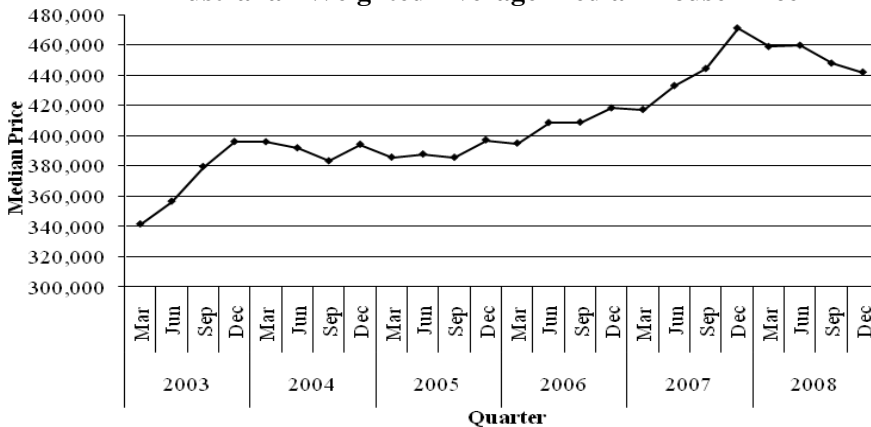


Important Facts *for* Informed Decision-Making

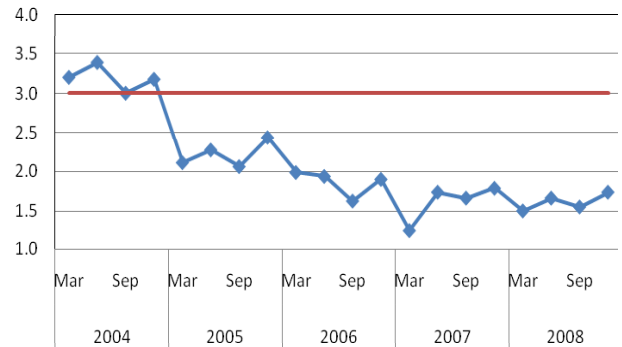
Summary of Median House Sales Prices (\$'000), December Quarter 2008

	Sydney	Melbourne	Brisbane	Adelaide	Perth ²	Canberra	Hobart	Darwin	Cap Cit
Dec Quarter 08	536.0	426.0	398.0	360.0	412.5	435.0	321.8	432.0	442.0
Sep Quarter 08	534.5	430.0	410.0	365.0	435.0	435.0	320.9	426.0	448.0
Dec Quarter 07	557.5	472.5	410.0	355.0	470.0	477.5	330.0	412.5	471.2
% Change: Sep 08 – Dec 08	0.3	-0.9	-2.9	-1.4	-5.2	0.0	0.3	1.4	-1.3
Dec07 – Dec 08	-3.9	-9.8	-2.9	1.4	-12.2	-8.9	-2.5	4.7	-6.2

Australian Weighted Average Median House Price



Average Quarterly Vacancy Rate



Residential Investment Property Returns: 3 Bedroom Houses

	Sydney	Melbourne	Brisbane	Adelaide	Perth	Canberra	Hobart	Darwin
Annual Yield June 07 to Jun 08	2.5	n/a	3.2	3.1	3.3	3.5	3.7	5.0
Quarterly Return Mar 08 – Jun 08	-1.4	n/a	0.9	1.0	-2.9	-2.4	-2.1	2.0
Annual Return Jun 08 to Jun 08	4.2	n/a	18.3	20.5	0.4	9.1	8.6	12.1
Average return past 5 years: Jun 03 to Jun 08	4.2	n/a	17.1	16.0	21.6	15.6	20.0	19.2
Average return past 10 years: Jun 08 to Jun 08	11.0	n/a	15.3	16.1	16.4	15.5	16.2	13.7

Source: REIA

Malcolms' Extensive Network Spans:

Aspendale • Aspendale Gardens • Beaumaris
 Bentleigh • Bentleigh East • Black Rock • Brighton East
 Chelsea • Cheltenham • Dingley • Edithvale • Hampton
 Hampton East • Heatherton • Highett • McKinnon
 Mentone • Moorabbin • Oakleigh South • Ormond
 Parkdale • Patterson Lakes

