



Age Marketing Award

Finalist & Winner – Copywriting – Best Display
& Best Line Ad 2005/2006

the market is adjusting to the change



Torsten Kasper
Managing Director

The hesitant property market of the past quarter is now showing positive signs that it is adjusting to this new economic environment.

The recent release of the REIV's Melbourne's median house prices show a drop of 8.4% which should not be reason for alarm. The adjustments came off a base from the highest median price growth period lasting over a decade. As with every hyper growth period whether it be in property or the stock market, an adjustment period (correction) is a given.

The important observation is the inherent strength and resilience of the Melbourne property market and the Australian economy... both performing well. The retention of positive Bayside property pricing will be underpinned by a shortage of inner suburban housing for the buoyant interstate and international migration influx into Victoria.

Bayside property will continue to be in high demand due to its proximity to the bay, its architecture, associated leisure activities and close access to the CBD and public transport on the back of rising fuel prices.

Torsten Kasper, MD says, "The fundamentals of the Melbourne market are solid and we feel that the market has reached a short term plateau with excellent buying opportunities and a strengthening in sales results in the last few weekends".

"For example - the weekend of April 26/27 Chisholm and Gamon achieved a 100% auction clearance rate and impressive prices for our Bayside and inner Melbourne clients. If you are buying and selling in the same market the net balance of value is retained and gentle fluctuations of prices should not be 'all important' when considering a property transaction".

The short term outlook is an environment where property prices will be far more predictable for both buyers and sellers and runaway auctions will no longer be the norm in this period of change.



Outstanding result achieved for Goldsmith Street, Elwood.

Local View

Residential sales. Correct pricing strategies, combined with sales and marketing excellence have delivered our clients an enviable 98% auction clearance rate for 2008. Traditionally blue-chip properties and those close to the bay are selling well and for high returns.

Commercial property. Sales and leasing are also experiencing a lessening of activity while good demand and yields remain for well-located property. You can count on our experienced commercial department to match the right property to your needs.

Residential rental. The market retains its high demand and low supply, underpinning strong rental returns and low vacancy rates.

company milestones



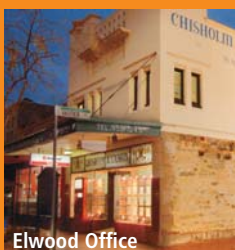
Dione Stephen,
Senior Property
Manager –
6 years.



Nicholas Perrett,
Property
Management
Coordinator –
4 years.



Jessica Gratz,
Property
Management –
3 years.



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Port Melbourne Office

rainwater tank syndrome

A green flourishing garden may be a tank away



Water cooler talk has a new topic... rain water tanks.

No longer the domain of our country cousins, rainwater tanks in the urban home now carry status with new syndromes popping up like 'tank envy'..." I started with a 2,400 litre tank but I now have a 5,000 litre..."you know John and Mandy have installed a 20,000 litre tank and they've got it connected to their toilet".

Basic facts

- You are advised not to drink rain tank water in the urban areas due to airborne contaminants that collect on roofs during dry spells.
- Ideal for watering gardens, washing cars, flushing toilets and washing machines.

Rainwater harvesting capacity

To calculate your rainwater harvesting capacity multiply your horizontal roof

plane area (not surface area) by the average annual rainfall in mm in your area. 250 mm of rainfall over a 36 m² roof will generate approximately 9,000 litres. Melbourne's average rainfall is 650 mm and an average roof size of 150m² could yield about 97,000 litres a year. This equates to 1,500 litres for every 10mm of rainfall.

It is useful to allow 10% less for evaporation and even less for the abnormally low rainfall we are currently experiencing.

What size tank do I need?

- Utilising the usage table below, first calculate how much water you need.
- Calculate the available catchment area of your roof.
- Go to web site [www. envirofriendly.com/melbourne-rainfall.shtml](http://www.envirofriendly.com/melbourne-rainfall.shtml) for monthly rainfall averages to calculate how much water you need per month - allow for greater usage for

gardens and lower supply in summer.

- Consider what area you have for a tank installation... check with tank suppliers for space required.

Supply and installation costs

Depending on your situation at home in regard to access, plumbing required, ground preparation, the average price of a professional installation of a plastic 3,000 litre tank will cost around \$2,000 (GST included).

Usage	
Single flush toilet	11 litres
Dual flush toilet – Full flush	6 litres
Half flush	3 litres
Front/top washing machines	100 litres
Garden hose (pump from tank)	10-20 litres /minute
Average watering of garden	400 litres/day



3,000 litre slim line – approx \$2,000 inc professionally installed.