



McDonald REAL ESTATE

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AGENT HUMOUR You can take it with you...but..

Ralph lay on his deathbed with all his family standing around. He looked at them and said "You are a worthless lot. I have made millions, and all you ever wanted to do was spend my money, rather than go out and achieve your own fortunes. So I am leaving you nothing!"

The eldest son looked at his father, alarmed: "So what are you thinking of doing with it, father? It will all still be here when you go"

"No it won't" said the old man. "I have sold everything, including this house, and the sale settles tomorrow. I have arranged for everything to be cashed in for gold bars, and I am taking them all with me!"

"You can't take it with you!" laughed the son.

"Oh, you think so?" the old man fired back. "Well, I know different. I am taking it all with me, just you watch".

Sure enough, that night, the old man passed away and appeared at the Pearly Gates. St Peter said "We've been expecting you, Ralph!"

"Yes, St Peter, and look what I've brought with me" said Ralph proudly pointing to 12 dozen pallets each stacked high with gold ingots.

St Peter looked with bewilderment at the pallets, then back at the beaming Ralph.

Finally, St Peter said to him "Ralph, you brought paving?"



IN SEASON Chicken and Wild Rice Soup



Ingredients

- 1 cup uncooked quick-cooking wild rice
- Cooking spray
- 2 garlic cloves, minced
- 3 cups fat-free, less-sodium chicken broth
- 1 1/2 cups cubed peeled baking potato
- 3 cups 2% reduced-fat milk
- 1/3 cup all-purpose flour
- 10 ounce light processed cheese, cubed (such as Velveeta Light)
- 2 cups chopped roasted skinless, boneless chicken breasts (about 2 breasts)
- 1/2 teaspoon freshly ground black pepper
- 1/4 teaspoon salt
- 1/4 cup chopped fresh parsley (optional)

Preparation

1. Cook rice according to package directions, omitting salt and fat. Heat a large Dutch oven over medium-high heat. Coat pan with cooking spray. Add onion and garlic; sauté 3 minutes. Add broth and potato; bring to a boil over medium-high heat. Cover, reduce heat, and simmer 5 minutes or until potato is tender.
2. Combine milk and flour, stirring well with a whisk. Add the milk mixture to potato mixture; cook 5 minutes or until slightly thick, stirring constantly. Remove from heat; add cheese, stirring until cheese melts. Stir in rice, chicken, pepper, and salt. Garnish with parsley, if desired.

Yield 8 servings (serving size: 1 1/4 cups)

TOP 5 WINTER EVENTS

Circus Oz 30th Birthday Bash

The year was 1978 when the Soapbox Circus and the New Circus met beneath a big top somewhere in Melbourne and joined forces to produce Circus Oz. Now after 30 years on the road, it's time to party with a hometown 30th Birthday Bash extravaganza.

Venue: Birrarung Mar, Swanston St, Melbourne
When: June 18th to July 13th

Ignite

Ignite, held at Docklands, is a celebration that draws together international musicians, performance artists and lighting experts to create a blazing wonderland to beat back the winter chill.

Venue: NewQuay and Waterfront City At NewQuay Promenade & Waterfront City Piazza Docklands 3008
When: 20th June to 29th June from 6pm to 11pm

Tartan Day at the Drum Theatre (City of Greater Dandenong)

Celebrate Tartan Day with Celtic Music & Dance at Dandenong's version of "Scotland the Brave".

Venue: Drum Theatre - Cnr Walker & Lonsdale Streets, Dandenong (VIC)
When: 6 Jul 2008 1pm & 7pm

Melbourne International Film Festival

The Melbourne International Film Festival presents an annual showcase of the widest possible range of outstanding filmmaking from local and international filmmakers.

Venue: Hamer Hall 100 St Kilda Rd Southbank 3006 Vic
When: 23 Jul - 10 Aug 2008

Melbourne International Design Festival

The Melbourne Design Festival will include over 40 mainly free events developed by designers for the general community to celebrate design and promote the further understanding of design across all its disciplines.

Venue: Federation Square
When: 17 - 27 Jul 2008



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Winter 2008

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IS THE SKY FALLING

Or have we entered a period of great opportunity?



JOHN & LE HOA WYSHAM Managing Directors

We have all seen articles in the media about the instability of the US Economy- "Subprime crisis" they say, or "Get ready for the US crash". You may have seen a recent 60 Minutes feature which showed a foreclosure bus tour which visited deserted estates, and reported vacancy rates in some US suburbs of 25-30%!

It's time to step out of emotion and get real!

