

# ***Echo Property*** *Magazine*

Lismore and its  
villages rising from  
the floods  
– page 7

Pros and cons  
of investing  
in property  
– page 12

**THE NORTHERN RIVERS' BEST REAL ESTATE GUIDE**

Issue #7, February 2024 • 24,700 printed copies across the region • [www.echo.net.au/property](http://www.echo.net.au/property)



**IMPRESSIVE APARTMENT LIVING – BYRON STYLE**



**Unit 14, 64-70, Broken Head Road**

3 2 1 148m<sup>2</sup> approx Price: \$1.9M

This light-filled apartment exudes an expansive ambiance, characterised by its open-plan design that seamlessly integrates the lounge, dining area, and kitchen.

The space effortlessly flows onto a spacious, sun-drenched balcony, perfectly positioned with a north-facing orientation, offering breathtaking views of the Byron Bay 18-hole championship golf course. The balcony becomes an idyllic spot to bask in the sunlight while enjoying the serene vistas of the surrounding landscape.



**Janis Perkins**

0438 841 122

janis@reodbyron.com.au

*Inspections by appointment*



**Byron Bay** – 9/15–19 Fletcher St (Entrance on Lawson St) – 6680 8588 • **Burringbar** – Shop 3/29 Broadway – 6677 1699

[www.reodbyron.com.au](http://www.reodbyron.com.au)

# Rare opportunity to secure a beachfront lifestyle in Skennars Head among soaring coastal property prices

Prime beachfront property prices continue to soar between Coolangatta and Ballina on the back of purchasers from southern states seeking a seachange and convenient access to domestic airports. Migration from the southern states continues to be the main driver of local property price growth. In this heated market, Aureus in Skennars Head provides purchasers a once-in-a-lifetime opportunity to build their dream home in a prime beachfront location.

According to Maxwell Shifman, CEO at Intrapac Property, since remote and hybrid working modes have become the norm, regions such as Kingscliff, Casuarina, Lennox Head and Skennars Head are reaping the rewards.

‘Recent \$9.2m, \$8.0m and \$7.25m sales of beachfront property in Kingscliff have headlined sales activity in the past 3 months setting entirely new benchmarks in that market. Similarly, a sale of \$3.15m has set a new price level for the wider market in Ballina, not to mention a \$5.30m sale in Byron Bay, to name just a few examples.’

Other examples include a four bedroom beachfront home on a quarter of an acre selling for \$6.75 million in Lennox Head and a comparable property in Kingscliff selling for \$6.1 million during October.

Local real estate agents have reported that inquiries for beachfront homes and land between the Coolangatta and Ballina Airports from Melbourne and Sydney buyers have grown significantly in the past three months.

‘The growth of the Ballina and Gold Coast airports has brought customers to these regions who were historically Sunshine Coast buyers. The growth that Noosa has witnessed over the past 20 years is just beginning to be seen in the Northern Rivers on the back of this excellent infrastructure. Buyers see these beachfront assets as ‘bulletproof’ investment decisions, hence the strong competition for these properties when presented to the market’, explained Shifman.

‘Aureus offers an excellent opportunity to secure prime beachfront property in this market.’

Aureus at Skennars Head is a new community located a stone’s throw from one of Australia’s best surf beaches and no more than 10 minutes from every modern amenity – including a domestic airport and one of Australia’s best-rated public hospitals.

Intrapac Property, a developer with a 40-year history and a slew of urban design industry

awards, is the force behind the project. Some of the most prime beachfront lots of the entire NSW coastline are currently on offer. Land at Aureus is now selling from \$849,000 with those in the premium Oceanside Release, located less than 300m from the beach are selling from \$995,000.

