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THE YEAR 2023 AND HARDIE PROPERTY IS CELEBRATING A NEW ARRIVAL TO THE TEAM AND A FLOURISHING CAPE TOWN MARKET

WELCOME TO THE HARDIE MINUTE

BY RICHARD HARDIE FOUNDER & DIRECTOR



I'm not sure where the time has gone but since I typed the last Hardie Minute in Q3, we are hurtling toward Q2 of 2023.

We have a new addition to the team and I am delighted to welcome Bruce Darné who is featured on the next page.

My personal career spans 20 years from Central London to Guernsey in the Channel Islands and for the last 6 years in Cape Town. Previously the South African CEO of the world's largest independent real estate business, operating in 60 countries and focussing on residential property throughout my career, working on both sides of the deal as a selling agent and buying agent.

Hardie Property specialises in residential sales and rentals in the Southern Suburbs, City Bowl & Atlantic Seaboard.

We are fortunate enough to have the properties we do because of loyal clients, word of mouth, networks, referrals and marketing.

CAPE TOWN MARKET

I don't think it is unknown to anyone reading this that the Cape Town market has remained incredibly buoyant. Since the last Blue Pages, we have gone through a season in Cape Town and felt the real Tour de force of the international buyers. Coupled with the semi-gration from other parts of the country and landlords selling their properties, the rental market has been put into a desperate situation of simply very little stock with parents successfully placing their children at schools but with nowhere to live.

Lyndsay Child and Linda Gibson who joined the team last year have been cooking up a storm and achieving market domination in some suburbs whilst spreading their wings further into Claremont, Newlands, and Constantia. Their first listing in Constantia had over 2000 hits online in 11 hours, 75 email inquiries overnight, 30 viewings in a two-hour period and an offer agreed upon in a week. The crazy situation is that we have all those buyers wanting to buy a house in Constantia but there is no stock. Lyndsay is a resident agent in Rondebosch and Linda resides in Rosebank. Congratulations ladies on what you have achieved in such a short period.

We have had some great success stories over the last few months including selling a home in 4 days for R900,000 more than the owner expected, selling homes for the asking price, marketing rental properties for one day with multiple applications, and winning a mandate on a very public sale of a house in Constantia which increased our website traffic by 387% and we had 89,000 hits on our YouTube channel (Hardie Property) for one video.

There is a lot of excitement and positivity at Hardie Property and we are grabbing the bull by the horns and riding on this amazing energy we have created as a team.

The next few pages showcase a small selection of our properties, our marketing influence and how we give back to the community.



WELCOME BRUCE DARNÉ

A fellow Bishop's parent of two boys, family man, cycle enthusiast and all round posditive guy. Bruce got the ball rolling by participating in the recent Bishop's Carnival and raising over R7,000 for charity with the Hardie Hang Bar.

Bruce and the family are Rondebosch residents living very close to the school having moved from the City Bowl a few years back. Bruce has an entrepreneurial mind and is looking forward to applying his skills and energy to the Cape Town real estate market.

Bruce can be reached on 082 337 0962 or by email bruce@hardieproperty.com

SAY HELLO TO OUR TEAM

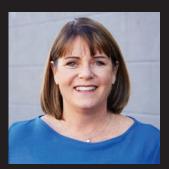


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PIERRE ODENDAAL
Creative Director



RICHARD HARDIE
Property Practitioner
Founder & Director
richard@hardieproperty.com
Tel: 076 252 7254

GIVING BACK HARDIE PROPERTY COMMISSION TO THE COMMUNITY

ardie Property is not just about selling & renting property. It's about sharing our successes with others who are less fortunate.

We give our clients the opportunity to make a gift along with Hardie Property, to a cause close to their heart. A percentage of the sale or rental commission will be donated upon the successful transfer/signed lease of a property.

The Hope Exchange, Tears Animal Rescue and Foster Love Animal Rescue are three of our featured charities.

