

Live proud.

Living and loving
where you work

Why blurring the line between
work and home might not be a
bad thing after all

Why a cool market can
be a hot time to invest

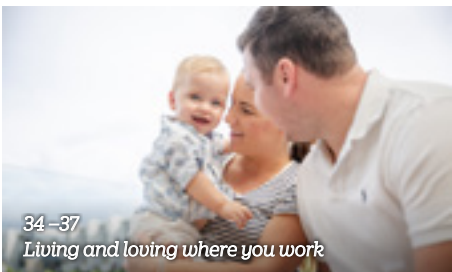
When long-term capital growth
is the goal, there's never really
a wrong time to buy

The long view

Perspectives from 40 years in
property development

Winter/Spring 2019 ✓

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< Cover image Jacquin sisters, Berwick Waters, VIC

Please note that while reasonable care is taken to ensure the contents of this magazine is correct, all information is to be used as a guide only. Images are conceptual only. Purchasers must rely on their own enquiries and the contract for sale.



^ Angel Pun, Discovery Point, NSW

Real talk

Over the course of the last 12 months, the property landscape has been transitioning from a seller's to a buyer's market. The shift has inspired some pretty reckless media coverage and warnings of catastrophic economic meltdown. Granted, this has been great for selling newspapers, but it's not really reflective of what's happening out there.

The reality is that Australia isn't one homogenous real estate market. In fact, it's made up of many distinct markets, each marching to the beat of its own drum. While Sydney and Melbourne have seen property prices fall from historic highs, Brisbane and Perth are experiencing resurgent interest, and Hobart is practically booming.

The good news is that for people with multi-year horizons - especially first home buyers, who've been priced out of things for some time - the less frenzied market conditions represent a great chance to get a foot in the door. And it's not just first home buyers: savvy investors continue to snatch up quality product with appreciation potential over the long-term.

Speaking of the long-term, what we're seeing today is nothing new. As a company that's been in the business of property since 1924, we've seen countless ups and downs over the course of 95 years. What we know for certain is that market conditions ebb and flow with the times, but Australia's love affair with property endures. The keys to buying well are quality and resilience. Quality in the build, masterplan, location, and services around you. Resilience in the location's ability to project a strong sense of place and pride.

This is what we keep in mind as we design and deliver the communities of tomorrow. Places that will stand the test of time and our residents are proud to call home. You'll read all about communities like that in the pages of this magazine – I hope you'll enjoy it.



Anthony Boyd
Executive General Manager - Residential, Frasers Property Australia

“The keys to buying well are quality and resilience.”

GREY SKIES OR SILVER LINING?



What it's like to buy property in a cooler market

There's been a lot of doom and gloom in the papers lately. Tightening credit, a cooling housing market, ongoing political hurdy-gurdy, and the banking Royal Commission have combined to create the kind of febrile atmosphere that's great for sensational headlines but tends to ignore the nuances of the Australian property market.

What's missing in all the commentary are real stories from real buyers. What's it like to buy right now? What's changed and what's still the same? Is property still Australia's favorite conversation?

We set out to ask the experts: you.

At Frasers Property, we've been creating proud communities across Australia since 1924. **Liveproud.com.au**



▲ Danielle Grimsey, Brookhaven, QLD

A foot in the door

– First home buyers get a look in

The conditions of the market in recent years – especially in Sydney and Melbourne – left a lot of potential first home buyers on the sidelines. Prices rose faster than deposits could be saved, and every auction felt like a dagger to the heart as the goal of home ownership slipped further from reach.

These days, things feel different. Price growth has slowed, there's more stock on the ground, and sellers are showing a willingness to negotiate. Could this finally be the year that first home buyers get a look in?

Danielle Grimsey certainly thinks so. At the tender age of 24, Danielle recently put down a deposit on a block of land at Brookhaven, a Frasers Property community 40km outside of Brisbane. After years of living in rentals and share-houses, Danielle decided she'd had enough.

“I was just so sick of paying someone else’s mortgage and not even being able to put a nail in the wall. I needed my own place.”

“I got to this point where I had a bit of money and I thought: ‘what am I going to do with this?’ I could travel and buy expensive things, or I could buy a place of my own,” says Danielle. “I was just so sick of paying someone else’s mortgage and not even being able to put a nail in the wall. I needed my own place.”

Despite being a member of the generation that demographer Bernard Salt condemned for spending their money on smashed avo on toast instead of saving for a new home, Danielle’s approach to getting her deposit together was decisive and considered. She moved back in with her parents and traded nights out for trawling online listings in search of a place to call her own.

“I would still go out with my friends but not as often as I used to,” says Danielle. “Now when I do go out I definitely have a budget for those nights. It wasn’t easy, but I just kept reminding myself that it was temporary, and it would all be worth it once I had my own place.” Almost two years later Danielle was able to reap the rewards of her discipline when a friend recommended that she take a drive out to Brookhaven.

“Once I drove out and saw the community, that was it,” says Danielle. “I was so drawn to the community that’s being built here.” And so, Danielle did what many would assume to be impossible for a single 24-year-old; she bought her own home. “It was so surreal. I was sitting in the car with my mum when I transferred the money into the Frasers account and I just burst out crying. It was such a weird and crazy feeling to think that that was it, that property was mine.”

Danielle’s home is now just a few short weeks away from completion. *—*

Make it big

– Finding that forever home

What do you do in a downturn if you're still growing? It's a common conundrum that many families face as children grow up and the need to branch out into more space becomes pressing. While it's easy to become disillusioned by the thought of what your home might have sold for in the recent past, sometimes necessity means focusing on the needs of your family into the future.

Melinda Bouquet kept a keen eye on the site of her current home in Avondale long before it was a Frasers Property community. Having lived all her life in Avondale Heights, when it came to upsizing for her growing family, Melinda was keen to stay close to home and close to her family. "I'd been watching that space for a long time," says Melinda. "It used to be a school back in the day and when they knocked it down and it was free I always wondered, 'what's going on there?' When the billboard finally came up I was one of the first to register."

While Melinda might have been sure about the perfect neighbourhood for her family, taking the plunge certainly wasn't easy. "We were a little bit concerned, you hear a lot about the market and how it's trending downwards at the moment," says Melinda. "But we looked at our jobs, which are both

quite secure, asked a few financial advisors and real estate people for some advice, and read a bit as well before we took the plunge."

Despite their initial concerns, for Melinda, her husband Barry and their two young children, Avondale was the right choice. Now, after more

"It feels really good to have something behind us for our future and for our kids."

than a year in their new home, the family couldn't be happier with their decision. "It's been fantastic really, the neighbours are great," says Melinda. "It feels really good to have something behind us for our future and for our kids, and to have a legacy to leave behind for our children someday."

After settling on their Avondale home, Melinda and Barry went on to purchase an investment apartment at Burwood Brickworks, a Frasers Property development in Melbourne's Eastern Suburbs.



^ The Bouquet family, Avondale, VIC



^ Michelle & Michael Skinner, Tailor's Walk, NSW

Trading places

– Downsizing for lifestyle

Downsizers. They're looking to sell and they're looking to buy. So where do they sit in a market that's simultaneously held out as better to buy in but worse to sell in?

Much comes down to the lifestyle reasons for moving combined with the fact that many downsizers have done better out of the uplift in property prices over the last decade than the down-shift over the last 12 months has wrought.

Take retirees Michelle and Michael Skinner, for example. They decided to sell their six-bedroom family home in Pagewood, NSW to live the kind of low-maintenance, luxury apartment lifestyle they like to enjoy when traveling.

The Skinners are philosophical about moving during a property downturn. "We could have gotten more had we sold at the top," says Michelle. "But the house didn't owe us anything. It wasn't like we had to think about paying off the mortgage; we were mortgage-free. It wasn't the best situation, but we were happy to move. It took us only about six weeks to sell."

Having watched their daughter buy off the plan at Frasers Property community, Tailor's Walk five years prior and spending many hours happily babysitting their young granddaughter there, it was a natural move for the Skinners to purchase a three-bedroom apartment within the same development. "We wanted to be next door," says

Michelle. "We wanted to stay in the Eastern Suburbs and we couldn't think of anywhere else we wanted to live. It was familiar and comfortable."

