



# Bayleys

## Altogether Better

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### **Tanya Maich**

**Residential and Lifestyle Sales**



# Why Bayleys?

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In real estate, as in life – it's all about who you know, and as New Zealand's largest full-service agency with affiliates across the globe – Bayleys is the best connected in the business.

You might have heard of our stellar reputation in the market-place, or you might have seen our clean, smart branding - but there's a lot more to what we can do for you.

This document will explain how Bayleys consistently achieves the very best results for our sellers, and why we are the most qualified real estate company to manage the sale of your property.

## Three fundamental factors set us apart:



### Team approach

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When you engage a Bayleys salesperson, you receive access to the entire team within their office as well as the wider Bayleys network. Regular meetings and a collective approach mean that there is 100 percent focus on delivering the best result.



### Bayleys reach

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Our marketing reach is unrivalled, and our method is tailor-made for your property. Combining traditional methods with innovative marketing strategies ensures that we find the right buyer, not the first buyer.



### Service

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The 'Bayleys Promise' is our commitment to delivering the best service to each and every client through open communication, transparency and accountability.

## At Bayleys we take pride in being Altogether Better.

Altogether better at our jobs and altogether better at looking after our clients. When you've got everyone from Bayleys altogether on your side, you're much more likely to get an altogether better result.



# Bayleys Whangarei

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With offices across the Northland region, Bayleys in the North offers full real estate agency services covering residential sales, commercial and industrial sales and leasing, along with business, country, lifestyle, and waterfront sales. Leading the team is Sales Manager Rachael Dennis, along with Tony Grindle, a director of Bayleys in the North.

Bayleys in the North has established itself as the first-choice real estate company to bring your property to the market and successfully sell on your behalf.

Operating as part of the wider Bayleys in the North business, covering Silverdale to the Far North, this extensive reach and support is a true point of difference within the industry, and gives you certainty that your asset is in the right hands.

Our team's co-operative efforts and high work ethic creates more successful real estate sales on behalf of our vendors.

At both an office and individual level, we love giving back to the local community. Behind our proven track record of sales is an unwavering commitment to support local schools, sports clubs and charity groups whenever possible.

# Why Tanya Maich?

## SKILL | INTEGRITY | KNOWLEDGE |

These three words are the cornerstone of my business practice. Growing up within an entrepreneurial household, I learnt from a very young age that adding value to someone else's commodity is achieved through a combination of a high degree of skill, honesty and comprehensive market knowledge all of which must be underpinned by excellent customer service.

**SKILL**, for me, starts with being able to relate easily to people and being an effective communicator. I feel privileged to be working alongside people during their real estate journey and caring for them involves ensuring they are continually kept informed and updated. Marry this with my eye for detail, excellent marketing and selling skills, and the stage is set to achieve premium results for my clients.

**INTEGRITY** is something I embody. Professionalism honesty, hard work and delivering on promises are extremely important elements to me and anything less is out of the question.

**KNOWLEDGE** of the market conditions are an essential factor in providing comprehensive real estate service to buyers and sellers alike. Staying well informed on industry trends is a part of my weekly schedule and ensures that the service I offer is aligned with the market and is highly correlated with outstanding results for my clients.

I am passionate about Real Estate and being able to work in this industry is a true pleasure.

### 01

**I CARE** about what you care about. Listening carefully to you and your goals are key to the service that I provide you with. This forms the foundation of a great working relationship as we collaboratively devise the best methods to generate the result you desire.

### 02

**I KNOW** about the local market and in response the most effective marketing approaches enabling me to advise you on how best to achieve the result you desire.

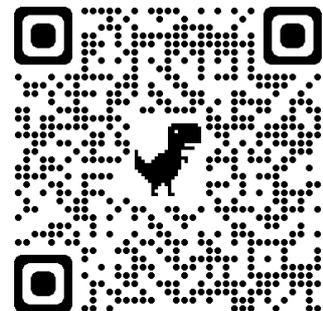
### 03

**I COMMUNICATE** honestly and regularly with you during our working relationship. We are working together, and it is my intention that you have an excellent experience working with me and communication is key both during and after our working relationship.



**Tanya Maich** 021 247 4274  
tanya.maich@bayleys.co.nz  
www.tanyamaich.bayleys.co.nz

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Scan QR code with your phone to watch Tanya's profile video

# What to expect from Tanya

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## Step 1

### Connection

Our first meeting will entail an informal conversation to get to know each other and what your goals and aspirations are in regard to your property.

