units	\$324	\$325	0.4%	8.6%	Prediction	
Highest Price	\$1,025				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Footscray West						
Houses	\$518	\$490	-5.3%	7.2%	Clearance rate	57.9% Total value \$106.318
Units	\$285	\$290	1.8%	6.2%	Prediction	
Highest Price	\$1,250				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Forest Hill						
Houses	\$595	\$549	-7.7%	6.7%	Clearance rate	65.6% Total value \$78.154
Units	\$462	\$431	-6.7%	5.0%	Prediction	
Highest Price	\$1,119				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Frankston						
Houses	\$356	\$335	-5.9%	5.6%	Clearance rate	32.8% Total value \$273.357
Units	\$297	\$266	-10.7%	6.4%	Prediction	
Highest Price	\$2,530				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Frankston North						
Houses	\$287	\$261	-9.2%	7.1%	Clearance rate	50.0% Total value \$20.461
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$358				Houses	★★★★★ Units ★★★★★



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Frankston Sth to Greensborough

Median	2011	2012	Change	Trend		
Frankston South						
Houses	\$520	\$505	-2.9%	5.6%	Total sales & auction results	
Units	\$421	\$430	2.1%	8.7%	Clearance rate 29.4%	Total value \$152.551
Prediction						
Highest Price	\$1,980				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Gardenvale						
Houses	\$871	\$956	9.8%	6.7%	Total sales & auction results	
Units	\$325	\$348	6.9%	4.0%	Clearance rate 71.4%	Total value \$16.307
Prediction						
Highest Price	\$1,400				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Gembrook						
Houses	\$388	\$406	4.8%	7.7%	Total sales & auction results	
Units	n/a	n/a	n/a	n/a	Clearance rate n/a	Total value \$10.353
Prediction						
Highest Price	\$600				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Gisborne						
Houses	\$431	\$415	-3.7%	6.9%	Total sales & auction results	
Units	n/a	n/a	n/a	n/a	Clearance rate 35.3%	Total value \$49.021
Prediction						
Highest Price	\$1,095				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Gisborne South						
Houses	\$903	n/a	n/a	n/a	Total sales & auction results	
Units	n/a	n/a	n/a	n/a	Clearance rate n/a	Total value \$5.950
Prediction						
Highest Price	\$1,700				Houses	★★★ Units ★★★

Median	2011	2012	Change	Trend		
Gladstone Park						
Houses	\$405	\$380	-6.2%	7.2%	Total sales & auction results	
Units	n/a	n/a	n/a	n/a	Clearance rate 69.7%	Total value \$38.507
Prediction						
Highest Price	\$1,125				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Glen Huntly						
Houses	\$644	\$690	7.2%	9.2%	Total sales & auction results	
Units	\$411	\$405	-1.5%	4.3%	Clearance rate 68.9%	Total value \$49.817
Prediction						
Highest Price	\$1,125				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Glen Iris						
Houses	\$1,125	\$1,047	-6.9%	4.8%	Total sales & auction results	
Units	\$530	\$525	-0.9%	6.9%	Clearance rate 66.5%	Total value \$341.908
Prediction						
Highest Price	\$3,000				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Glen Waverley						
Houses	\$728	\$690	-5.2%	7.2%	Total sales & auction results	
Units	\$490	\$495	1.0%	5.4%	Clearance rate 62.2%	Total value \$366.234
Prediction						
Highest Price	\$2,500				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Glenroy						
Houses	\$460	\$420	-8.7%	8.0%	Total sales & auction results	
Units	\$388	\$385	-0.6%	9.6%	Clearance rate 45.8%	Total value \$129.117
Prediction						
Highest Price	\$1,090				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Gowanbrae						
Houses	\$551	\$478	-13.4%	6.2%	Total sales & auction results	
Units	n/a	n/a	n/a	n/a	Clearance rate 59.3%	Total value \$20.440
Prediction						
Highest Price	\$980				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend		
Greensborough						
Houses	\$513	\$486	-5.3%	5.6%	Total sales & auction results	
Units	\$385	\$430	11.7%	8.2%	Clearance rate 50.0%	Total value \$152.321
Prediction						
Highest Price	\$1,260				Houses	★★★★★ Units ★★★★★



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Greenvale to Heidelberg

Median	2011	2012	Change	Trend	Total sales & auction results	
Greenvale					Clearance rate	48.7%
Houses	\$518	\$580	12.1%	7.1%	Total value	\$66.697
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,110	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Hadfield					Clearance rate	52.5%
Houses	\$528	\$430	-18.5%	8.0%	Total value	\$23.972
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$812	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Hallam					Clearance rate	25.0%
Houses	\$357	\$355	-0.6%	7.3%	Total value	\$54.153
Units	\$325	\$297	-8.6%	7.2%	Prediction	
Highest Price	\$680	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Hampton					Clearance rate	55.6%
Houses	\$1,080	\$983	-9.0%	2.8%	Total value	\$191.296
Units	\$646	\$560	-13.2%	6.4%	Prediction	
Highest Price	\$3,150	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Hampton East					Clearance rate	69.2%
Houses	\$740	\$703	-5.1%	6.5%	Total value	\$56.093
Units	\$511	n/a	n/a	n/a	Prediction	
Highest Price	\$1,105	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Hampton Park					Clearance rate	16.7%
Houses	\$333	\$327	-2.0%	7.0%	Total value	\$95.241
Units	\$299	\$305	2.2%	9.9%	Prediction	
Highest Price	\$540	Houses ★★★★★ Units ★★★★★				



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Median	2011	2012	Change	Trend	Total sales & auction results	
Hawthorn					Clearance rate	66.5%
Houses	\$1,190	\$1,020	-14.3%	4.1%	Total value	\$366.967
Units	\$440	\$470	6.8%	7.0%	Prediction	
Highest Price	\$8,800	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Hawthorn East					Clearance rate	63.9%
Houses	\$1,180	\$1,050	-11.0%	5.2%	Total value	\$205.591
Units	\$516	\$490	-5.0%	6.3%	Prediction	
Highest Price	\$3,650	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Healesville					Clearance rate	n/a
Houses	\$373	\$395	6.0%	5.7%	Total value	\$40.237
Units	\$280	n/a	n/a	n/a	Prediction	
Highest Price	\$1,125	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Heatherton					Clearance rate	n/a
Houses	\$631	\$621	-1.6%	6.4%	Total value	\$13.906
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$800	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Heathmont					Clearance rate	75.0%
Houses	\$526	\$495	-5.8%	8.3%	Total value	\$71.879
Units	\$380	\$432	13.7%	6.1%	Prediction	
Highest Price	\$950	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Heidelberg					Clearance rate	68.7%
Houses	\$690	\$668	-3.2%	6.8%	Total value	\$61.093
Units	\$488	\$405	-17.0%	4.5%	Prediction	
Highest Price	\$1,750	Houses ★★★★★ Units ★★★★★				



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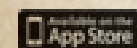
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Heidelberg Heights to Kalorama

Median	2011	2012	Change	Trend	
Heidelberg Heights					Total sales & auction results
Houses	\$517	\$491	-4.9%	7.6%	Clearance rate 61.9% Total value \$59.428
Units	\$450	\$459	1.9%	7.9%	Prediction
Highest Price	\$1,950				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Heidelberg West					Total sales & auction results
Houses	\$440	\$405	-8.0%	8.0%	Clearance rate 70.0% Total value \$32.029
Units	n/a	\$335	n/a	4.2%	Prediction
Highest Price	\$650				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Highbett					Total sales & auction results
Houses	\$670	\$630	-6.0%	6.1%	Clearance rate 56.7% Total value \$111.171
Units	\$473	\$488	3.2%	7.6%	Prediction
Highest Price	\$1,450				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Hillside					Total sales & auction results
Houses	\$410	\$403	-1.7%	6.8%	Clearance rate 52.9% Total value \$91.229
Units	\$320	\$330	3.1%	7.0%	Prediction
Highest Price	\$1,350				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Hoppers Crossing					Total sales & auction results
Houses	\$330	\$320	-3.0%	7.0%	Clearance rate 42.9% Total value \$169.694
Units	\$267	\$268	0.4%	5.9%	Prediction
Highest Price	\$950				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Hughesdale					Total sales & auction results
Houses	\$690	\$645	-6.5%	5.5%	Clearance rate 73.8% Total value \$56.911
Units	\$501	\$468	-6.6%	4.1%	Prediction
Highest Price	\$1,300				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Huntingdale					Total sales & auction results
Houses	\$656	\$540	-17.7%	6.1%	Clearance rate 60.0% Total value \$9.175
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$695				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Hurstbridge					Total sales & auction results
Houses	\$495	\$471	-4.9%	5.5%	Clearance rate n/a Total value \$27.371
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,140				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Ivanhoe					Total sales & auction results
Houses	\$838	\$742	-11.4%	4.1%	Clearance rate 65.5% Total value \$138.677
Units	\$545	\$542	-0.6%	8.4%	Prediction
Highest Price	\$2,265				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Ivanhoe East					Total sales & auction results
Houses	\$1,335	\$1,211	-9.3%	9.5%	Clearance rate 57.9% Total value \$67.686
Units	\$470	\$430	-8.6%	8.7%	Prediction
Highest Price	\$3,150				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Kallista					Total sales & auction results
Houses	\$494	\$496	0.4%	5.9%	Clearance rate n/a Total value \$9.136
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,200				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Kalorama					Total sales & auction results
Houses	\$440	\$445	1.1%	9.5%	Clearance rate n/a Total value \$11.187
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$850				Houses ★★★★★ Units ★★★★★