220 Charman Road Cheltenham 3192. Tel: 9584 1355
 878 Nepean Highway Hampton East 3188. Tel: 9553 1822
 83 Balcombe Road Mentone 3194. Tel: 9584 2522
 507 Main Street Mordialloc 3195. Tel: 9580 7377

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LICENSED ESTATE AGENTS

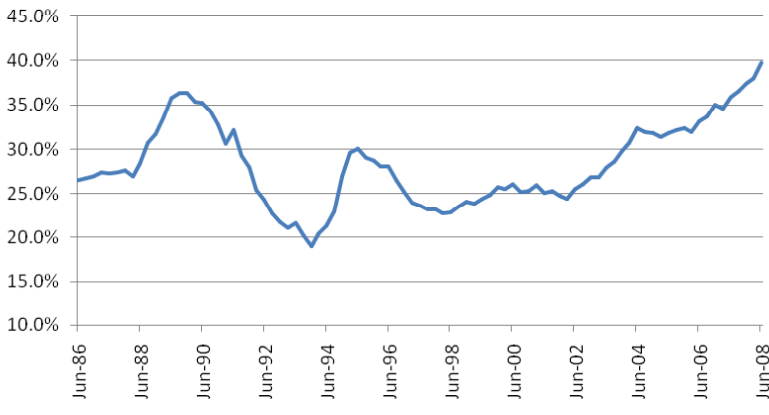
Malcolms is a Proud Member of the



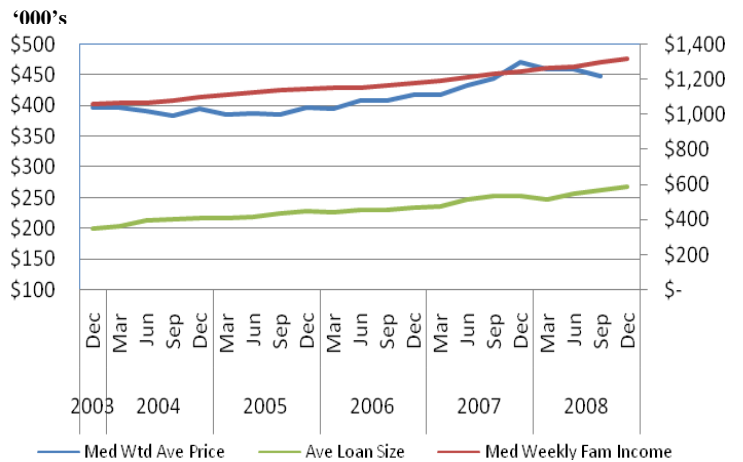
More Important Information

AUSTRALIA	Dec 08	Sep 08	Dec 07
Home Loan Affordability Indicator (HLAI)	30.9	25.8	26.9
Average HLAI since March quarter 1980	39.5	39.6	39.9
Proportion of family income devoted to meeting average loan repayments	32.4%	38.8%	37.2%
Proportion of family income devoted to meeting median rents	25.3%	25.2%	23.8%
Median weekly family income	\$1,318	\$1,299	\$1,245
Average monthly loan repayment	\$1,850	\$2,186	\$2,008
Average loan	\$267,234	\$261,756	\$252,705
Total number of loans (excl refinancing)	106,973	100,112	139,696
Number of first home buyers	35,720	28,008	36,809
Average first home buyer loan	\$267,600	\$252,900	\$233,700
Banks			
• Average loan	\$271,916	\$267,129	\$256,342
• Standard variable interest rate	6.80%	9.21%	8.41%
• Fixed interest rate	6.39%	8.55%	8.32%
Building Societies			
• Average loan	\$216,524	\$205,644	\$226,793
• Standard variable interest rate	6.75%	9.00%	8.41%
• Fixed interest rate	6.69%	8.68%	8.30%
Other Lenders			
• Average loan	\$224,234	\$219,540	\$231,895
• Standard variable interest rate	6.77%	8.44%	8.19%
• Fixed interest rate	6.72%	8.83%	8.27%
Percentage Change	HLAI	CPI	
• Since previous quarter	19.8	-0.3	
• Since corresponding quarter last year	14.9	3.7	

Proportion of Family Income required to meet average loan repayments – Australia



House Prices and Income



Source: REIA

Malcolms Real Estate ~ Keeping You Informed

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