The relocation marked Michelle's first real move, with more than 65 years of history left behind in their Pagewood home. "A lot of people I had grown up with were still there and we had a lot of neighbours that I'd known for a long time, but it was a quiet street. I wanted a bit more of a cosmopolitan feel. I wanted apartment living. I wanted to be able to walk to the shops, have people around, all the hustle and bustle that goes with that sort of lifestyle."

When they first moved in, Michelle and Michael agreed that they'd give it a year. "We were also looking at retirement villages," explains Michelle. "But we knew we'd have quite a few years of picking up and dropping off our granddaughter, so it wasn't really practical. So, we thought we'd give this a year and if we didn't like it we'd re-evaluate."

Now, almost a year on, Michelle and Michael have no regrets, and are planning to stay at Tailor's Walk for the foreseeable future. "I feel like I'm walking out onto the balcony at a resort; that's the feeling I've always had since the day I moved in," says Michelle. "The reality has turned out to be even better than what I imagined in my mind."

"I feel like I'm walking out onto the balcony at a resort; that's the feeling I've always had since the day I moved in."

When long-term capital growth is the goal, there's never really a wrong time to buy.

Why a cool market can be a hot time to invest



What goes up must come down, it's a truth we know all too well. But as with the economy or the tides, the ebb and flow of the property market is fairly cyclical and something to be expected. The last 45 years have seen six national housing price downturns of 5% or more (adjusted for inflation), including two in the last decade alone. While the current market conditions in Sydney and Melbourne might pale in comparison to the peak of July 2017, for savvy investors there is a whiff of opportunity in the air. Flipping houses for a quick buck might be off the table (for now), but those with a long-term investment strategy and a stable income find themselves in a buyer's market.

Investment Sales Manager at Frasers Property Australia, Anthony Lai, says that there's no use in trying to predict the market cycles. "It's all about your level of confidence in yourself and what you want from your own financial plans," says Anthony. "The reality is you can't predict either the top or bottom of the cycle. It's better to take a longer-term view where any bumps in the cycle tend to get ironed out in the long run."

It's a sentiment echoed by 26-year-old investor Ben Huang, who recently purchased a three-bedroom apartment in Ed.Square, a new urban

mixed-use development located in Edmondson Park in Sydney's South West. "When it comes to good markets or bad markets, it really is just the consumer confidence level," Ben asserts. "If it's a down market, which it is currently, then consumer confidence is definitely low and everyone feels like 'oh, this is not good. I don't want to buy right now'. But to me, I see this as the best opportunity to buy."

Nathan Kerr, Head of Sales at Astute Financial Management is also quick to warn against the perils of the good market / bad market debate. "I don't think speculation is ever good," says Nathan. "It all depends on what you want to achieve. If you have a plan and you have good guidance around that plan, then that's the most important thing."

Arguably, more crucial than when and what you buy is where you choose to buy it. A quality product in an area with high projected population growth will almost always be a smart investment. When assessing potential investment properties, it's important to take a look at the suburb profile and surrounding amenities, current or planned.

Anthony Lai says that many investors are missing out on great opportunities by staying close to home. "Many investors like to invest where they

live, but it doesn't have to be that way. One of the things I think the current market conditions offer up is portability," says Anthony. "The Inner Suburbs of Sydney might be down, but by contrast Perth or Brisbane look appealing."

Ben Huang also chose to take an objective approach and invest away from home. "I currently live in the city, so if I was to live all the way out at Ed. Square... I can't imagine that," he explains. "But that's not the case for people who are currently living out in the Western Suburbs. For them, their work and families are already close by."

Widening the lens of opportunity beyond even your own city and state might reveal greener pastures. "If you look right across Australia as your opportunity then Sydney's in a downturn off an incredible high, but Brisbane's quite consistent and Perth's bouncing back," says Nathan. "It all depends on what you want to achieve."

When it comes to whether or not you should invest in property, there is no one-size-fits-all answer. It's a decision that's best guided by your own confidence and capabilities. The best advice anyone can offer is to seek more advice from your mortgage broker, financial advisor, sales agent – use the resources you have access to.

"There's no doubt that lenders are asking a high level of detail around getting loans approved," says Nathan. "So it's important to sit down with someone and make sure you understand the process and what you need to provide to get it."

Investing in property comes with potential risks and rewards regardless of the market conditions, but it's your own goals, expectations and preparation that will ultimately determine your experience. Ben Huang certainly isn't letting the cooler market conditions deter him from pursuing his goals.

"My plan is to get a new investment property at least every two years, which is definitely manageable if I do my finance correctly," says Ben. "I just want to build up a portfolio, so I don't have to work the rest of my life, really."



“People ask me all the time what the secret is to property. My answer is always the same...”

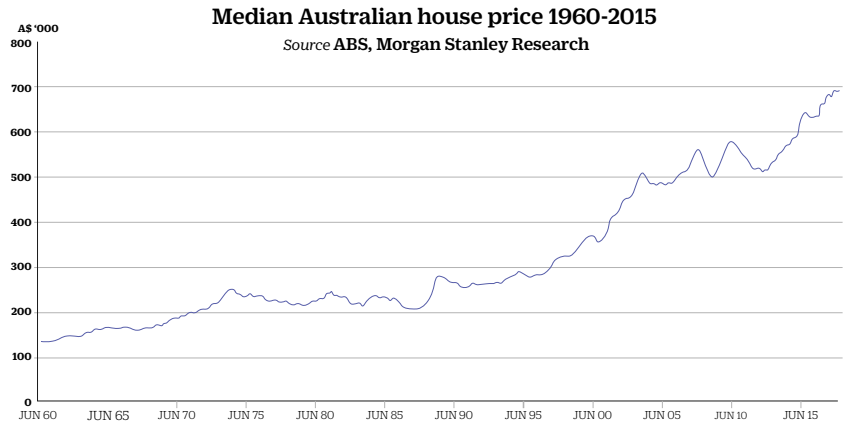
When you’ve been in the development game as long as I have, you see a lot of change. Cities expand. Governments come and go. Markets cycle through peaks and troughs.

Watching this latest cycle play out, I’m experiencing quite a bit of déjà vu. We’ve seen these ‘sky-is-falling’ headlines from the media before, as well as assurances that we’re all going to lose our shirts in “the big collapse”. But the reality is that no one has ever been able to predict when the property market will rise and fall. If we did, none of us would need to work for a living.

As Anthony points out in his introduction to this Winter/Spring edition of the Live proud magazine, this thing we call the property market isn’t actually one thing at all. It’s a whole myriad of markets, each performing according to their own unique set of conditions.

The reality is that all that noise out there is very rarely helpful. Doing your homework and knowing what it is you want and where you want to live is really the most important thing. It might be an extra bedroom, a shorter commute, a place to finally call your own, or a forever home. But your needs in the present and foreseeable future should be the key consideration in any property purchase. In my experience, every person’s story is unique and there is no one-size-fits-all argument for or against what property is best and when the best time is to buy it. Only you will ever truly know that. Backing your own instincts is crucial.

With all that said, here’s one thing I’ve learned from four decades in the development industry that has never not been true: places with a strong sense of identity and community will always be desirable to live in.



A focus on connectedness and wellbeing

So, what does a sense of identity and community mean in practice? Well, here at Frasers Property it means placemaking principles centered on people’s health and wellbeing as well as a strong sense of connectedness with those around them.

Health and wellbeing may seem obvious, but from where I sit it goes deeper than getting people outside and active (although this is undoubtedly important). Health and wellbeing also stands for initiatives that build resilience and long-term sustainability into a community. Waste reduction, energy generation (such as we do in projects like Burwood Brickworks in VIC, and Fairwater and Central Park in NSW), water reuse, and sensitively managing biodiversity are all part of the commitments Frasers Property makes to balance the needs of people and the planet.

Also critical to successfully functioning communities is connectedness. We now know from decades of research in urban design that the more interactions that exist between people,

the greater the beneficial impact on their wellbeing. It’s why we put a lot of work into our passive and active open spaces, bring in education, childcare, retail and other amenities like recreation centres wherever we can, and encourage community development through events and community programs.

