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**Emerald Lakes, Gold Coast**  
Apartments now selling from \$349,000 with a 6% guaranteed return

## TOTAL sales rush continues

The strong demand for new property has continued unabated since we recently reported on our Christmas sales boom.

**In January 2009 alone we achieved a total of 62 sales of new properties with a total value of over \$33 million!**

The combination of the following key drivers means that investors are back in an attempt to get ahead of the next market upturn:

- \* interest rates are at a 45 year low
- \* fuel prices remain low
- \* rents continuing to increase
- \* strong rental demand
- \* limited future supply
- \* developers are negotiable

As expected, we are also seeing first home buyers moving into the market, spurred on by increased grants and rising rents.

## QUICK LINKS

February property market insight

**TOTAL takes on 'gem' of a project**

Strong enquiries for new Brisbane Waterfront project

**Cash flow positive investment**

Brisbane's new off the plan project

## February Property Market Insight

from Adrian Parsons, Managing Director, TOTAL Project Marketing

### Are you taking advantage of this market?

Contrary to the gloomy outlook in the media, our property consultants at the coalface of the real estate industry are reporting strong interest and greater inspection numbers. More buyers are now active, spurred on by low interest rates and the genuine bargains that are now available.

As you drive around your local neighbourhood you will probably see what we are now seeing across South East Queensland – lots of **"SOLD"** stickers, even on properties which have been on the market for some time. Current sale volumes indicate that we are experiencing a mini boom.

***"It appears we are now at the very beginning of a market upturn."***

### Don't wait...

We hear only too often from our clients how they wish they'd purchased sooner. The property market can turn very quickly and it is very difficult to pinpoint when it will happen. Media reports of sales typically lag from 3 to 5 months, and once settled sales flow through to median house prices and other measurable data, it is often too late to catch the start of that upswing.

It is very clear to us is that the market is turning. From the 100+ sales we have made over summer, and the strong interest in projects we are yet to launch we feel that the first half of 2009 will continue to be favourable for buyers. At some point later this year, as availability of new properties starts to dwindle, the market will swing in favour of sellers.

We trust you enjoy browsing through our selection of South East Queensland properties. As always, we strive to bring you what we consider the best selection in the current market.

Summer is now drawing to a close, and we are looking forward to the Easter break.

Regards,

Adrian



## Emerald Lakes: Our new gem is your exclusive opportunity



We are very pleased to announce that TOTAL Project Marketing has been appointed to market the landmark central Gold Coast masterplanned community, **Emerald Lakes**.

It includes a wide choice of residential options, a lakefront retail precinct, golf course and extensive walking paths. At just 10 minutes to Broadbeach, Robina and Southport, this masterplanned community is convenient to all the Gold Coast has to offer.

**Contact us today for an Emerald Lakes information pack.**

## Strong enquiries for Brisbane waterfront project

Following our invitation to register for information on the exciting Mon Komo twin tower beachfront project coming to Redcliffe, we have taken **169 registrations!** Everyone pre-registered for this project will have the opportunity to purchase prior to the project's launch this Easter.

If you haven't yet contacted us to be placed on the priority register for information on this project:

- [Click here to register now](#) or
- Phone **07 5538 4711**.



## A Note on Positive Cash Flow Investments:

**You no longer need to compromise on location for a great return**

Until recently, investors had to look to regional areas for a cash flow positive property. Often this meant sacrificing location and potential future capital growth in return for a strong investment yield.

We now have selection of cash flow positive properties that are perfectly located in South East Queensland, the fastest growing region in Australia. These affordable, yet high quality, brand new properties represent some of the absolute best buys you will find in the market right now.

The ultimate weekly return or cost of these investments will depend on your own circumstances (including deposit, income, financial terms and assets). For a personalised, obligation free assessment of how these properties will work for you, [click here](#) or **contact us on 07 5538 4711**.

## THE FRENCH QUARTER, EMERALD LAKES: NOW SELLING OFF THE PLAN FROM \$380,000!

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The French Quarter represents an opportunity to be part of Emerald Lakes' new vibrant European community. The third and final building is "Le Parisien", with ground floor retail, and two levels of 2 and 3 bedroom apartments starting from **\$419,000**. Be one of the first to buy off the plan in Le Parisien, following the outstanding market acceptance of previous French Quarter releases, "Maison Apartments" and "Bella Vue", where the final 1, 2 and 3 bedroom apartments are now on sale.

**SALES CENTRE OPEN 7 DAYS** or phone our sales team on **07 5538 4711**

**LIMITED BONUS: Ask about the free golf membership or Coco Republic furniture voucher!**

## TOWN CENTRE APARTMENTS, EMERALD LAKES – DEVELOPER CLEARS COMPLETED STOCK

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**MAKE AN OFFER** on the 10 remaining two bedroom Town Centre apartments **now on sale!** These beautifully appointed apartments are ready to move in, and are at the very heart of the Emerald Lakes community close to cafes, boutiques and the lake. Perfect for your next home or a rewarding investment.