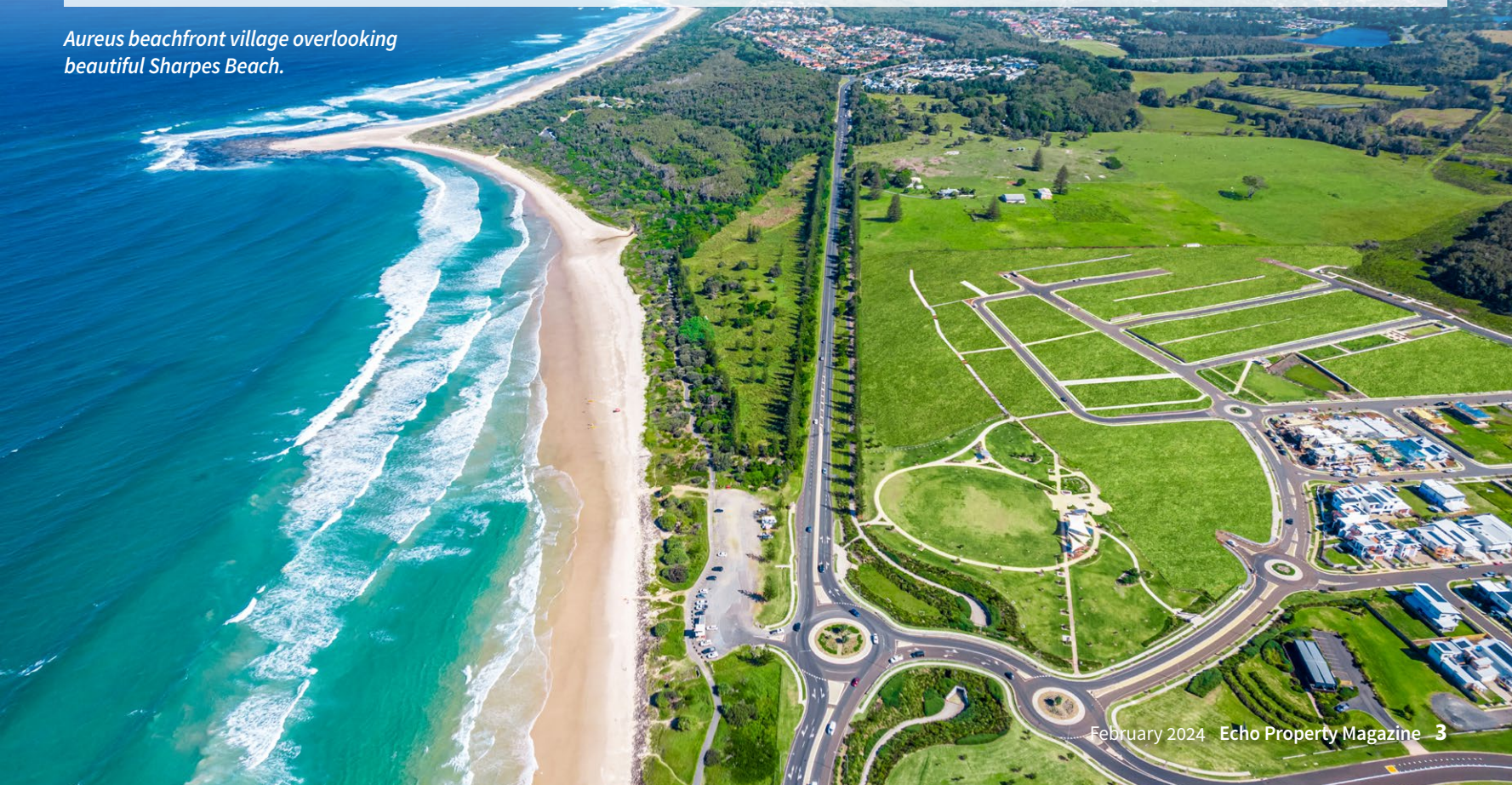
A proposed beachfront village centre will anchor the development to deliver everyday lifestyle conveniences at home while every modern amenity is within a short drive away.

The highly regarded Holy Family Catholic Primary School and Xavier Catholic College are within walking distance, with Lennox Head Public School a 5-minute drive away. TAFE NSW has a campus 10 minutes away in Ballina, and Southern Cross University’s Lismore and Gold Coast campuses are within an hour’s drive.

‘There’s simply nothing like Aureus anywhere in Australia’, said Shifman. ‘The combination of stunning beauty, great lifestyle and incredible convenience is unique – we and our new residents have truly stumbled onto gold here.’

• Article provided by Intrapac Property.

*Aureus beachfront village overlooking beautiful Sharpes Beach.*



## LUXURIOUS PRIVATE BYRON HINTERLAND PARADISE



**OPEN by appointment**

**PRICE \$5.5M-\$6M**

8 bedrooms 3 lounge areas 3 bathroom 12 parking Swimming pool 8 acres

- Cape Byron Lighthouse ocean views
- Mount Chincogan and Mount Warning views
- Amazing sunrises and sunsets with 360 views
- 13 metres glass wet edge pool
- Dual occupancy potential for another substantial home.
- North east facing property
- Hardwood floors throughout
- Builders own home built to last
- Centrally located 8 minutes to Brunswick, Mullumbimby. 12 minutes to Byron Bay

**Contact Greg 0422 069 632**

For more information go to 21 Fig Tree Lane Myocum online.



*Bisque*  
traders

Bisque are designers and importers of fine furniture, lighting and homewares. Our stores, showcasing our latest collections, are located in Bangalow and now in Byron Bay. We offer a complete interior design, furniture rental and styling service, using our classic Bisque Luxe Range to bring your property to the next level.

We can help you arrange full project management, source builders and materials and also offer a full client consultation service.