Live proud

People ask me all the time what the secret is to property. My answer is always the same: creating places that people are proud to call home. And I know that we’ve been successful at that job when we see the way that life for our residents is enriched by all the important connections that they develop in their communities. Most especially, that sense of achievement that comes from knowing they’ve made a life to be proud of.

For me, no matter the noisy pontificating from the media, this is a pleasure and privilege that always cuts through. —

THE LONG VIEW
PERSPECTIVES FROM 40 YEARS IN
PROPERTY DEVELOPMENT

If there’s one thing Frasers Property Australia CEO Rod Fehring has learned from four decades in the development industry, it’s that places with a strong sense of identity and community will always be desirable to live in.

Words & image
Rod Fehring, CEO, Frasers Property Australia

THE WORLD'S MOST SUSTAINABLE RETAIL CENTRE

Words:
Stephen Choi,
Living Building
Challenge Manager,
Fraser's Property
Australia.

Images
**Burwood
Brickworks
Retail Centre**

More and more, we're becoming aware that the resources we've used to build the societies we live in are diminishing and come at a high price. Not just in energy and materials, but in waste and impact on our health and wellbeing. It's why, at Fraser's Property Australia, we aim to take our industry into a new age of sustainability, with the new Burwood Brickworks development lighting the way.

Burwood Brickworks



Artist impression, indicative only

Burwood Brickworks is the bold expression of a deeply-held conviction - that we can design places that give back more than they take. Every aspect of this community, from its apartments and townhomes to its world leading retail space and expansive public areas, has been designed to achieve the highest standards of sustainability and liveable luxury.

But creating a place that gives back to its inhabitants and environment is about more than just architecture and innovation. It means putting the tools of sustainability in the hands of both the project's residents and the tenants of the on-site retail centre. And so we've set ourselves the ambitious goal to do something that's never been done anywhere before – to design and build a shopping centre that achieves the world's strictest environmentally-friendly certification: The Living Building Challenge™ (LBC).

Now, you've probably heard of Green Star certification. It's widely in place across Australia for construction of new buildings, and most Frasers Property developments achieve 5-Star as a minimum and often 6-Star beyond that. This has been a tremendously beneficial set of standards that ensure buildings are more efficient and produce less waste.

But the LBC goes well beyond this standard of being 'less bad' for the environment, demanding instead that certified buildings are actually net positive, ultimately giving back to the planet and helping future generations thrive.



There's no question that attaining LBC certification is immensely difficult. Only 22 buildings worldwide have done it, none of them in Australia and none of them retail centres. To achieve certification, a project must satisfy seven judging criteria which scrutinise sustainability, useability, and beauty equally.

Better for everyone

For their part in this major undertaking, tenants at Burwood Brickworks will benefit in a number of novel ways. The first is access to cheap, reliable, renewable energy generated by the retail centre itself. Using what's known as an embedded network, Burwood Brickworks will capture energy through solar panels on its roof and use that power to heat and light the stores within. The goal is to generate 105% of our energy needs through clean, carbon neutral means, and to supply that to our retailers at a price that's competitively on par or better than can be bought from the big 3 energy retailers. —>



Burwood Brickworks Community

- The new heart and soul of Burwood
- 19km from Melbourne's CBD
- A mix of townhomes and apartments available
- Fully walkable and completely connected to parks, retail, dining and entertainment
- Urban plaza for meeting friends and enjoying café society
- 2.5ha of open space, including expansive central park and wetlands
- A 6-Star Green Star community

Burwood Brickworks Retail Centre

- 6 screen cinema
- 40 specialty shops
- 13,000m² dining and entertainment precinct
- 4,200m² full-line Woolworths
- 1,400m² Dan Murphy's
- 2,000m² rooftop urban farm operated by acre eatery and farm Brickworks
- 20% of retail space dedicated to agriculture
- 3 electric car charging points
- All electricity consumed will come from renewable resources
- Burwood Brickworks will be water-wise - all grey and black water will be captured, treated, and recycled on site



Another initiative that has been catching the eye of both residents and prospective retail tenants is the rooftop garden. Taking up 2,000m² of space atop the centre, it won't just be a beautiful place to visit, but will also supply fresh produce to local restaurants and provide composting facilities and organic fertilizer for residents to use. An unusual drawcard by shopping centre standards, the garden is expected to provide educational opportunities for green-thumbed residents,

As Living Building Challenge™ Manager for Frasers Property, I'm naturally an avid supporter of what we're aiming to achieve here at Burwood Brickworks, but I think the last word belongs to the people who will use the centre in their day-to-day lives. Melinda Bouquet bought her new investment property at Burwood Brickworks in one of the very early releases and says that the green approach of the development is a game-changer.

With all these benefits and more, Burwood Brickworks is attracting a number of high-profile retailers keenly committed to sustainability.

local school children, and the wider public – with positive effects on the centre's visitation and general sense of enjoyment.

With all these benefits and more, Burwood Brickworks is attracting a number of high-profile retailers keenly committed to sustainability. Sydney's farm-to-table institution, acre eatery will operate the rooftop farm and café. There will also be a Woolworths, a flagship Dan Murphy's location, plus 40 or so other retailers that will be announced progressively in coming months.

"The first thing I heard about was the rooftop garden," says Melinda, "and that the restaurants would be using the produce. I just thought that was genius. It was a big 'wow' moment. Nothing like this has been done before that I know of and it makes me think we're moving in a great direction."

Discover a new standard in sustainable living. Visit the Burwood Brickworks Display Suite at 78 Middleborough Road, Burwood East, call 13 38 38, or visit BurwoodBrickworks.com.au



Energy

Energy is one of the largest costs incurred when running a home, but there are plenty of options available to reduce your quarterly costs. Being mindful about the way you use energy is a great place to start.

- Make an effort to form helpful habits like turning light switches off when you leave the room and turning appliances off at the wall when not in use. Standby power accounts for approximately 5.9% of energy usage in Australia, costing Aussie households \$860 million every year!¹
- Geothermal heating and cooling systems can significantly reduce energy costs and greenhouse gas emissions. The geothermal system at Fairwater in Western Sydney is predicted to save residents up to 60% of their yearly energy costs.²

¹Department of Industry Innovation and Science.

²Compared to a standard air conditioning unit and specs. Based on modelling using CCAP Precinct software October 2017.



▲ Geothermal heating and cooling, Fairwater, NSW

Waste

According to the Australian Bureau of Statistics, the average household spends \$1,266 per year on consumer goods that are purchased but never used. Almost half of that comes from wasted food products.

- The first step towards reducing food waste is to think more deeply about your choices when tackling the weekly shop.
- Planning meals ahead of time and shopping seasonally for fresh produce can help to reduce the number of items that spend a few days in the fridge or fruit bowl before spoiling and being thrown away.
- Frasers Property Australia is on track to achieve its goal of being a zero-waste organisation by 2030.



▲ Reducing food waste

Water

With the average Australian using more than 100,000L of water every year³, reforming our water consumption is a huge opportunity to reduce the impact of climate change.

- As with energy, there are some simple steps you can take like installing water-saving appliances and fixing that annoying drip or leak before the bill skyrockets. More permanently, installing a rain water tank and using grey water to wash the car and water the garden are great ways to reduce your impact.
- At Port Coogee in WA, Frasers Property has introduced a water supply scheme which allows grey water to be used to irrigate public spaces, streetscapes, and residential properties.

³Department of Environment and Energy.



▲ Port Coogee, WA

CRAFTING CONNECTION



▲ Live Life Get Active training session at Cova, QLD

There's a lot that goes into building a masterplanned community. The location is analysed carefully; open spaces and parklands are incorporated to provide residents with spaces to gather, eat, play and move; and roads, walkways and cycling paths are drawn and redrawn countless times. But while infrastructure and amenity may drive sales, how do you take a group of strangers who have purchased side-by-side homes, and turn them into a community? That's where Community Development Managers like Michelle Mrzyglocki come in.

