



Introducing

LISA TIPPEN



Lisa
TIPPEN

📞 027 454 5416 | 0800 TO GET SOLD (0800 864 387) ✉️ lisa.tippen@harcourts.co.nz

INTRODUCING YOUR SALES CONSULTANT

With the motto “It’s not just a job, it’s a lifestyle,” Lisa brings over 27 years of real estate experience and a genuine passion for helping people into every client interaction. Her drive, expertise, and results have earned her the title of Top Salesperson for Rangiora in both 2023 and 2024 and 2024/2025, cementing her reputation as a trusted and high-performing professional.

Lisa is known for her ability to make real connections—matching people with the right property and guiding them through what can often be a complex and emotional journey. “Helping clients navigate the process and seeing their happiness at the end is what makes it all worthwhile,” she says.

Her tenacity and sharp negotiation skills set her apart. Lisa is known for going the extra mile, often working behind the scenes long after others would stop. “It’s not over until I succeed,” she says with conviction.

Clients frequently describe Lisa as patient, committed, and refreshingly honest. She treats every client like family, which has led to long-standing relationships and a steady stream of referrals from those who trust her implicitly with their biggest life decisions.

Having spent over a decade with Harcourts, Lisa has consistently earned top listing and sales consultant awards. Her strong local knowledge, exceptional service, and attention to detail make her a standout in a competitive market.

Outside of real estate, Lisa enjoys coastal living at Waikuku Beach with her husband Simon and their daughter Chelsea. Juggling motherhood and career has shaped Lisa’s approach to life: “Just like in real estate, success lies in how you present it.”

Whether representing a first-time buyer, a growing family, or someone ready for their next chapter, Lisa offers unmatched care, experience, and results. With her, clients know they’re in capable and dedicated hands from start to finish.

Lisa Tippen

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Four Seasons Realty 2017 Ltd | Licensed Agent REAA 2008



A SELECTION OF MY *Sales*



1096 Woodstock Road, Oxford
Sold for \$1,024,000



95 Charles Street, Rangiora
Sold for \$1,010,000



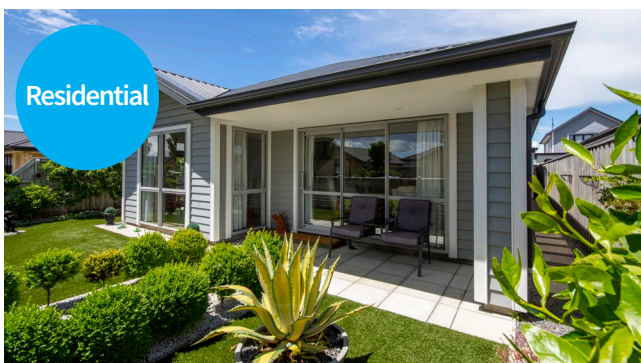
34 Woodend Beach Road, Woodend Beach
Sold for \$640,000



17B Matawai Close, Rangiora
Sold for \$505,000



6 Mathias Place, Kaiapoi
Sold for \$900,000



71 Mary Ellen Street, Pegasus
Sold for \$675,000



67 Park Terrace, Waikuku Beach
Sold for \$682,000

YOUR FAMILY YOUR FRIENDS OUR *Clients*

“ **Best Estate agent in NZ hands down!** It was an absolute pleasure working with **Lisa who made selling our home during a tough market seem effortless** only because of all the hard work she put into it. We recently relocated to Oz from NZ and we had peace of mind leaving our home in Lisa’s capable hands. Her experience shown through the process as she pulled in all resources at the right times.

A true professional in the trade and someone we can now call a friend. We highly recommend Lisa and her team to anyone.

J & M Strydom (Vendor) ”

“ **Honest & Trustworthy!**

Dealing with Lisa from day #1 was as easy as house buying should be! Lisa’s knowledge of the industry and property of interest was exceptional with multiple follow ups and support. House selling and buying is stressful at it’s best but Lisa made the process a pleasure to go through.

Tom (Buyer)

Perfect understanding of the market, she makes you feel part of her family. Super star!

Second house she has sold for us in two months. We trusted her experience and market knowledge. Her advice upfront and honest, her open, warm approach working with potential buyers seals the deal. Once again the behind the scenes support from Harcourts in my opinion places the brand at the top of the list of Real Estate companies.

Aaron & Ellie (Vendors) ”

ratemyagent

Testimonials

My focus is my clients and making a positive difference in their lives. I love what I do!

OUR AGENDA *Begins* WITH YOU

This meeting is all about you.

Our proposal is aimed at helping you achieve your particular needs and maximising the value of your property.

YOUR NEEDS



We would like to know what is most important for you when selling your property.

- Why are you considering selling your property?
- When would you like to ideally move?
- What will you be considering when selecting your sales consultant?
- If we agree on the sales strategy today, are you happy to move forward?

Understanding your needs allows to provide a tailored solution to help you achieve your property goals.