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Kealba to Kilsyth South

Median	2011	2012	Change	Trend	Total sales & auction results	
Kealba					Clearance rate	Total value
Houses	\$373	\$375	0.7%	8.8%	50.0%	\$13.677
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$515				Houses	★★★★ Units

Median	2011	2012	Change	Trend	Total sales & auction results	
Keilor					Clearance rate	Total value
Houses	\$563	\$566	0.7%	7.7%	47.8%	\$30.430
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,350				Houses	★★★★ Units

Median	2011	2012	Change	Trend	Total sales & auction results	
Keilor Downs					Clearance rate	Total value
Houses	\$420	\$395	-6.0%	8.1%	30.0%	\$38.320
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$600				Houses	★★★★ Units

Median	2011	2012	Change	Trend	Total sales & auction results	
Keilor East					Clearance rate	Total value
Houses	\$592	\$530	-10.5%	9.3%	53.1%	\$82.338
Units	n/a	\$456	n/a	5.5%	Prediction	
Highest Price	\$1,040				Houses	★★★★ Units

Median	2011	2012	Change	Trend	Total sales & auction results	
Keilor Lodge					Clearance rate	Total value
Houses	n/a	\$493	n/a	7.7%	n/a	\$6.425
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$670				Houses	★★★ Units

Median	2011	2012	Change	Trend	Total sales & auction results	
Keilor Park					Clearance rate	Total value
Houses	\$520	\$462	-11.2%	8.3%	35.3%	\$11.828
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$680				Houses	★★★★ Units



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Keysborough.
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Median	2011	2012	Change	Trend	Total sales & auction results	
Kensington					Clearance rate	Total value
Houses	\$640	\$609	-4.9%	6.9%	62.5%	\$148.434
Units	\$430	\$392	-8.9%	1.8%	Prediction	
Highest Price	\$1,180				Houses	★★★★ Units

Median	2011	2012	Change	Trend	Total sales & auction results	
Kew					Clearance rate	Total value
Houses	\$1,310	\$1,140	-13.0%	2.9%	58.1%	\$373.851
Units	\$570	\$577	1.1%	7.1%	Prediction	
Highest Price	\$4,400				Houses	★★★★ Units

Median	2011	2012	Change	Trend	Total sales & auction results	
Kew East					Clearance rate	Total value
Houses	\$1,140	\$938	-17.8%	5.6%	63.0%	\$61.374
Units	\$530	n/a	n/a	n/a	Prediction	
Highest Price	\$1,871				Houses	★★★★ Units

Median	2011	2012	Change	Trend	Total sales & auction results	
Keysborough					Clearance rate	Total value
Houses	\$427	\$420	-1.6%	8.6%	34.2%	\$131.140
Units	n/a	\$355	n/a	6.4%	Prediction	
Highest Price	\$950				Houses	★★★★ Units

Median	2011	2012	Change	Trend	Total sales & auction results	
Kilsyth					Clearance rate	Total value
Houses	\$431	\$412	-4.5%	6.9%	25.0%	\$82.887
Units	\$394	\$382	-3.2%	8.9%	Prediction	
Highest Price	\$950				Houses	★★★★ Units

Median	2011	2012	Change	Trend	Total sales & auction results	
Kilsyth South					Clearance rate	Total value
Houses	\$550	\$490	-10.9%	4.4%	n/a	\$13.829
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$664				Houses	★★★★ Units

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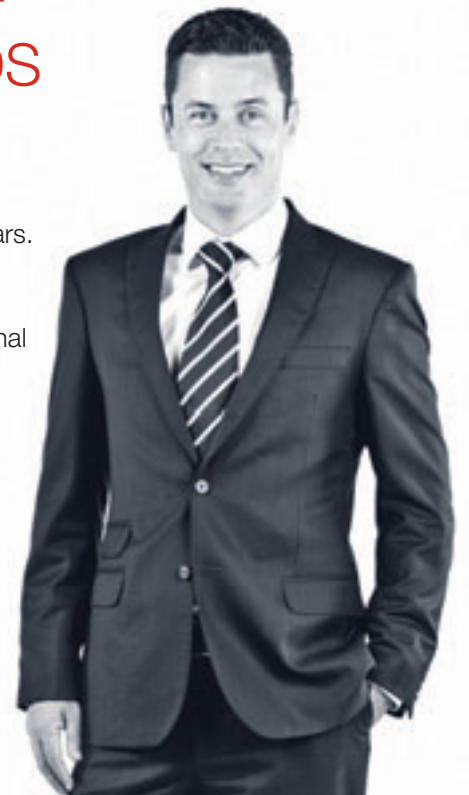
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Kinglake to Laverton

Median	2011	2012	Change	Trend	
Kinglake					
Total sales & auction results					
Houses	\$303	\$330	9.1%	8.8%	Clearance rate n/a Total value \$9.423
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$980				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Kings Park					
Total sales & auction results					
Houses	\$340	\$317	-6.9%	8.5%	Clearance rate 45.5% Total value \$20.065
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$612				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Kingsbury					
Total sales & auction results					
Houses	\$490	\$430	-12.2%	6.4%	Clearance rate 60.0% Total value \$14.614
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$750				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Kingsville					
Total sales & auction results					
Houses	\$586	\$582	-0.7%	6.2%	Clearance rate 61.3% Total value \$41.485
Units	\$383	\$355	-7.3%	11.9%	Prediction
Highest Price	\$880				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Kingsville South					
Total sales & auction results					
Houses	\$546	\$538	-1.5%	6.9%	Clearance rate 66.7% Total value \$20.755
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$766				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Knoxfield					
Total sales & auction results					
Houses	\$480	\$470	-2.1%	7.9%	Clearance rate 53.3% Total value \$55.014
Units	\$465	\$416	-10.5%	7.0%	Prediction
Highest Price	\$800				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Kooyong					
Total sales & auction results					
Houses	\$1,326	n/a	n/a	n/a	Clearance rate 63.6% Total value \$20.665
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$6,215				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Kurunjang					
Total sales & auction results					
Houses	\$295	\$300	1.7%	7.2%	Clearance rate 38.9% Total value \$44.846
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$810				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Lalor					
Total sales & auction results					
Houses	\$390	\$361	-7.5%	7.2%	Clearance rate 45.5% Total value \$78.121
Units	\$320	\$305	-4.7%	7.0%	Prediction
Highest Price	\$900				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Langwarrin					
Total sales & auction results					
Houses	\$391	\$375	-4.2%	6.3%	Clearance rate 40.0% Total value \$117.532
Units	\$300	\$305	1.7%	7.2%	Prediction
Highest Price	\$815				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Launching Place					
Total sales & auction results					
Houses	\$359	\$371	3.2%	8.6%	Clearance rate n/a Total value \$11.864
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,100				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Laverton					
Total sales & auction results					
Houses	\$350	\$335	-4.3%	10.8%	Clearance rate 45.5% Total value \$27.054
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$510				Houses ★★★★★ Units ★★★★★

