

Two “Matching Motels” are being offered for sale in the Batemans Bay CBD.

Exclusive agency **Tourism Property** worked with the two separate owners to market both for sale simultaneously.

Collectively the motels offer 42 rooms, two x 2 bedroom apartments, plus an inground swimming pool and a restaurant with great river views. The property has a small jetty and estuary access to the rear.

“It made sense to market the properties together”, explains agent Matt Davidson.

“We are seeing interest from a broader range of purchasers as the combined motels offer the sort of scale where passive investors can have the property operated under management, or even a lease”

“This is a unique location, effectively being in the Batemans Bay CBD, yet also right in front of the main boat ramp facility”.

Aside from purchasers seeing potential to improve the business and create efficiency by combining the two properties, there has been some keen interest in the potential future re-development of the site.

The zoning is R3 Medium Density Residential with a 12.0 metre height limit. Davidson suggests that using the existing footprint of the buildings, a future development of 9,000 square metres plus on grade car parking could be possible, subject to council approval.

“Batemans Bay is really on the move”, said Matt. “There have been three major renovations to motels this year and reports are that this is already having a positive impact on visitor numbers. I’m seeing projects starting to happen around the CBD in particular, so we feel there are big opportunities for Batemans Bay.

While Batemans Bay has always been seen as “Canberra’s coast”, Davidson suggests that the Sydney market is too often overlooked.

“Despite Sydney being 4 hours drive from Batemans Bay, (versus just two hours from Canberra), the scale of population is far greater. There are around 20 times more people living in Sydney than there are in Canberra. In addition, the Illawarra has roughly the same population as the ACT.

Offers close Friday 29th December and inspections are strictly by appointment.

High res images are available, please request

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About the agency:

Tourism Property is the brainchild of Matt Davidson, former chairman of Destination Wollongong and long term hospitality management professional.

Based in Wollongong and operating throughout NSW, plus in conjunction with partner agencies in QLD, VIC and New Zealand, Tourism Property is a boutique agency specializing in the sale of substantial tourism assets.

"We've been lucky enough to get started on two substantial deals in our own backyard with Sebel Kiama and Comfort Inn Fairways – both quite complex matters and with great results achieved in both cases. The business is just 12 months old and is growing quickly. We're working closely with partners interstate and overseas and taking a fresh, collaborative approach to the property side of tourism.

"It's all built on the genuine hospitality service I've always known – purchasers are responding really well and vendors are impressed with the professional marketing and our tenacious commitment to succeed. There's no better motivation than starting a new business and having to really work hard to establish yourself and impress people".

Matt was awarded the prestigious ACES Award for Excellence in Accommodation Management in 2011. During his more than 10 years running a very successful hotel management and consultancy firm, Matt came to identify a gap in the market for transaction services, particularly for regional tourism assets.

"Tourism asset transactions are so completely different to typical real estate work", says Matt. "Successful sales campaigns take planning and persistence. Tourism assets are often among the most valuable businesses in any city - these are complex transactions that require skill, diplomacy, commitment and dedication. Properly understanding the business is the only way to be able to portray it's true worth and potential to buyers".

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