## Step 2

### Your property

Take me on a tour and tell me about your property.

## Step 3

### Market appraisal

I engage in a market appraisal by examining the statistical data of recent sales of properties comparable to yours. This gives us an indication of where they value of your property is likely to be. This is then presented to you in person at a time that suits.

## Step 4

### Designed programme

Together we discuss options for marketing and determine which is the best method suited to you and your property. This includes a clearly calendarized programme that outlines what will happen so you know what to expect and when it will happen by. Once this is finalised, the plan is put into action.

## Step 5

### In campaign

This is the time when your property is actively being promoted and marketed.

During this time you receive:

- Regular contact from me.
- Weekly reporting to track the progress of the campaign
- Concentrated efforts by me to market your property. This involves phoning known buyers, engaging in buyer matching through our client management system, connecting with key people to work on generating a result for you, caring for the buyers that show an interest in your property
- Regular market updates

## Step 6

### Post programme

Once your property is in contract, I will:

- Regularly communicate with the buyers
- Update you with progress
- Support you and the buyer where I can, to complete the sale



# Ongoing Connection

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Following the service you have from me, I like to remain connected.

- I am grateful for the opportunity to work with you and I like to show this by staying in touch.
- You can expect cards, market updates and phone call check ins.
- Referrals are the best compliment you can give ask me how I can reward you for referring business to me.

# Testimonials

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“

Whether considering buying or selling a property In Whangarei or its environs and think you might like a very pleasant person who is professional, intelligent, personable and friendly, we could not endorse more highly the skills of Tanya Maich as your facilitator for that process.

**Steve & Trude**

“

Tanya was amazing to work with, and we felt very confident in her hands while selling our home. She went above and beyond; we were very impressed with her communication, attention to detail, professionalism and presentation. Tanya was honest and open, making the process of selling as stress-free as possible.

**Charlotte and Stefan**

“

Tanya worked tirelessly on our behalf, both to see our property and to help us find our new family home. We highly recommend her – she is dedicated, hard-working and passionate about getting the best result for her clients.

**Glenn and Katy**

“

Thank you, Tanya for your expertise in helping me find a home for my family. You listened to our needs and went in search for us and found exactly what we needed in a home. You guided us through the process so well and took the stress of finding the right home off us. I cannot thank you enough. We wish you well in your future with real estate.

**Michelle**

“

Tanya is an absolute gem! We fell in love with her on the first meeting and I wouldn't have had anyone else sell my house. She is so thorough and goes above and beyond for her clients. She just never stops. Her dedication to her job and lovely kind nature is a perfect quality for anyone buying or selling a house. I felt so cared for throughout the whole process. Out of 10 I'd have to say 20!!!

**Karyn**

“

We have recently listed our property with Tanya Maich from Bayleys. The property had previously been on the market for 6 months with a different agency with little to no interest. Within a week of marketing Tanya had significant interest and an offer within 4 weeks. Tanya worked extremely hard for us and went the extra mile in getting not only the best offer but helping the purchaser through the process. We would highly recommend Tanya to anyone considering selling a property.

**Jack and Toni**

## Bayleys are Altogether Better

Check out [bayleys.co.nz/altogetherbetter](https://www.bayleys.co.nz/altogetherbetter) to see why.

