

HALLMARQ

Your Home + *Lifestyle*

NORTHERN BEACHES PROPERTY BUYER
AND LOCAL BUSINESS GUIDE

Local Property Update

What happened to
property prices in
2020?

2021 Predictions...

Our favourite local
business owners share
their forecasts for 2021

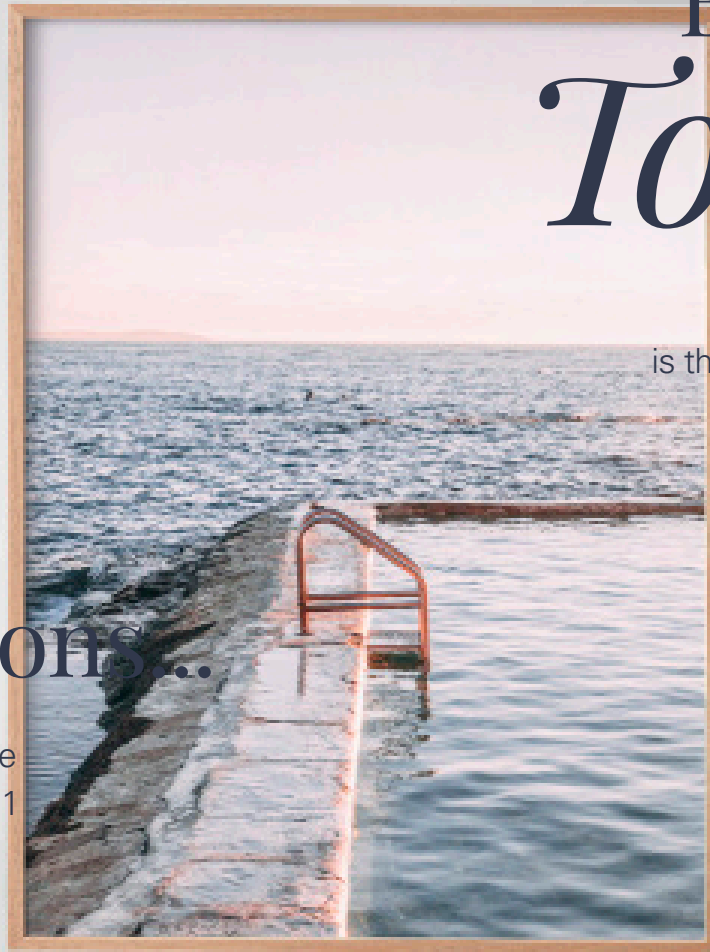
Northern Beaches

Top 5

Why getting outdoors
is the best on the beaches

Buyer's Edge

How to buy your dream
home this year



COVER IMAGE BY ERIN MASTERS
WWW.ERINMASTERS.COM

BROUGHT TO YOU BY HALLMARQ PROPERTY GROUP



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MORE THAN A PROPERTY MAGAZINE

Welcome back to Your Home. Your Lifestyle!

While it has a focus on property, this digital magazine also showcases a range of talented and hardworking Northern Beaches and North Shore business owners.

These days, you don't have to head to the Sydney CBD every morning to be a high achiever. The new wave of 'Lifestylepreneurs' in the city's surrounding areas work smart, not hard, to grow incredible small businesses and provide a great service while raising families and still finding time for their passions.

Our second edition has an exciting addition; our very first featured male business owner. We need to keep things balanced after all!

Welcome

HELLO AND WELCOME TO THE SECOND EDITION
OF YOUR HOME. YOUR LIFESTYLE.



In this edition, we'll bring you up to date on what's happening in the Northern Beaches property market and share some of the reasons why we love to holiday at home (as if we have much choice this year!).

You'll also hear again from new and previously featured Northern Beaches entrepreneurs and find out their predictions for 2021. From home office styling to premium 'staycations', our contributors have their fingers on the pulse. We have featured them as they are part of the Hallmarq 'family' and are our trusted suppliers and partners.

If you are a professional or have any interest in property on the Northern Beaches, you will find something interesting in the pages of this edition. The advice from our experts will help you prepare for 2021 in a number of ways.

After you've had a look through our publication, please reach out with any questions about owning your own slice of paradise on the Northern Beaches. I promptly return all calls and look forward to discussing your options.

Happy reading!

Rebecca Jane Hall

Insights For Investors

There is definitely good news for investors on the horizon. Hear from Hallmarq's recommended investment property manager Ashlea Merlo:

"Over the last months of 2020, The Property Collab experienced a drop in the number of properties available for lease locally. There has been an increase in tenant demand from people who are looking to relocate to an enhanced lifestyle location now that they have the opportunity to work from home.

Given the shortage in supply and increased demand, we have experienced 100% occupancy across our entire portfolio for some time and our team is able to lock in above-market rental returns. We see this continuing as we enter 2021, meaning it is a great time to consider an investment property purchase.

