



Welcome to our latest edition that already finds us half way through a fast paced year. To date, 2015 has seen a flourishing market. Record low interest rates are now down to 2% and the fundamentals remain strong with steady population growth and limited supply of housing product. As government agencies attempt to deter interest by imposing restrictions on bank lending, the media hypes up the supposed housing bubble. As far as Melbourne is concerned, we believe the market is in equilibrium.

## FROM THE DESK

**Are prices likely to fall?** This notion is extremely unlikely and if it does occur, it will be short term. The world regards Australia, and Melbourne in particular, as a very attractive place to live. Home prices are low by Western standards and interest rates are likely to stay low for the long term.

**The reality is that prices are being forced higher by varying and often unrelated factors.** Sydney's price escalation is largely due to ongoing restricted land supply for development, population growth and very tight town planning regulations and design guidelines. This has led to prices as high as

\$700,000 for a one bedroom apartment, making Melbourne very affordable by comparison. Melbourne's market is also stimulated by population growth and consequent demand, but has substantial supply lines from the CBD to outer suburban residential estates, which eases the pressure.

**Should new design rules for Melbourne Apartments be imposed by implemented by the State Government?** Prices will immediately rise due to increased construction costs and the supply of dwellings will decrease. The government should not buy into popular commentary and

debatable media reports, instead allow the market to develop without tampering with bank lending rates, negative gearing levels and design guidelines. We should be inspiring a world-class attitude towards development while discouraging sub standard planning. Let us to create a residential landscape that is on par with our city's premier reputation while we embrace population growth and a changing landscape.

*David Kobritz,*  
Managing Director, DEALCORP

## Developing Melbourne

DealCorp are invested in the future of Melbourne and its suburbs. A snapshot of our current developments speaks for itself in terms of planning, design, location and livability. 2015 has been a stellar year to date, allowing us to deliver on years of planning and progressing our vision for urban Melbourne.



Artist impression

### POLARIS – ASPIRE APARTMENTS AND TOWNHOUSES AT BUNDOORA – Selling Now

Bordering open green spaces and La Trobe University, this exclusive precinct brings together prestige design and historic character across a limited release of only nineteen, 3 bedroom townhouses and twenty heritage apartments. High ceilings, uncompromising finishes and feature

windows distinguish the design. The interactive onsite display suite has already welcomed hundreds of visitors in a short period of time and with sales moving quickly, construction is set to commence later in 2015.

### POLARIS – STELLAR TOWHOUSES –

All Sold

This beautifully conceived tree-lined residential zone has set a benchmark in Bundoora. From the individually crafted entrances down to the smallest finishing details, these 3 & 4 bedroom townhouses marry space, comfort and style. Townhouses 1 – 20 are finished with excited buyers just weeks away from moving in. Townhouses 21 – 60 are taking shape with plasterwork completed and final fit-outs to commence shortly which means everything is now at lock-up stage and due for completion in a few months.



Under construction



### KUBIX AT WANTIRNA – A Towering Success

Knox's most successful residential development enjoys prime positioning directly opposite Westfield Knox Shopping and Entertainment Precinct. The multi-tower development is the first of its kind for Knox, achieving record sales success as it delivers on a promise of luxury amenity and maintenance free living. The

display suite runs a year-long calendar of events and workshops inspiring locals to embrace the inner urban lifestyle offering. With completion in July 2015 this building is now a landmark in Knox. Locals can gain a first hand experience of the high life at the fully furnished onsite display apartment.



### KUBIX TOWER 2 – 80% Sold, Construction commencing July 2015

These generously sized, 1 & 2 bedroom plus study residences are selling fast in the second Kubix Apartment building. Earthwork and excavation for the basement car park have commenced with completion due late 2016. The new display apartment and suite in Kubix Tower 1 will also open in mid 2015.



### KUBIX TOWER 3 – Just Launched

The final stage of Knox's premier lifestyle destination has launched to market. Modern and spacious, the 1 & 2 bedroom apartments feature quality materials and beautiful finishes. Apartment life takes on five-star appeal with the addition of luxury, resort-like amenities across the ground floor. The heated indoor pool, entertaining decks, gym and sauna will add to the top shelf offering as this unique development cuts through the local market.

A resident manager will look after all resident and investors needs and also manage the exclusive residents entertainment lounge and dining room. A limited series of expansive penthouse residences feature across floors 8 to 10. Large open plans embrace multiple outdoor spaces that take in stunning views to the Dandenong Ranges. Inside, uncompromising finishes and premium inclusions set a new standard for apartment living in Knox.



### POLARIS CAPELLA APARTMENTS - Under Construction

Hewcon Construction is well underway with construction of these three distinct low-rise apartment buildings featuring 1 and 2 bedroom plus study residences. A prototype display apartment that showcases Capella living is set to launch onsite in September 2015. Already at 80% sold, Capella's modern urban design has captured the attention of a savvy investor and owner-occupier market at unrepeatable prices. Completion is due early 2016

### ARCADIA AT CHADSTONE – Construction Completed

Occupying a prized position opposite Chadstone Capital Shopping Centre, Arcadia's boutique offering of only 25 luxury apartments is nearing completion. Considered floor plans reveal in light filled style with premium materials used across flooring, cabinetry, fittings and private balconies. This high demand precinct with limited apartment options is big on lifestyle and investor promise. Experience Arcadia's designer style at our fully furnished onsite display apartment. You can move in immediately or invest in a prime location.



### C.F. ROW - Apartments in Fitzroy

This high-end development brings affordable living to one of Melbourne's most sought after neighbourhoods. Architecture by Woods Bagot delivers an uncompromising urban vision that combines heritage and modern luxury across 5 levels of 1, 2 and 3 bedroom apartments. In 8 short weeks since launching, the project is already at 60% sold which has prompted construction to be scheduled for an advanced start date in September 2015.

Located only approx 100 metres from the vibrant heart of Brunswick Street shops, cafes and pubs CF Row is all about quality and location.

### A NEW CHAPTER

Our new look website will be launching soon. With the capacity to provide clients with layers of smarter technology and detail, the new website will be an exciting portal to the world of DealCorp.  
[www.dealcorp.com.au](http://www.dealcorp.com.au)

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