# Track record

BAYLEYS.CO.NZ/RESIDENTIAL



**SOLD \$850,000**

**Kamo**  
60 Three Mile Bush Road

817<sub>sqm</sub> 4 1 2



**SOLD \$550,000**

**Kamo**  
41 Plane Tree Lane

0.7654<sub>ha</sub>



**SOLD \$890,000**

**Kamo**  
48 Fisher Terrace

997<sub>sqm</sub> 4 2 2



**SOLD \$1,245,000**

**Glenbervie**  
21 Sands Road

2,068<sub>sqm</sub> 4 2 2



**SOLD \$825,000**

**Maungatapere**  
2 Bagara Lane

4,008<sub>sqm</sub> 4 2 2



**SOLD \$1,785,000**

**Kauri**  
523 State Highway 1

3.0536<sub>ha</sub> 4 2 3



**SOLD \$960,000**

**Kamo West**  
1218 Pipiwai Road

1,871<sub>sqm</sub> 4 3 3 2



**SOLD \$810,000**

**Kamo**  
29 Ogle Crescent

837<sub>sqm</sub> 6 2 3 3



**SOLD \$710,500**

**Kamo**  
39 Eden Terrace

1,102<sub>sqm</sub> 3 2 1 2



**SOLD \$722,000**

**Kamo**  
43 Smithville Road

1,241<sub>ha</sub>



**SOLD \$1,665,000**

**Kamo West**  
40 Karanui Road

1,831<sub>sqm</sub> 4 2 2 2



**SOLD \$685,000**

**Kamo**  
41 Smithville Road

1,777<sub>ha</sub>

# Track record

BAYLEYS.CO.NZ/RESIDENTIAL



**SOLD \$1,200,000**

**Kamo**  
89 Lake Ora Road

4,046<sub>sqm</sub> 2 1 1



**SOLD \$1,195,000**

**Kamo**  
29 Wainui Avenue

893<sub>sqm</sub> 4 2 3 2



**SOLD \$1,058,000**

**Kamo**  
27 Heartstone Place

2,394<sub>sqm</sub> 4 2 2



**SOLD \$1,065,000**

**Ruatangata West**  
43 and 57 Miro Road

8,325<sub>sqm</sub> 5 2 2



**SOLD \$605,000**

**Kamo**  
6 El Viso Place

688<sub>sqm</sub> 3 1 1 1



**SOLD \$580,000**

**Kamo**  
47 Gillingham Road

621<sub>sqm</sub> 3 1 1 4



**SOLD \$844,500**

**Ruakaka**  
52 Tamure Place

609<sub>sqm</sub> 4 2 2



**SOLD \$821,000**

**Kamo**  
16 Te Puia Street

893<sub>sqm</sub> 3 2 1



**SOLD \$397,000**

**Ruatangata West**  
74 Tremain Road

1,194<sub>sqm</sub>



**SOLD \$1,310,000**

**Kamo West**  
24 Heartstone Place

2,335<sub>sqm</sub> 4 1 2 2



**SOLD \$810,000**

**Kamo**  
33 Fairway Drive

804<sub>sqm</sub> 4 2 3



**SOLD \$710,000**

**Kamo**  
45 Balmacewan Drive

615<sub>sqm</sub> 4 1 2 1

# Track record

BAYLEYS.CO.NZ/RESIDENTIAL



**SOLD \$1,380,000**

**Kamo West**  
117 Karanui Road

3.73<sub>ha</sub> 3 2 2



**SOLD \$825,000**

**Kamo West**  
234 Fairway Drive

682<sub>sqm</sub> 3 3 2 2



**SOLD \$690,000**

**Kamo**  
6 Scarborough Lane

863<sub>sqm</sub> 4 2 2 2



**SOLD \$530,000**

**Kamo**  
46 Three Mile Bush Road

809<sub>sqm</sub> 3 1 1



**SOLD \$394,000**

**Kamo**  
111 Station Road

890<sub>sqm</sub> 3 1 1



**SOLD \$790,000**

**Kamo**  
15 Onoke Lane

4,803<sub>sqm</sub> 4 2 3



**SOLD \$1,065,000**

**Kamo**  
130 Karanui Road

2,660<sub>sqm</sub> 3 2 2



**SOLD \$1,250,000**

**Kamo West**  
16 Glen Bruce Place

5,334<sub>sqm</sub> 5 2 3 3



**SOLD \$310,000**

**Maungatapere**  
Lot 6 Corsair Drive

2,612<sub>sqm</sub>



**SOLD \$415,000**

**Morningside**  
106 Morningside Road

767<sub>sqm</sub> 3 1 1 2



**SOLD \$703,500**

**Kamo**  
13 Brickworks Lane

997<sub>sqm</sub> 4 1 2 2



**SOLD \$383,000**

**Onerahi**  
46 Nottingham Road

1,279<sub>sqm</sub> 3 1 1

# Track record

BAYLEYS.CO.NZ/RESIDENTIAL



**Kamo West**  
27 Georgia Lane

2,321<sub>sqm</sub> 4 2 2



**Kamo West**  
47 Karanui Road

4,334<sub>ha</sub>



**Regent**  
2 Drummond Street

556<sub>sqm</sub> 3 2 2 1



**Whau Valley**  
1 Whau Valley Road

585<sub>sqm</sub> 3 1 1 1



**Tikipunga**  
27 Boundary Road

761<sub>sqm</sub> 5 1 2

# Your sales team

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*"Tanya's entry to the industry was somewhat predictable. Her passion for Real Estate started with buying and developing her own properties. This together with her background in Teaching and Masters education in Business Psychology have culminated in a set of skills finely tuned for excellent communication and associated with highly effective Real Estate Salespeople."*