Community Development Managers are responsible for planting the seeds of community and nurturing them in the belief that one day, when construction is complete, the community will continue to grow and flourish. "People are busier and more transient these days, we seem to have less of that organic 'village feel' that we used to," says Michelle Mrzyglocki, Community Development Manager at several Frasers Property developments in WA. "So to have that sense of family and security within your community is really important." The involvement of these experts is most impactful in the early days of a development as the first waves of residents begin to move through the community. Meet-your-neighbour barbeques, block parties and large-scale community events are often the first opportunity for a Community Development Manager to connect with residents.

Port Coogee resident Trevor Dunn attended a meet-your-neighbours canapé event shortly after he moved into the development. "It gave us a chance to bond as a community and we all had one thing in common; we loved where we were living and building," says Trevor. As a long time Construction Manager, he also appreciated that the initiative was genuinely run for the benefit of the community. "They weren't overselling, it wasn't about that," Trevor explains. "It was about saying 'you guys are all going to live here together and we'd like you to meet each other.'" It wasn't long before residents were inspired to form their own community group and started to organise social events of their own. "There's a neighbourhood Facebook group which is great," says Trevor. "There's also First Friday, which is around 35 of us who all bring a dish of food and something to drink and get together on the First Friday of every month."

"We all had one thing in common; we loved where we were living and building."

Regardless of how well developers execute these early community building events, Karen Woo, Community Development Manager for Frasers Property in Victoria says that it's resident leaders like Trevor that can make or break a community. "I think the strongest communities are the ones that have strong leaders building momentum and bringing everyone along with them," says Karen. "If they aren't there then we run the risk of activities falling to the wayside once we leave." Whether it's Trevor and the Port Coogee Community Association's successful campaign to install a walking track from Port Coogee to Fremantle, or Jackie at Baldivis Park transforming her front yard into a fairy garden that delights her littlest neighbours, the power of these residents in creating strong community bonds is undeniable.

But potluck dinners and block parties might not be for everyone. For some residents, the value of a Community Development Manager lies in their connections to the broader community and their abilities to assist in addressing resident concerns. "The good thing about our developments is that they aren't gated. All of the activities and events are open to everybody, so people make the effort to come and participate," Karen explains. "It's really important to us that we actively listen and engage with the entire local community, not just those who purchased their home with us," says Michelle. "If we can arrive at a place of genuine understanding, we can work together to make changes that are beneficial for everyone."

Michelle maintains that the future of connected communities is bright. "Fundamentally, I think human beings want to feel connected in a meaningful way," she explains. "There was a period of time where new developments were quite deliberately more about the individual than the collective. But now there seems to be a big shift happening towards more human-centric design. People are out and connecting and I think there's a real hunger for that." *—*

It takes a village

*(or maybe just a
really nice park)*

Image Berwick Waters Grand Prix Park

What makes a community special?

Around the world, the countless cities and communities that capture the imagination have one thing in common: a great park at their centre. The concrete jungles of New York City and Beijing are two of the largest cities in the world; both anchored by glorious parks that offer locals a place where they can step away from the chaos of everyday life and take a moment to reconnect with the natural world around them. The importance of green space and its effect on our social, emotional, and physical wellbeing is why parks are an integral part of every Frasers Property masterplan.

To some, it might seem like a simple matter of laying some turf and planting a few trees, but when thoughtfully crafted and tailored to the needs of the community, these spaces have the power to inspire, build, and nurture community connections.

The things that make a park truly great are unique to each and every place, so let's take a look at some of the most interesting parks that Frasers Property Australia's communities have to offer.



Berwick Waters Grand Prix Park

Set within 50 hectares of wetlands, Berwick Waters, a community in Melbourne's Eastern Suburbs, works with its natural environment to provide residents with an openness and tranquillity that's becoming increasingly rare in suburban Australia.

At the heart of this community lies the Grand Prix Park. Completed in late 2018, the park features a unique racetrack for bikes, scooters and rollerblades, complete with a finish line and complemented by a flying fox and barbeque area.

The park acts as a centrepiece for an already vibrant community and attracts not just residents of Berwick Waters, but visitors from many of the surrounding suburbs. In an area that is increasingly popular with young families, the Grand Prix Park offers the perfect opportunity for parents to tire out their little ones and enjoy some gorgeous wetland views.

For more information on Berwick Waters, head to BerwickWaters.com.au

> Images **Berwick Waters Grand Prix Park Launch Event**



Brookhaven Haven Honey

Centrally located between Brisbane and the Gold Coast, Brookhaven was designed with openness and connection in mind, quickly becoming a community where one's backyard extends well beyond the fenceline.

For Brookhaven resident Ryan Cummings and his two young children, the development's open spaces have helped to encourage the formation of healthier habits.

"They pretty much live in the park – it has a BMX track, bike trails, a basketball court, and a few other cool things," says Ryan. "Now, they don't even look at the TV. It's been a complete lifestyle change for them, and definitely for the better."

And while Brookhaven's open spaces work to get residents out and about, the Frasers Property-run honey farm is bringing residents together. Located outside the Sales Centre, the farm consists of six thriving hives which produced around 60kg of honey last year, all of which went straight to the pantries of Brookhaven residents.

Frasers Property plans to completely hand over operation of the honey farm to residents in the future, allowing the community to take ownership of the farm as an ongoing sustainability and community building project.

For more information on Brookhaven, head to Brookhavenliving.com.au

> Top **Haven Honey**
> Middle **Haven Honey bees**
> Bottom **Cummings family, Brookhaven, QLD**



Baldivis Grove Community Garden

Located just 11km from Rockingham, Western Australia's Baldivis Grove is a family-oriented community with natural bushlands right outside the door.

The stunning natural environment of Baldivis Grove is noteworthy in itself, but the incredible community garden flourishing within the development is the real star of the show.

Spearheaded by a man affectionately nicknamed 'Gardening Joe' by fellow residents, the 450m² community garden is a hugely successful resident-run project supported by Frasers Property.

While membership of the garden comes with a small fee to cover the renting of a plot and general maintenance of the garden, the initiative has proved wildly popular with residents. So popular in fact that Joe has already asked for more land and garden space!

But the garden is more than just a place where residents can grow their own fruits and veggies to take home, it's a spot where neighbours can meet each other, connect over a common interest, share knowledge and resources, and build genuine relationships with one another.

"The garden is sort of like a beacon to the community," says Joe. "I've seen the community come alive."

For more information on Baldivis Grove, head to BaldivisGrove.com.au

> Top **Baldivis Community Garden**
> Middle **'Gardening Joe', Baldivis Community Garden**
> Bottom **Produce grown at Baldivis Community Garden**



FAIRWATER FOODIES COOKBOOK

RECIPES FROM OUR FAIRWATER RESIDENTS

Words **Ray Baksmati**, Development Director - Fairwater

There are few things in life that can bring people together
– or inspire as much pride and passion – the way food can.

When most of us consider sustainability, we tend to think about 'green' initiatives focused on energy and water conservation as well as waste reduction. While those things are inarguably important for a community's health and wellbeing, we also recognise that some of the greatest assets a place can have are the people who live there.

Fostering social connection and creating healthy communities is pretty fundamental to the Frasers Property approach, and we accomplish this by providing every new community with abundant outdoor space, access to free fitness classes, and a dedicated Community Development Manager to facilitate neighbourly interactions by bringing people together.

Which brings me to the Fairwater Foodies cookbook.

Sharing a meal with others is about more than just company. It's those moments where new friendships are formed, ways of thinking are challenged and minds expanded. It's that sense of achievement that comes from putting something delicious on the table that the family can't wait to devour! And so, at multicultural Sydney community Fairwater, we asked residents to submit their favourite recipes to compile a community cookbook – Fairwater Foodies.

Showcasing the diversity and good taste of close-knit neighbours, Fairwater Foodies is full of the dishes that regularly bring their residents together at community events. Over the next two pages are a few of my favourite recipes for you to enjoy. I hope they inspire you to get together with your community soon and cook up a storm.