All pieces are available wholesale.  
See our comprehensive range online.

**4/60 Centennial Circuit, Byron Industrial Estate**  
**0424 225 059 | Mon-Fri 11am to 4pm**

**12 Station St, Bangalow | 6687 1610 | 7 days**  
**www.bisquetraders.com.au | Insta: @bisque\_**  
**ralphbrauer@yahoo.com.au**

## NO SALES. JUST PROPERTY MANAGEMENT.

Experts in managing long and short-term  
rentals across Byron Shire.



CALL TODAY  
FOR AN  
OBLIGATION FREE  
APPRAISAL

BYRON  
**COASTAL**  
PROPERTY MANAGEMENT  
byroncoastalrealestate.com.au

BYRON BAY  
**ACCOM**  
HOLIDAY RENTALS  
byronbayaccom.net

02 6680 8111 | 1/27 Fletcher Street Byron Bay



### NORFOLK MANUFACTURED HOMES

Your expert relocatable dwelling supplier.

Local Northern Rivers manufactured  
home builder for 40 years.

Our expertise is in supplying the highest  
quality homes to individual requirements.

We custom design or  
you can choose from our  
large range of standard  
designs.

Email or call us today  
for more information.

02 6686 6244

info@norfolkhomes.com.au



**NORFOLK**  
MANUFACTURED HOMES Pty Ltd

(02) 6686 6244





HAPPY NEW YEAR!



2024 is already off and racing!

We all know the property market in the Byron Shire is never dull. Where is it at right now?

Whether you're a buyer or seller, if you're interested in having a realistic conversation about the market and or find out the current value of your property please reach out for a chat.

**CHRISTIAN SERGIACOMI**

0400 221 653

[christian@pacificoproperty.com.au](mailto:christian@pacificoproperty.com.au)

[www.pacificoproperty.com.au](http://www.pacificoproperty.com.au)

**BRAD CRANFIELD**

0401 823 310

[brad@pacificoproperty.com.au](mailto:brad@pacificoproperty.com.au)

[www.pacificoproperty.com.au](http://www.pacificoproperty.com.au)

# AUREUS

Premium  
Land From  
\$849,000\*

*The new standard in beachfront living.*

**Aureus boasts an exclusive coastal community, with easy access to an array of lifestyle amenities. It delivers a perfect blend of coastal luxury and casual seaside living, making it the ideal backdrop for relaxing, working, entertaining or simply day-dreaming.**

- Blue chip waterfront address.
- 5 minutes from Lennox Head, and under 25 minutes to Byron Bay
- Just 10 minutes from Ballina Byron Gateway Airport and under 60mins to Gold Coast Airport
- Future Aureus Village Centre<sup>^</sup> overlooking the Village Green.
- A range of lot sizes for your custom and bespoke beachfront home

**Sales and Discovery Centre now open**

Cnr Headlands Drive and The Coast Road,  
Skennars Head, NSW.  
1300 899 701

<sup>^</sup> Subject to council and relevant authority approval

\* Price correct at 22.01.24 and subject to availability and change



[aureus.com.au](http://aureus.com.au)

**INTRAPAC**  
PROPERTY

# Lismore and its villages rising from the floods

David Lowe

LISMORE IS A REMARKABLE PART OF THE WORLD.

This local government area encompasses vibrant villages, a university, the remnants of the Big Scrub, great markets, a large artistic community, Australia's oldest dairy cooperative, a major hospital and multiple, diverse industries. Built when the river was the highway, it's famous for floods, the Aquarius Festival, and staving off the people who wanted to frack the area for unconventional gas.

In terms of real estate, the greater Lismore LGA is not without its challenges, but for well-known local real estate agents, Katrina Beohm and John Wilcox, this verdant place still more than lives up to its title as the centre of the rainbow region.

## Support and love

Katrina grew up just outside Lismore, in a rural community. She's been in the real estate game locally for 23 years, and has seen her share of floods, as well as the resilience of the community.

'I think it's getting back to some sort of normal,' she said. 'There are still barricades up around empty houses that have been devastated by the flood. That's such a sad thing.'

'Driving around, you see rows of houses that are part of the buyback program. And those people have moved out of the immediate area. They've already started their lives somewhere else.'

Katrina thinks the Lismore of the future will have more green space, but less built history. 'Still, there's over 75 per cent of Lismore that's been rebuilt already.' She remains inspired by the community response, with the great majority of people helping one another. 'Wow, yes, that was really powerful. Just all the support and the love.'