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Lilydale to Meadow Heights

Median	2011	2012	Change	Trend	
Lilydale					Total sales & auction results
Houses	\$435	\$433	-0.4%	5.4%	Clearance rate 53.8% Total value \$123.993
Units	\$340	\$350	2.9%	8.3%	Prediction
Highest Price	\$1,330				Houses ★★★★★ Units ★★★★★
Lower Plenty					Total sales & auction results
Houses	\$620	\$595	-4.0%	6.8%	Clearance rate 38.5% Total value \$30.309
Units	\$382	\$371	-3.0%	6.7%	Prediction
Highest Price	\$1,850				Houses ★★★★★ Units ★★★★★
Lynbrook					Total sales & auction results
Houses	\$430	\$406	-5.7%	5.3%	Clearance rate n/a Total value \$28.291
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$585				Houses ★★★★★ Units ★★★★★
Lyndhurst					Total sales & auction results
Houses	\$436	\$453	3.8%	7.9%	Clearance rate n/a Total value \$50.048
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$670				Houses ★★★★★ Units ★★★★★
Lysterfield					Total sales & auction results
Houses	\$675	\$675	0.0%	8.3%	Clearance rate 20.0% Total value \$47.113
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,500				Houses ★★★★★ Units ★★★★★
MacLeod					Total sales & auction results
Houses	\$585	\$540	-7.7%	8.3%	Clearance rate 66.0% Total value \$71.183
Units	\$449	\$426	-5.1%	6.8%	Prediction
Highest Price	\$1,100				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Maidstone					Total sales & auction results
Houses	\$529	\$511	-3.4%	8.5%	Clearance rate 46.4% Total value \$65.115
Units	\$385	\$403	4.5%	6.9%	Prediction
Highest Price	\$810				Houses ★★★★★ Units ★★★★★
Malvern					Total sales & auction results
Houses	\$1,550	\$1,280	-17.4%	6.1%	Clearance rate 56.8% Total value \$234.242
Units	\$548	\$580	5.8%	6.6%	Prediction
Highest Price	\$5,605				Houses ★★★★★ Units ★★★★★
Malvern East					Total sales & auction results
Houses	\$1,002	\$890	-11.2%	4.9%	Clearance rate 58.9% Total value \$273.589
Units	\$395	\$460	16.6%	5.6%	Prediction
Highest Price	\$4,670				Houses ★★★★★ Units ★★★★★
Maribyrnong					Total sales & auction results
Houses	\$633	\$565	-10.7%	4.7%	Clearance rate 44.1% Total value \$104.181
Units	\$404	\$425	5.2%	8.7%	Prediction
Highest Price	\$1,700				Houses ★★★★★ Units ★★★★★
McKinnon					Total sales & auction results
Houses	\$900	\$817	-9.2%	3.7%	Clearance rate 58.3% Total value \$66.544
Units	\$720	\$550	-23.6%	0.7%	Prediction
Highest Price	\$2,930				Houses ★★★★★ Units ★★★★★
Meadow Heights					Total sales & auction results
Houses	\$338	\$316	-6.6%	6.9%	Clearance rate 28.1% Total value \$38.198
Units	\$308	\$289	-6.0%	8.0%	Prediction
Highest Price	\$484				Houses ★★★★★ Units ★★★★★



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Melbourne to Mont Albert

Median	2011	2012	Change	Trend	
Melbourne					Total sales & auction results
Houses	\$400	\$400	0.0%	3.9%	Clearance rate 45.1% Total value \$672.623
Units	\$424	\$450	6.1%	5.8%	Prediction
Highest Price	\$7,000				Houses ★★★★★ Units ★

Median	2011	2012	Change	Trend	
Melton					Total sales & auction results
Houses	\$258	\$258	0.0%	7.7%	Clearance rate 7.7% Total value \$38.999
Units	\$243	\$256	5.4%	10.4%	Prediction
Highest Price	\$1,090				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Melton South					Total sales & auction results
Houses	\$257	\$240	-6.6%	7.1%	Clearance rate 26.7% Total value \$31.410
Units	\$236	\$220	-6.6%	8.0%	Prediction
Highest Price	\$523				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Melton West					Total sales & auction results
Houses	\$302	\$315	4.5%	7.2%	Clearance rate n/a Total value \$79.994
Units	\$260	\$275	5.8%	n/a	Prediction
Highest Price	\$597				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Mentone					Total sales & auction results
Houses	\$620	\$558	-10.1%	3.3%	Clearance rate 47.1% Total value \$129.915
Units	\$455	\$460	1.1%	9.7%	Prediction
Highest Price	\$2,445				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Mernda					Total sales & auction results
Houses	\$395	\$381	-3.7%	2.6%	Clearance rate 28.0% Total value \$82.263
Units	\$285	n/a	n/a	n/a	Prediction
Highest Price	\$1,280				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Middle Park					Total sales & auction results
Houses	\$1,550	\$1,050	-32.3%	-2.9%	Clearance rate 52.6% Total value \$61.502
Units	\$631	\$552	-12.7%	3.4%	Prediction
Highest Price	\$2,360				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Mill Park					Total sales & auction results
Houses	\$410	\$405	-1.2%	6.9%	Clearance rate 72.5% Total value \$129.038
Units	\$355	\$325	-8.5%	4.5%	Prediction
Highest Price	\$828				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Millgrove					Total sales & auction results
Houses	\$245	\$229	-6.5%	4.4%	Clearance rate n/a Total value \$7.997
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$395				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Mitcham					Total sales & auction results
Houses	\$588	\$568	-3.4%	8.2%	Clearance rate 57.5% Total value \$147.988
Units	\$488	\$455	-6.8%	5.4%	Prediction
Highest Price	\$1,520				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Monbulk					Total sales & auction results
Houses	\$395	\$390	-1.3%	6.1%	Clearance rate n/a Total value \$15.559
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$665				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Mont Albert					Total sales & auction results
Houses	\$1,115	\$1,006	-9.8%	6.0%	Clearance rate 63.9% Total value \$84.240
Units	\$512	\$510	-0.4%	6.0%	Prediction
Highest Price	\$3,090				Houses ★★★★★ Units ★★★★★

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Mont Albert North to Oak Park



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Median	2011	2012	Change	Trend	Total sales & auction results	
Mont Albert North					Clearance rate	47.8%
Houses	\$897	\$760	-15.2%	6.7%	Total value	\$72.345
Units	\$559	\$770	37.7%	12.9%	Prediction	
Highest Price	\$1,489				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Montmorency					Clearance rate	50.0%
Houses	\$545	\$532	-2.3%	8.4%	Total value	\$72.131
Units	\$453	\$423	-6.7%	5.1%	Prediction	
Highest Price	\$1,670				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Montrose					Clearance rate	n/a
Houses	\$460	\$450	-2.2%	8.8%	Total value	\$48.025
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$982				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Moonee Ponds					Clearance rate	62.2%
Houses	\$770	\$720	-6.5%	6.8%	Total value	\$140.850
Units	\$449	\$425	-5.4%	6.3%	Prediction	
Highest Price	\$2,700				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Moorabbin					Clearance rate	55.6%
Houses	\$650	\$603	-7.3%	5.8%	Total value	\$59.480
Units	\$515	\$511	-0.8%	12.0%	Prediction	
Highest Price	\$1,428				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Mooroolbark					Clearance rate	38.1%
Houses	\$437	\$420	-3.8%	6.7%	Total value	\$153.272
Units	\$368	\$380	3.4%	7.7%	Prediction	
Highest Price	\$1,200				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Mordialloc					Clearance rate	57.1%
Houses	\$585	\$586	0.2%	7.1%	Total value	\$80.578
Units	\$416	\$446	7.3%	10.2%	Prediction	
Highest Price	\$1,150				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Mount Dandenong					Clearance rate	n/a
Houses	\$513	\$503	-2.0%	5.1%	Total value	\$15.451
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$2,075				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Mount Evelyn					Clearance rate	n/a
Houses	\$399	\$400	0.3%	7.0%	Total value	\$58.175
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,150				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Mount Waverley					Clearance rate	63.8%
Houses	\$746	\$712	-4.5%	7.8%	Total value	\$321.945
Units	\$575	\$534	-7.2%	5.9%	Prediction	
Highest Price	\$2,070				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Mulgrave					Clearance rate	58.7%
Houses	\$540	\$515	-4.6%	5.9%	Total value	\$117.368
Units	\$520	\$420	-19.2%	4.1%	Prediction	
Highest Price	\$1,100				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Murrumbeena					Clearance rate	64.4%
Houses	\$735	\$706	-4.0%	4.4%	Total value	\$96.069
Units	\$400	\$485	21.3%	12.4%	Prediction	
Highest Price	\$1,713				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Narre Warren					Clearance rate	51.6%
Houses	\$370	\$355	-4.1%	6.1%	Total value	\$132.572
Units	\$295	\$301	2.0%	7.7%	Prediction	
Highest Price	\$680				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Narre Warren North					Clearance rate	27.3%
Houses	\$748	\$750	0.3%	6.8%	Total value	\$29.981
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$2,175				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Narre Warren South					Clearance rate	31.3%
Houses	\$418	\$405	-3.1%	5.9%	Total value	\$160.474
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,130				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
New Gisborne					Clearance rate	n/a
Houses	\$499	\$489	-2.1%	5.0%	Total value	\$15.539
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,300				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Newport					Clearance rate	51.7%
Houses	\$663	\$630	-4.9%	6.5%	Total value	\$157.895
Units	\$525	\$420	-20.0%	1.9%	Prediction	
Highest Price	\$3,276				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Niddrie					Clearance rate	51.4%
Houses	\$700	\$635	-9.3%	8.6%	Total value	\$65.575
Units	\$539	\$464	-13.9%	2.5%	Prediction	
Highest Price	\$1,200				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Noble Park					Clearance rate	29.3%
Houses	\$399	\$375	-6.1%	8.2%	Total value	\$144.272
Units	\$305	\$290	-4.9%	7.2%	Prediction	
Highest Price	\$1,000				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Noble Park North					Clearance rate	47.1%
Houses	\$407	\$389	-4.5%	8.0%	Total value	\$34.990
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$545				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
North Melbourne					Clearance rate	65.8%
Houses	\$705	\$650	-7.8%	4.2%	Total value	\$154.468
Units	\$412	\$375	-9.0%	3.2%	Prediction	
Highest Price	\$1,575				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
North Warrandyte					Clearance rate	50.0%
Houses	\$700	\$596	-14.8%	2.4%	Total value	\$19.816
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,370				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Northcote					Clearance rate	66.4%
Houses	\$806	\$771	-4.3%	8.4%	Total value	\$252.494
Units	\$420	\$460	9.5%	7.3%	Prediction	
Highest Price	\$2,020				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Notting Hill					Clearance rate	35.7%
Houses	\$539	\$480	-10.9%	6.6%	Total value	\$18.245
Units	\$273	\$372	36.1%	2.2%	Prediction	
Highest Price	\$1,293				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Nunawading					Clearance rate	62.3%
Houses	\$585	\$565	-3.4%	7.8%	Total value	\$86.715
Units	\$438	\$459	4.8%	9.1%	Prediction	
Highest Price	\$970				Houses	★★★★★
					Units	★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Oak Park					Clearance rate	40.0%
Houses	\$535	\$500	-6.5%	6.5%	Total value	\$47.898
Units	\$463	\$418	-9.8%	7.2%	Prediction	
Highest Price	\$1,150				Houses	★★★★★
					Units	★★★★★