Moroccan Lamb Stew

"My cooking began with my move to Australia. Sydney, with its cosmopolitan heritage exposed me to countless cuisines and amazing produce, and inspired me to experiment with food while meeting a diverse set of people. This dish is inspired by a lamb tagine introduced to me by a French-Moroccan friend and is now my version of it!" - Nima Banga

Ingredients

1.3kg boned lamb shoulder cut
1 tablespoon ground cumin
1 teaspoon fennel seeds
½ teaspoon paprika
½ teaspoon black pepper
½ teaspoon ground cinnamon
Salt to taste, oil as needed
1 large onion
1 teaspoon ginger garlic paste
1 400g can tomatoes
1 tablespoon grated ginger
1 large carrot, chopped
1 large potato, chopped
1 tablespoon lemon zest
1 400g can chickpeas
2-3 cups chicken broth
Coriander to garnish

Method

1. Coat lamb with cumin, fennel seeds, paprika, black pepper, cinnamon and salt.
2. Heat two tablespoons of oil in a heavy pan and seal the lamb on a medium-high heat, turning occasionally. Set aside the lamb once it has browned.
3. Add oil to the same pan. Then add onion and sauté until translucent.
4. Add ginger garlic paste, fresh grated ginger, tomatoes. Let simmer for 5-10 minutes.
5. Add carrot, potato, lemon zest, chickpeas and chicken broth, then add the lamb back in and bring to the boil.
6. Slow cook for 1 hour in the pressure cooker.
7. Garnish with coriander to serve alongside couscous flavoured with almonds, sultanas, mint & lemon.



**"MOST
AWESOME
DISH"**

As named by the
Fairwater
community



Shandong Beef

"This is a one pot wonder! And of course, it is delicious."
- Nicole Yee

Ingredients

1kg beef (silverside or shank)
1 bunch coriander, chopped
1 clove garlic, chopped
Olive oil
Vinegar
Sugar
Bird's eye chilli
Soy sauce
Sesame oil
*Olive oil, vinegar, sugar, birds eye chilli, soy sauce and sesame oil to taste

Method

1. Boil the beef on the smallest element in a large pot. A 1kg shank will usually take 45 minutes to an hour. Meat is ready when you can poke through it.
2. Once it's done, let it cool off (or cool it in the fridge). Leave for at least three hours. Do not touch the meat or slice it while it's still hot.
3. Combine remaining ingredients in a large bowl, add meat and marinate in the fridge for another 3 hours.

Tips

- Reserve the beef stock and use it for soup.
- Keep the marinade from the beef, combine with vegetables & vermicelli noodles to make a salad.



Vadapau (Indian Burger)

"I love to cook and for me cooking is my passion; that passion is on display with this recipe." - Dhara Shah

Ingredients

For Vada (patty):

2 medium or large sized potatoes, grated
1 tablespoon chopped leaves, coriander
2-3 chillies
1/2 teaspoon ginger
1/8 teaspoon turmeric powder
Salt as required

For batter:

1 to 1 ¼ cup chickpea/gram flour
1 teaspoon red chilli powder
1/8 teaspoon turmeric powder
Salt as required
Water as required – to make batter smooth

Oil for deep frying
4 burger buns

Method

1. Mix all the Vada/patty ingredients into a bowl. Divide into equal portions and shape into patties.
2. Combine all batter ingredients in a bowl.
3. Dip each patty into batter and fry in the oil.
4. Once cooked, serve on a burger bun with tomato sauce.



How to be a better neighbour



Let's face it, most of us are guilty of being standoffish neighbours from time to time. But getting to know your neighbours can offer more than just a person to feed your cat when you go on holidays. It's an opportunity to form a real human connection that can significantly improve your mental and emotional wellbeing. So where do you begin? Here are a few ways that you can start to form connections and become a better neighbour.

1. Open yourself to connection

Sometimes the last thing that any of us want to do after a long day at work is talk to someone that we don't have to. But here's a challenge for you: the next time you're headed out to your car or taking the dog for an evening walk, leave the earphones at home, keep your eyes up and be willing to interact with the people you see. You'd be surprised how easy it is to strike up a conversation if others can see that you're receptive to interaction.

2. When life gives you lemons, take some next-door

Sharing resources is a great way to break the ice with neighbours, and can often bring fruitful returns. If you have a fruit-bearing tree or vegetable garden, it's a great idea to offer some of your overflows to neighbours. The gesture will never go unappreciated and if you're lucky, they might have some fruit or veggies to share as well!

3. Smile

This one might seem obvious, but the power of a smile cannot be understated. Making a conscious effort to offer a smile to those you pass on the street will make you appear far more approachable and friendly, and will likely result in more of your neighbours feeling comfortable enough to introduce themselves.

4. Organise a social event

Consider inviting your neighbours to a casual gathering at your home or a nearby park. This might seem daunting, but you'd be surprised how many of your neighbours have considered doing the same thing yet haven't been brave enough to make the first move. Ask everyone to bring a plate to share, keep it casual, and don't be discouraged by a small turnout. Connecting with just one neighbour can make a world of difference in both your lives.

5. Ask for and offer help

Most of us struggle to ask for - or offer - help when it's needed. Helping others makes us feel needed and accomplished, and it's a great way to create connection. If you're struggling to move a piece of furniture, ask your neighbour if they'd mind lending a hand. And if you find out your neighbour is leaving town, offer to collect their mail or water their plants. Both parties benefit from an extra pair of hands, and you'll have plenty of time to get to know each other while you work.

Living & loving where you work

Many are quick to warn against blurring the lines between one's private and professional life by working where you live. Perhaps they prefer to avoid running into their co-workers after hours, or maybe they're just not fond of the neighbourhood they work in. But when co-workers are family, and the neighbourhood you work in is reminiscent of the communities of yesteryear - where children rode their bikes in quiet leafy streets and dropping by a neighbour's place for a cup of coffee required no invitation - it's not all that bad. In fact, for these business owners, working just a stone's throw from home has transformed the 9-to-5 schlep into a delightful balance of work and home life.

Image Olivia, Jamie & Patrick McCrea, Cova, QLD

Olivia &
Jamie McCrea

It's been more than five years since Olivia and Jamie McCrea traded their respective careers in real estate and plumbing for days spent driving up and down the Gold Coast in search of the perfect place to build their first and – hopefully – forever home. Their moment finally came after six months of searching when they stumbled upon Cova, at the time a relatively new Frasers Property community on idyllic Hope Island, QLD.

For the young couple, picking the perfect spot was about more than just finding the best price or the smartest investment; it was about putting down roots somewhere where they would be proud to raise their future family. “We really saw the vision of it,” says Olivia. “We were moving up and we knew no one here, so we really needed to have that community support behind us.”

Since opening in October 2018,
The Neighbours café has become a
Cova institution.

In late 2018, the couple fulfilled a long-standing dream when they opened The Neighbours café onsite at Cova. “My family has always been in the food industry, so we knew we definitely wanted to open something one day,” says Olivia, “But it was really our street community that crystallised things. We would have barbeques out the front and everyone would bring their chairs, and we would always say, ‘how nice would it be to do this on a bigger scale?’ That’s how the name came about - The Neighbours.”



^ Cova, QLD



^ Olivia, Jamie & Patrick McCrea, Cova, QLD

Since opening in October 2018, The Neighbours café has become a Cova institution, providing local residents with far more than their morning caffeine fix. “We’ve found that people are meeting through the café,” says Olivia. “A lot of the people who are now moving into the new townhomes are coming from interstate and they don’t know anyone, just by a conversation they’re now starting to make friends. The earlier Cova residents also use the café as their Saturday catch up. They just know that at 7:30am every Saturday or Sunday they’ll all be there.”

With one-year-old son and official café mascot Patrick in tow, the value of being able to see the roof of your home from the place that you work has never been more apparent. And the achievement of owning both a home and a business at such a young age is certainly not lost on the couple. “It’s surreal really, I think we still pinch ourselves,” says Olivia. “We’re living the dream right now, there’s nothing that we wanted to achieve that we haven’t. There’s lots of little exciting things up our sleeves that we want to do, but I’d be quite content doing this forever.”

“It’s like a dream, we’re just two
minutes’ drive away.”