*continued on next page*

*Pictured from top: A revitalised Lismore CBD is adorned with public art. The streets have come back to life. The Katrina Beohm team had a big clean-up on their hands.*



# Lismore LGA rising from the floods



*continued from previous page*

## Living the dream

Long term Nimbin-based agent John Wilcox has seen some flood-affected residents moving out to his part of the Lismore LGA, along with an influx of buyers from parts north and east. He says there's been great demand recently from the Gold Coast and Brisbane, as well as from Mullumbimby and Byron Bay, as Airbnb and other factors crowd out families near the coast.

'We had a big boom with Covid,' John remembers, with people looking for land, space and functional community. He says the current market has stabilised at about 10 per cent below that peak, with rising interest rates doing little to affect the situation, as people are mostly selling properties in other areas, rather than being borrowers.

John says buyers are more interested in technology than they once were. 'Yes, they want to be close to town for the kids, and make sure they have good internet access. Years ago, they were more interested in getting out in a forest with a waterfall.

'Nimbin's had quite a lot of development too. A lot of our blocks have been sold to people out of Lismore that were affected by the flood. So they're

**They're on the buyback system, looking at higher ground ... That's been good for the villages.**

on the buyback system, looking at higher ground to relocate houses or build new ones. That's been good for villages around the place, like Dunoon and Nimbin.'

## New opportunities

Katrina Beohm said one silver lining of the 2022 floods was the subsequent assistance from government, which hadn't happened before in the same way. For many in the 'beautiful community' of North Lismore, it was just another flood, although higher, and they got on with their recovery quickly. For some newer home owners, the situation was complicated by Covid, which had brought many tree-changers to Lismore, only to face massive changes to property values after the floods, within days in some cases.

She said that while the market had been heading out of reach, particularly for first home buyers, there were now new opportunities for creative people prepared to work with the situation and make changes to homes to make them flood safe.

Katrina said buyback money was also driving purchases in new estates on higher ground in Goonellabah, 'keeping that end of the market quite steady', with others moving further out of town, to regional towns and villages, but still within reach of Lismore for work and study.

## Tall timber, fast water

With solid progress being made on fixing rural roads damaged by landslides around Nimbin and the other villages, along with other infrastructure, John Wilcox says the tourists are back and more people are looking to buy a piece of paradise.

He says the natural advantages of the area remain a strong attraction, with the classic tall forests, babbling brooks and big mountains around Nimbin and The Channon all continuing to draw people in.

John believes the old battles between traditional farmers and 'alternatives' have receded into history, now that fifty years have passed since the Aquarius Festival upended the region. 'A lot of the traditional farming people's children have married the kids of parents who were new settlers,' he said. Now the children of both tribes are mingling into 'a lovely fruit salad of people and culture'.

While some of the latest settlers have a bit more money, and look more conservative than the Nimbinites of yesteryear, John Wilcox suggests many of them are 'closet greenies'.

'They're looking for a better life that's not so driven by things like traffic, shopping and materialism,' he said. 'Although everyone's a bit materialistic when they want to buy or sell real estate!' Still, it's nice to think there's still a couple of places where status isn't just driven by how much money you've got.'



## Optimistic

Katrina Beohm says she's very optimistic about Lismore's future, giving the example of the Workers' Club coming back bigger and better in 2024. She says the Norco ice cream factory rebuild has also been a great confidence boost for the city.

'Having our three large industries keeps the town together. Lismore Base Hospital and the university are super-important, but rebuilding Norco means that we're very strong. That gives everyone hope.'

As is also the case with John Wilcox's agency Nimbin Hills Real Estate (now also Hills2Coast), Katrina Beohm's real estate business is expanding in all directions. As well as her Lismore base, she has offices in Byron Bay and Ballina, showing the increasing interconnections of people and businesses across the Northern Rivers, with Lismore right at the centre, just like the good old days.

As more local businesses reopen, the region is finding new life, and attracting new people, which is bringing its own challenges, particularly in terms of water and road infrastructure; as a series of loosely linked villages starts to look and feel more like a city, all in the midst of a major biodiversity hotspot which attracted many of the newcomers in the first place, including important pockets of World Heritage.

So what does the future hold for local real estate?

John Wilcox says he thinks the market will remain fairly stable for the next year or so. 'The prices of real

estate in Sydney and Melbourne are pretty buoyant at the moment, and eventually that money will filter up to here.'

He says new immigrants tend to go to the cities when they arrive, and an increasing number of people living in cities tend to want to escape, sooner or later. 'So then they come up to places like the North Coast; they come to the beach, or to these areas. That's how the money gets funnelled around.'

So people who are thinking of investing in the Northern Rivers or moving here – who might have seen the disasters on TV – what would you say to them? 'Well, I know we've had all the floods and things, but we still have the best beaches up here,' says John. 'We still have the most beautiful rainforest up here. Those basic things haven't changed.'

'So I feel that given a year or two we will be back to a more firm and buoyant market. The markets up in the Gold Coast are on fire at the moment, and that's fuelling the interest down here.'