Oakleigh to Pascoe Vale South

Median	2011	2012	Change	Trend	
Oakleigh					Total sales & auction results
Houses	\$671	\$625	-6.9%	5.9%	Clearance rate 76.6% Total value \$60.737
Units	\$400	\$466	16.5%	7.5%	Prediction
Highest Price	\$1,650				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Oakleigh East					Total sales & auction results
Houses	\$635	\$556	-12.5%	6.5%	Clearance rate 51.8% Total value \$48.646
Units	\$499	\$516	3.4%	7.6%	Prediction
Highest Price	\$840				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Oakleigh South					Total sales & auction results
Houses	\$620	\$572	-7.7%	6.8%	Clearance rate 57.1% Total value \$48.902
Units	\$493	\$501	1.6%	8.5%	Prediction
Highest Price	\$850				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Officer					Total sales & auction results
Houses	\$385	\$385	0.0%	2.7%	Clearance rate n/a Total value \$30.675
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$640				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Olinda					Total sales & auction results
Houses	\$453	\$525	16.0%	9.9%	Clearance rate n/a Total value \$11.186
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,100				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Ormond					Total sales & auction results
Houses	\$880	\$728	-17.3%	2.9%	Clearance rate 60.0% Total value \$78.832
Units	\$440	\$440	-0.1%	8.7%	Prediction
Highest Price	\$1,425				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Pakenham					Total sales & auction results
Houses	\$340	\$335	-1.5%	6.2%	Clearance rate 35.7% Total value \$272.320
Units	\$280	\$260	-7.1%	3.9%	Prediction
Highest Price	\$1,725				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Park Orchards					Total sales & auction results
Houses	\$1,010	\$960	-5.0%	6.8%	Clearance rate n/a Total value \$29.405
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,500				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Parkdale					Total sales & auction results
Houses	\$672	\$595	-11.5%	3.1%	Clearance rate 48.2% Total value \$107.195
Units	\$463	\$458	-1.0%	6.8%	Prediction
Highest Price	\$1,275				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Parkville					Total sales & auction results
Houses	\$740	\$900	21.6%	2.2%	Clearance rate 59.4% Total value \$55.456
Units	\$533	\$530	-0.5%	7.2%	Prediction
Highest Price	\$3,100				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Pascoe Vale					Total sales & auction results
Houses	\$540	\$505	-6.5%	7.4%	Clearance rate 44.8% Total value \$138.344
Units	\$420	\$394	-6.3%	4.3%	Prediction
Highest Price	\$1,445				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Pascoe Vale South					Total sales & auction results
Houses	\$628	\$615	-2.0%	8.9%	Clearance rate 62.2% Total value \$73.476
Units	\$465	\$464	-0.3%	9.5%	Prediction
Highest Price	\$842				Houses ★★★★★ Units ★★★★★



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Patterson Lakes to Ringwood

Median	2011	2012	Change	Trend	Total sales & auction results	
Patterson Lakes						
Houses	\$578	\$530	-8.3%	3.3%	Clearance rate	48.0% Total value \$69.250
Units	\$395	\$407	2.9%	5.4%	Prediction	
Highest Price	\$1,350				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Plenty						
Houses	\$872	\$710	-18.6%	4.4%	Clearance rate	n/a Total value \$10.570
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,054				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Point Cook						
Houses	\$460	\$446	-3.0%	5.3%	Clearance rate	48.0% Total value \$318.316
Units	\$332	\$300	-9.6%	-6.5%	Prediction	
Highest Price	\$1,130				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Port Melbourne						
Houses	\$925	\$900	-2.7%	5.2%	Clearance rate	59.3% Total value \$348.122
Units	\$620	\$607	-2.1%	7.4%	Prediction	
Highest Price	\$2,850				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Prahran						
Houses	\$860	\$828	-3.8%	5.6%	Clearance rate	62.3% Total value \$203.757
Units	\$502	\$471	-6.0%	8.7%	Prediction	
Highest Price	\$4,570				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Preston						
Houses	\$590	\$550	-6.8%	7.2%	Clearance rate	59.6% Total value \$209.941
Units	\$413	\$390	-5.5%	4.7%	Prediction	
Highest Price	\$1,500				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Princes Hill						
Houses	\$928	\$940	1.3%	7.4%	Clearance rate	71.4% Total value \$18.437
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$3,000				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Research						
Houses	\$680	\$687	1.0%	5.5%	Clearance rate	n/a Total value \$17.957
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$2,300				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Reservoir						
Houses	\$480	\$425	-11.4%	6.9%	Clearance rate	43.7% Total value \$286.070
Units	\$368	\$352	-4.2%	6.8%	Prediction	
Highest Price	\$1,100				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Richmond						
Houses	\$785	\$766	-2.4%	5.3%	Clearance rate	64.1% Total value \$448.072
Units	\$507	\$500	-1.3%	4.5%	Prediction	
Highest Price	\$3,300				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Riddells Creek						
Houses	\$451	\$440	-2.4%	6.8%	Clearance rate	50.0% Total value \$20.230
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$920				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Ringwood						
Houses	\$506	\$436	-13.8%	5.7%	Clearance rate	47.1% Total value \$99.034
Units	\$395	\$363	-8.1%	5.2%	Prediction	
Highest Price	\$1,050				Houses	★★★★★ Units ★★★★★



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Ringwood East to Scoresby

Median	2011	2012	Change	Trend	Total sales & auction results	
Ringwood East						
Houses	\$490	\$441	-10.0%	6.6%	Clearance rate	35.0% Total value \$89.568
Units	\$410	\$377	-8.1%	7.0%	Prediction	
Highest Price	\$1,215				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Ringwood North						
Houses	\$585	\$573	-2.1%	6.6%	Clearance rate	63.6% Total value \$75.927
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,610				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Ripponlea						
Houses	\$830	n/a	n/a	n/a	Clearance rate	n/a Total value \$11.337
Units	\$426	\$390	-8.3%	4.4%	Prediction	
Highest Price	\$1,550				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Rockbank						
Houses	\$266	n/a	n/a	n/a	Clearance rate	n/a Total value \$2.499
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$650				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Rosanna						
Houses	\$679	\$636	-6.3%	7.6%	Clearance rate	64.6% Total value \$84.938
Units	\$431	\$442	2.4%	5.2%	Prediction	
Highest Price	\$1,070				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Rowville						
Houses	\$525	\$513	-2.3%	7.0%	Clearance rate	33.3% Total value \$201.983
Units	\$430	\$412	-4.1%	6.2%	Prediction	
Highest Price	\$1,528				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Roxburgh Park						
Houses	\$371	\$357	-3.8%	5.4%	Clearance rate	43.2% Total value \$85.440
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$645				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Saint Helena						
Houses	\$593	\$575	-3.0%	6.7%	Clearance rate	n/a Total value \$16.274
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$840				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Sandhurst						
Houses	\$480	\$535	11.5%	7.5%	Clearance rate	33.3% Total value \$40.642
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,110				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Sandringham						
Houses	\$1,000	\$970	-3.0%	3.4%	Clearance rate	53.4% Total value \$154.970
Units	\$470	\$417	-11.4%	-6.1%	Prediction	
Highest Price	\$3,400				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Sassafras						
Houses	\$550	\$501	-8.9%	6.0%	Clearance rate	n/a Total value \$7.430
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$875				Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Scoresby						
Houses	\$483	\$453	-6.2%	8.4%	Clearance rate	53.3% Total value \$35.030
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$850				Houses	★★★★★ Units ★★★★★