Historically, we have found that the New Year brings a refreshed focus and an opportunity for investors to review their investment properties. During the break, they take the time to ensure they are happy with the level of service from their property manager and ensure their greatest assets are performing at their peak.

Throughout March and April 2021 we will be offering all Your Home, Your Lifestyle readers an obligation-free health check on their investment to ensure they are making the most of it and minimising their exposure to risk.

If you would like to take up this opportunity we would love to connect with you."



ABOUT THE PROPERTY COLLAB

The Property Collab is revolutionising the experience of leasing and managing investment properties. This business sets the benchmark in their industry, with capped property to staff ratios at a third of the national average, landlords receiving their rental income the same day the tenant pays the rent and 24/7 transparency on their portfolio via their landlord app.

www.thepropertycollab.com.au

Outdoors on the Beaches

IS THERE REALLY ANY BETTER PLACE TO BE?

HERE ARE OUR FAVOURITE WARM WEATHER ACTIVITIES ON THE NORTHERN BEACHES.

— 01

MORNING SWIMS

Everybody loves the beach but locals know the best time to get in the water is before the crowds arrive.

Whether you're surfing at Manly or doing a few laps in a peaceful ocean bath, the hour just after dawn is the best time to easily nab an oceanside parking spot and soak up the serenity.

— 03

EXPLORING

There is always something new to discover on the Northern Beaches. Whether it's a hidden bush track, a best-kept secret playground or the best schnitzel you've never heard about (hello Austrian Club in French's Forest), our area is home to so many hidden delights.

Those long summer days (and nights) are a great time to head out and see what you can discover.

— 05

WATER SPORTS

You don't have to be a surfer to get out on the water. Paddleboarding, kayaking or simply lazing about on an inflatable pool toy in one of the Beaches' many calmer ocean bays are all highly recommended.

We are lucky to have a cross-section of beaches with a range of surf conditions that are suitable for daredevils as well as young families.

— 02

FISH 'N CHIPS

Nothing says summer nights like fish, calamari and hot chips on the beach, best enjoyed with greasy fingers and juicy wedges of lemon.

Our favourite fish 'n chip shops are always right across the road from the sand and never skimp on the chicken salt!

— 04

CHILLING AT 'THE OFFICE'

The patch of grass stretching east from Manly Wharf is a traditional gathering place for local families and friends that is referred to by locals as 'The Office'.

Say "see you there at six" and enjoy watching the world stroll by from your picnic blanket after you have had an evening swim. Wait until dusk and you may be able to spot a little penguin on the west side of Manly Wharf. Just remember to keep a safe distance.

**WANT TO ENJOY
THE OUTDOORS ON
SYDNEY'S NORTHERN
BEACHES? THE TIME
TO BUY IS NOW!**

Contact Hallmarq Property Group
to find out how we can help.

Visit www.hallmarq.com.au

Northern Beaches Property Update

DOWNTURN?

WHAT DOWNTURN?

In the early months of 2020, the headlines forecast plummeting property prices due to the COVID outbreak and had us all on tenterhooks.

However, the reality couldn't be further from the truth. Despite the global pandemic, many suburbs in Sydney saw price increases.

As recently reported by [smartpropertyinvestment.com.au](https://www.smartpropertyinvestment.com.au), "The new median price for a unit on the northern beaches is \$945,000 – up 10.5 per cent in 12 months and the seventh-highest unit increase nationwide."

The average resale profit for units, townhouses and houses on Sydney's Northern Beaches this year was reportedly \$585,000 and almost every seller in the area made a profit. Meanwhile, availability is dropping.

Part of the reason for properties in our beautiful area being fewer and further between is the COVID outbreak itself. With everyone working from home, commuting to the city five days a week became a distant memory. Work/life balance finally became a reality as many city-based workers made their dream of having a great job and living within walking distance from the beach come true.

BUYING ON THE BEACHES IN 2021

For property owners, the jump in demand for Northern Beaches property is great news. For buyers, unfortunately it can feel like yet another kick in the guts!

If you want to buy a home in 2021, one of the biggest challenges you face is getting access to properties ahead of the crowds. The real key to success isn't showing up with everyone else and placing an outrageous bid, it's getting in early and making a reasonable offer.

You can do this with a buyer's agent.

When you have an experienced professional on your side, you will hear about available properties before



they are advertised. You can work with your buyer's agent to quickly negotiate a sale that is a win/win for everyone.

The other benefit of having a buyer's agent is that you can skip all the crowded open homes. Just list your criteria and they will do the groundwork for you.

Finally, having a buyer's agent guarantees you anonymity. This can be very helpful if you are encountering the same real estate agents time and time again because you won't find yourself negotiating with someone who already knows your budget.