**TANYA MAICH**  
SERVICE • INTEGRITY • KNOWLEDGE

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021 247 4274 | tanya.maich@bayleys.co.nz

## Cheree Morrison - Client Services Manager

027 304 5281 | cheree.morrison@bayleys.co.nz

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As Tanya's Client Services Manager, Cheree Morrison works alongside Tanya to make the experience of buying and selling property as stress-free and straight-forward as possible. A recent real estate convert after a decade in editorial and magazines, Cheree manages Tanya's marketing and assists in the listing process, allowing Tanya to dedicate her time to clients. Her years as an award-winning travel editor fueled her love of celebrating Aotearoa's regions, so returning to Whangarei in 2018 was a homecoming in more ways than one. "Team Tanya" combines their passion, knowledge, and humour to provide the best possible experience to both vendor and purchaser.



## Rachael Dennis - Mid North Residential Sales Leader

021 916 723 | rachael.dennis@bayleys.co.nz

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Rachael Dennis brings her passion for helping people and businesses achieve their goals, to the Bayleys in the North team. As the Residential Sales Leader for the Mid-North, Rachael and her team cover the residential property market across the wider Whangarei region, Bream Bay and Dargaville. With extensive corporate experience in management and leadership roles in London, Auckland and Northland, leading and developing teams as well as running her own business.



# Supported by



## Mid North Team

Bayleys sales teams are renowned in the industry for their co-operative approach (as opposed to competitive). While your sales team will have their own network, database and niche in the local market, the attention of the wider team ensures no stone is left unturned finding the right buyer.

27 salespeople\*    285 transactions\*    \$190million sales value\*



## Bayleys in the North Team

Bayleys in the North offices have a special synergy from their common ownership. In particular offices pool their buyer databases, meaning that direct contact can be made with known active buyers – e.g. a lifestyle property in Matakana can be introduced directly to buyers throughout Bayleys in the North’s offices and not just those in the immediate area.

84 salespeople\*    924 transactions\*    \$851million sales value\*



## Nationwide Team

90 offices\*

1,050 salespeople\*

\$11billion sold or leased\*

Spanning the length of the country, across 90 offices, Bayleys clients benefit from the industry-leading resources available, and regardless of where your property is located, you’ll have hundreds of salespeople looking to fit the ideal buyer with your property. Furthermore, as New Zealand’s only full-service agency, your campaign will benefit from the knowledge of our specialised research team, residential marketing division, and sector-specific resources (think Waterfront, View and Country Magazine).



## International Team

Bayleys international approach is always on. We have a strong, unmatched and measurable network of global property marketing solutions and a close alignment with a number of the world’s leading brokers.

\*FY19/20



# Journey to success

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The journey from listing to settlement can be right up there with the most stressful of experiences, so at Bayleys we aim to take the hassle out of the process. While our salespeople offer service with transparency, communication and superior knowledge, the below information will outline just what you can expect every step of the way.

## 1. Listing



- Your property, your call. During the listing stage you will make many decisions, and your Bayleys salesperson will provide a detailed submission document to steer you in the right direction. This will include recommendations regarding sale method, marketing, commission and the anticipated sale value considering current market analysis.
- Once listing has been finalised, vital documents such as the Certificate of Title (CT), Land Information Memorandum (LIM), or Pre-Contract Disclosure Statement (PCDS) must be obtained
- Prior to officially launching the advertising campaign your salesperson will seek approval for marketing material including advertising and photography, while preparing an Information Pack (IM) for prospective purchasers. Other offices across the Bayleys network will be alerted to the new listing.

## 2. Marketing



- A typical campaign lasts three to four weeks and during this time you can expect to see your bespoke marketing plan come to life.
- You will receive regular updates and copies of the marketing material.
- Your salesperson will provide a detailed weekly report including buyer-feedback and strategy for the week ahead.

## 3. The sale



- Your salesperson will keep you informed of all qualified interest, culminating in a sale by the set date or a process of negotiation where they will listen, advise and represent your interests.
- Once both buyer and seller have come to an agreement and signed the documentation, the deposit is paid and held in the Bayleys Trust Account until release has been granted.
- Correspondence between legal representatives, banks for finance and your salesperson will follow to ensure all conditions have been met and each party is satisfied settlement can go ahead on the agreed date.