## Liveability

Apart from the financial aspect, the strength of community across the Northern Rivers, particularly in Lismore and its villages, remains a potent draw for many potential buyers, in contrast to heavily populated areas like the Gold Coast.

John Wilcox agrees that this is a precious part of the local allure. 'If you live in an area like Nimbin,

you don't need a car,' he said. 'You can walk and meet like-minded people. If you're interested in arts and crafts, there's people to talk to and things to do. It's more relaxed here. You can be friends, and you don't need a BMW!'

It sounds like your passion for the area is undimmed after all these years? 'Yeah, that's right. Well, I've been an agent for 40 years. When we started, it was myself and a secretary. And I think there's nine people work here now. We're a female dominated office.'

Is that the secret of your success? 'That's it mate!'

With more people round the world living in cities than ever before, and the natural environment becoming increasingly squeezed, things like abundant water, intact forests, healthy soil, farmers' markets and cohesive communities are only going to become more valuable as time passes. It's not hard to see why it will take more than floods to scare people away from the beautiful Lismore region.

The area has a long history of being loved by its caretakers, the Widjabul Wia-bal people, and the whitefellas who named it Lismore were also on to something, in spite of building the city in the most flood-prone place imaginable. In Gaelic, Lismore means 'the great garden', and it remains a bountiful place for the people lucky enough to live here.

*Pictured: Photos of Lismore by David Lowe. Top right: Nimbin village photo by David Lowe. Bottom right: John Wilcox and his sales team.*

# Premium property sales from the experts in Byron Bay

## Experience. Service. Results.

The Pacifico Property reputation throughout the region speaks volumes for Christian and Brad. They are a true team. Having worked in the Byron property market for a number of years, they have created a culture of doing it right, and that is the Pacifico way. They pride themselves on the relationships that they build with their clients, many of which they now call friends.

Christian, the principal at Pacifico Property, is a diligent and committed agent who works tirelessly for his vendors. He has a unique capacity to also support the purchaser through the whole process, ensuring both parties are satisfied and happy with the deal.

A Byron local for over 15 years who loves the lifestyle, the outdoors, and the ocean. Christian is a family man and a real estate junkie! Laidback but dedicated, he loves working with his clients to make the process as straight forward as possible for them, so they too can enjoy everything that living in this beautiful part of the world offers. People come first.

Brad has great skills, commitment and enthusiasm to bring to Pacifico Property, and adds further strength and dimension to their successful and respected sales team. Born and raised in the Hunter Valley region, Brad quickly learnt the art of responsibility, communication and negotiation growing up in his parent's family-run hotel business. Those lessons, learnt from a young age, formed the foundation for his many achievements in his now blossoming career.

Moving into the real estate industry was a natural progression for Brad, who wanted to involve himself more in the industry to try and help others enjoy the experience of buying and selling as much as he had. Being hardworking, honest and trustworthy are the same attributes that helped Brad and his wife Lara win the renovation series *The Block* in 2012. He now finds himself in good stead to help others achieve a similar level of success. He's a family man who loves the Byron lifestyle.

## Welcome home

Are you interested in purchasing in the area but not really sure where to start? Organise a buyer's tour of the area! Get in touch with Christian or Brad to book a cruise around the greater Byron area in style.

[www.pacificoproperty.com.au](http://www.pacificoproperty.com.au)



**Christian Sergiacomi**

0400 221 653 • [christian@pacificoproperty.com.au](mailto:christian@pacificoproperty.com.au)



**Brad Cranfield**

0401 823 310 • [brad@pacificoproperty.com.au](mailto:brad@pacificoproperty.com.au)

# For Sale



## NEW YEAR, NEW WORKSPACE

### Warehouses from 176m<sup>2</sup>



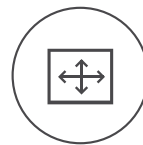
26 Warehouses



1 Café



Private Amenities



E4 Industrial Zoning

### Complete and ready to occupy

26/73 Centennial Circuit, Byron Bay NSW

Steve Schiavone  
0411 758 822

Kath Vaubell  
0415 410 633



Book a  
tour

**DEPOT**  
BYRON BAY

# Pros and cons of investing in property

Aslan Shand

Australians have always had a love affair with investing in 'bricks and mortar' housing because you can touch and feel their investment, says Damian Roylance managing Director of Entourage Finance in Byron Bay.

Damien has been in the mortgage broking industry since 2006 and says that while buying investment properties can work well for many investors it is something everyone needs to enter with their eyes open.