Rashi &
Divyang Dhagat

For Rashi and Divyang Dhagat, the owners of Little Growling Café at The Grove, a Frasers Property community in Tarneit, VIC, closing the gap between work and home has created a new closeness in their relationship. Just a few weeks after opening the café in late 2018, the couple quickly realised that they couldn’t sustain their daily three-hour commute from their rental property in Epping. They immediately began searching for a property close by and within a few weeks, they were Tarneit locals.

“It’s like a dream, we’re just two minutes’ drive away,” says Divyang. “I can go back home for breakfast or lunch whenever I want to. It’s like getting my life back.” The move also afforded the couple enough energy to extend their trade to seven days a week. “The café was previously closed on Mondays but because we are so close, we have the energy to work harder and are able to keep it open longer.”

And while some couples shudder at the thought of turning their life partner into their business partner, Rashi and Divyang love being able to spend more time together. “Normally if you work on weekends or evenings then you have different hours to your partner, but here we’re together all day,” says Divyang. “We’re a team.”



^ Divyang, Rashi & Venu, The Grove, VIC

“People love to support locals.”



^ Ryan & Kelly Mauricio, Port Coogee, WA

Ryan &
Kelly Mauricio

There are few people who know WA’s idyllic Port Coogee better than Ryan Mauricio. After spending several years with his parents in their Port Coogee home, Ryan decided to purchase not one, but two properties within the development, and together with wife Kelly recently opened CRU Health and Juice Bar. “Having lived here for a few years, I was able to notice the need for something a little bit different,” says Ryan. “I felt it was important to get in early so that as the area grows, the business can grow with it.”

As first-time business owners, Ryan and Kelly are grateful for the outpouring of community support they have received in their first days of trade. “People love to support locals. We had lots of people come in and say congratulations when we opened,” says Ryan. “We had lots of neighbours from our street show up. They feel more like friends and family than neighbours.”

It’s still early days for CRU, but Ryan and Kelly are looking forward to the future. “Kelly and I would love to have kids someday, so this is our family home,” says Ryan. “Once we have kids it’ll be great because we can just walk to the beach and the shops. And having the juice bar around the corner is so easy. We don’t even have to jump in the car really, we can just walk down or even hop on the bike. I’ve seen a lot of growth in the community and there’s a lot more to go, so I can’t wait to see how it will look in 10 years’ time.”

Shell Cove: 30 years in the making

To visit the South Coast town of Shellharbour and nearby Waterfront Town Centre today is to experience a diverse and active community, buzzing with anticipation of the future marina. But getting to this point hasn't been easy. In fact, it's taken more than 30 years of hard work to get here.

Feasibility studies from the '70s and '80s had determined the Illawarra region an ideal place for a boat harbour and marina, and it was felt that this would stimulate leisure tourism and economic development, not to mention enhance liveability and amenity for locals. And so began the largest public / private joint venture between local government and a property developer in Australia. The project, jointly developed by Shellharbour City Council and Frasers Property Australia, was christened Shell Cove.

Today, Shell Cove is a local success story. Approximately three-quarters of those who have bought property at Shell Cove and 85% of those working on the project hail from the local community, while the shops, cafés, and businesses in the Town Centre are staffed with people from the area.

At the heart of Shell Cove's final stages of development is the newly opened Town Centre which, along with the highly anticipated future marina, will well and truly put the Shellharbour region on the map. Boasting a Woolworths supermarket and BWS, bakery, ice-creamery, dentist, barber, cafés and a restaurant, the Town Centre has quickly become the heart of Shell Cove. Additional shopping, harbourside dining, a boutique hotel, community centre and library, boardwalks, parks, play areas and a foreshore kids' beach will round out the precinct once completed, making Shell Cove much more than just a great place to live and work, but a destination in its own right.

Of course, a development as large and long-term as Shell Cove comes with multiple stakeholders and its fair share of complexities. So how did the company in charge of managing a project of this scale balance the goals of a local Council with a vision of bringing economic development to the area with the needs of a proud and passionate local community motivated to preserving the character of their beloved Illawarra region? —>

< Resident surfer, Shell Cove, NSW

Flexibility

Any project that spans decades is going to have to be flexible with changing circumstances. As Development Director Glenn Colquhoun puts it: “Things change. People change, the market changes, best practice changes. You have to build in flexibility, so you can continue to deliver something that’s attractive over the long-term.”

Case in point is housing affordability. Increasing land and infrastructure costs as well as a rapidly growing population has put pressure on people’s ability to buy a home. In response, the quarter acre block of yesteryear has given way to a mix of densities that provide room for a range of buyer types to access the Great Australian Dream. The introduction of smaller-footprint typologies like townhomes and apartments at Shell Cove has broadened the development’s appeal, while addressing the changing way we live today.

This has in turn created a need to rethink the way private and public domain work. Apartment dwelling is more attractive if you have high quality outdoor amenity to escape to – and so Shell Cove’s Waterfront precinct has been meticulously designed to provide a level of outdoor amenity that would be the envy of any capital city in the country. This itself has been a work in progress, with the details refined as the development edged closer to the water. Experts in architecture and urban planning brought in to design the precinct within recent years identified several opportunities to improve public domain outcomes. This included moving the Town Centre closer to the water’s edge so as to provide more points of access, including the harbourside tavern and eateries, kids’ beach, and floating platforms.



^ Bottom of the Harbour event at The Waterfront, Shell Cove, NSW



^ The Sails Apartments

Concrete and steel are not enough

Even taking into account the need for flexibility, long-term success depends on one vital ingredient: community. Glenn Colquhoun explains that it’s not enough to build parks, shops, roads and houses – even deliver a world-class marina: “Those things are incredibly important, but human connection is what truly makes a community.”

Every new Frasers Property community in Australia has a dedicated Community Development Manager to facilitate neighbourly interactions by bringing people together. In addition to regular live entertainment within the Town Centre, over 20 community events and 30 classes and workshops have been held at The Waterfront, Shell Cove within the last 18 months alone, including a recent outdoor cinema that attracted over 1,000 locals, and the momentum is only building as construction continues to progress.



^ Family Fun Day at The Waterfront, Shell Cove, NSW

For many, after 30 years of anticipation, the vision for the new Shell Cove finally came to life at the community’s Bottom of the Harbour event in February 2018. The event gave more than 10,000 attendees a once-in-a-lifetime opportunity to walk the bottom of The Waterfront’s boat harbour before it is filled with water. Local residents, Council and media were all present to celebrate the historic event, which marked an important milestone in the mammoth construction timeline of the development.

Long-time resident Bill Miller, who was Shellharbour Chief Town Planner back when the Shell Cove project was first proposed to Council, attended the Bottom of the Harbour event and is impressed by the progress. “The harbour has been a long time coming,” says Bill, “but in my mind it has now been confirmed as having a true ‘sense of place’. I’ve been associated with Shell Cove from day one, and I am pleased to say it’s turned out to be of great significance to the whole Shellharbour City area.”

e

Shell Cove

- Future marina will offer pontoon berthing for approximately 270 vessels
- Once complete the Town Centre will boast a supermarket, fresh food markets and cafes
- Close proximity to both Shellharbour South Beach and Killalea Beach
- Extensive network of cycleways and walking tracks
- Planned harbourside park and adventure playground
- 1 hour from Sydney’s Southern Suburbs
- Close proximity to local pre-schools, primary and high schools and tertiary education providers

> Elyse Ainsworth in action

Sisters set their sights on

Olympic success

It's smooth sailing for Port Coogee sisters Jacinta and Elyse Ainsworth as they kick their training into high gear leading up to the Tokyo 2020 Olympic Games. Before the family's relocation to Port Coogee, WA, in 2014, mum Diane regularly drove more than an hour to get the girls to training, but now with the Fremantle Sailing Club just a few minutes away, the girls are able to spend less time in the car and more time on the water.



▲ Elyse and Jacinta Ainsworth, Port Coogee, WA



Jacinta and Elyse Ainsworth caught the sailing bug before they had even entered their teenage years. Dad Richard had originally wanted the girls to give him a hand skippering the family catamaran, but fate had other plans. The sisters attended their first World Championships just a few years later and soon set aside their budding careers in basketball and track and field, quickly becoming well-known in both the Australian and international sailing scenes.

