

# devine

RESIDENTIAL & COMMERCIAL PROPERTY



Find your space



# An introduction

## Introducing, Devine Property.

Many of you will already know us. We've been operating in the Hobart property market for years. In fact, we have helped thousands of people **find their space**, be that buying, selling, renting or leasing.

The property market continues to evolve and customer expectations have also changed. We have recognised the need to adapt and be ahead of those changes. As the Hobart property market becomes more active and mature we believe we can best serve our clients by having a singular focus – on them.

From price and investment strategy, to advancements in technology and marketing, we are dedicated to lead from the front. We are nimble and proactive. We understand every customer is different, and we are focused on providing each client with the best advice – tailored for them.

Our success to date has in no small way been the result of a dedicated, hardworking team who are excited to begin our new chapter as **Devine Property**.

**We understand every customer is different, and we are focused on providing each client with the best advice – tailored for them.**

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Our business is a full service agency covering both residential and commercial property. We are uniquely placed to offer a total property solution covering all your real estate needs.

Being a locally and family owned business we value the quality of life offered by our city as a place to live, raise and educate a family. We believe property is an integral component of our wonderful city and we love the role we play in its ongoing growth.

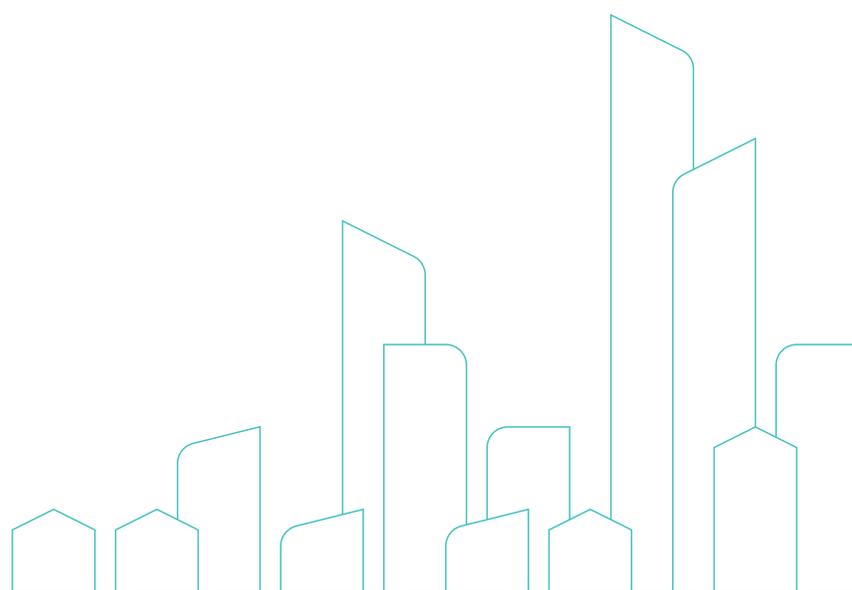
As leaders of the **Devine Property** team, we look forward to continuing to serve the property market of Hobart, providing quality advice and superior service.

We look forward to working with you.



**Mark Devine**  
Managing Director  
Property Representative

**Libby Devine**  
Director



# Tasmania has found its space

This will be the first time we have carried a supplement under our new name and brand – Devine Property.

The market has changed dramatically – it is more mature, more active, and more discerning.

The table below tells the story. The last five years has seen unprecedented growth in both the residential and commercial sector.

We have made the change because we believe we can best serve the market by adapting and responding to the immediate issues in our city, our state, our space!

It is our view that the market can be better served by us changing the focus of our business, by moving away from a franchise brand. It will enable us to have a more singular focus on our clients, and on the property market more generally.

We do not believe in being passive about these changes. The market has responded, and will continue to respond, to a range of issues. The higher demand for property from investors has exposed

a shortfall in available options, the expansion of AirBNB into the residential sector has placed strains on the traditional rental market, the University’s move into the centre of our cities will change the very fabric of the CBD, the decision by Councils regarding building height restrictions has created a level of uncertainty, the move by the government to introduce a single state wide planning scheme remains unresolved and the continuing growth in traffic numbers (without the infrastructure to cope) are placing strains on the road network.

