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Sydney agency continues expansion

08 August 2019  Eliot Hastie



A Sydney agency, which just last week launched a buyer's agency service in Victoria, has subsequently opened a new office in the regional city of Bendigo.

Patrick Leo has further expanded into Victoria by opening a second office in the state to offer property management and investment property sales for its clients.

The office will also offer additional services, including affiliated mortgage broking company Sami L Home loans and financial planning company Sami L Advisory. Managing director James Nihill chose to expand into Bendigo in response to the high demand in regional Victoria.

"It is clearly one of Australia's fastest growing regional cities and I have been selling Bendigo as an investment 'hotspot' for years," Mr Nihill said.

"Properties in Bendigo are affordable, rent easily and consistently demonstrate a good return and capital growth over the medium to long term."

It also marks a return home for Mr Nihill, who founded Patrick Leo in Sydney in 2014 but is actually from the region.

"I was born and raised in regional Victoria, so I am so pleased to be able to come back home to an area close to my heart to help locals build wealth and assist the community in any way that we can," he said.

The agency currently has 40 properties under management in Bendigo and the office plans to expand beyond its base by participating in and supporting local community groups. Mr Nihill said now was the right time to open in Bendigo to directly manage properties and had even reduced fees to assist their clients.

"We decided it was the right time to make the move to open up in Bendigo to directly manage our clients' properties. We have since reduced management fees for each owner and increased rents where we could, and our clients have never been happier," the managing director said.