As more Australians return from overseas next year and people look to shift out of densely populated urban areas, demand is tipped to rise again in 2021. If you're in the market to make a purchase, having a buyer's agent is absolutely essential.

WORKING WITH US WILL SAVE YOU STRESS,
TIME AND MONEY. LEVERAGE OUR EXTENSIVE
INDUSTRY EXPERIENCE TO START OR CONTINUE
YOUR JOURNEY AS A HOMEOWNER TODAY.

The Forecast From Fairlight

FAIRLIGHT MAISON

When we're in Fairlight, we stay at Fairlight Maison. We caught up with owner JayJay to hear her predictions for 2021:

"Like most Airbnb properties around Australia, Fairlight Maison expects to see an increase and continuation of local travellers and tourists in 2021.

What was interesting for us was that COVID and the resulting lockdown created a boom of people creating handmade products to sell. Many booked our house for location photoshoots, which helped make up for the slowdown in international tourists.

A number of weddings had to be postponed in 2020 so we think 2021 will see a boom in these events, particularly as social distancing rules ease. We get a lot of brides booking our house for their wedding night so we expect to see a substantial increase in this sector.

Prior to 2020, 80% of our guests were from overseas but since COVID we now welcome only Australians. For 2021, we will be working on enticing local guests to come back and rebook a second or third stay. There will be a return guest discount plus a gorgeous gift bag for each visitor.

My partner and I are extremely optimistic about 2021. After all the social isolation and lockdown, we think there will be a huge boom in local tourism. We are excited for the new year!"



ABOUT FAIRLIGHT MAISON

Unwind at a historic 1860s sandstone home just off the beaten track of Sydney road. A harmonious blend of vintage and modern, this unique accommodation offers all the conveniences of contemporary living.

Search for 'Fairlight Maison' on Airbnb



Buyer's Beat



BROKER TIPS FOR 2021

Mortgage brokers keep a close eye on local property market activity as well as lending conditions. Our preferred broker is Equilibria Finance's Anthony Landahl. He shares his thoughts about what homebuyers can expect over the next 12 months:

"The Sydney and Northern Beaches property markets defied expectations to stay resilient in 2020. This was partly because of low rates, strong homebuyer demand and a low supply, which kept markets competitive during COVID.

This year, we have seen consumer confidence keep growing thanks to increased certainty around the economy. It is expected that competition for homes and apartments will remain strong, with first home

buyers keen to take advantage of low interest rates, families looking to upsize and investors who held off in 2020 making their move in 2021.

There won't be time to hesitate so anyone who is serious about buying will have to be finance ready. If you're looking to buy, it is important to know your market and be very clear on what you can afford and get a pre-approval in place.

Finally, 2021 is an excellent time for existing homeowners to review their loan, speak to their existing bank or work with a broker to reduce their interest rates. It's also a good idea to have a home valuation and investigate if you have the equity available to start expanding your property portfolio."



ABOUT ANTHONY LANDAHL

Finance that fits

As Owner of Equilibria Finance, Anthony provides mortgage and finance solutions and lending guidance for professionals and small business owners. Contact Anthony and mention Hallmarq.

www.equilibriafinance.com.au

Style Goes Digital in 2021

Did you know that having a personal stylist isn't just for the rich and famous?

Having someone help you figure out what really works for you can make a huge difference to your personal brand, not to mention your confidence.

Our fave stylist is Natalia Macri. Here's what she has in store for her clients in 2021:

"We take the safety of our customers seriously at Style And You so all our services are now available online. This means our consultations are COVID safe, which is the trend to continue this year.

We want our customers to stay stylish + stay safe!

In addition, we have launched a new series of Shopcast videos, with clickable shoppable links so you can purchase looks from the comfort of home.