Sure, everyone in the US is getting scared, and so they should! However, the situation in Australia is completely different. Take a look at these differences and see why our window of opportunity is actually right now.

Vacancy Rates: In the USA, it is up to 25 to 30 % in some places. In Australia's capital cities

such as Melbourne and Sydney, we are seeing some of the lowest in recorded history, mostly below 1%. **Result: huge upward pressure on rents.**

Housing Shortage: The US is oversupplied with housing stock. With greed fuelling development over the past few years, some new properties will take years to sell. In Australia, economic forecaster BIS Shrapnel estimates we will suffer a shortage of 150,000 dwellings by mid 2009. **Result: drives higher rent yields.**

No "Non-recourse" Loans In Australia:

In the good old US of A, you were able to borrow without any personal guarantee. That means if it got all too hard, you could just mail the keys to the bank and walk away. In Australia, when we borrow, we give our personal guarantee, so we are far more conservative in our loan decisions. **Result: Enormous stability in our marketplace.**

High Levels of Migration: Due to our dramatic skills shortage, Australia currently has a thriving migrant intake, and they all need somewhere to live. **Result: adds to upward pressure on rents.**

40 Year Cycle: Over the past 4 decades, residential property values in Melbourne have averaged an annual increase of 9.3%. Currently, it is reported at 4.7% with anecdotal evidence

showing many areas seeing a real drop.

Result: The market is statistically overdue for a return to growth.

Interest Rate Cycle: Many experts predict we are nearing the end of this (increasing) interest rate cycle. When that becomes apparent, lots of buyers will re-enter the market, fuelling demand. **Result: prices will start strengthening and prices will rise also.**

What Next? Some of the wealthiest people in Australia made their fortunes from property, and they did so by buying when very few others would. So they bought very well – hence their success. On the other hand, those who wait until everyone else is buying will inevitably pay top price. In our opinion, now is a sensational time to buy, to do really well and get sensational returns.



the line to enter the first open for inspection of a vacant rental home

MAKING IT BIG FROM PROPERTY INVESTMENT

BRW's recent publication of Australia's richest 200 people "Rich 200" revealed some predictable news about where all that money was made. Here's a quick look:

NAME	WHAT THEY'RE WORTH	SOURCE OF WEALTH
Frank Lowy	2nd richest \$6.3 billion	100% from Property
Harry Triguboff	5th richest \$3.25 billion	100% from Property
John Gandel	6th richest \$3.21 billion	100% from Property
David Hains & Family	9th richest \$2.28billion	Partly from Property
Lang Walker	12th richest \$2.04billion	100% from Property
Lindsay Fox	13th richest \$1.87billion	Partly from Property
Gerry Harvey	16th richest \$1.62 billion	Partly from Property

Surprised? None of us should be. This simply reinforces the fact that property is truly the cornerstone of all wealth creation.

Here's a question: How many of these people do you think waited until everyone else was buying before they made their property purchases?

Now is fantastic time of opportunity for buyers who look to the future, but it won't last forever, because –as the article above points out - the market is due for substantial growth.





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How to Choose the Right Agent

The first thing you need to do when you decide to sell your house is to find the right agent. How do you know who that is?

The answer is simple really! Just employ the agent who can get you the highest price.

So, how do you know who that is? It will be the one which "stands out" against the competition as the star performer in their market due their presence and professionalism.

The agent who is best able to deliver you the best possible price (and with the least hassle) is always going to be **the agent who is already dealing with all the buyers in the**

market place. That makes sense, doesn't it?

So who would that be?

It is the agent with the most properties for sale, because buyers naturally want to speak first (and sometimes only) to the agent with the widest choice of local properties for them to see.

For the past 2 years, **McDonald Real Estate** has consistently held a **strong market share** in each of its core suburbs.

One example is in Keysborough, where McDonald Real Estate currently holds over 50% of the market in an area actively worked

by more than a dozen local agents.

So, by employing an agent who manages more listings and conducts more sales you are selecting an expert who is more likely to already know at least one qualified buyer for your property, even before your marketing commences.



Springvale Office



Dandenong Office



Mulgrave Office



Keysborough Office

Experience our Expertise

If you have seen one of our For Sale or Auction boards, you will have noticed the above phrase across the bottom. It has been our registered corporate slogan for several years.

Coincidentally, the Real Estate Institute of Victoria (REIV) recently commenced a billboard campaign promoting its member agents as Experienced, Ethical and Educated.

The REIV in one format or another has been the peak professional association for the Victorian real estate industry since 1939.

When the 2 former groups – the RESI and the REAA – merged in 1985 to form the REIV, the board members of those 2 organisations became the 19 inaugural members of the REIV.

