

## **Renovated motel with DA approval offered for sale – Jervis Bay Motel, Huskisson**

Renovated to a 4 star standard in 2015, the Jervis Bay Motel occupies primes space in the Huskisson CBD and enjoys water views to the north-east.

Exclusive agency **Tourism Property** is offering the renovated freehold motel, along with the adjoining vacant land.

Agent Matt Davidson explains that the current owners have worked very hard to achieve a valuable development approval for the property.

“A construction certificate has been issued and the development contributions have even been paid, so the incoming owner will be able to not only enjoy the cash flow from the January super-peak holiday period, but could commence construction straight after the school holidays”.

There are just 79 motel rooms in Huskisson and Mr Davidson claims this is not nearly enough to handle the tens of thousands of visitors enjoying the professional whale and dolphin watching experiences in this blue water paradise.

“Jervis Bay is serviced by a number of highly professional eco-tourism operators who market their whale and dolphin watching tours internationally. Due to the lack of available hotel rooms in Huskisson, the vast majority of these visitors are booked into Wollongong hotels – around 90 minutes away from Huskisson. The region desperately needs more hotel rooms and given the small town centre, there are very limited opportunities to address the issue.

“Jervis Bay really is a special place”, said Matt. “I’d argue that the calm water cruising on offer is even better than the more mature destinations around Port Stephens.

The Jervis Bay Motel has 15 renovated rooms and a 3 bedroom managers residence. The incoming purchaser can continue to have the property managed, or choose to live onsite and operate the business themselves.

“This is a superb location, so close to the main departure wharf. The main street frontage is highly sought after and the rear access to the property adds to the appeal”.

Offers close Thursday 19<sup>th</sup> October and inspections are strictly by appointment.

***High res images are available, please request***

**Link to property listing:**

<http://www.tourismproperty.com.au/listings/jervis-bay-motel-huskisson-nsw/>

**Link to business website:**

[www.jervisbatmotel.com.au](http://www.jervisbatmotel.com.au)

***High resolution images are available, please request***

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***Tourism Property has transacted in excess of \$25.0m worth of freehold assets in the 12 months to September 2017***

[www.tourismproperty.com.au](http://www.tourismproperty.com.au)

## About the agency:

Tourism Property is the brainchild of Matt Davidson, former chairman of Destination Wollongong and 20+ year hospitality management veteran.

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 18 months old and we've already **transacted in excess of \$25.0m worth of tourism properties to September 2017**. We're now working closely with partners interstate and overseas and taking a fresh, collaborative approach to the property side of the tourism industry.

"We're focused on a boutique approach – taking on a small number of listings, getting a real understanding of the property to find the best approach for vendors and really working hard to build a reputation for delivering results.

"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 a regional city - these are complex transactions that require skill, diplomacy, commitment and dedication. Genuinely understanding the business is the only way to be able to portray it's true worth and potential to buyers".

## Media enquiries:

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