

## Turnkey packages prove popular with homebuyers

When Satterley and Far East Organization launched St Helena Place in February last year the response from buyers was nothing short of phenomenal. The first 32 homes were sold out in just nine weeks and a further 15 homes released in April 2022 were snapped up just as quick.

While Melbourne's property market has come off the highs of 2022, interest in St Helena Place remains strong with buyers eagerly waiting further stage releases.



St Helena Place Sales Professional, Lauris Jones

Lauris Jones, Sales Professional for St Helena Place said the combination of enthusiasm from homebuyers, a unique buying opportunity and the high rate of owner occupiers really sets the estate apart.

"The way homebuyers embraced the estate far exceeded our most optimistic expectations. The first

stage, which was expected to sell across the year, sold out in the first few months."

"After 15 years of selling off the plan projects, I have never experienced such a high percentage of owner occupiers purchasing in a project, nor enjoyed working on a project as much as St Helena Place."

"It's a real privilege to be able to share the purchaser journey and the relationships of trust created with our customers."

When asked about what potential buyers can expect when the walk into the sales office Lauris doesn't hesitate.

"A warm welcome, personalised service and being able to take as much time as required to review all the information. There is never any sales push, the focus is on matching

their requirements for their new home and ensuring they can make an informed and confident decision to purchase, while making it as stress free and enjoyable as possible."

The sales office includes a full-scale kitchen and bathroom as well as a virtual display of the project, house plans, facades, brochures and three sample colour boards to select from.

"Selection of upgrades is an easy tick box process, selected from a comprehensive, pre-approved, pre-costed list, so the total package price is clear and straightforward.

The whole intention behind this was designed to make it stress-free and easy as possible for the purchaser. And it's working."

Lauris said St Helena Place's purchase procedure is unique in that a house and land package can be purchased as a fixed price, turnkey package with a 10 per cent deposit and no further payments are required until settlement of the home.

In regards to current opportunities, Lauris gave a good push towards the remaining few premium homes on the wetlands in Stage 2b.

"These are a unique and never to be repeated opportunity. All homes are four-bedroom, double storey and three of them directly face the wetlands, in a quiet pocket, perfect for the discerning buyer."

For anyone interested in further stage releases, stay up to date by following St Helena Place's [Facebook page](#), or registering an interest via the [website](#).





## A warm welcome from our Development Manager



**Kat Klau**  
Development Manager

Hello everyone and welcome to St Helena Place's mid-year newsletter.

Since our last update where everything was below the ground, connecting services and bulk earthworks, I'm pleased to report we're now officially 'above the ground' which is incredibly exciting to witness.

The entire Satterley team and our contractors pulled out all stops in challenging conditions, (thanks largely to a very wet Melbourne last year), to finalise civil works of Stage 2a and meet our construction handover deadline to Metricon on February 6.

Since building commenced, Metricon, have made excellent progress, with the first group of houses almost at lockup, and in the next couple of months, all houses in Stage 2a will be under construction albeit at varying stages of progress.

As mentioned in our last update, the houses will be built in what's known as separable portions or groups. What that means is we don't start all houses at once. Instead, Metricon's building team will move through the stage they're completing construction in, working on groups of between five and ten homes at a time.

We expect the first group of 7 homes to be ready for settlement in February

/ March next year. The last grouping of houses in Stage 2a is expected to be completed by August.

In what can be described as a difficult building environment, Metricon are tracking well, in fact, they're ahead of their programme and we're delighted to be delivering on what we've sold.



### **Diamond Creek Road intersection and civil works**

The completed intersection on Diamond Creek Road was formally signed off by the Department of Transport and Planning (DoT) earlier

this month. The intersection is of course the entrance to St Helena Place and approval of works by DoT was a major milestone for the project.

With all of the civil works now complete in stage 2a, our team are focussed on audits and acceptances from key authorities ranging from water, electricity and council. Stage 2b civil works - bulk earthworks, services and roads are also underway.

Thanks and enjoy the newsletter.

