



Luke Sulzberger

HIP V. HYPE
SALES CONSULTANT
MOBILE +61 (0) 400 847 039
LUKE@HIPVHYPE.COM

Hailing from Launceston, Tasmania, Luke has a diverse background that extends beyond Project Marketing and Sales. At the heart of his work, Luke is deeply passionate about meeting new people, hearing their stories and working closely together to find quality homes in which to live.

Since his move to Melbourne over 20 years ago, Luke has developed an interest in the urban fabric of our city, and the potential of design-led development to address the challenges of a growing population whilst enhancing the natural charm of our neighbourhoods. This interest informs a level of quality and integrity Luke seeks in every project he works on. Luke has made a conscious decision to work only on projects that consider and deeply value the needs of the ultimate home owner.

With a double degree in Law and Science, Luke brings a multi-disciplinary background to his approach to project marketing, sales and client service. Since his introduction to the industry in 2010, Luke has enjoyed working on some of the most exclusive residential developments in Melbourne, including Derby Place in Kew. Working with a diverse client base, Luke has assisted people in making well-informed thoughtful decisions in finding a home that meets their needs now and into the future.

In recent years, Luke has worked almost exclusively on premium off-the-plan residential projects designed for locals, with an emphasis on finding the right home for people seeking to downsize without compromise. As a result, communicating an accurate and detailed image of a purchaser's future home is central to Luke's approach. Luke sees his role as assisting purchasers to fully realise the unique potential and opportunity in purchasing off the plan. This process requires an absolute commitment to, and investment in, the relationship with his clients. As such, Luke only ever works on one project at any given time, ensuring a complete understanding of the project vision, details and outcomes.

Earlier in life, Luke trained as an elite middle distant runner, which explains his interest in Exercise Physiology as well as his commitment to pursuing superior outcomes personally, and for his clients. Although Luke has hung up his spikes, you'll likely find him jogging along the Elwood Canal or St Kilda Beach, or enjoying a quiet coffee with a friend at his local St Kilda East café.

Formal Qualifications

- LICENCED REAL ESTATE AGENT
 - BACHELOR OF LAW, MONASH UNIVERSITY
 - BACHELOR OF SCIENCE (EXERCISE PHYSIOLOGY), MONASH UNIVERSITY
-