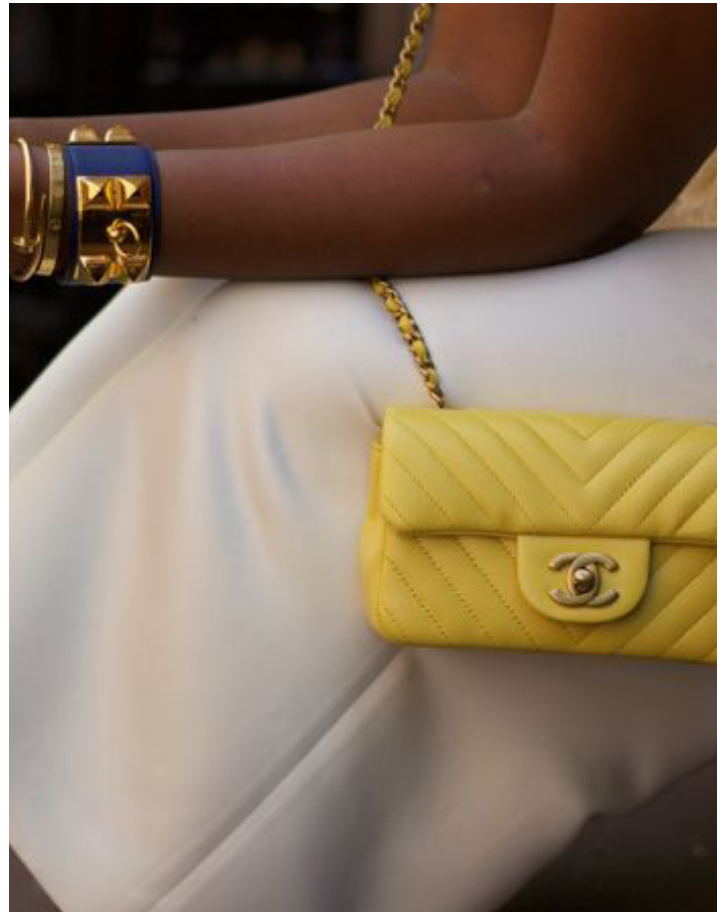
In terms of fashion, following the global economic shifts and weather changes, there is a growing market for seasonless items as consumers look to make the most out of each purchase.

ABOUT STYLE AND YOU

Personal Stylist, Fashion Stylist and Image Consultant Natalia Macri founded her personal styling agency because she loves helping people look and feel great in the clothes they wear.

Now living in Manly, Natalia built her credibility while working professionally with corporate and individual clients in Europe. As a Personal Stylist and Image Consultant, Natalia offers a range of services, from quick style makeovers to personal branding style packages.

Follow Style And You on Instagram @styleandyou.com.au_stylist to be the first to see the new Shopcast videos!



2021 PROJECTIONS

"Following the global economic changes and weather changes, there is a growing market for seasonless items as consumers look to make the most out of each purchase.

As always, we are committed to bringing our customers stylish, interchangeable and fashionable wear that lasts and can be recycled or reused through as many different seasons or styles as possible. We endeavour to continue this approach into 2021 and beyond."

Happy Homebuyers

THE STRATEGY FOR SUCCESS

Occupational Therapist Louise Dreyer, her partner and their children were looking forward to relocating from an inner Sydney suburb to the Northern Beaches.

However, there was very little housing stock on the market in the parts of Allambie and Allambie Heights that they had their hearts set on. And they kept getting outbid.

“Homes were selling within a day and we were missing out,” Louise explains.

In desperation, she knocked on a couple of doors in the area to try to figure out the best way forward. One local recommended Louise join the local Facebook group, which is how she ended up being referred to Hallmarq Property Group.

(continue next page)



Happy Homebuyers

"I called the number and Laura was just so lovely," says Louise, "She listened to everything I had to say and straight away shared some really helpful information about the area. I really appreciated that she made the time to chat even before we had signed on as clients."

Laura and Rebecca were quickly able to let Louise know about a five-bedroom home that the owner was looking to sell off-market. It was the ideal property but some tactics were required to secure it.

"Because we had already put offers in on several homes, the local real estate agents knew what our maximum was," Louise explained. "While this home was within our budget, we still wanted to secure it for a good price."

After negotiating on Louise's behalf over a period of a couple of days, Rebecca and Laura quickly put forth a best and final offer. "Rebecca called the agent and said let's get this over with," says Louise. It was a figure the homeowner was happy with and Louise and family soon had themselves a deal, even despite there being another very interested buyer.



PLAYING THE RIGHT CARDS

"There is no way we would have been able to buy our home without help," says Louise. "It made such a difference have an actual strategy and to have Rebecca working on our behalf."

"Rebecca even went the extra mile by driving out to us to pick up the cheque and deliver it to the agency. It was just phenomenal, Hallmarq was really great and so supportive."

Louise now has the ideal home, complete with office space so she can continue to operate her Occupational Therapy practice (she specialises in working with the deaf and hard of hearing community) from home.

"We are really looking forward to the lifestyle and being part of the community," says Louise, who will settle on her beautiful new home early in the new year.

"I'd recommend Hallmarq Property Group to anybody. They know about property and don't waste your time,"

- Louise Dreyer.

To find out more about Full Life OT, visit www.full-life-ot.com.



Follow us on Instagram!
@hallmarq.buyers.agents

Hot Tips for Property Buyers

THINK FAST FOR SUCCESS IN 2021

If you want to buy or invest in 2021, the forecast for price rises means that the earlier you can do it, the better. Here are some quick tips to help you be the winning bidder:

— 01

BE FINANCE READY

Talk to your mortgage broker and secure pre-approval so you can make early offers. Remember that this approval process can take a few weeks. Take action early in the home-buying process to secure the bank's acceptance of your loan application and you won't miss out on a property because you couldn't confirm access to funds.