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Seabrook to Southbank

Median	2011	2012	Change	Trend	
Seabrook					
Total sales & auction results					
Houses	\$421	\$385	-8.6%	7.4%	Clearance rate n/a Total value \$21.883
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$530				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Seaford					
Total sales & auction results					
Houses	\$401	\$390	-2.8%	6.9%	Clearance rate 35.3% Total value \$125.395
Units	\$310	\$301	-3.1%	3.9%	Prediction
Highest Price	\$790				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Seaholme					
Total sales & auction results					
Houses	\$603	\$595	-1.2%	6.5%	Clearance rate n/a Total value \$17.918
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,330				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Seddon					
Total sales & auction results					
Houses	\$619	\$635	2.6%	8.6%	Clearance rate 58.7% Total value \$75.337
Units	\$374	\$372	-0.5%	6.2%	Prediction
Highest Price	\$1,067				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Selby					
Total sales & auction results					
Houses	\$419	\$424	1.1%	8.6%	Clearance rate n/a Total value \$9.918
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$625				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Seville					
Total sales & auction results					
Houses	\$385	\$392	1.8%	8.3%	Clearance rate n/a Total value \$12.293
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$755				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Seville East					
Total sales & auction results					
Houses	\$362	\$368	1.6%	9.0%	Clearance rate n/a Total value \$4.160
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$990				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Skye					
Total sales & auction results					
Houses	\$370	\$389	5.1%	7.2%	Clearance rate n/a Total value \$47.019
Units	\$332	n/a	n/a	n/a	Prediction
Highest Price	\$730				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
South Melbourne					
Total sales & auction results					
Houses	\$1,023	\$885	-13.4%	6.3%	Clearance rate 50.0% Total value \$139.056
Units	\$541	\$532	-1.7%	6.7%	Prediction
Highest Price	\$4,215				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
South Morang					
Total sales & auction results					
Houses	\$410	\$410	0.0%	4.8%	Clearance rate 48.4% Total value \$137.470
Units	\$365	\$330	-9.6%	4.5%	Prediction
Highest Price	\$1,190				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
South Yarra					
Total sales & auction results					
Houses	\$854	\$800	-6.3%	3.2%	Clearance rate 58.7% Total value \$512.594
Units	\$552	\$540	-2.2%	6.7%	Prediction
Highest Price	\$5,400				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Southbank					
Total sales & auction results					
Houses	\$563	\$520	-7.5%	3.3%	Clearance rate 42.6% Total value \$301.149
Units	\$585	\$540	-7.7%	3.9%	Prediction
Highest Price	\$3,250				Houses ★★★★★ Units ★★★★★

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Spotswood to Sunshine West



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Median	2011	2012	Change	Trend	Total sales & auction results		
Spotswood							
Houses	\$630	\$558	-11.5%	6.7%	Clearance rate	51.9%	
Units	n/a	n/a	n/a	n/a	Total value	\$26.569	
Prediction							
Highest Price	\$988					Houses	★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Springvale							
Houses	\$470	\$450	-4.3%	10.4%	Clearance rate	59.6%	
Units	\$350	\$340	-2.9%	8.9%	Total value	\$91.418	
Prediction							
Highest Price	\$2,700					Houses	★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Springvale South							
Houses	\$427	\$410	-4.0%	8.7%	Clearance rate	43.5%	
Units	\$333	\$296	-11.1%	5.0%	Total value	\$41.579	
Prediction							
Highest Price	\$675					Houses	★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
St Albans							
Houses	\$385	\$348	-9.7%	9.3%	Clearance rate	38.8%	
Units	\$315	\$290	-7.8%	10.3%	Total value	\$130.608	
Prediction							
Highest Price	\$855					Houses	★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
St Kilda							
Houses	\$738	\$710	-3.8%	3.4%	Clearance rate	50.6%	
Units	\$469	\$462	-1.4%	6.2%	Total value	\$289.068	
Prediction							
Highest Price	\$4,300					Houses	★★★★ Units ★★

Median	2011	2012	Change	Trend	Total sales & auction results		
St Kilda East							
Houses	\$922	\$807	-12.5%	4.4%	Clearance rate	58.1%	
Units	\$480	\$469	-2.3%	7.4%	Total value	\$150.168	
Prediction							
Highest Price	\$2,620					Houses	★★★★ Units ★★

Median	2011	2012	Change	Trend	Total sales & auction results		
St Kilda West							
Houses	\$1,495	\$930	-37.8%	3.5%	Clearance rate	42.1%	
Units	\$481	\$433	-10.0%	5.9%	Total value	\$57.284	
Prediction							
Highest Price	\$4,600					Houses	★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Strathmore							
Houses	\$750	\$765	2.0%	7.7%	Clearance rate	50.0%	
Units	\$557	\$474	-14.9%	9.7%	Total value	\$83.283	
Prediction							
Highest Price	\$1,650					Houses	★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Sunbury							
Houses	\$350	\$350	0.0%	7.0%	Clearance rate	51.4%	
Units	\$312	\$295	-5.4%	4.5%	Total value	\$209.169	
Prediction							
Highest Price	\$940					Houses	★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Sunshine							
Houses	\$430	\$420	-2.3%	10.3%	Clearance rate	44.0%	
Units	\$270	\$272	0.6%	6.3%	Total value	\$47.540	
Prediction							
Highest Price	\$670					Houses	★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Sunshine North							
Houses	\$421	\$410	-2.5%	11.3%	Clearance rate	34.6%	
Units	\$313	n/a	n/a	n/a	Total value	\$47.889	
Prediction							
Highest Price	\$823					Houses	★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Sunshine West							
Houses	\$412	\$370	-10.2%	9.0%	Clearance rate	22.0%	
Units	\$340	\$298	-12.5%	6.4%	Total value	\$70.334	
Prediction							
Highest Price	\$721					Houses	★★★★ Units ★★★★★

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Surrey Hills to Thornbury

Median	2011	2012	Change	Trend	Total sales & auction results	
Surrey Hills						
Houses	\$1,055	\$969	-8.2%	4.4%	Clearance rate	68.9%
Units	\$535	\$575	7.6%	7.0%	Total value	\$210.274
Prediction						
Highest Price	\$3,000	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Sydenham						
Houses	\$385	\$375	-2.6%	6.0%	Clearance rate	46.2%
Units	\$285	\$295	3.5%	6.5%	Total value	\$48.350
Prediction						
Highest Price	\$750	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Tarneit						
Houses	\$366	\$361	-1.3%	5.6%	Clearance rate	36.4%
Units	\$278	\$274	-1.4%	4.1%	Total value	\$168.503
Prediction						
Highest Price	\$1,700	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Taylors Hill						
Houses	\$416	\$446	7.4%	7.2%	Clearance rate	33.3%
Units	n/a	n/a	n/a	n/a	Total value	\$66.820
Prediction						
Highest Price	\$810	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Taylors Lakes						
Houses	\$479	\$491	2.4%	7.3%	Clearance rate	42.9%
Units	n/a	n/a	n/a	n/a	Total value	\$53.279
Prediction						
Highest Price	\$1,000	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Tecoma						
Houses	\$413	\$422	2.3%	6.2%	Clearance rate	n/a
Units	n/a	n/a	n/a	n/a	Total value	\$19.769
Prediction						
Highest Price	\$707	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Templestowe						
Houses	\$779	\$810	4.0%	5.8%	Clearance rate	58.8%
Units	\$503	\$497	-1.1%	6.5%	Total value	\$179.378
Prediction						
Highest Price	\$3,450	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Templestowe Lower						
Houses	\$713	\$650	-8.8%	6.9%	Clearance rate	59.4%
Units	\$585	\$535	-8.5%	7.8%	Total value	\$103.930
Prediction						
Highest Price	\$1,035	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
The Basin						
Houses	\$421	\$406	-3.6%	6.3%	Clearance rate	n/a
Units	n/a	n/a	n/a	n/a	Total value	\$18.677
Prediction						
Highest Price	\$1,255	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
The Patch						
Houses	\$495	\$462	-6.8%	4.8%	Clearance rate	n/a
Units	n/a	n/a	n/a	n/a	Total value	\$7.124
Prediction						
Highest Price	\$1,366	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Thomastown						
Houses	\$405	\$370	-8.6%	6.9%	Clearance rate	42.3%
Units	\$310	\$295	-4.8%	4.9%	Total value	\$62.388
Prediction						
Highest Price	\$1,000	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Thornbury						
Houses	\$690	\$642	-7.0%	6.7%	Clearance rate	63.8%
Units	\$395	\$378	-4.3%	9.5%	Total value	\$186.993
Prediction						
Highest Price	\$1,405	Houses ★★★★★ Units ★★★★★				