**2 bedroom apartment was \$650,000 now \$595,000 – MAKE AN OFFER!**

**SALES CENTRE AND DISPLAY HOMES OPEN FOR INSPECTION 7 DAYS**

Phone our project sales team on **07 5538 4711**

**Completed 87m<sup>2</sup> apartment now on sale \$359,000 including furniture and a 6% rent guarantee**

## KIRRA BEACHFRONT SELLOUT COMING SOON: REGISTER FOR PROPERTY DETAILS

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We have various properties within the exclusive Kirra suburb, which will shortly go on sale. A range of absolute luxury beachfront 2 and 3 bedroom apartments and penthouses will be open to offer.

To ensure you snap up a genuine beachfront bargain, **register for further information now** and we will provide you with the property details before these boutique apartments go on sale to the public.

## CIRCLE ON CAVILL

## FINAL 11 APARTMENTS TO BE SOLD – MAKE AN OFFER!

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Circle on Cavill is an award-winning project from Sunland Group. Minutes to the beach and a range of boutique shopping and entertainment options.

**MAKE AN OFFER** on the final 11 apartments, including a range of superb skyhomes and sub-penthouses which were priced from **\$1,395,000 to \$2,020,000**. Make an offer today and you could buy another property with the money you've saved!!!!

**DISPLAYS OPEN DAILY – WAITING FOR YOUR OFFER**

Phone our project sales team on **07 5538 4711**

## THE PARC, TUGUN

## AMAZING VALUE | CASH FLOW POSITIVE | FROM \$426,000

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Be one of the first to secure your investment in Stage 2 of this beachside development from Sunland Group, creators of Palazzo Versace and Q1. The Parc is an intimate residential enclave of luxury 3 bedroom homes in the Gold Coast's booming southern coastal precinct.

**SALES CENTRE AND DISPLAY HOMES OPEN FOR INSPECTION 7 DAYS**

Phone our project sales team on **07 5538 4711**

## WATERFORD PARK

## BRISBANE: CASH FLOW POSITIVE INVESTMENT | FROM \$317,000

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**NOW COMPLETE** with residents waiting to move in, there are **just four 3 bedroom townhomes remaining at this affordable price**. Secure estate with residents' facilities in a fantastic location close to transport, schools and shops. Secure your prime Brisbane investment today!

**[CLICK HERE TO REQUEST AN INVESTMENT PACK](#)**

Phone our project sales team on **07 5538 4711**

## PURE

## BEACHFRONT OFF THE PLAN: Secure now; settle in 2011

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**Pure Beachfront. Pure Luxury. Pure Kirra: From \$1,200,000**

Only 33 exclusive 2 bedroom + study residences, with unrivalled views over Kirra Beach and to the Surfers Paradise skyline beyond. Situated on the corner of Musgrave and Haig Streets, right on the foreshore of Kirra Beach, Pure Kirra will feature a cosmopolitan retail and café precinct below.

**[CLICK HERE TO REQUEST AN INFORMATION PACK](#)**

Phone TOTAL Project Marketing for more information on **07 5538 4711**

## HUNTINGTON DOWNS

## PRESTIGE ACREAGE LAND: FROM \$320,000

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Huntington Downs is a master planned lifestyle community amongst 174 hectares of natural undulating scenery. Choose large prestigious acreage allotments or designer homes. This gently undulating, naturally timbered hideaway features smart white post-and-rail country fencing. Huntington Downs is a rural idyll just eight minutes from the M1 motorway – close a wealth of working, shopping, learning and leisure options.

**LIMITED BONUS OFFER: Receive a free tennis court or swimming pool with selected allotments! Call 07 5538 4711.**

## INTRODUCING PARK VIEW APARTMENTS: CANNON HILL

**Secure now from \$435,000 | Settle in January 2010 | Cash flow positive**

**[Click here](#)** to register for information on these two bedroom apartments now selling off the plan, just 6 kilometres from Brisbane's CBD in a sought after location. Early purchase incentives are available, so act quickly!

- ✓ Overlooking Park
- ✓ Walk to train station
- ✓ 8 minutes to Brisbane CBD
- ✓ **CASH FLOW POSITIVE\***
- ✓ Secure with \$2,500
- ✓ Settle January 2010.

**Call our Park View Apartments project consultant on 07 5538 4711 or [register now](#) for information.**

GOLD COAST | BRISBANE | SUNSHINE COAST

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\* Note: The ultimate return (or cost) of ownership will depend on your own circumstances (including purchase price, deposit, income, assets and finance terms).

We advise purchasers to obtain independent financial and professional advice before making any investment decisions.

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