'Not many people get past owning two properties. The latest data from the Australian Taxation Office (ATO) reveals that 2,245,539 Australians or around 20 per cent of Australia's 11.4 million taxpayers owned an investment property in 2020-2021. This is the latest data from June 2023 that shows 71.5 per cent of these investors hold one investment property, 18 per cent hold two investment properties, and 9.7 per cent hold three, four or five investment properties,' he told *Echo Property*.

Once people have got onto the property ladder with their own home and gain some equity in their property, there is the potential to look at utilising that equity to purchase an investment property. While many see this as a way forward potential investors need to also be aware of the risks.

'Any bank or lender will look at a borrower's household expenditure measure (HEM), their average basic living expenses, which goes up automatically with changes in the economy and the expenses increase with the more you earn,' explains Damien.

'This will impact people's borrowing capacity, how much money people can borrow. In the last 12 months, due to interest rates and the increase in costs of living, people's borrowing capacity has dropped by 30-40 per cent compared to during Covid when interest sat at an average of two per cent.

'Australian's see investment properties as a way of building wealth and an avenue to financial freedom. For example, the value of property in Byron Bay has increased 360 per cent over the last ten years (as of April 2023). On average property values across the Northern Rivers have doubled



Mortgage broker, Damian Roylance

**Australian's see investment properties as a way of building wealth and an avenue to financial freedom.**

over the past five years while Kingscliff has seen a 237 per cent increase and Suffolk Park 256 per cent increase according to *The Property Tribune*.'

Once people are in the property market, it can become effective to leverage off one property or properties value and equity to facilitate the purchase of future investment properties. This can have the benefits of providing a passive rental income, capital growth (increasing value of the property), tax benefits, and the use of negative gearing where owners can claim interest rates, water rates, and property management fees as a cost. For some people, the value is also in being able to take loans out against properties to facilitate their lifestyle, travel, holidays, paying school fees, cars or other investments.

## Understand the risks

However, Damien says it is important to do your research and understand the risks associated with the property investment market and your own financial situation.

'For example, you need to look at the market and buy at the right time. For many people who bought in the Northern Rivers during Covid they may have lost about 20 per cent or more of the property's' value in the past year or two.

'The increase in interest rates is also impacting peoples' holding costs. If an investor had borrowed \$1 million to buy a property at two per cent interest, they would have been paying back \$20,000 per year of interest. At 6.5 per cent interest that becomes \$65,000 per year they are paying back, and that is just the interest on the loan.

'For many people who have bought land to construct their homes on, the increase in building costs are also having a significant impact,' says Damien. 'A lot of people buy property to add value to the land with renovating or constructing a brand new build.

'Building costs have gone through the roof and once people have engaged architects, and gone through council, with a 30 per cent increase in the cost of building materials since Covid, this is making some of the buy-to-build projects people had started no longer viable.

'I'm finding a lot of clients are going through the process to design and get ready to build, then when they receive the building quotes, they pull the pin on the project.'

Other risks are around the cost of repairs to investment properties, bad tenants who damage the property or don't pay their rent, and investors must always be prepared for when a property may end up vacant for a period.

'Investors must be able to cover the period where they are not receiving rent. People need a buffer, and it is always good to have liquid cash available for these times,' said Damien.

## Be unattached

When you are looking at a potential investment property it is important to remain unattached. Many people look to where they live, a beach house or where they might like to holiday to buy investment properties but that is not always the best place to invest, says Damien.

'Sometimes it is better to look at another state where there is a better opportunity for the investment. For example, in Victoria there is a land tax on any investment property valued at or over \$50,000. In NSW you pay zero land tax on investment property up to \$969,000. So, you will pay \$4,350 a year land tax on an \$950,000 investment property in Victoria but nothing on an investment property of that value in NSW.

'I recommend that if you are looking to invest in a property then get professional advice, the selection of the asset is crucial. Look at what might drive up or lower the value of the property in the future. Make sure you look at and understand the numbers and keep in mind the risk of interest rate rises.

'Be clear about what your reasons are for buying an investment property and make sure that it is not an emotional decision,' said Damien.

# Byron lifestyle

## Unit 14, 64-70 Broken Head Road

The renovated three-bedroom, two-bathroom apartment with lock-up garage, in the Links Apartment complex is truly remarkable. Here are some key highlights of this property:

- **Renovated and spacious:** The apartment has been renovated, indicating that it is modern and up-to-date. Its spacious layout provides ample room for comfortable living.
- **Located in the Links Apartment complex:** Living in this complex likely offers a sense of community and access to various amenities.
- **Designed by renowned architect Ian McKay:** Being designed by a well-known and respected architect like Ian McKay adds prestige and ensures a high-quality design.
- **Nestled amongst lush subtropical gardens:** The 2-acre lush sub-tropical gardens create a beautiful and serene environment, enhancing the overall living experience.
- **Full-size tennis court:** The presence of a full-size tennis court provides residents with an opportunity for recreational activities and staying active.
- **17-metre sparkling saltwater pool:** The large saltwater pool is perfect for relaxation and enjoyment during leisure time.
- **Direct access to Byron Bay Golf Club:** For golf enthusiasts, having direct access to the Byron Bay Golf Club would be a significant advantage.
- **Light-filled apartment:** The apartment's design incorporates large sliding doors and open spaces, allowing natural light to brighten up the living spaces.
- **Generous sense of space:** The apartment's layout and design contribute to a feeling of spaciousness and comfort.
- **Open plan lounge, dining, and kitchen:** An open-plan layout is favoured by many, as it creates a seamless flow between living spaces and encourages social interaction.
- **Perfect north-facing terrace:** The north-facing terrace is an excellent feature, as it offers ample sunlight and stunning views of the Byron Bay 18-hole championship golf course.

Living in this apartment would likely provide a luxurious and enjoyable lifestyle, with access to recreational facilities, beautiful gardens, and the serene surroundings of the Byron Bay Golf Club. The combination of a well-designed space, a renowned architect's touch, and the apartment's prime location make it an appealing choice for those seeking a comfortable and elegant living experience.

**Contact:** Janis Perkins

0438 841 122

janis@reodbyron.com.au

Inspections by appointment.

Price: \$1.9m





**reb**  
TOP 50  
WOMEN IN  
REAL ESTATE  
2022

*Tara took the hard work out of selling our home and kept us informed every step of the way. We got a fantastic result in an amazingly short time and we couldn't be happier.*

**TARA TORKKOLA - SALES**  
INTERNATIONAL MULTI MEDIA SELLING AGENT  
0423 519 698 | tara@byronbayfn.com

 @taratorkkolafirstnational  
 @taratorkkola\_realestate  
WWW.BYRONBAYFN.COM.AU

 FIRST NATIONAL BYRON



**2022 - No #1 SALES AGENT**  
**2023 - No #2 SALES AGENT**  
for First National Australia Wide

**SU REYNOLDS**  
DIRECTOR/SALES - CHIEF CULTURAL OFFICER  
0428 888 660  
sreynolds@byronbayfn.com  
www.byronbayfn.com.au

 FIRST NATIONAL BYRON

**CAPE BYRON**  
PROPERTY





PREMIUM SALES RESULTS  
IN A CHANGING MARKET

**BRYCE & RACHEL CAMERON**  
0412 057 672

**PAUL PRIOR**  
SALES  
0418 324 297  
paulprior@byronbayfn.com

Professional and results driven with extensive knowledge. Servicing the Byron Shire and beyond.  
Call Paul for an appointment today.  
WWW.BYRONBAYFN.COM.AU

 FIRST NATIONAL BYRON




**SHARON McINNES**  
SALES  
0408 659 649  
sharon@byronbayfn.com

 FIRST NATIONAL BYRON



 **SCHMITH**

LOOKING TO SELL?  
LOOKING TO RENT?  
WE DO BOTH!

CONTACT ME TODAY  
justin@schmith.com.au  
www.schmith.com.au  
@schmithrealty



**TIM MILLER**  
REAL ESTATE  
0411 757 425  
millerrealestate.com.au

Call today for an obligation free chat



**AGENT OF THE YEAR**  
agent of the year awards  
SUBURB WINNER  
2023

**BYRON BAY AGENT OF THE YEAR**  
Damien Smith  
Sales Director Ray White Byron Bay  
damien.smith@raywhite.com | 0418 123 393  
www.rwbyronbay.com

 RayWhite

**CALLING ALL REAL ESTATE SUPERSTARS!**

Be seen along side the region's standout property industry professionals and advertise yourself here!

For advertising enquiries please contact:  
adcopy@echo.net.au or 02 6684 1777

Conveyancing, Leases, Wills, Estates, Probate

**bvk** [bvk.com.au](http://bvk.com.au)  
SOLICITORS ATTORNEYS

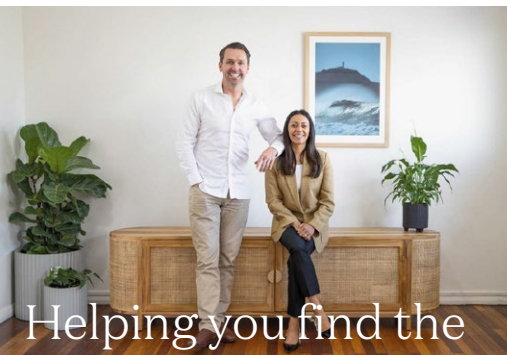
**QUALITY LEGAL ADVICE**

in and around Byron Bay

**02 6680 8522**

"Please pass on a huge thank you to Adam. Your office has been amazing to deal with as always."