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Toorak to Wantirna

Median	2011	2012	Change	Trend	Total sales & auction results		
Toorak							
Houses	\$2,100	\$1,565	-25.5%	-6.2%	Clearance rate	57.5%	Total value \$474.766
Units	\$713	\$653	-8.3%	5.7%	Prediction		
Highest Price	\$12,610				Houses	★★★★	Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Travancore							
Houses	\$496	n/a	n/a	n/a	Clearance rate	31.8%	Total value \$15.870
Units	\$415	\$370	-10.8%	-2.5%	Prediction		
Highest Price	\$1,610				Houses	★★★★	Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Truganina							
Houses	\$343	\$340	-0.9%	5.1%	Clearance rate	n/a	Total value \$78.797
Units	\$310	\$311	0.2%	5.2%	Prediction		
Highest Price	\$686				Houses	★★★★	Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Tullamarine							
Houses	\$420	\$375	-10.7%	6.8%	Clearance rate	47.5%	Total value \$38.489
Units	\$328	\$318	-2.9%	4.3%	Prediction		
Highest Price	\$550				Houses	★★★★	Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Upper Ferntree Gully							
Houses	\$410	\$391	-4.6%	4.8%	Clearance rate	n/a	Total value \$18.900
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$810				Houses	★★★★	Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Upwey							
Houses	\$423	\$410	-3.0%	5.8%	Clearance rate	n/a	Total value \$48.052
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$795				Houses	★★★★	Units ★★★★★



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Median	2011	2012	Change	Trend	Total sales & auction results		
Vermont							
Houses	\$580	\$542	-6.6%	6.8%	Clearance rate	56.8%	Total value \$92.199
Units	\$527	\$422	-20.0%	4.5%	Prediction		
Highest Price	\$1,315				Houses	★★★★	Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Vermont South							
Houses	\$682	\$663	-2.7%	7.6%	Clearance rate	57.7%	Total value \$70.722
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$1,480				Houses	★★★★	Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Viewbank							
Houses	\$642	\$565	-12.0%	6.1%	Clearance rate	48.0%	Total value \$58.335
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$1,500				Houses	★★★★	Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Wallan							
Houses	\$328	\$320	-2.3%	4.6%	Clearance rate	n/a	Total value \$35.509
Units	\$268	n/a	n/a	n/a	Prediction		
Highest Price	\$650				Houses	★★★★	Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Wandin North							
Houses	\$420	\$399	-5.1%	8.1%	Clearance rate	n/a	Total value \$19.060
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$1,100				Houses	★★★★	Units ★★★★★

Median	2011	2012	Change	Trend	Total sales & auction results		
Wantirna							
Houses	\$533	\$508	-4.6%	8.0%	Clearance rate	60.0%	Total value \$75.053
Units	n/a	\$408	n/a	4.2%	Prediction		
Highest Price	\$900				Houses	★★★★	Units ★★★★★

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Wantirna Sth to West Melbourne

Median	2011	2012	Change	Trend		
Wantirna South						
					Total sales & auction results	
Houses	\$533	\$528	-0.9%	6.3%	Clearance rate	67.9% Total value \$111.493
Units	\$399	\$393	-1.6%	3.5%	Prediction	
Highest Price \$1,100					Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Warburton						
					Total sales & auction results	
Houses	\$310	\$321	3.5%	6.9%	Clearance rate	n/a Total value \$13.231
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price \$905					Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Warneet						
					Total sales & auction results	
Houses	\$348	n/a	n/a	n/a	Clearance rate	n/a Total value \$2.520
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price \$370					Houses	★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Warrandyte						
					Total sales & auction results	
Houses	\$693	\$675	-2.6%	4.8%	Clearance rate	52.6% Total value \$43.481
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price \$2,075					Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Warranwood						
					Total sales & auction results	
Houses	\$650	\$618	-5.0%	4.7%	Clearance rate	40.0% Total value \$24.041
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price \$1,105					Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Waterways						
					Total sales & auction results	
Houses	\$631	\$619	-2.0%	10.2%	Clearance rate	40.0% Total value \$21.433
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price \$1,200					Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Watsonia						
					Total sales & auction results	
Houses	\$503	\$481	-4.3%	9.0%	Clearance rate	74.0% Total value \$44.811
Units	\$400	n/a	n/a	n/a	Prediction	
Highest Price \$867					Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Watsonia North						
					Total sales & auction results	
Houses	\$511	\$471	-7.9%	6.6%	Clearance rate	80.0% Total value \$27.883
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price \$670					Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Wattle Glen						
					Total sales & auction results	
Houses	\$517	\$570	10.3%	8.1%	Clearance rate	n/a Total value \$11.141
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price \$1,520					Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Werribee						
					Total sales & auction results	
Houses	\$311	\$305	-1.9%	7.2%	Clearance rate	36.1% Total value \$176.424
Units	\$270	\$251	-7.0%	3.6%	Prediction	
Highest Price \$1,250					Houses	★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
Werribee South						
					Total sales & auction results	
Houses	\$555	n/a	n/a	n/a	Clearance rate	n/a Total value \$4.054
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price \$700					Houses	★★★ Units ★★★★★

Median	2011	2012	Change	Trend		
West Melbourne						
					Total sales & auction results	
Houses	\$685	\$680	-0.7%	4.6%	Clearance rate	50.0% Total value \$60.119
Units	\$476	\$503	5.5%	5.6%	Prediction	
Highest Price \$1,700					Houses	★★★★★ Units ★

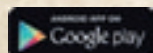
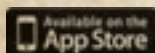
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Westmeadows to Yarraville

Median	2011	2012	Change	Trend	Total sales & auction results	
Westmeadows					Clearance rate	Total value
Houses	\$400	\$380	-5.0%	7.5%	42.6%	\$33.422
Units	\$400	n/a	n/a	n/a	Prediction	
Highest Price	\$705	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Whealers Hill					Clearance rate	Total value
Houses	\$681	\$656	-3.7%	7.3%	56.9%	\$144.849
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,900	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Whittlesea					Clearance rate	Total value
Houses	\$360	\$380	5.6%	5.6%	n/a	\$22.481
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,125	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Williamstown					Clearance rate	Total value
Houses	\$865	\$857	-0.9%	5.7%	59.7%	\$233.130
Units	\$448	\$408	-8.8%	5.0%	Prediction	
Highest Price	\$4,000	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Williamstown North					Clearance rate	Total value
Houses	\$783	\$582	-25.7%	4.6%	75.0%	\$12.865
Units	n/a	\$345	n/a	5.4%	Prediction	
Highest Price	\$985	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Windsor					Clearance rate	Total value
Houses	\$788	\$720	-8.6%	4.3%	64.5%	\$81.468
Units	\$460	\$455	-1.1%	9.1%	Prediction	
Highest Price	\$1,861	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Wonga Park					Clearance rate	Total value
Houses	\$653	\$697	6.9%	7.4%	45.5%	\$28.084
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,560	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Woori Yallock					Clearance rate	Total value
Houses	\$312	\$305	-2.2%	7.2%	n/a	\$12.396
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$830	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Wyndham Vale					Clearance rate	Total value
Houses	\$320	\$320	0.0%	7.8%	43.8%	\$104.192
Units	\$247	\$283	14.5%	n/a	Prediction	
Highest Price	\$555	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Yarra Glen					Clearance rate	Total value
Houses	\$433	\$393	-9.2%	5.5%	n/a	\$13.571
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$713	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Yarra Junction					Clearance rate	Total value
Houses	\$388	\$395	1.9%	10.4%	n/a	\$15.603
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$690	Houses ★★★★★ Units ★★★★★				

Median	2011	2012	Change	Trend	Total sales & auction results	
Yarraville					Clearance rate	Total value
Houses	\$625	\$574	-8.1%	7.2%	54.5%	\$167.965
Units	\$461	\$430	-6.7%	3.3%	Prediction	
Highest Price	\$1,872	Houses ★★★★★ Units ★★★★★				