On another note; with interest rates dropping even lower, you may be able to get an even better pre-approval deal. It's worth a quick phone call to your home loan adviser to find out.

— 02

HAVE A CLEAR WISHLIST

Whether you are working with a buyer's agent or not, you need to have a strong idea of what you are looking for.

Create a wishlist of 'must have', 'won't have' and 'should have' for your ideal home. Decide what you will compromise on, e.g. a backyard that's all on one level. Be clear on what is a deal-breaker for you, like not having an off-street parking space.

— 03

SPREAD THE WORD

Networking is never a dirty word when it comes to property.

Talk to real estate agents, local business owners and friends who are based in the area where you want to buy and don't be shy to let people know what you're looking for.

Form a good relationship with your buyer's agent and you may be able to hear about a property for sale ahead of the competition.

— 04

BE READY FOR ANYTHING

Often, a good deal on a home purchase will come with contract caveats. For example, the owner may want you to rent the property before you officially exchange contracts so they can relocate quickly without losing money. They could also be after an extended settlement period. You may find a home with healthy 'bones' but be offered it as is, so you have to remove some of the past owner's belongings yourself.

Being flexible can really help. Start planning what you would do if faced with different contract scenarios so you're not overwhelmed by a tricky request.

— 05

GET HELP

Not looking forward to spending your weekends viewing properties? Don't!

Enlist the help of a buyer's agent who has access to insider information, will help you tick off every one of your must-haves and will save you from wasting hours of time looking at all the wrong properties.

— 06

HAVE YOUR SPECIALISTS

READY

As well as a mortgage broker, you need a valuer, a conveyancer and a pest/building inspector to help you make the right property purchase and know exactly what you are paying for.

Don't skip these important steps. Your buyer's agent may be able to recommend someone to you.

THERE ARE ALWAYS OPPORTUNITIES TO BUY ON THE NORTHERN BEACHES. REACH OUT TO HALLMARQ PROPERTY GROUP TO FIND OUT MORE.

New Year Small Business Strategies

CUSTOMERS RULE!

Forming strong connections with clients will be more important than ever in 2021, according to Hallmarq's resident copywriter Clea Sherman:

"In the past, small businesses weren't able to access the tools and tricks of major brands but with the rise of affordable software, corporate-level marketing strategies are within reach for almost any business. It is now easier than ever to send emails and text messages, and to create quality content that is relevant to your target customers.

As a small business, you can be a publisher, a video star, a thought leader and an industry expert, even if you're working from a tiny space in your bedroom. But this also means the bar is raised. Consumers almost expect to interact on a personal level so the challenge is on to find ways to engage with them.

In 2021, the businesses that stand out will have a clear content strategy and be hyper-focused on how they can deliver value to their clients outside of basic sales transactions. The words of the year will be 'authenticity' and 'care' as business owners open up the world behind their logo and create genuine connections."



ABOUT CLEA

Based on the Northern Beaches, Clea Sherman is obsessed with helping small business to create clear, confident messaging through blogs, website copy, emails and more.

www.freelancecopywriter.com.au

Luxe Your Life



The Hallmarq Property Group team heads to Luxe Yoga and Fitness when we need to restore the balance in our lives. As a past client of ours we are thrilled to support Luxe Yoga and Fitness.

Based in Brookvale, this studio is a beautiful little secret; a sanctuary that exemplifies wellness in all its forms.

Here are owner Carey Jackson's thoughts about next year.

"2021 will be about balance in all facets of life. Our vision is to open our Luxe doors to more and more locals, who want to experience the benefits of the yin and the yang in life.

Luxe Yoga & Fitness is about nourishing your mind, body and soul, whilst not taking ourselves too seriously... and we want to emulate that in every way possible."



ABOUT LUXE FITNESS AND YOGA

Luxe is a haven that allows those who attend to live their life with balance.

It is this ethos that first captured Carey over three years ago when she first became a member, and now she is a proud co-owner. Not only do members have a unique mix of classes to choose from, Carey and Fi are looking to create partnerships with local businesses to provide exclusive member offerings with like-minded health and wellness experts. There is even an onsite café which is perfect for a coffee or smoothie in the sun.

Age, gender, and fitness levels are no barriers to becoming part of the Luxe tribe. The welcoming, bohemian space is all about community connection, with classes that are as challenging as you want them to be.

www.luxeyogafitness.com.au

Brand New You

What is a personal brand and why will it be important to have one in 2021?

We asked branding expert and Northern Beaches local Rebecca Flint:

“In 2020, thousands of Australians lost their jobs through redundancy or found themselves fighting to keep their positions at work. So many people suddenly found themselves either looking for employment or taking the plunge to create a new business and get it out there fast.

In 2021, more than ever, it is important to grow and nurture your own Personal Brand so you can stand out and be noticed as an expert. If you want to make your mark as a professional or business owner next year, not having a personal brand means you will fall behind, no matter what industry you are in.