One of those 19 was McDonald Real Estate director; John Wysham.

Today, all McDonald offices are members of the REIV. Why?

Well, with a strong reputation as the leading authority on real estate and property-related issues, the REIV keeps members well advised of new legislative and regulatory developments. These affect not only the real estate industry and its practitioners, but also its clients as well.

It also provides property research, advice and training to members.

The stated mission of the Institute is to lead the industry and promote the delivery of

professional services by its members to the public and to ensure the integrity, credibility and ethical standards of the real estate industry.

It is definitely worth asking an agent you are thinking of using if they are an REIV member.

Or simply call McDonald Real Estate, and Experience our Expertise!



REIV Headquarters In Camberwell

Winter is a great time to sell

Why?

Vendors hibernate, buyers don't.

This is a great time to get a fantastic price for your property as there are many more buyers than properties available. So, if you're thinking of selling, our professional sales team at McDonald Real Estate can help.

Call us now for a free, accurate market appraisal of your asset. You may be pleasantly surprised! Call

Le Hoa Wysham: 0418 566 133 John Wysham: 0418 322 618 Mark Richardson: 0408 399 166

If you are receiving this newsletter by direct mail or email and no longer wish to receive it, please notify us accordingly via the same medium.

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Another new service for our Investor Clients:

McDonald Real Estate Tenants can now pay their rent by direct debit

As an Investor Client of McDonald Real Estate, you now have one less thing to worry about!

Recently, our directors and our Property Management departments got together with our bankers to come up with a way to save your tenant remembering which day each month their rent is due!

Not only that, your tenant will no longer even need to organise the payment.

Available now, McDonald Real Estate has introduced the simpler and more convenient Direct Debit system for rents.

Here's how it works. By registering for direct debit, your tenant's rent will be automatically deducted from their bank account on the due date each month. Simple!

The advantage for our Investor Clients is that - as long as the funds are in the tenant's account - the rent will always be paid on time. And for tenants, the freedom of having one less task to perform is welcome news also .

Already fully implemented in our Mulgrave office, the direct debit system is now being introduced across all McDonald offices.

Life is about to become easier. Want to know more? Contact your McDonald office



Really useful tips for renters

In a tight rental market where there are more tenants than properties for rent, you owe it to yourself to do everything possible to improve your chances of success when applying to rent. Here are some FAQ's.

How do I maximise my chances of securing a property?

First, register for email alerts. Whilst our Leasing Consultants send our hundreds of sms's each week alerting prospective tenants about available properties, you still need to get on www.mcdonaldre.com.au plus www.realestate.com.au and register your requirements. That way, you will automatically receive alerts the moment any property fitting your criteria is listed online.

Secondly, be early to the opens. Seeing it first enables you to apply first, and whilst "first in" is no guarantee of success, you will most probably be in a better position than if you are the 20th applicant.

Finally, supply as much detail as you can on your application form. Many good tenants miss out because they fail to put down enough good stuff about themselves. And always be accurate and tell the truth. Applications are checked very intelligently, so false information will not only be uncovered, but you could find it difficult going forward to be seriously considered for future properties.

How do I arrange to inspect the property?

All McDonald Real Estate rental properties are made available for your personal inspection by

individual appointment or through advertised open times. At McDonald Real Estate, we understand that your time is valuable, and that borrowing keys from the agent – and then having to run back to return them - wastes your limited inspection time. All our opens are well advertised, and you can even register for upcoming properties. Our specialist Leasing Consultants can then sms you to advise of new addresses and times.

Do I need Contents Insurance?

It is good sense to insure your personal belongings against loss or damage through a Contents Policy. Your possessions are not covered by the owner's policy.

6 Tough Questions for Andrew Howard, our Leasing Consultant Extraordinaire!



How did you become a Leasing Consultant?

I started with McDonald Real Estate in Sales Administration a couple of years ago. I learnt heaps, and when the leasing position became vacant, I was thrilled to be offered it. I've been doing it now for over 16 months.

What do you like most about the work?

I like being able to match a tenants needs to the right property. It is hard for tenants at the moment with demand so high, so it is great to be able to assist them. And I love the team I work with – they are a really great crew.

What do you do when not at work?

I spend heaps of time walking and grooming my 2 Huskies. They are very demanding – but they're my kids!

Anything else?

Well, I am a Collingwood supporter, so I am pretty excited about this season.

Yeah, whatever. Anything else?

I like wining and dining. I also have a huge family -4 sisters and 5 brothers, so they keep me pretty busy as well.

Finish this sentence: "It's not fashionable but I..."

Everything I do is fashionable!