We will be lending our voice to these issues and reflecting on these and other matters in our regular publications. We will be producing a monthly newsletter, as well as providing information in this quarterly supplement as a vehicle for expressing our view on such matters.

We look forward to providing quality service to our clients, to being a respected voice within the community and informing the broader Hobart community on those matters that are affecting their living and working spaces.

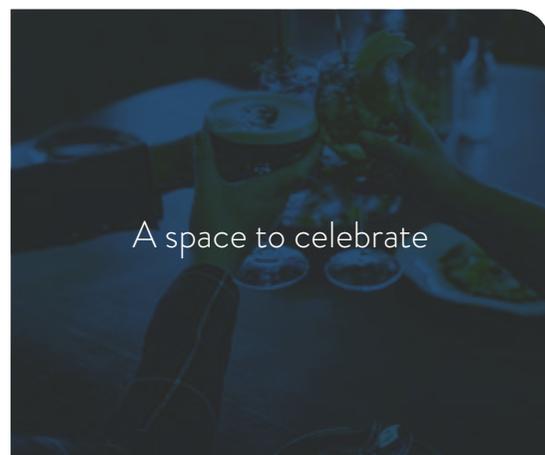
Property – finding your space.

We have made the change to better serve the unique, dynamic Hobart property market.

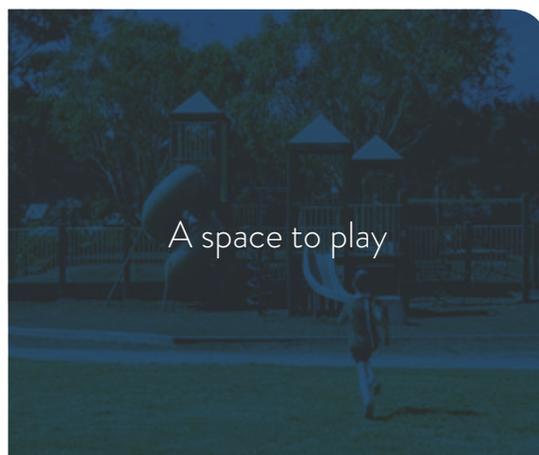
## VALUE OF APPROVALS – TASMANIA (\$'M)

Year end Oct

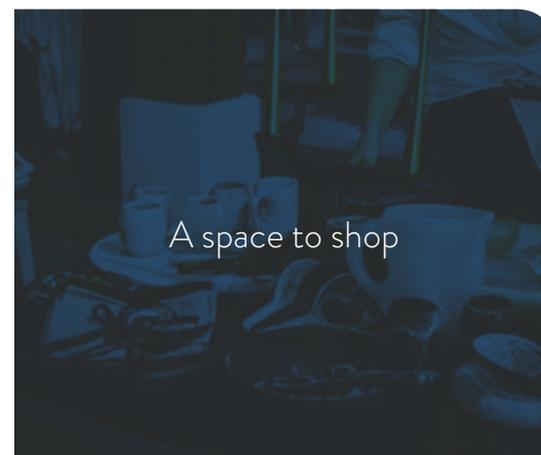
	2014	2015	2016	2017	2018
Commercial	463	686	630	601	942
Residential	526	651	551	631	787



A space to celebrate



A space to play



A space to shop

# Our team

Our 20 talented staff members encompass a broad range of skills and expertise. From advertising and marketing services, to accountancy, valuation, auctioneering and industry specific training, we believe we have the best people in the business.