You can't be in front of your customers 24/7, so ensuring your brand messaging, brand promise and brand visuals are on target will help build trust with your prospects and ultimately drive more sales in your business.

When you do have a personal brand, you will separate yourself from your competitors through brand clarity and consistency combined with clear-cut messaging, on and offline.



Branding is so much more than logos and colour schemes. When I work with clients, I show them how to separate themselves from their competitors through brand clarity and consistency, combined with clear-cut messaging, both on and offline.

Last year, I worked with more people than ever who were looking to turn their profession into a home-based business. The way I see it, everything starts with your brand. By undergoing a personal branding exercise, you will really get to know your clients, refine your message and create memorable, effective marketing collateral so you can start sharing your amazing personality and passions with the world.”

ABOUT REBECCA

Rebecca helps professionals and business owners to create status-elevating visual brands that build authority, increase revenue and impact niche networks.

Get 101 Tips to Start, Launch and Grow Your Personal Brand at www.rebeccaflint.com.

www.rebeccaflint.com

Beautiful Ideas for 2021

SAY IT WITH A BOX

We love treating our clients and partners! Rethink the way you send corporate gifts in 2021, with advice from Say It With A Box's Shani Brightwell:

"In 2021, we are continuing to focus on providing something different that isn't a cold, corporate-style gift but speaks of luxury and warmth with a signature style.

We're expecting demand for neutral tones and textures inside a beautiful gift box that can be subtly branded in a way that compliments every business.

Next year, our focus will be on providing more customisation and adding a 'Design Your Own' option to our store so that if something doesn't quite suit the recipient, our clients have the option to completely

design their perfect gift from scratch.

As we transition into 2021, people are adapting to working from home part-time or full time. This means a renewed focus on creating beautiful spaces. People will have a continued focus on complementing the home workspace with importance placed on luxury scented candles, gourmet products and beautiful textures."



ABOUT SAY IT WITH A BOX

Tired of sending wine or flowers? Deliver something more personalised with a beautiful and thoughtful gift hamper. The selections we love the best come from Sydney based company Say It With A Box.

www.sayitwithabox.com.au

Meet You At The Studio

Just a block away from the beach, Manly's Studio Collective is a collaborative space for creatives and small business owners. It's our recommendation for creative professionals who are looking for a working space to drop into but don't need a full-time office.

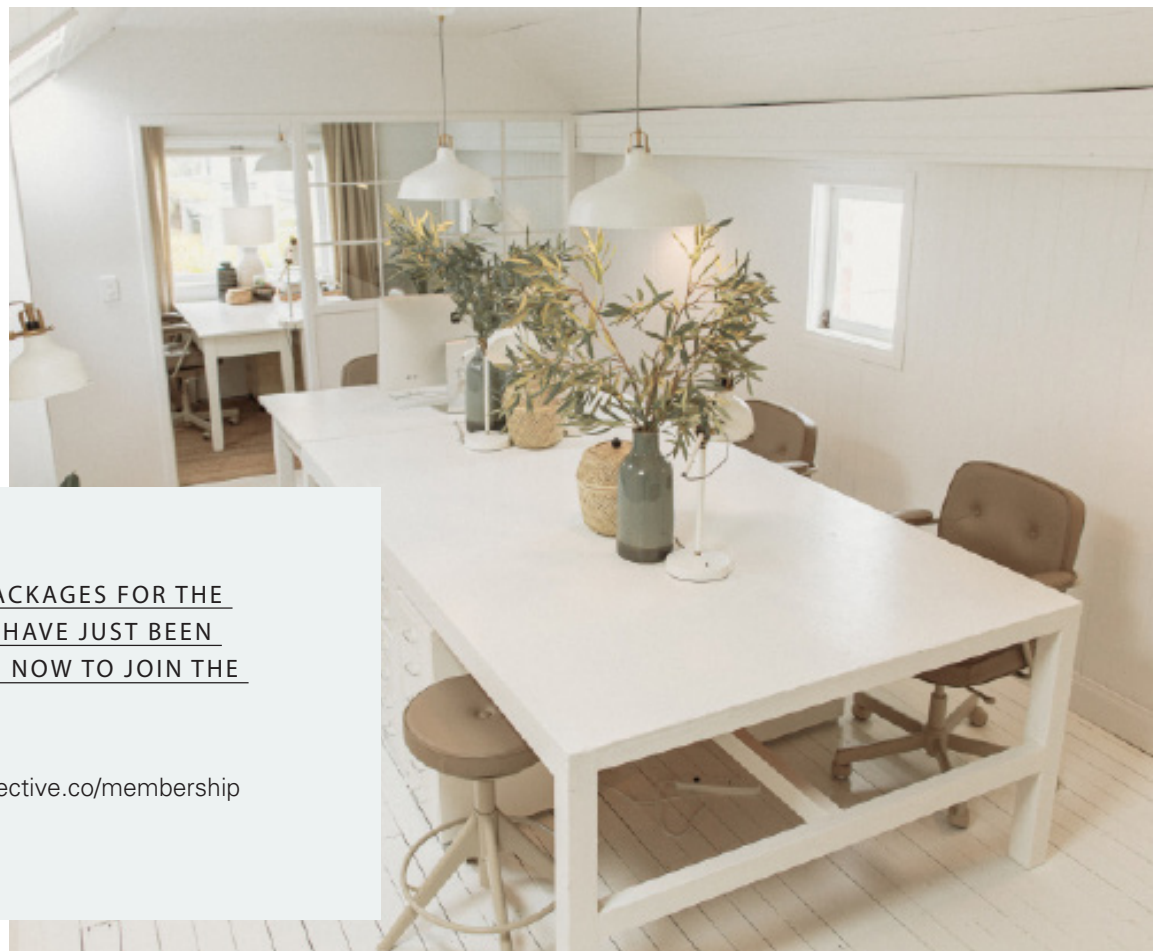
Founder Sarah Jelly has a background in digital marketing and has always worked with creatively-skilled people. "I prefer collaborating as opposed to working on my own, so I wanted to create the perfect space to do that, with the added benefits in terms of authentic work referrals," Sarah explains.