FEATURE PROPERTIES



SUNNYBRAE, RONDEBOSCH FOR SALE (CONTACT LYNDSAY OR LINDA)



BROMMERSVLEI ROAD, CONSTANTIA

FOR SALE

(CONTACT LYNDSAY OR LINDA)



ORPEN LANE, KENILWORTH UPPER
FOR SALE
(CONTACT RICHARD)



SILWERSTEEN ESTATE, TOKAI
FOR SALE
(CONTACT RICHARD)







BROUGHTON PLACE, CONSTANTIA UPPER - FOR SALE (CONTACT RICHARD)







MARMION ROAD, ORANJEZICHT – FOR SALE (CONTACT RICHARD)

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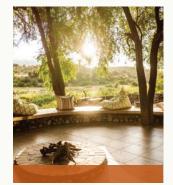


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Cape Town 7525 Tel: 021 934 0212 DURBAN OFFICE:
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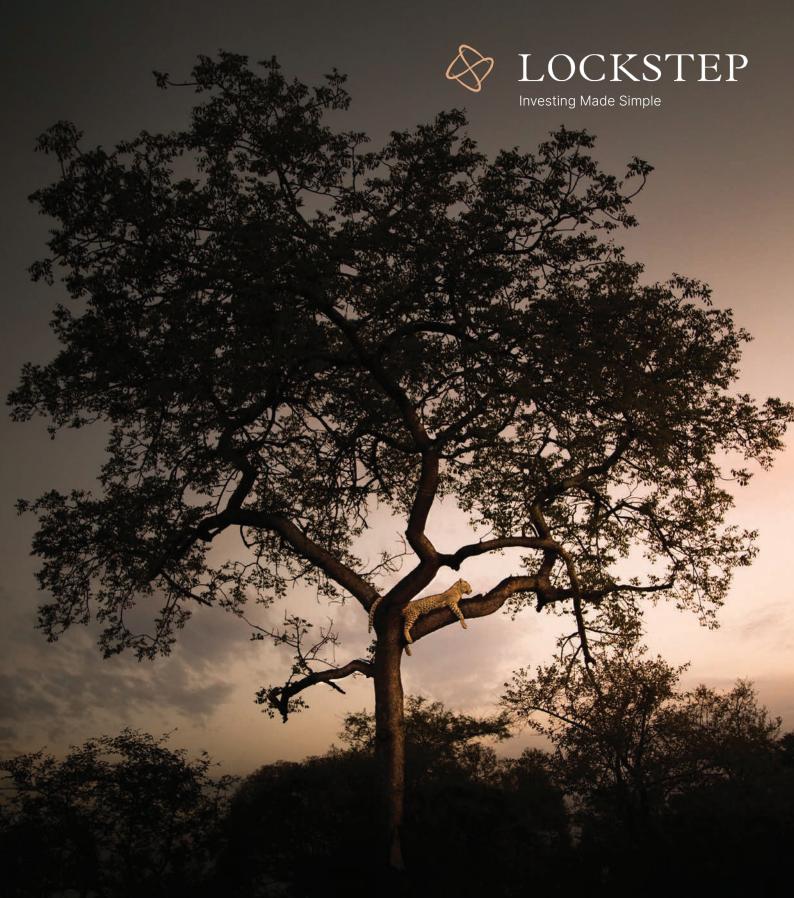
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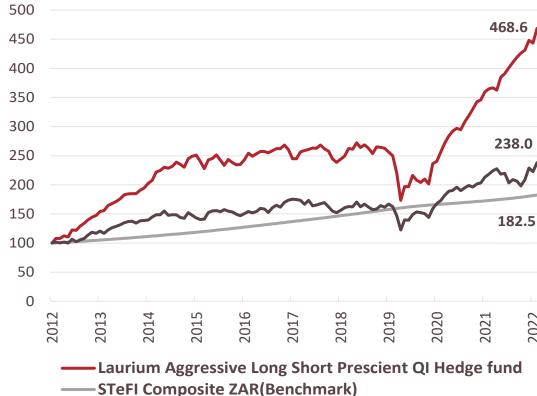