**Mark Devine**  
Managing Director  
Property Representative

**Libby Devine**  
Director

**Alan Clark**  
Property Representative

**Heather Mason**  
Property Representative

**Peter Pangas**  
Property Representative

**Libby Jessup**  
Property Representative

**Jo Harris**  
Property Representative

**Julie Arnold**  
Trust Account Manager

**Marcus Freebody**  
Property Representative

**Gary Cooley**  
Property Representative



**Andrea Drury**  
Property Representative

**Tanya Cornish**  
Property Representative

**Jacqui Allen**  
Property Representative

**Jayne Fox**  
Administration

**Alistair Davis**  
Marketing Manager

**Sara Pitera**  
Administration

**Benitta Bones**  
Office Manager

**Ray Cochrane**  
Property Representative

**Harry Lambrakis**  
Property Representative

**Rod Thornton**  
Property Representative

# Alex and Alisha – Found their space!

Well known Hobart restaurateurs Alex Jovanovic and Alisha Wilson have found their space and it promises to be an exciting new food venue for the Hobart CBD. Having established a strong following with successful venues Piccolo and Berta the new enterprise plans to offer something a little bit different.

Alex is an acclaimed chef having gained experience working in some of the Australia's best known restaurants including Ezards, Stokehouse and Botanical in Melbourne and Alisha complements his

skills by keeping the front of house in order. Their new space is 119 Liverpool Street in the heart of the city centre. The opportunity was ripe for new ideas and Alisha and Alex are taking the advantage of the vibrancy and energy the city dining scene now offers. They feel the city has changed with the increase in tourism numbers, growing student population and the creative hub of artists across the road.

The scale of the new space is much larger than that of their last venture and while the final food offering is under wraps, the intention is to initially cater to the daytime market with night time dining planned in a few months. The new fit out is being overseen by Soda Projects and will include an expanded bar area. Devine Property was pleased to help Alex and Alisha find their space and we look forward to the opening in early February.



## Coffee & donuts on us

4th - 8th of February  
8am - 10am at 119 Harrington Street

Join us on your way to work for a  
free coffee and donut.

# We helped the below find & sell their space



## 491 Mount Rumney Road, Mount Rumney

### Asking Price:

EOI between \$1.2m to \$1.5m

Marketing package used: High

Number of enquiries: 82

Number of inspections: 7

Number of total offers: 1

Sold for price: \$1,400,000

### Vendor testimonial:

“Gary carried out the sale of my property with integrity and no fuss. He was selective with whom he showed through the property causing minimal disruption to the householders including the animals. I would recommend him highly to anyone with a unique property looking for a personalised sale.”



## 1a Bay Road, New Town

### Asking Price:

Offers Over \$495,000

Marketing package used: High

Number of open homes: 1

Number of attendees: 68

Number of total offers: 15

Sold for price: \$625,000

### Vendor testimonial:

“Jo was fantastic to deal with throughout the purchase process – promptly dealing with any queries we may have had, and keeping us fully informed over the prepurchase period. Her postsale service was exemplary. Jo is a credit to her profession.”



## 10 Arthur Street, North Hobart

### Asking Price:

Offers Over \$700,000

Marketing package used: High

Real estate guide ads: 1

Number of total offers: 8

Sold for price: \$806,000

### Vendor testimonial:

“We found Marcus very helpful, professional, approachable and extremely reliable. We would recommend him and his great personality to anybody looking to sell their property. We could not have been happier with the outcome.”



18 Elizabeth Street  
Hobart TAS



97 Molle Street  
Hobart TAS



119 Collins Street  
Hobart TAS



10 Arthur Street  
North Hobart TAS



5 Lasswade Avenue  
Sandy Bay TAS



7 Lasswade Avenue  
Sandy Bay TAS



30 Patrick Street  
Hobart TAS



7 Ragged Lane  
Hobart TAS



134 Liverpool Street  
Hobart TAS



106 Waverly Street  
Bellerive TAS



212 Liverpool Street  
Hobart TAS



26 Cato Avenue  
West Hobart TAS



100 Elizabeth Street  
Hobart TAS



37 Pirie Street  
New Town TAS



15 Victoria Street  
Hobart TAS



31 Ormond Street  
Bellerive TAS

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## Connect with us today:

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Hobart TAS 7000

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