



TESTIMONIAL



**gynea** 16 HOUSTON STREET  
Alec & Loris Gardener | SOLD \$1,210,000

**“I’d become a coffee shop owner in an small North Harbour Reserve enclave on the Northern Beaches. It is placed within the very family focused suburb of Balgowlah – I’d bought Forty Beans Cafe and couldn’t be happier.”**

“I grew up on the Sutherland Shire in a time where nobody locked their doors, milk was still delivered in bottles to the front door and everyone knew everyone. I have fond memories of my childhood, with me and my brothers running a muck up and down the streets.

Mum was a loving person and always had time for a chat. While eventually me and my siblings had grown up and flown the coop, mum was always our rock and stayed in the family home and this somehow gave us a sense of security and strength in our lives.

When it came time to sell everyone turned to me to drive the process, and knowing that mum was headed to Aged Care I wanted to pay her homage to everything she'd been through to raise us by taking the sale very seriously.

At this point in my life I was living on the Northern Beaches of Sydney. While geographically it's the complete opposite end of Sydney, the Northern Beaches definitely reminded me of the Shire all those years ago. After a relentless corporate career, I had taken the plunge and left the suit and tie behind, and swapped it out for an apron! I'd become a coffee shop owner in a small enclave on the Northern Beaches named North Harbour Reserve within the very family focused suburb of Balgowlah – I'd bought Forty Beans cafe and couldn't be happier.

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Mum always was baffled how I was able to make friends easily and the coffee shop had become a perfect instrument to let my personality shine. As an avid dog lover the coffee shop attracted a cult following and I soon had met all the locals and knew them by first name.

As part of selecting a Real Estate Agent to work with I had my eye on all the local agents in the Shire but it was actually a Northern Beaches husband and wife team that caught my eye. They'd approached me several times at the coffee shop asking if I'd host some of their pamphlets. I started to track their progress in the industry and when it came time to make the decision I decided to reach out to Hugo and Lu.

Initially they were astonished that I was asking them to sell our home in the Sutherland Shire, but humbled that I'd entrusted my



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family home in their care. Without blinking they took on the task and as I'd expected they were detailed orientated, proactive and very definitive with their approach.

Within days of the launch they were feeding back all the campaign activities so that me and my siblings could be kept abreast of the movements. With the property market being softer than normal at this time, I'm so glad we had Hugo and Lu by our side. They were very proactive with their approach and were willing to show the home morning, noon and night. Within weeks they had buyers competing and achieved what was nothing short of an amazing result.

Mum has since passed away, but in the days prior she recounted just how well I'd done with selecting Hugo and Lu. She felt like the sale respected all her wishes and achieved everything she desired in the process.



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