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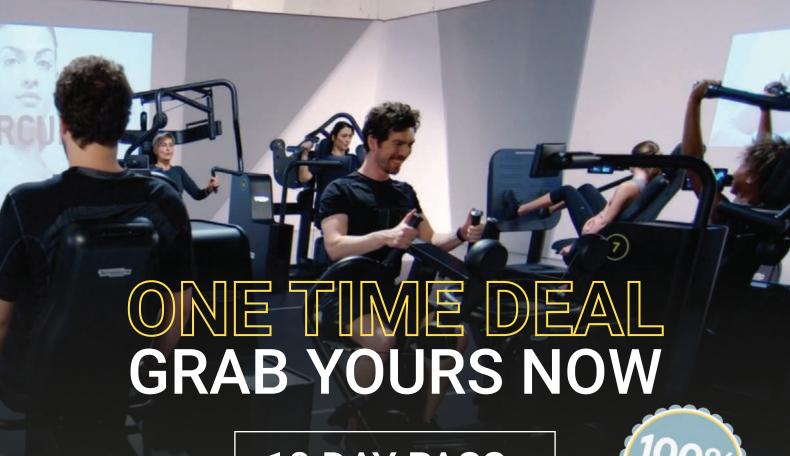
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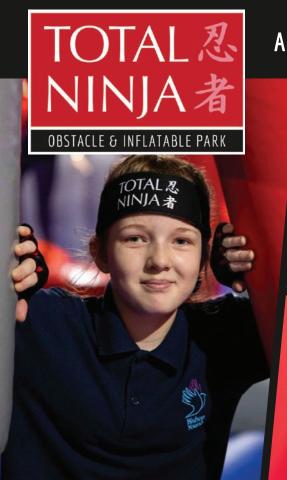
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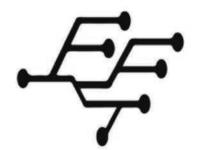
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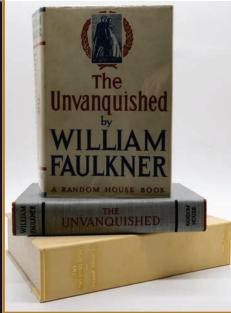
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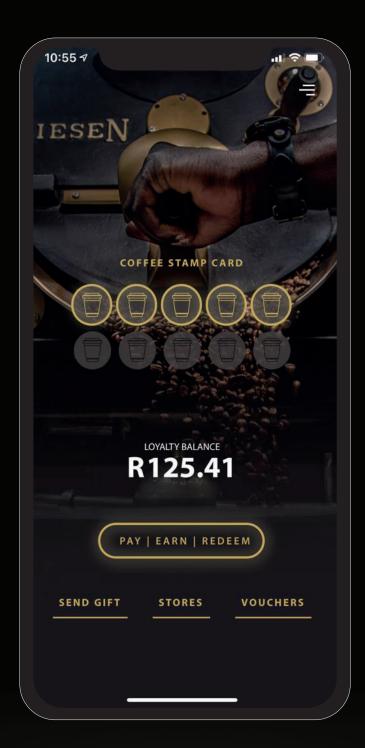
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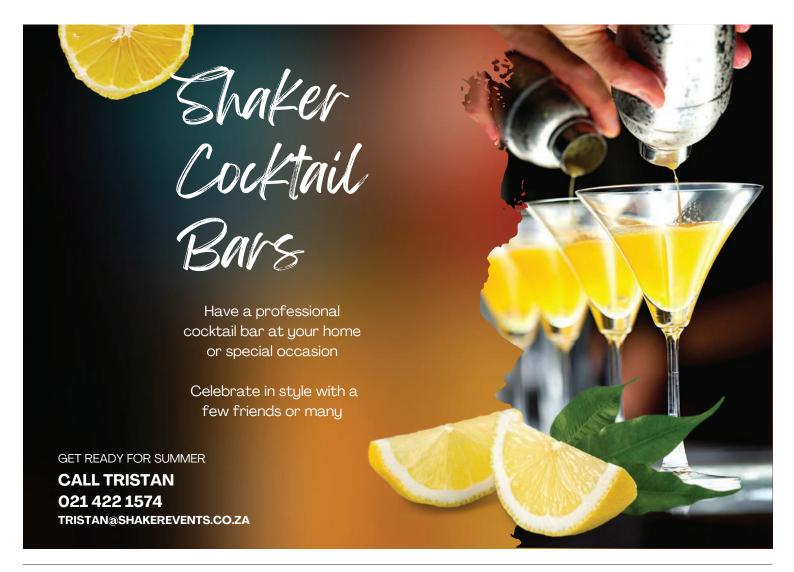
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