**ENTOURAGE**



Helping you find the right home loan

Entourage is your local mortgage broker. Saving you time, our experts assist in finding the right loan to suit your goals and needs.

Get in touch today!

[entourage.com.au](http://entourage.com.au) | 02 6678 1751  
Office 3/6 Jonson St, Byron Bay  
Australian Credit Licence 475676

**Buying & Developing Property?**

We offer sound advice to property buyers and those looking to develop. Our advice includes providing you with the potential for development opportunities, restrictions on title, pre-purchase inspections, facilitating design and approval processes, managing construction contractors to completion.

Contact Craig Adams  
**0411 575 991**  
[craig@cacm.net.au](mailto:craig@cacm.net.au)

 **CA CONSTRUCTION MANAGEMENT**  
[caconstructionmanagement.com.au](http://caconstructionmanagement.com.au)

**BUYING and SELLING REAL ESTATE?**  
*We are here to help*

**NP CONVEYANCING**

**PHONE 6685 7436 FOR A QUOTE**  
**PERSONALISED APPOINTMENTS**  
**IN BYRON BAY NOW**

 **NPC** NOW OPERATING OUT OF CENTRAL OFFICE IN POTTSVILLE  
Lic No 06000098

Conveyancing, Leases, Wills, Estates, Probate

**vka** [vkalaw.com.au](http://vkalaw.com.au)  
SOLICITORS ATTORNEYS

**VAN KEMPEN & ASSOCIATES**

Ocean Shores **02 6680 2888** Tweed Heads **07 5599 4456**



Our services are • Conveyancing NSW and QLD – competitive fixed prices! • Complex Property Matters • Sale & Purchase of Business • Retirement Village Contracts • Leasing • Options

P: 02 6687 0548 | F: 02 6678 0352  
Suite 2/5 Lismore Rd, Bangalow NSW 2479  
[hello@bangalowconveyancing.com.au](mailto:hello@bangalowconveyancing.com.au)  
[www.bangalowconveyancing.com.au](http://www.bangalowconveyancing.com.au)



  
**JH Mobile Lawyers**  
Bringing law to your front door

- Conveyancing (NSW & QLD)
- Property • Leases
- Estates & Probate
- Wills



Jess Riddell – local for 20+ years  
0428 773 416 [jess@jhmobilelawyers.com.au](mailto:jess@jhmobilelawyers.com.au)  
[jhmobilelawyers.com.au](http://jhmobilelawyers.com.au)

  
**PROPERTY STAGING**  
styling for sale

*call us for a free quote on 0432 574 321*



[cactushillproject.com.au](http://cactushillproject.com.au)  
[home@cactushillproject.com.au](mailto:home@cactushillproject.com.au)

**Echo Property Magazine**

Edition #7, February 2024 • *The Byron Shire Echo*, issue 38.35

Cover photo: Picturesque countryside looking north from the Nimbin Rocks – David Lowe

Echo sales team: Crystal Appo, Kim Beaver, Anna Coelho, Lesley Hannaford, Katie Thompson

Advertising enquiries: [adcopy@echo.net.au](mailto:adcopy@echo.net.au) or 02 6684 1777

*Echo Property Magazine* is distributed with the first issue of *The Byron Shire Echo* published each month.

*Echo Property Magazine* is proudly produced by

**Echo Publications**



[www.echo.net.au](http://www.echo.net.au)


© 2024 Echo Publications Pty Ltd  
ABN 86 004 000 239

64 McGoughans Lane, Mullumbimby NSW 2482

*The Echo* acknowledges the people of the Bundjalung nation as the traditional custodians of this land and extends respect to elders past, present and future.

This publication is printed on responsibly sourced paper stock.

 **Environment ISO 14001**  


  
PEFC Certified  
Paper is from sustainably managed forest and controlled sources. Recognised in Australia by Responsible Wood.  
[www.pefc.org.au](http://www.pefc.org.au)

# Are you selling?

Have your property seen in *Echo Property Magazine*,  
*The Echo* newspaper and online!

UNBEATABLE  
ADVERTISING  
PACKAGES  
AVAILABLE  
NOW!

Reach an engaged and affluent audience! Research shows that advertising is more effective placed within news content.

24,500 weekly *Echo* newspapers and 24,700 monthly glossy *Echo Property Magazines* are distributed directly to homes and businesses across the Northern Rivers. Plus we have over 125,000 weekly readers online at [www.echo.net.au](http://www.echo.net.au).



**Echo**

Contact us today for great advertising options in *The Echo* newspaper,  
monthly *Echo Property Magazine* and website.

[adcopy@echo.net.au](mailto:adcopy@echo.net.au) • 6684 1777 • [www.echo.net.au](http://www.echo.net.au)