Sarah's passion for people and purposeful communication formed the foundation and inspiration behind The Studio Collective. She has the idea to launch a physical co-working space which unites the talents of creative specialists

who operate collaboratively as well as servicing individual clients.

Like many other dreams, The Studio Collective was brought to life following some unexpected changes. The journey began with Sarah's role being made redundant at the same time she discovered she was expecting her second child. These events triggered some "massive, imperfect steps" as Sarah decided to go with her heart and took The Studio Collective space from renovation to reality in under six months.

Close to Pittwater Rd and walking distance from the ocean, The Studio Collective is a stylish space with photo studio facilities and event space for hire. It is also home to creative professionals — from photographers to graphic designers and marketing specialists as well as small business owners.



NEW MEMBERSHIP PACKAGES FOR THE STUDIO COLLECTIVE HAVE JUST BEEN LAUNCHED. ENQUIRE NOW TO JOIN THE WAITLIST.

Visit www.thestudiocollective.co/membership

Hallmarq Sets The Benchmark



IMAGE BY ERIN MASTERS
WWW.ERINMASTERS.COM

A GREAT OUTCOME IS A GIVEN.

A GREAT JOURNEY IS OUR HALLMARQ

If you haven't worked with us before, we are an independently owned boutique property buyers agency on Sydney's beautiful Lower North Shore and Northern Beaches.

Our success is driven by our ability to match with our clients and interpret their individual needs. We get out there, inspect more properties and ask more questions than anyone else.

If it exists, we will not only find the property that hits the mark but also help you secure it. This takes away the stress and worry, making buying property an enjoyable and exciting experience.

When you work with us, you'll get thorough, impartial advice about every aspect of purchasing any types of property, anywhere on the Northern Beaches and Lower North Shore. Focusing on this area gives us the concentrated knowledge and expertise that we enjoy sharing with our clients.

OUR FOUNDER

Hallmarq Director Rebecca Jane Hall has been in the real estate industry for 20 years.

After being a licensed real estate agent for 10 years as well as building her own property portfolio, Rebecca is now helping clients to make their own property dreams come true.

For this savvy property expert, a career in real estate has never been simply about the sale. Instead, she is focused on helping clients to find and secure their dream home at the right price, while providing customer service and detailed local knowledge that is second-to-none.

Meet with Rebecca and you'll immediately notice she takes the time to listen and find out what matters most to you. This allows her to deliver end results that not only meet but exceed expectations. With a background working with top tier brands such as Virgin UK, Rebecca's clients come from all over the world because they are after a simple and seamless transaction, with no ego involved.

Rebecca's outstanding reputation is based on her ability to get to know her clients and always keep their best interests in mind. Her energy is unrivalled and she is immensely proud of her independence and determination to give each client a bespoke and completely impartial buying service.



LAURA TREW

Senior Buyers Agent

Laura has over a decade of property experience having worked for one of Australia's leading real estate agencies and co-owned a successful building and renovation company on Sydney's North Shore.

As a Senior Buyer's Agent with Hallmarq, Laura takes a unique and holistic approach to ensure the very best outcomes for her clients.

A TEAM APPROACH

Working side by side, Rebecca and Laura give Hallmarq a combined staff knowledge of over 40 years.

This experience and expertise means the Hallmarq team is excellent at sourcing homes through our network and contacts before they reach the open market. We each only work with five clients at a time, so we can make sure you get the best service.

