



*changing expectations*



optimise your property potential

*"We were starting a family and had a new set of housing criteria: size, location, schools, parks and so on. We achieved our dream home in the leafy suburbs and kept our apartment as an investment property. Mark Flay - thank you for understanding our dream."*

*Kyle and Debra / Mt Lawley*

A photograph of a man with short brown hair, wearing a white t-shirt, sitting on a bed. He is holding a baby wrapped in a dark and light striped blanket. The man is looking down at the baby with a gentle expression. The bed has a white and light-colored striped blanket. The background shows a window with light coming through. The photo is framed by a dark blue border.

understanding

No one really ever buys property for the sake of the property. It's always about the bigger picture, your dreams, your family's dreams, the lifestyle you want to live, your life plans, your future security.



Whether you're buying or selling your family home or investing in property, you need a property partner with experience, integrity, reputation, flair and enthusiasm.

Above all, you want a professional by your side who can share your dreams and understand your concerns.

Mark Hay Realty Group is geared to help people achieve more out of property by developing long-term relationships. Our expertise will ensure you get the most out of your property.

The company was started by Mark Hay in 1999, (after 15 years of experience in real estate), to put into practice his vision of a cutting-edge team consistently delivering outstanding results with professionalism, practicality and warmth.

The name Mark Hay is also synonymous with teaching, inspiring and helping people from all walks of life to optimise their property potential.



*Mark Hay Realty is for people like you.*

# dreams

*"As a property developer, timing is everything. I need agents who are able to generate interest and excitement to produce real buyers (not just names), understand my needs as well as my bottom line – to pay attention to every detail. In my world, Mark Hay has earned its reputation many times over."*

*Grant Pitman / Lubiaco*



creating



Property is the most proven and trusted way to generate real wealth. It's based on the simple and time-honoured observation: over time property prices continue to grow 'real' wealth.

There are peaks and troughs, but over time values keep rising and your money keeps making more money.

You need to know what you're doing of course – and you need a trusted real estate professional who knows what they are doing to assist you.

Whether you're considering your first property investment, trying to reduce your tax or planning your retirement, we're ready to inform, inspire and work with you.

Mark Hay himself is a sought-after lecturer and commentator on property investment and the Perth property market. The company conducts regular property investment seminars and workshops in conjunction with well-known experts, including Noel Whittaker, Bob Bohlen, Brett Davies and Ric Charlesworth.



*We are here to help you optimise your property potential.*

# wealth

*"My mother may not look like a commercial property landlord. But she is. My parents wanted to retire early to create a sustainable country property with their own hands. The team at Mark Hay helped them make the best use of their assets over time – and gave them a second life."*

*Margorie and Colin Gilchrist |  
Karrinyup*



building

The Mark Hay Realty Group is proud of its reputation for helping a wide range of people attain more out of property, reduce tax and create wealth.

It is no coincidence that our reputation has grown through personal recommendation and word of mouth.

The Mark Hay Realty Group is its people. Mark started it and continues to lead and inspire. It's his values, systems, goals – and the individuals he works with – that make the difference.

The Mark Hay difference includes factors like knowledge, training, enthusiasm (in some cases unbridled passion) for property. We're a diverse group of people who as a team provide real value behind the mystique of real estate investment. Each one of us is a property investor in our own right.



*We're here to help you realise your dreams.*

# a reputation

*"What is inspiration?  
An architect's sketch, a  
picture in a magazine?  
A Sunday drive in a  
different neighbourhood?  
Or a conversation with  
Mark Hay Realty Group  
that opens possibilities,  
finds alternatives, creates  
strategies, builds  
confidence and brings  
visions to life. That's  
inspiring."*

*Arnold and Rose van Lon /  
East Perth*

A woman in a beige business suit is sitting on a sofa, smiling and looking at a laptop. She is surrounded by a man and another woman, all of whom are smiling and engaged in conversation. The setting appears to be a modern, bright office or meeting space with large windows in the background.

offering a co

Every person at Mark Hay Realty Group is a player in a winning team. Our passion is to be the very best, grasping the big picture while still focusing on the details.



Our team is coached by the world's leading real estate agent. They are driven by our company ethos to build lifelong relationships with clients. And they are all property investors in their own right.

*First class systems and experienced and enthusiastic support staff are crucial to successful investment and wealth creation.*

Our ambition is not to be the biggest real estate firm in Perth – just the best. It means having the depth and diversity to be expert in many areas, yet remaining small enough to sustain personal partnerships with our clients, long after the first dealing.



Our philosophy is to help people optimise their property potential by balancing experience with understanding and offering a complete range of services. Every investor is different, so we are careful to tailor a program to suit your present and future individual needs.

- Property database with over 30,000 potential clients
- Monthly property investment seminars
- markhay.com.au and portal links to the top three property websites (realestate.com.au, reiwa.com.au and domain.com.au)
- Property Matters quarterly newsletter: circulation 100,000 plus annually
- Outstanding track record of premium prices
- Experienced in all facets of real estate
- Annual property investment workshops with guest speakers such as Noel Whittaker
- Highly trained negotiators
- All our staff are hands-on property investors
- All sales reps are up to date on all industry courses and seminars
- Over \$200 plus million in property sold each year
- Consistently achieving record prices
- Unique property management/leasing services available.

services

# mplete service

*"Life should be about living your dreams – for yourself, your business and your family. By making the right investment decisions now you can plan to live well today and even better tomorrow. It's a matter of understanding the value of time and property, and working with people who understand your ambitions. Real estate isn't only an address, but a means to help you live a richer, fuller life. Not only financially but more importantly spiritually and physically"*

*Mark Flay*



covering town

### **Apartments**

The sale and marketing of strata title apartments, studios and townhouses requires a more comprehensive understanding of real estate than other transactions. We constantly set and achieve record prices for the majority of complexes within a six-kilometre radius of the CBD.

### **Residential**

Whether you are purchasing or selling your dream home or starting out with your very first home, the dedicated team at Mark Hay have all the facts and figures at their finger tips to ensure your move is the right move forward.

### **Investment Sales**

Consistent investment success depends on making well-informed decisions. Mark Hay Realty Group has consistently been the most active boutique investment sales agency in Perth. We're zigging when the others are zagging.

### **Asset Management**

Property management is the key to hassle-free property investment. Mark Hay service is top-shelf management for your valuable investment, giving you peace of mind whilst growing your nest egg.

### **New Developments**

We handle large and small developments throughout Perth and the surrounding regional towns and countryside. The right agency will always make the difference to successfully launching a property development.

### **Premium Residential**

Our profiled properties range from quality residential houses and townhouses to penthouses with awe-inspiring views. Personal attention, knowledge and flair always make the difference at the premium end of the market.

*You come to us to buy or sell property and we take the opportunity to invest in you. So call us to discuss your plans and how you can get the most out of your next property move.*

# and country



### **Commercial**

We have an intimate knowledge of the commercial market and changing trends and options. We are acutely aware of the diverse needs of commercial tenants and owners and constantly work to match both.

### **Rural Lifestyle**

Mark Hay is constantly identifying new opportunities and markets for major developments and single properties alike. We understand city-based buyers looking for country lifestyle options, and we lead the market. We bring the country to the city.

*www.markhay.com.au*

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