"When we lived in Noosa they would go to the Royal Yacht Squadron every weekend which was a two-hour drive, and then stay overnight until the weekend was finished before driving back to Noosa," says mum Diane. After Richard was relocated to Perth for work, the family knew that they needed to be by the water, and after an extensive search of the area around Fremantle Sailing Club they found Port Coogee. "Once we went into the

community it was a no-brainer really," says Diane, "we just knew that it ticked all the boxes."

With Tokyo now in sight, the girls have put their university studies on hold to focus on their Olympic campaign, which kicks off with a two-month stint in Europe followed by eight weeks in Tokyo competing against international sailing's best and brightest athletes. "They have to race against the best people in the world or they're not going to get better," says Diane. "It's intense, they train really hard. Luckily they're very self-motivated and know that if they don't work, the results won't come."

And when the girls are home, there's no time for relaxing. Olympic preparation has become a full-time job, both girls now spending up to 40 hours a week training and 4-5 days on the water. In the rare moments of free time, the Ainsworth family jumps at the chance to enjoy a

walk along Coogee Beach or brush up on their stand-up paddle boarding skills. "The girls don't get home until late at night and my husband isn't always home either if he's on shift, so it can be comings and goings of ships in the night at times," says Diane. "But we do spend a lot of quality time together when we can."

The move to Perth was never part of the Ainsworth family's plan, but then again, neither was having two daughters vying for Olympic success. But almost five years down the track, Diane Ainsworth couldn't be happier, "This is home. Richard and I are waiting for the new units to be built so we can kick the kids out and buy a penthouse on the water," she laughs. "It would be a nice dream. Our neighbours and I are going to fight for one."

—

STYLE TIPS

for overlooked and underdone spaces



It's all in the detail

Finding the right home can involve making lots of stressful decisions, but once you've found it there are plenty of fun choices to make when it comes to design and décor. It's the 'knowing where to start' that can be a little daunting. That's why we asked internationally renowned interior stylist Louise Paterson to share some of her best tips and tricks for creating sensational spaces.



Bedroom

Don't go overboard with decorative cushions, just pick one or two that you really like.



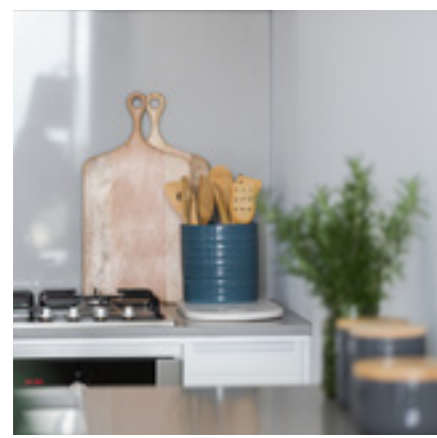
Coffee table

Treat your coffee table as a movable piece of art. Refresh it regularly with a few small styling pieces, but keep them to one third of the space!



Art wall

When creating an art wall, choose one cohesive factor; either a group of identical frames or a consistent theme across all pieces of art.



Kitchen

Free up bench space and add interest by sitting chopping boards upright and keeping utensils in tall vessels.



Study nook

Use greenery to add oxygen and life to your workspaces.



General tips

Mix designer and inexpensive pieces to individualise your look.

Use uniform baskets to keep kids toys out of sight without compromising on style.

Never cover every single surface. Work with positive and negative spaces to create an interesting journey for the eye.



a city for all seasons

If you're looking for your next travel adventure but are unsure what time of year is best to go, Osaka could be the city for you. Simply breathtaking no matter the season, Osaka thrills the senses and delights the mind.

Images Getty Images



Winter

While northern cities like Sapporo are renowned for their winter beauty, the biting cold can be a turn-off for some travellers. Osaka on the other hand, is temperate year-round. With average winter temperatures between 2-12°C, the climate is more like Launceston than Lapland, making it reasonably comfortable to get out and explore. The Festival of Lights is a major winter attraction starting in late November and running through to early January, while the Ebisu Festival from 9-11 January lights up the city with colourful lanterns as people take to the streets to welcome peace and prosperity for another year.



Spring

While Osaka is uniquely a city for all seasons, its most popular season is undeniably spring and it's easy to see why – cherry blossoms. These beautiful trees are synonymous with Japan and are the emblem of the nation. Their appearance coincides with hordes of local and international tourists hoping for that perfect Insta-snap of one of nature's gorgeous wonders and ensuring spring is Japan's busiest season. Yet Osaka stands tall above other locales as one of the best spots in the country to see these beautiful blooms. Recommended locations include Osaka Castle and Nishinomaru Garden, as well as Himeji Castle just a short train trip out of the city. Spring has much to offer aside from cherry blossoms, including the world-renowned Golden Week which takes place in April and May.



Summer

Summer is another busy month in Osaka, with beautiful sub-tropical temperatures and an abundance of festivals. While theme parks and popular attractions may seem the way to go in an Osaka-summer, school holiday crowds can make these places more trouble than they're worth. For those that like things at a slightly less-frenzied pace, we recommend taking in summer culture and cuisine while visiting any number of Osaka's beautiful gardens and beaches. Summer here is more about the relaxed vibe than any individual location, so take your time and enjoy the lantern festivals, firework displays, and perhaps even a game of baseball – the country's sporting obsession.



Autumn

Ah, Autumn. The most overlooked season in Osaka. Autumn is beautiful, vibrant, and (perhaps most importantly) a lot less busy than other seasons. Those that make time in autumn for leaf-peeping won't be disappointed. Waiting to be discovered is a riot of colour as Japan's foliage turns some of the most breathtaking shades of red and orange you'll see anywhere in the world. This season is also perfect for visiting great tourist destinations like Universal Studios, one of Osaka's most visited locations.

Where to go	Osaka, Japan
When to go	Anytime
Where to stay	Frasers Residence Nankai, Osaka. A tranquil oasis in one of Japan's most exciting cities.
URL	Osaka.FrasersHospitality.com

Frasers' people talk Frasers' property

VIEW from the INSIDE



Image Discovery Point, NSW

Buying property is an emotional investment as much as a financial one. After years saving and sacrificing and dreaming of the moment it would all be worth it, handing over a five or six-figure deposit to a stranger can be a pretty daunting prospect. Being able to trust the people you're dealing with is crucial.

Since 1924, Australians have been trusting Frasers Property with their dreams. Among them are a number of Frasers Property employees who have chosen to bridge the gap between professional and personal by purchasing in a Frasers Property community.

For more details visit
www.FrasersProperty.com.au/Prosperity



Minje Eom,
Applications Development
Manager, Frasers
Property Australia

Applications Development Manager, Minje Eom has more than ten years of experience with Frasers Property as both an employee and a home-owner. Drawn to the development by its amenities and the growth potential of the suburb, Minje and his wife purchased a two-bedroom apartment in Clemton Park Village, Campsie NSW in 2012. Beyond the development's location and masterplan, Minje's experience with Frasers Property in his work life was one of the key reasons he chose one of their communities to invest in.

"Over the decade that I've been here I've developed a lot of trust in the people and the organisation," says Minje. "I like the company, not just as an institution, but the company culture and the people as well."

"The other major reason was property quality. I work in IT but I still work closely with the residential team, and I know that they're extremely conscious about the quality of the project delivered to the market. Knowing that, it was quite an easy decision."

A few years later the couple purchased their second investment apartment, this time at Reside Carlton, an inner-city development in Melbourne's North. "We already owned properties in Sydney, so we wanted to diversify our investment in different states," says Minje. "Carlton is next to Melbourne University, and even in a downturn or when the economic situation is not good, I think education will always thrive."

Having previously purchased with Frasers Property, the couple were eligible for a 2% discount on their purchase at Reside Carlton through the Prosperity Care and Rewards program. A first for an Australian property developer, Prosperity offers its members ongoing support and valuable benefits including

a \$2,000 referral bonus, priority access to new releases, discounts of up to 3% on future purchases, and the ability to share their exclusive access and discounts with family members.