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Balnarring to Safety Beach



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Median	2011	2012	Change	Trend	Total sales & auction results	
Balnarring						
Houses	\$500	\$503	0.6%	10.2%	Clearance rate	n/a Total value \$22.881
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$3,800				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Balnarring Beach						
Houses	\$698	\$618	-11.6%	0.1%	Clearance rate	n/a Total value \$9.387
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,800				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Baxter						
Houses	\$325	\$320	-1.5%	7.9%	Clearance rate	n/a Total value \$8.828
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,050				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Bittern						
Houses	\$353	\$370	5.0%	3.6%	Clearance rate	n/a Total value \$22.815
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,800				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Blairstown						
Houses	\$623	\$628	0.8%	9.4%	Clearance rate	56.3% Total value \$66.407
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$2,210				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Cape Woolamai						
Houses	\$357	\$365	2.4%	7.1%	Clearance rate	n/a Total value \$18.243
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,200				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Cowes						
Houses	\$356	\$367	3.0%	4.0%	Clearance rate	n/a Total value \$63.565
Units	\$313	\$280	-10.6%	-0.5%	Prediction	
Highest Price	\$1,450				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Crib Point						
Houses	\$325	\$310	-4.6%	5.7%	Clearance rate	n/a Total value \$19.971
Units	\$280	\$264	-5.6%	4.7%	Prediction	
Highest Price	\$895				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Dromana						
Houses	\$450	\$505	12.2%	8.2%	Clearance rate	40.7% Total value \$65.012
Units	\$379	n/a	n/a	n/a	Prediction	
Highest Price	\$1,275				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Fingal						
Houses	\$700	n/a	n/a	n/a	Clearance rate	n/a Total value \$5.622
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$810				Houses	★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Flinders						
Houses	\$959	\$699	-27.1%	1.6%	Clearance rate	n/a Total value \$17.263
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$5,000				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Hastings						
Houses	\$331	\$345	4.3%	8.1%	Clearance rate	n/a Total value \$61.538
Units	\$325	\$300	-7.7%	4.7%	Prediction	
Highest Price	\$1,200				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
McCrae						
Houses	\$559	\$632	13.2%	11.2%	Clearance rate	33.3% Total value \$43.101
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$1,300				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Mornington						
Houses	\$490	\$480	-1.9%	6.1%	Clearance rate	42.0% Total value \$256.192
Units	\$408	\$401	-1.7%	4.2%	Prediction	
Highest Price	\$1,550				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Mount Eliza						
Houses	\$695	\$715	2.9%	6.6%	Clearance rate	36.4% Total value \$247.274
Units	\$410	\$375	-8.5%	4.4%	Prediction	
Highest Price	\$3,300				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Mount Martha						
Houses	\$601	\$580	-3.4%	7.1%	Clearance rate	43.8% Total value \$246.392
Units	\$425	\$395	-7.1%	7.7%	Prediction	
Highest Price	\$2,715				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Pearcedale						
Houses	\$420	\$440	4.8%	6.6%	Clearance rate	n/a Total value \$14.564
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$880				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Portsea						
Houses	\$1,453	\$1,200	-17.4%	4.7%	Clearance rate	38.5% Total value \$73.903
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$8,500				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Red Hill						
Houses	\$623	\$723	16.1%	9.5%	Clearance rate	n/a Total value \$14.357
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$2,400				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Rhyll						
Houses	\$410	\$420	2.4%	7.0%	Clearance rate	n/a Total value \$6.821
Units	n/a	n/a	n/a	n/a	Prediction	
Highest Price	\$940				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Rosebud						
Houses	\$378	\$370	-2.0%	7.9%	Clearance rate	44.0% Total value \$128.757
Units	\$324	\$382	18.0%	7.3%	Prediction	
Highest Price	\$1,200				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Rosebud West						
Houses	\$358	\$335	-6.3%	5.7%	Clearance rate	45.5% Total value \$38.419
Units	\$270	\$363	34.4%	6.9%	Prediction	
Highest Price	\$770				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Rye						
Houses	\$460	\$427	-7.2%	7.0%	Clearance rate	47.6% Total value \$146.213
Units	n/a	\$455	n/a	10.2%	Prediction	
Highest Price	\$1,925				Houses	★★★★★ Units ★★★

Median	2011	2012	Change	Trend	Total sales & auction results	
Safety Beach						
Houses	\$515	\$490	-4.8%	3.7%	Clearance rate	56.0% Total value \$70.823
Units	\$385	\$225	-41.4%	-9.7%	Prediction	
Highest Price	\$1,800				Houses	★★★★★ Units ★★★

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San Remo to Ventnor

Median	2011	2012	Change	Trend	
San Remo					
Total sales & auction results					
Houses	\$427	\$405	-5.0%	2.7%	Clearance rate n/a Total value \$11.668
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$685				Houses ★★★★★ Units ★★★

Median	2011	2012	Change	Trend	
Shoreham					
Total sales & auction results					
Houses	\$763	\$630	-17.4%	-0.1%	Clearance rate n/a Total value \$14.488
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,600				Houses ★★★★★ Units ★★★

Median	2011	2012	Change	Trend	
Silverleaves					
Total sales & auction results					
Houses	\$500	\$554	10.8%	7.3%	Clearance rate n/a Total value \$7.618
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,600				Houses ★★★★★ Units ★★★

Median	2011	2012	Change	Trend	
Smiths Beach					
Total sales & auction results					
Houses	\$463	\$475	2.7%	12.3%	Clearance rate n/a Total value \$9.822
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,300				Houses ★★★★★ Units ★★★

Median	2011	2012	Change	Trend	
Somers					
Total sales & auction results					
Houses	\$626	\$733	17.0%	11.8%	Clearance rate n/a Total value \$31.168
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$4,825				Houses ★★★★★ Units ★★★

Median	2011	2012	Change	Trend	
Somerville					
Total sales & auction results					
Houses	\$368	\$370	0.6%	6.5%	Clearance rate 46.7% Total value \$77.221
Units	\$310	\$330	6.5%	12.3%	Prediction
Highest Price	\$1,550				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Sorrento					
Total sales & auction results					
Houses	\$880	\$825	-6.3%	6.3%	Clearance rate 20.0% Total value \$82.265
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$5,125				Houses ★★★★★ Units ★★★

Median	2011	2012	Change	Trend	
St Andrews Beach					
Total sales & auction results					
Houses	\$578	\$524	-9.3%	6.9%	Clearance rate n/a Total value \$13.650
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,300				Houses ★★★★★ Units ★★★

Median	2011	2012	Change	Trend	
Surf Beach					
Total sales & auction results					
Houses	\$355	n/a	n/a	n/a	Clearance rate n/a Total value \$2.442
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$395				Houses ★★★ Units ★★★

Median	2011	2012	Change	Trend	
Tootgarook					
Total sales & auction results					
Houses	\$383	\$375	-2.0%	8.1%	Clearance rate 65.0% Total value \$31.492
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$680				Houses ★★★★★ Units ★★★

Median	2011	2012	Change	Trend	
Tyabb					
Total sales & auction results					
Houses	\$370	\$367	-0.8%	4.7%	Clearance rate n/a Total value \$16.423
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,388				Houses ★★★★★ Units ★★★

Median	2011	2012	Change	Trend	
Ventnor					
Total sales & auction results					
Houses	\$355	\$400	12.8%	6.6%	Clearance rate n/a Total value \$13.080
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$1,375				Houses ★★★★★ Units ★★★



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Anglesea to Bell Post Hill



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Median	2011	2012	Change	Trend	
Anglesea					
					Total sales & auction results
Houses	\$620	\$615	-0.8%	7.9%	Clearance rate n/a Total value \$59.461
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$2,750				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Barwon Heads					
					Total sales & auction results
Houses	\$625	\$638	2.0%	5.8%	Clearance rate 57.7% Total value \$70.120
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$2,350				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Bell Park					
					Total sales & auction results
Houses	\$297	\$293	-1.3%	5.2%	Clearance rate n/a Total value \$26.398
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$528				Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Bell Post Hill					
					Total sales & auction results
Houses	\$310	\$323	4.1%	5.7%	Clearance rate n/a Total value \$20.509
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price	\$480				Houses ★★★★★ Units ★★★★★

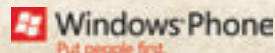
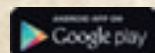
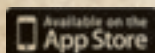
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Belmont to Lovely Banks