THE MARKET



It's important to understand what kind of market you are selling in and how it affects the process. Our strategies are determined by the market and the level of local competition.

Buyer's Market

Marketing and Selling strategies need to ensure that your property stands out in the crowd, represents great value and desirability.

Balanced Market

Getting SOLD isn't just the objective - achieving a premium result requires positioning your property above the competition.

Seller's Market

Creating a forum for buyers to compete transparently ensures they make their very best offer and you sell for the most the market will pay.

THE BUYERS



Buyers become price knowledgeable very quickly as they research and compare properties in the market.

If marketing with a price, you set your price competitively right from the beginning.

If marketing without a price, the marketing must capture the attention of buyers.

Our goal is to make the buyer's shortlist and generate maximum buyer competition.

PRICING



We don't price your property, the market does.

- Overpriced properties take longer to sell.
- The longer you're on the market, the lower your selling price.
- Set the price correctly in the initial marketing period.
- More buyers and the best buyers show interest soon after you've listed.
- When buyer competition is highest, you achieve your best result.

THE METHOD



There are different strategies that can be employed to sell your home. We need to choose the selling method that's right for you.

Marketing without a Price

This strategy is designed to allow buyers to be attracted to the property and not the price.

There are various selling methods in this strategy, including for sale by tender or negotiation. The most frequently used method is Auction, Tender or Expressions of Interest.

Marketing with a Price

The price is used to attract the buyers who then compare your property to other similarly priced properties in your market.

This method is often known as Private Treaty.

MARKETING



Buyers are educated and understand market value. We know how to make sure your home stands out against competing properties and attracts the strongest interest.

How to get the best offers and sell for the most

There is only one condition under which a buyer will make their very best offer - **competition**.

Our specialised marketing strategies are designed to **create this condition of buyer competition**.

Let's discuss your marketing plan.

SERVICE



We truly believe that the **key to a successful sale** at maximum market value **is communication**. You need to have control - with full access to all the critical information and marketing progress in order to make pivotal decisions at the crucial times throughout this process. **Our promise to you** is to ensure that you feel consistently informed throughout this entire process and to address any needs you have at any stage of the journey.

- All offers in writing
- Marketing review meetings
- Detailed marketing plan
- Post inspection feedback
- Written progress report