As part of Frasers Property Australia's commitment to honesty and transparency, its staff don't get special treatment or access to Prosperity benefits until they are a customer. Just like any other purchaser, their path to home ownership is one of saving, searching and negotiating, complete with all the typical road blocks.

"I definitely would have considered buying with Frasers Property even if I didn't work here," Minje asserts. "When I go out and talk to people who know about Frasers, their overall feedback is that it's a trustworthy company delivering good projects and good properties. The accessibility is definitely there but I don't think working at Frasers Property has had that much of an impact on our investing mindset. It's much more about quality."



Sumeer Shoree,
General Manager
of IT, Frasers
Property Australia

In 2017, Sumeer Shoree, General Manager of IT also took the plunge and purchased his first Frasers Property investment at Discovery Point in Southern Sydney's Wolli Creek. With an investment ethos centred on stable, long-term growth rather than short-term capital gains, minimal risk and high build quality were top of mind.

"We had a certain budget and our risk capacity was not too high, so we wanted to make sure that whatever we bought would get us tenants," says Sumeer. "The amenities were a huge plus, with all of the surrounding parklands and being so close to the station. Our tenants are still happy more than one and a half years later, so I really can't fault the place."

For Sumeer, the decision to buy with Frasers Property came down to one thing: trust. "Trusting a developer to get it right by you is a hard ask," Sumeer admits. "But I know that we do a good job, and our heart is in the right place in wanting to do right by our customers. Of course we have commercial priorities and we're making money, but we stand true to our commitments. We're realistic about what we set out to achieve and we make that happen. It's just natural that there's a confidence that the products will be good as well."

They say that if you knew how the sausage gets made, you'd never eat one. But in Sumeer and Minje's case, having the inside story on Frasers Property's commitment to quality and customer experience has been central to their decision to trust their employer with their home ownership dreams. "It makes me proud to say that I live in a Frasers community and work in the Frasers business," says Minje. "I don't think there's any greater endorsement than that."



Winter/Spring

What's new from Frasers Property



Ed.Square

Inspired by the place where dreams are made, Ed.Square is set to bring New York-style living to the heart of Edmondson Park in Sydney's booming South West. Ed's expertly crafted masterplan will offer its residents downtown city convenience, with diverse dining options, an Eat Street, shopping and entertainment precinct, playgrounds and parklands, and transport options, all within walking distance of their homes. With designs ranging from big city townhomes to chic modern apartments and prices starting at under \$500,000, there's something for everyone at Ed. Ed.Square offers buyers the chance to secure the convenience and style of inner-city living, without breaking the bank.

Burwood Brickworks

A former brickworks site in Melbourne's Eastern Suburbs is being transformed into one of Australia's most sustainable communities. The highly-anticipated 6-Star Green Star community at

Burwood Brickworks will include 700 homes and a retail precinct on track to become the most sustainable shopping centre in the world. Every aspect of the precinct's design and layout has been approached with a commitment to the highest level of connectivity, integration and innovation, resulting in a masterplan which will benefit the precinct's residents, surrounding community and the environment.

Carina

A newly acquired 5.4-hectare site in South-East Brisbane is set to pioneer a new approach to townhome living, where home extends well beyond the front door. Carina will include 20 land lots and 173 terrace homes and townhouses, as well as community amenities and more than 11,000m² of open space. The ambitious development offers residents the perfect balance between private retreat and communal connectivity, setting a new standard for townhome living.

The Grove

The Grove was acquired by Frasers Property in December 2018. This idyllic community in Melbourne's fast-growing Western Corridor will be home to more than 2,600 families once complete, with many already happily settled. Frasers Property will deliver the masterplan set in place by the previous developer, which on completion will include a Town Centre retail precinct, proposed primary and secondary schools, a neighbourhood activity centre, sporting oval, community facilities, and a series of cycle paths connecting parklands and waterways with the wider neighbourhood.

^ A vision for Ed.Square's future Town Centre



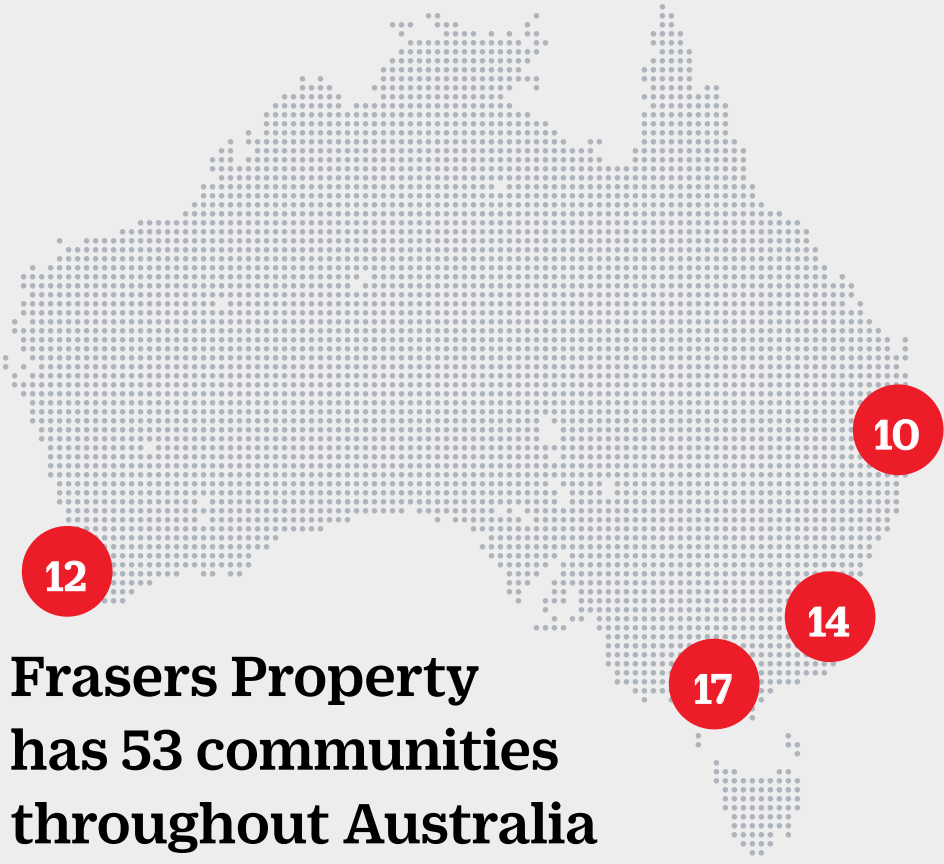
^ Burwood Brickworks, VIC



^ Mambourin, VIC



^ Ed.Square's Eat Street, NSW



Frasers Property has 53 communities throughout Australia

Now selling

WA	VIC	NSW	QLD
» Baldivis Grove	» Berwick Waters	» Central Park	» Brookhaven
» Baldivis Parks	» Burwood Brickworks	» Centrale	» Cova
» Cockburn Living	» Encompass Carlton	» Ed.Square	» Hamilton Reach
» Frasers Landing	» Found Carlton	» Fairwater	» Yungaba
» Port Coogee	» The Grove	» Putney Hill	
» Queens Riverside	» Life, Point Cook	» Shell Cove	
	» Mambourin	» Tailor's Walk	
	» Parkside Parkville		
	» Valley Park		
	» Wallara Waters		

Recently completed

WA	VIC	NSW	QLD
» Aspect Bronte	» APT Carlton	» Clemton Park Village	» Coorparoo Square
» Aspect Wellington	» Avondale	» Discovery Point	» Ivadale Lakes
» Baldivis Central	» Callaway Park	» East Central	» Montego Residences
» Luxe	» Casiana Grove	» The Gallery	» Soito
» Metro	» Greenvale Gardens	» Greenhills Beach	» The Rise
	» The Range	» Pavilions	» The Springs
	» Sunbury Fields	» The Ponds	



*Places with a strong sense of identity and
community will always be desirable to live in.*



Rod Fehring, CEO,
Frasers Property Australia

Live proud.

Find out more
Liveproud.com.au

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