## 4. The settlement



- After your salesperson has received written confirmation from the lawyer that settlement has taken place, the deposit can be released, keys exchanged and a celebratory champagne is in order.

# Marketing methods

**To achieve the best sale price, your property must reach the widest possible audience.**

At Bayleys, we are passionate about results, and we go further to find the right buyer (not just the first buyer) for your property. The Bayleys View ethos is simple, we provide maximum views on your property to find buyers others can't through a unique set of tools which create competition, increase demand and ultimately achieve an outstanding result for you.



## Digital

Bayleys are leading the charge in digital marketing and have developed industry leading digital marketing opportunities for our vendors. Through Bayleys you'll have access to a range of online property portals, highly effective social media listing products as well as our exclusive homepage property carousels which can place your property on the homepages of the NZ Herald and Stuff websites, reaching a combined audience of approximately 5.4 million unique browsers per week - an opportunity that is unique to Bayleys.



**Exclusive homepage carousels**



## Global

Bayleys is able to internationally market your property through our global network partner, Knight Frank. Through this partnership, Bayleys reaps the benefits of a globally connected network spanning 60 markets. Our closest connections are to the Knight Frank Asia Pacific Group with 7,740 people in 147 offices all working collaboratively to find the right buyer for your property.



**Bayleys international approach is always on**



## Print

The sleek design of our print advertising runs in everything from local papers to the New Zealand Herald to the Sunday Star Times and foreign language publications, as well as our exclusive portfolio of Bayleys professional, glossy magazines. Bayleys believes in the value of print advertising and maximises print media wherever possible ensuring your property is placed front and centre of attention.



**24,000 copies published each week**  
**OneRoof Northland Property Guide**



## Networks

Bayleys is the largest real estate company in New Zealand so when you list with Bayleys, you've got our whole network of dedicated experts working hard to get you the best possible result for your property. From the unique opportunities of Bayleys Syndications, our expanding development team or our nationwide commercial, retail and rental teams - we connect with an ever-expanding pool of buyers through our extensive network both nationally and internationally.



**Networks which attract local, national and off-shore attention**

# Bayleys network

From our inception in Pakuranga over 40 years ago, Bayleys is proudly New Zealand owned and operated, and we understand that people and relationships are vital to success.

With more than 80 percent of our sales involving two or more salespeople working together, our business philosophy encourages teamwork, and your chosen representative will draw strength from the wider Bayleys team and our networks.



# The Bayleys story



## 1 to 90

offices

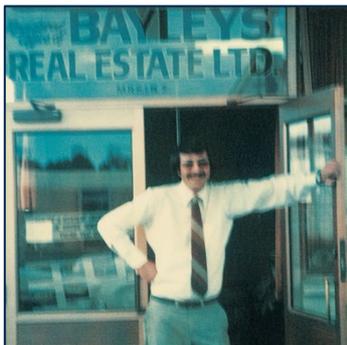
In 1973 Graham, Pam and John Bayley started out working from their family home in Pakuranga – Bayley’s first office. Today we have 90 offices from Kerikeri in the far north to Invercargill in the south.



## 2 to 1,920

personnel

Back then the company consisted of two full time salespeople – the late Graham and son John—supported by Pam, the financial controller, receptionist and administration manager. Today we have over 1,900+ personnel, with over 1,000+ sales and leasing agents supported by a team of management, administration, marketing, research, public relations and auctioneer professionals.



## 3

generations

Over 40 years on, all of Graham and Pam’s five children, and three generations of the Bayley family work in the business.



## 4 sectors

giving us total coverage

We’re proud to be New Zealand’s largest full service real estate company, operating across four sectors nationwide: Commercial, Country, Residential, and Property Related Services including Property Management and Valuations.

