

**AUSTRALIAN  
BUILDING  
TRENDS...**





“VELUX adds a whole  
**new feeling**  
to a home”

“Currently two out of three of our display homes have VELUX skylights installed. It’s quite interesting to note the reaction from the potential buyers. Generally they are very impressed, even stunned. Women love the appearance...some men are more into the remote control features.”

**Privacy and light**

“A home like this one would be a completely different home without VELUX. There is no other way we could achieve the same amount of light while maintaining total privacy.  
I believe skylights have a bright future around here where houses are getting larger while blocks are getting smaller. Privacy will be in high demand!”

ANGELA PENHALLOW, PBS BUILDING





## "The discerning buyer **loves VELUX**"

"Second home buyers – or first home buyers with a bit of money to spend – want something out of the ordinary. When they see the VELUX skylights in our display homes they are just amazed at how much extra space they create. The skylights basically open up the whole room...without compromising privacy. In this home, for instance, they are the one feature everybody likes and comments on."

### Unique quality

"We use well-known brands throughout the homes we build. We stick to Australian brands whenever possible but with skylights we make an exception. The VELUX brand has huge appeal...it's almost like a seal of quality."

I think it's important to be open to change and move with it. The use of skylights in Australian homes is a significant change about to happen."

DARREN GOODWIN, GRACIOUS LIVING CONSTRUCTIONS





“VELUX is the  
**first thing**  
people notice”

“We use VELUX skylights in almost all our display homes. People see them, fall in love with them... and many choose to go ahead with us. They are the stand out feature – the first thing people notice when they walk in. It's not only the extra light, they're an architectural feature that adds a lot to a home.”

“VELUX was one of the main reasons why we won the *Bathroom of the Year* award.

And look at this home – what would it be without skylights? Nothing beats standing in the kitchen looking at the clear skies above.”

**First VELUX...last century**

“We have been dealing with VELUX since 1990. The quality of the product and the back-up we receive is outstanding.”

**BORIS PLANINAC**, PAVILION HOMES  
Contract designer home builder

Almost half of the homes in one of  
Canberra's newest display villages have  
VELUX skylights installed. Meet 3 of  
the builders inside...and see why they  
think skylights have a bright future in  
Australian housing.

**VELUX®**

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