**Kat Klau,**  
Senior Development Manager,  
St Helena Place



# Introducing the 4-bedroom, Bursaria

With four-bedrooms, 2.5 bathrooms and multiple living zones, the recently launched Bursaria is St Helena Place's largest house. Located in the premium wetlands area in Stage 2b, the house has a striking façade, featuring a balcony opening off the upstairs master bedroom.

The two-storey home includes separated lounge and dining zones in the open plan kitchen, which features a walk-in pantry. Downstairs you'll find a spacious leisure area right at the entry, as an additional living zone.

Upstairs features the master bedroom with a balcony, spacious walk through robe and ensuite. Beside the master bedroom is a second bedroom, perfect for a new family with young children or perfect for a home office.

Separating the other two bedrooms at the other end of the home is a large leisure or theatre room.

Since launching the house, the Bursaria has quickly become popular with families who love the size, floorplan and striking façade. There are two Bursaria homes available starting from \$1,299,000.

For more information please call Lauris Jones, Sales Professional on 0482 184 526.



## Federal Budget 2022/23: Key updates for home buyers

### Expanding the First Home Guarantee

In last May's Federal Budget, the Albanese government announced it will expand eligibility for several home buying schemes including the First Home Guarantee, the Family Home Guarantee and The Home Guarantee Scheme.

The First Home Guarantee (allowing eligible first home buyers to buy a home with a deposit as little as 5% without paying for Lenders Mortgage Insurance) is being broadened, beyond married couples, to allow any two people to purchase an eligible house. The change means friends, siblings, and other family members can undertake joint applicants starting from July 2023.

The extension to the First Home Guarantee has also been extended to buyers who have previously owned a home as long as their last ownership was at least 10 years ago.

The availability of all three guarantees is being expanded to include permanent residents in addition to Australian citizens.

The changes come into effect in July. To find out more and check eligibility visit the [National Housing Finance and Investment Corporation](#).





**Greenhills Primary School;**

## **the quiet achiever big on community**

**Tucked away in a quiet residential area between the suburbs of Greensborough and St Helena, Greenhills Primary School is at the very heart of the local community. The school has around 500 students P-6, the majority of them living so close that walking, riding and scooting to school is the norm and on weekends, you'll even catch kids playing on the school grounds.**

James Penson, Principal of Greenhills said the school enjoys a well-deserved reputation for education excellence and a wonderful community of parents and students.

"We work hard to foster a close relationship between the school, the parents and the wider community, and we encourage an 'open door' policy, where families are invited to actively participate in all aspects of school life."

James has ten years' experience as a school principal, five of those spent at Greenhills. A dedicated and dynamic principal who 'loves his job', James believes it's the students, teachers and parents that make the role of principal so rewarding.

"At Greenhills Primary we are really fortunate to have such a skilled and committed staff team which also includes Janine Hough and Brad Ryan our two awesome Assistant Principals."

"Our vision for students is to be connected, curious and open for challenge so that they can have a positive impact in the community."

"This vision is at the centre of everything we do and is built around the three core pillars of a love of reading, strong numeracy fluency and student agency."

When asked about Greenhills PS' location and the local environment, James said the school was fortunate to have great learning spaces on site and in the local area.

"We have just opened up a new natural play space we call "Curiosity Creek". This has a water pump, creek bed, bridges, a stage and two sandpits that allow our students to explore and play. We call this "greentime" as opposed to "screentime"!

"Students experience lots of local excursions and we also use local sporting facilities each week. We're also very excited to have a new gym under construction and once that has been completed, we will also be regenerating our grassed oval play space."

"Most importantly, we have a very passionate team of parents and students who are always working on ideas and projects to improve our school environment and link into sustainability and ways we can look after our planet."

For parents who are interested in enrolments, James said the best way to see the school in action is to join him on a tour of the school. Tours are held every Tuesday morning at 9.30am or by appointment. If Tuesday doesn't suit, [parents can email James directly](#) to organise a tour or ask questions.