# Buying at Auction

## Preparing to Bid

- Register your interest with Tanya and confirm contact details
- Carry out building inspection
- Obtain and view LIM or property documents
- Have confirmation of pre-approved finance in writing
- Discuss changes to Particulars and Conditions of Sale with Tanya and have them checked by your lawyer
- Have the Particulars and Conditions of Sale checked by your lawyer
- Have deposit ready
- Talk to Tanya about bidding strategy

# Buying at Auction

## Once You've Won

- Sign paperwork before you leave. If phone bidding, sign and return paperwork via email to Tanya
- Pay deposit within three working days
- Advise your bank/broker of your purchase
- Confirm pre-settlement inspection
- Sign lawyers additional paperwork prior to settlement
- Start packing!
- Keys released once vendors lawyers confirms settlement

*Celebrate!*



# Purchasing via Negotiation

## Submitting an offer

- Seek advice from your lending specialist regarding finance terms
- Seek advice from your lawyer regarding the following:
  - Will you require a LIM?
  - Do you require any further terms of sale?
- Consider a settlement date that suits you and your situation
- Tanya will guide you through the remainder of the process

# Purchasing via Negotiation

## Preparing to place an offer

- Register your interest with Tanya and confirm contact details
- Thoroughly inspect property inside and out
- Obtain any property related documents available from Tanya
- You may wish to invite a building specialist to view
- Begin discussions with your bank or mortgage broker
- Consider who you would like to use for conveyancing

# Purchasing via Negotiation

## Conditional Offer Accepted

Sign paperwork before you leave.

Pay deposit within three working days

Advise your bank/broker of your purchase

Confirm pre-settlement inspection

## Unconditional Offer Accepted

Sign lawyers additional paperwork prior to settlement

Start packing!

Keys released once vendors lawyers confirms settlement

*Celebrate!*



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SERVICE • INTEGRITY • KNOWLEDGE

**BAYLEYS**

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# Settlement Day

## As the vendor

Make sure everything is in working order and any repairs made

Clean the property thoroughly and remove any rubbish and items not listed in the chattels

Advise your insurance of the move, but make sure cover remains until settlement day

Arrange final readings of any meters

Vacate the property in time for settlement to come through

## As the buyer

Advise your power, internet and insurance provider of your move

Conduct pre-settlement inspection with Tanya 3-4 days prior to settlement day

Pack everything!

Wait patiently for the lawyers to advise the settlement has been completed

Obtain keys from Tanya

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# Connecting with the community

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## **The Bayleys Foundation is the philanthropic arm of the company.**

Bayleys is very much part of local communities throughout New Zealand and the Pacific. Corporate philanthropy is more than just giving back to a community - it's about contributing to long-term social change, and we take that responsibility very seriously. By contributing time, resources and money to local organisations, schools and sporting groups, we know we're helping to grow strong and supportive communities.

Our aim is to assist in the areas of environment, people, sport, arts and culture and the Bayleys' team around the country embrace these undertakings with heart and commitment. Bayleys is committed to three key partner causes - Live Ocean, The Prince's Trust and Cure Kids. We are also a corporate Sponsor of the New Zealand Green Building Council. Supporting these causes allows us to help make a difference to long-term change.



# GET THAT AIRPOINTS™ FEELING...

WHEN YOU LIST & SELL WITH BAYLEYS

## Airpoints Dollars™ with Bayleys

Bayleys is the only full service real estate company that gives you Airpoints Dollars™ when you sell your property.

This means not only will you get a great result, we'll also put something towards your next getaway to celebrate. Every \$2,000 in the sale price achieved will earn you 1 Airpoints Dollar\*, which you can spend on Air New Zealand flights, upgrades, Koru memberships, or items from the Airpoints™ Store.



**BAYLEYS**

\*To a maximum of 500 Airpoints Dollars. Bayleys standard commission rates apply. Further terms and conditions apply. Visit [bayleys.co.nz/airpoints](https://www.bayleys.co.nz/airpoints) to view terms and conditions.

Airpoints Programme terms and conditions also apply.

**BAYLEYS**

**ALTOGETHER BETTER**

**Residential / Commercial / Rural / Property Services**







*Your Kamo Specialist*

Residential & Lifestyle Sales

021 247 4274 | 0800 80 20 40  
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### Bayleys Warkworth

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### Bayleys Omaha

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### Bayleys Matakana

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Matakana  
09 425 7640  
warkworth@bayleys.co.nz

### Bayleys Mangawhai

198 Molesworth Drive  
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mangawhai@bayleys.co.nz

### Bayleys Bream Bay

3/30 Rauiri Drive  
Marsden Cove  
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northland@bayleys.co.nz

### Bayleys Dargaville

112 Victoria Street  
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### Bayleys Whangarei

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northland@bayleys.co.nz

### Bayleys Bay of Islands

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09 407 9221  
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