Median	2011	2012	Change	Trend	
Belmont					
					Total sales & auction results
Houses	\$335	\$337	0.5%	6.1%	Clearance rate 55.9% Total value \$90.829
Units	\$256	\$260	1.5%	3.6%	Prediction
Highest Price \$778					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Breakwater					
					Total sales & auction results
Houses	\$255	\$250	-2.0%	6.2%	Clearance rate n/a Total value \$4.496
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$330					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Clifton Springs					
					Total sales & auction results
Houses	\$335	\$330	-1.5%	5.7%	Clearance rate n/a Total value \$51.733
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$950					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Connewarre					
					Total sales & auction results
Houses	\$597	\$475	-20.4%	n/a	Clearance rate 21.4% Total value \$16.017
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$950					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Corio					
					Total sales & auction results
Houses	\$232	\$223	-3.9%	5.6%	Clearance rate 23.1% Total value \$55.114
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$420					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Drysdale					
					Total sales & auction results
Houses	\$395	\$365	-7.6%	4.8%	Clearance rate n/a Total value \$33.488
Units	\$260	\$263	1.0%	1.6%	Prediction
Highest Price \$855					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
East Geelong					
					Total sales & auction results
Houses	\$414	\$381	-8.0%	5.2%	Clearance rate 39.1% Total value \$37.046
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$775					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Geelong					
					Total sales & auction results
Houses	\$475	\$473	-0.5%	7.1%	Clearance rate 41.5% Total value \$75.807
Units	\$675	\$472	-30.1%	6.5%	Prediction
Highest Price \$2,000					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Geelong West					
					Total sales & auction results
Houses	\$385	\$398	3.4%	8.5%	Clearance rate 66.2% Total value \$70.794
Units	\$260	\$258	-0.8%	3.0%	Prediction
Highest Price \$790					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Grovedale					
					Total sales & auction results
Houses	\$335	\$340	1.3%	5.5%	Clearance rate 25.0% Total value \$93.457
Units	\$273	n/a	n/a	n/a	Prediction
Highest Price \$810					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Hamlyn Heights					
					Total sales & auction results
Houses	\$340	\$345	1.6%	8.0%	Clearance rate 34.8% Total value \$36.599
Units	\$220	\$248	12.7%	-0.4%	Prediction
Highest Price \$650					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Herne Hill					
					Total sales & auction results
Houses	\$322	\$305	-5.1%	5.8%	Clearance rate 35.7% Total value \$21.313
Units	\$185	\$198	7.2%	n/a	Prediction
Highest Price \$465					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Highton					
					Total sales & auction results
Houses	\$433	\$439	1.4%	6.2%	Clearance rate 55.3% Total value \$151.941
Units	\$286	\$270	-5.6%	2.8%	Prediction
Highest Price \$1,250					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Indented Head					
					Total sales & auction results
Houses	\$352	\$350	-0.6%	4.7%	Clearance rate n/a Total value \$14.637
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$750					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Jan Juc					
					Total sales & auction results
Houses	\$590	\$587	-0.6%	9.1%	Clearance rate n/a Total value \$39.691
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$1,456					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Lara					
					Total sales & auction results
Houses	\$340	\$345	1.5%	5.0%	Clearance rate 44.4% Total value \$87.918
Units	\$258	\$245	-5.0%	5.9%	Prediction
Highest Price \$815					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Leopold					
					Total sales & auction results
Houses	\$340	\$339	-0.3%	5.4%	Clearance rate n/a Total value \$65.550
Units	\$265	\$252	-5.1%	n/a	Prediction
Highest Price \$900					Houses ★★★★★ Units ★★★★★

Median	2011	2012	Change	Trend	
Lovely Banks					
					Total sales & auction results
Houses	\$380	\$403	5.9%	4.2%	Clearance rate n/a Total value \$13.658
Units	n/a	n/a	n/a	n/a	Prediction
Highest Price \$790					Houses ★★★★★ Units ★★★★★

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Manifold Heights to Whittington



We'll help you
save dough in Rye.
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Median	2011	2012	Change	Trend			
Manifold Heights							
Total sales & auction results					Clearance rate	Total value	
Houses	\$410	\$418	1.8%	8.3%	30.0%	\$21.316	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$895					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Marshall							
Total sales & auction results					Clearance rate	Total value	
Houses	\$359	\$328	-8.8%	3.9%	n/a	\$7.630	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$580					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Newcomb							
Total sales & auction results					Clearance rate	Total value	
Houses	\$278	\$273	-1.8%	7.0%	n/a	\$29.554	
Units	\$240	n/a	n/a	n/a	Prediction		
Highest Price	\$520					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Newtown							
Total sales & auction results					Clearance rate	Total value	
Houses	\$525	\$475	-9.5%	4.7%	34.7%	\$95.253	
Units	\$330	\$311	-5.7%	2.6%	Prediction		
Highest Price	\$3,100					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Norlane							
Total sales & auction results					Clearance rate	Total value	
Houses	\$203	\$205	1.0%	7.2%	64.3%	\$28.510	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$389					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
North Geelong							
Total sales & auction results					Clearance rate	Total value	
Houses	\$298	\$290	-2.7%	3.9%	n/a	\$18.238	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$670					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Ocean Grove							
Total sales & auction results					Clearance rate	Total value	
Houses	\$450	\$480	6.7%	7.5%	37.7%	\$137.931	
Units	\$391	\$380	-2.7%	3.8%	Prediction		
Highest Price	\$3,302					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Point Lonsdale							
Total sales & auction results					Clearance rate	Total value	
Houses	\$615	\$649	5.5%	7.0%	n/a	\$34.253	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$2,200					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Portarlington							
Total sales & auction results					Clearance rate	Total value	
Houses	\$409	\$410	0.2%	8.4%	37.5%	\$39.284	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$1,310					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Queenscliff							
Total sales & auction results					Clearance rate	Total value	
Houses	\$680	\$565	-16.9%	5.6%	n/a	\$19.996	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$1,550					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
South Geelong							
Total sales & auction results					Clearance rate	Total value	
Houses	\$420	\$376	-10.6%	7.2%	n/a	\$9.145	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$850					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
St Albans Park							
Total sales & auction results					Clearance rate	Total value	
Houses	\$304	\$308	1.5%	5.0%	n/a	\$28.729	
Units	n/a	\$238	n/a	n/a	Prediction		
Highest Price	\$598					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
St Leonards							
Total sales & auction results					Clearance rate	Total value	
Houses	\$356	\$390	9.3%	8.4%	44.4%	\$37.681	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$923					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Thomson							
Total sales & auction results					Clearance rate	Total value	
Houses	\$285	\$284	-0.4%	8.1%	n/a	\$8.983	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$480					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Torquay							
Total sales & auction results					Clearance rate	Total value	
Houses	\$548	\$560	2.2%	6.7%	15.4%	\$144.299	
Units	\$410	\$528	28.7%	5.7%	Prediction		
Highest Price	\$2,305					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Wandana Heights							
Total sales & auction results					Clearance rate	Total value	
Houses	\$593	\$560	-5.5%	8.1%	n/a	\$13.328	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$1,555					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Waurin Ponds							
Total sales & auction results					Clearance rate	Total value	
Houses	\$425	\$445	4.7%	5.5%	n/a	\$27.093	
Units	n/a	n/a	n/a	n/a	Prediction		
Highest Price	\$900					Houses	★★★★ Units

Median	2011	2012	Change	Trend			
Whittington							
Total sales & auction results					Clearance rate	Total value	
Houses	\$245	\$244	-0.3%	6.0%	n/a	\$15.660	
Units	\$200	\$212	6.0%	3.6%	Prediction		
Highest Price	\$847					Houses	★★★★ Units

How the data in Domain Property Review was compiled

APM is a leading national supplier of property price information and analytics to home buyers & sellers, real estate professionals, government departments and major banks.

APM has been providing property price information services from 1989 and since January 2006, as a fully owned subsidiary of publisher Fairfax Media Limited.

APM draws on the corporate support, resources, technology and experience of Fairfax Media, Australia's largest digital media publisher. APM publishes property price information for all Australian states and territories and services its clients through the www.homepriceguide.com.au and www.apm.com.au websites.

APM monitors residential property activity from a variety of sources including auctions, government and semi-government agencies, online real estate advertising, real estate agents and APM's own researchers. APM has data supply agreements with the state-based Valuer's General or equivalent in all Australian states and territories.

This vast collection of licenses and sources ensures APM's database contains up to date and comprehensive Australian house price information.

Median

Median is the middle price when all prices are sorted in order, i.e. from lowest to highest. Median is used more widely because it lessens the impact that one or two unrepresentative or uncharacteristically high or low prices can have on the analysis. It generally provides the more accurate picture.

The median price compiled for each suburb is based on a minimum of 10 sales within each of the 12 months periods.

Dr Andrew Wilson's definitions of his star ratings.

- ★ Significantly Below Average (>5%)
- ★★ Below Average (0-5%)
- ★★★ Average (Capital City)
- ★★★★ Above Average (0-5%)
- ★★★★★ Significantly Above Average (>5%)
- n/a No forecast available

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