Your dedicated buying agent will take the time to understand your exact property requirements so we can introduce you to unparalleled properties. We then use our market knowledge, service and discretion to negotiate highly favourable terms.

Recognised as one of the strongest boutique buying agents on the North Shore and Northern Beaches, we help orchestrate purchases in a commercially sound manner and have the competitive edge to position you as the preferred buyer for your ideal property.

**LET HALLMARQ PROVIDE A
BESPOKE AND COMPLETELY
UNBIASED BUYING SERVICE THAT
WILL HELP SECURE YOUR DREAM
HOME.**

Email rebecca@hallmarq.com.au
to get started.



WHAT IS A BUYER'S AGENT?

When a home is for sale, the real estate agent is on the seller's side, working hard so they attract more buyers and get the best possible price. These experts are committed to delivering outstanding results and are astute, experienced negotiators.

A buyer's agent represents the buyer, not the seller. Your Hallmarq buyer's agent will go to work on your behalf, getting to know your wish-list and finding hidden gems before they come to market.

With a buyer's agent on your team, you have the support of a professional who is exceptionally well connected and has an in-depth understanding of the real value of a property.

HOW HALLMARQ HELPS PROPERTY BUYERS

As your local property experts, our team is focused exclusively on the Northern Beaches and North Shore. This gives us detailed knowledge of what's on the market and how much others are paying for homes right now.

Unlike a traditional real estate agent, we're working for you, not the home seller. And by 'working', we mean keeping our eyes open and leveraging our contacts morning, day and night to find your ideal property and help you be the preferred buyer.

Right now, the trick to securing a home or investment is to get in quickly, ahead of the competition. At Hallmarq, we're in touch with local real estate agents and property owners to help our clients view homes before they come on the market. This is a win/win as it saves the seller the expense of marketing or going to auction and it gives you a headstart as a buyer.

Supplier Directory

At Hallmarq we value our supplier relationships. Please see our friends below and remember to mention us when you book a service with them.

Buffet by Bonnie

Catering & platters
Bonnie Lussick
0404 119 573 | bonnie@buffetbybonnie.com.au
www.buffetbybonnie.com.au

Branded by Rebecca Flint

Brand Consultant
Rebecca Flint
02 9052 6707 | hello@rebeccaflint.com
www.rebeccaflint.com

Brinkley Design

Creative Consultant and Graphic Designer
Ellie Hinkley
0410 505 565

Callums Corp.

Building Renovations & Maintenance
02 9906 2788
michael@callums.com.au

DA Surveys

Surveying and Engineering
Peter Noble
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Equilibria Finance

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www.equilibriafinance.com.au

Erin Masters Photography

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www.erinmasters.com

Fairlight Maison

Airbnb accommodation
Jay Jay
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Footprint Gardens

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www.footprintgardens.com.au

Freelance Copywriter

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Full Life Occupational Therapy

Louise Dreyer
0480 162 857 | bookings@full-life-ot.com
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Greater Sydney Appliance Services

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www.gsas.com.au

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Laura Trew
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www.hallmarq.com.au

Hatched Photography

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0413 206 852 | hello@hatched.photography
www.hatched.photography

Honey Bee Boulangerie and Homewares

Nut Nutley
02 9948 9908 | sales@honeybeehomewares.com.au
www.honeybeehomewares.com.au

JBL Removals

1300 820 862
www.jbremovals.sydney

Supplier Directory

Kreative by KR

Graphic design
Kyle Rathbone
www.kreativebykr.com.au

Lightning Sites

Web Development
Kody Thompson
www.lightningsites.com

Luxe Fitness and Yoga

Carey Jackson
02 9939 7451 | membership@luxeyoga.com.au
www.luxeyogafitness.com.au

Mitronics

Photocopiers/Printers
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0424 847 255 | damir@mitronics.com.au
www.mitronics.com.au

Northern Beaches Locksmith Co

Nick Cooper
Business hrs: 0488 003 004
After hrs: 0408 434 796
www.northernbeacheslocksmithco.com.au

Pether Electrical

Mike Pether
0431 758 424 | mike@petherelectrical.com.au
www.petherelectrical.com.au

Say it With a Box

Gift Hampers
Shani Brightwell
0423 711 353 | shani@sayitwithabox.com.au
www.sayitwithabox.com.au

Style-And-You

Personal Stylist
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www.style-and-you.com

Sunsoaked Photos

Property photography
Simon Clayton
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www.sunsoakedphotos.com

The Property Collab

Property Management)
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The Organised Collective

Decluttering & Organising
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The Property Stylist

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The Studio Collective

Photographic and Creative Space
0437 239 015 | hello@thestudiocollective.co
www.thestudiocollective.co

Warringah Pool Certifiers

Ben Budge
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