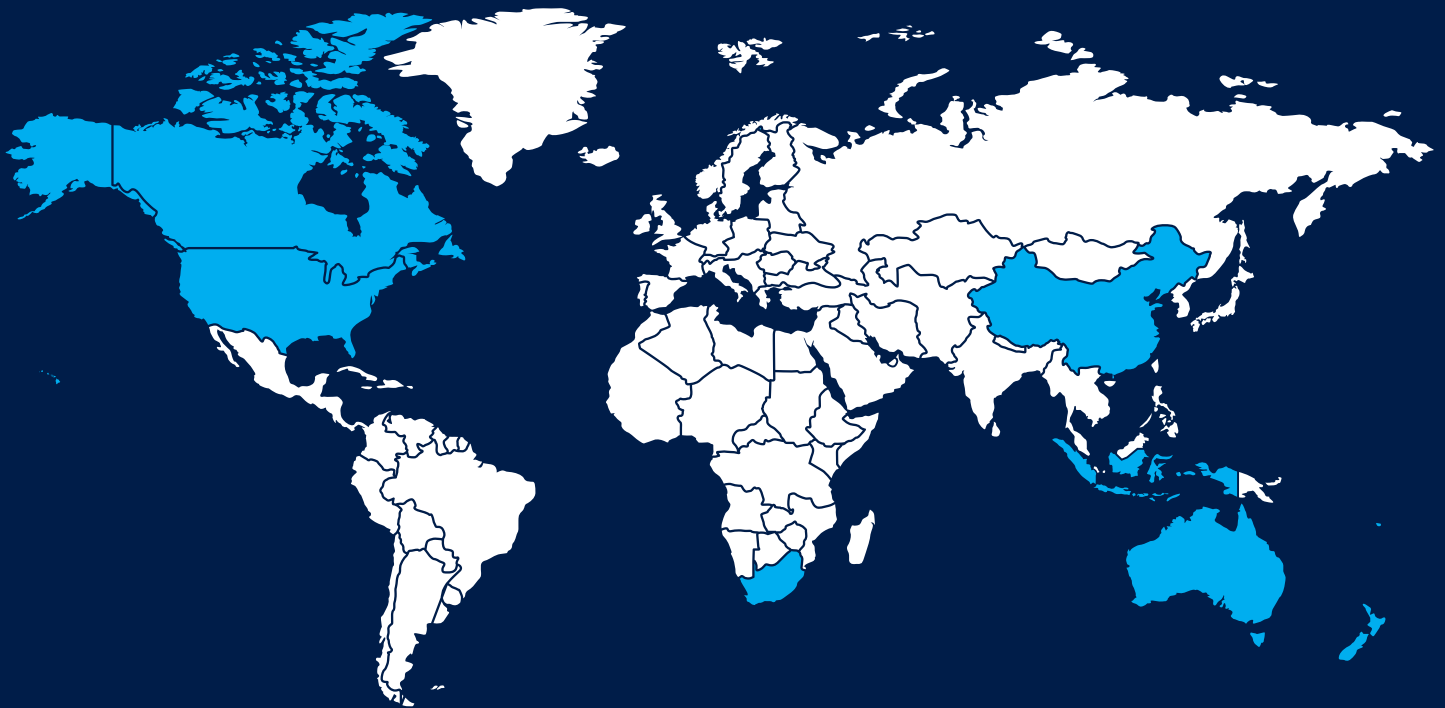
INVESTMENT



Our team prides itself on our service. With that, we have a service guaranteed fee which only charges our clients once we deliver a result that works for you. This means there is no upfront professional fee to us and we will work tirelessly to ensure that you are happy before, during and after the sale of your property.

- Our success-based professional fee is earned when we deliver an outcome you are happy to accept. No sale, no fee.
- There are no unpleasant or hidden fees at a later date.
- We **agree on a professional fee with you now** to ensure we are both clear on what will be paid upon achieving the result you desire.

LOCAL TOUCH GLOBAL REACH



OUR NETWORK WORKS FOR YOU

Harcourts is a highly successful, multi-national real estate company which has been providing industry-leading services since 1888. We have the global, national and local connections for buying and selling real estate. That's the combined resources of over **6,400 sales consultants in over 900 offices across 9 countries**. In addition to this, we have the backing of our industry leading technology, world class training, and comprehensive brand marketing. These foundations have shaped the quality, culture and future of the Harcourts brand and our people.

The Harcourts network specialises in residential, luxury, commercial, rural and lifestyle real estate, as well as urban projects and property management. We also boast an impressive range of Harcourts branded services in order to facilitate these core business areas.

We are proud to represent clients in **Australia, New Zealand, Fiji, South Africa, United States, Canada, Mexico, China and Hong Kong**.



900+ OFFICES

Buyer Referral Network



\$32B* SOLD ANNUALLY

Proven Sales Techniques

*Amount listed is NZD.



6,400+ CONSULTANTS

Global Marketing Strategies



14,000+ AUCTIONS

Experts in all Sales Methods



100,000+ PROPERTIES

Under Management

Harcourts

NZ Harcourts

Mortgage
Express

Complete
by Harcourts

Harcourts
Foundation

About FOUR SEASONS



Belfast



Hanmer Springs



Hornby



Kaiapoi



Lincoln



Prebbleton



Rangiora



Rolleston



The Palms

ONE TEAM AN *Awesome* EXPERIENCE

Harcourts Four Seasons Realty, have offices strategically located in Belfast, Hanmer Springs, Hornby, Kaiapoi, Lincoln, Prebbleton, Rangiora, Rolleston and The Palms. With a total of 95+ sales consultants, 10+ property managers and 35 support staff all working in the region with thousands of buyers annually.

Our team of enthusiastic, successful real estate professionals are mostly local people who possess an in-depth knowledge of the immediate area, and have a good understanding of the Canterbury market place.

Our comprehensive range of listings extend from homes across suburban Christchurch right through to country lifestyle properties within easy commuting distance of the city centre.

The national awards gained for service and excellence are testament to the company philosophy ...

‘TO BE SUCCESSFUL WE MUST FIRST HELP OUR CLIENTS ACHIEVE THEIR GOALS’.

To this end, Four Seasons Realty is committed to excellence in service and creating **‘Clients for Life’**.

OUR VALUES

- **People First**
- **Doing the Right Thing**
- **Being Courageous**
- **Fun and Laughter**

These are the eleven simple words that say it all. They provide the crucial focus for us every day. They are the four beliefs by which we work. They are the Harcourts values.

WE OFFER THE FULL SPECTRUM OF REAL ESTATE SERVICES

- Residential Sales
- Rural/Lifestyle Sales
- Commercial & Business Sales and Leases
- Project Marketing for Developments
- Residential & Commercial Property Management
- Mortgage Broker Service
- In-house Graphic Design & Marketing Service

When you sell with us, we'll put the expertise, skill and resources of Harcourts, both locally and internationally, to work for you.

Harcourts



Penny Lovell
BUSINESS OWNER



Greg Roberts
BUSINESS OWNER



James Twiss
MANAGING DIRECTOR

When you list with us you benefit from the power of our entire team, our entire company and our entire network. We have gathered some of the best in the industry to lead up their in [listing services](#) with us our powerful team is focused on serving you.

THANK YOU FOR THE OPPORTUNITY TO APPRAISE YOU
WE LOOK FORWARD TO WORKING WITH YOU IN THE FUTURE



We get you **more!**

As New Zealand's largest real estate group
Harcourts talks to more buyers every single day.

Ensure you **get the most for your property** by
marketing it to as many potential buyers as possible.

Harcourts Four Seasons Realty

your home for local property