

## How do we secure the **right property**, at the **right price**?

Understanding your 'why' is at the heart of our service and commitment to you. We partner with you on your buying journey by listening and learning about you as a person/family and your needs from a location and property perspective.

Your journey can be ever-evolving and we are dynamic in our approach; from understanding your 'why' to identifying & inspecting, to conceptualising a renovation or extension, to assessing the value and negotiating/bidding on your behalf is how we partner with you.

Our commitment to you extends beyond buying your property, we have access to a full suite of trades and consultants. We will ensure you are always kept up to date with the market value of your new property and being a full service Agency, means that if you decide to transition your property into a rental or decide to sell, we can assist with the rental management and sale.

### Our buying process

#### 1. Buyer Profile

This is all about listening to you, understanding 'why' your buying and what your aspirations are but also identifying compromises.

#### 2. Understanding

At this stage, we assess your budget and profile against recently sold properties. This stage is invaluable as it compares the 'market' with your aspirations. It best prepares us for our 'on market' search.

#### 3. Identifying

We are actively searching both the on & off market for your ideal property. This stage is all about giving you time back in your day from the ritual of property searching.

#### 4. Assessing & Buying

Now that we have identified either one or multiple ideal properties, we will assess its market value verse advertised range, and best represent you in the negotiation/ bidding process.



### Meridian by the numbers (2020/21)

**>350M**  
Property sold

**>100M**  
Property bought

**>30**  
Suburbs serviced



## Learn a bit more about **Taryn**, your Buyer Advocate.

Partner at Meridian, Taryn has over 15 years in the property and finance sectors and leads our Buyer Advocacy and Advisory business. Prior to joining Meridian, Taryn was National Head of Client Relationships at Macquarie Bank and established Commercial Property finance as the No. 1 business lending segment at Macquarie.

Taryn has built a reputation as an 'expert' when it comes to property market insight and how to best buy & sell real estate. The past year, has seen Taryn buy in excess of 30 properties ranging from 1st homes to luxury homes, development sites and also interstate investments.

Taryn rounds out her experience with the completion of +5 property renovation / development projects in her own right.

Her knowledge, insight & engaging persona has her highly sought after and her 'care' for clients is second to none.



### **Taryn Mackenzie**

Partner - Property Advisor

**0411 779 802**

**taryn@meridian144.com.au**

## What clients say about Meridian

**Thomas Maxwell**



December 2021

Without Taryn and Phillip helping us through the house buying process and the many false starts I don't think we would have survived. It's a rare experience to feel like you're a businesses only client. We are forever grateful to the Meridian Real Estate team for helping us find our dream home in very trying conditions - we couldn't be happier! Thank you so much.

**Dom Ruggiero**



December 2021

Phillip & Taryn from Meridian Real Estate were awesome and helpful all the steps of the way in buying and selling my properties. During this crisis period they demonstrated such a heightened level of professionalism. I certainly would recommend these guys when buying and selling they're the best in the business I have come across.

**Karen Djumas**



December 2021

Would 100% recommend Taryn at Meridian. While helping us sell and buy, Taryn was extremely patient with both processes as the market and our needs changed. Our goal posts for what we wanted to buy were constantly moving and she always supported and guided us. Taryn is extremely personable and genuinely cares about you as a seller and buyer.

### **Our Service Guarantee**

Our commitment to you means you only pay us upon successfully purchasing a property.

### **Start your buying journey with Meridian**

Our objective is to help quiet the market noise, in order to find and secure the right property, at the right price, in an efficient and stress free manner.