

We're here to help

Your market appraisal



fall.com.au



Service that **exceeds** expectations

Our success is your success

We are a real estate company built around solid family values, integrity and professionalism with one mission – to provide a service that not only meets but exceeds expectations.

When Greg and Dennis Fall founded Fall Real Estate in 1995, their vision was to create a team of trained professionals who would uphold the same values and direction they had for their company.

Fall Real Estate has grown to be one of Southern Tasmania's most successful companies in the industry, delivering residential and commercial property sales, property management, auction services and career training.

Today, with eight offices strategically located across Southern Tasmania, Fall employs over 70 driven and highly trained staff members committed to providing the best result for each client and their property.

At Fall Real Estate, we want your experience to be as stress-free as possible on your journey, perhaps to a new destination!

A real passion for local real estate

With a combined experience of over 21 years in the industry, Justin and Andrea have a wealth of knowledge and a strong, relationship based clientele.

Efficiency, transparency and professional are words their clients will testify to the pair who love working in real estate and often find they end up with repeat business after forming great bonds with both Vendors and Purchasers.

Organisation and implementation are skills that come quite naturally to Andrea, whilst Justin is known for his one-on-one personalised service. Together, their combination of skills create an unrivalled campaign for both sellers and buyers who will always be fully informed throughout the entire process.

Both Justin and Andrea have lovely families to head home to after a busy day at work and Andrea loves travel, craft and is passionate about animal welfare. Justin enjoys golf, cooking, dining out and catching up with friends.

Justin Atkinson & Andrea Cooper
Property Agents

justin@fall.com.au | andrea@fall.com.au

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Your Property


32 LANDERS CIRCLE ROKEBY TAS 7019

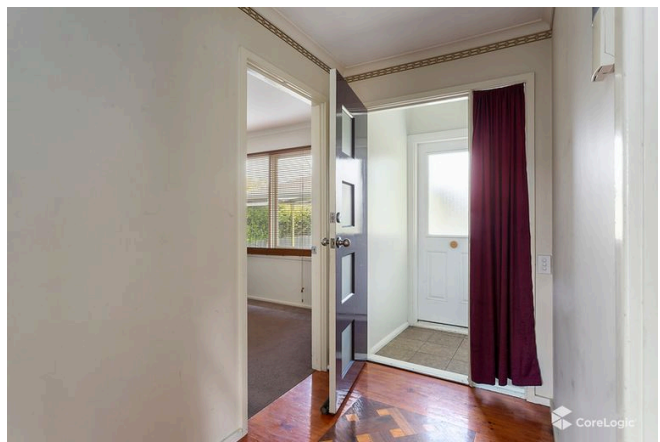
3 

1 

2 

703m² 

111m² 

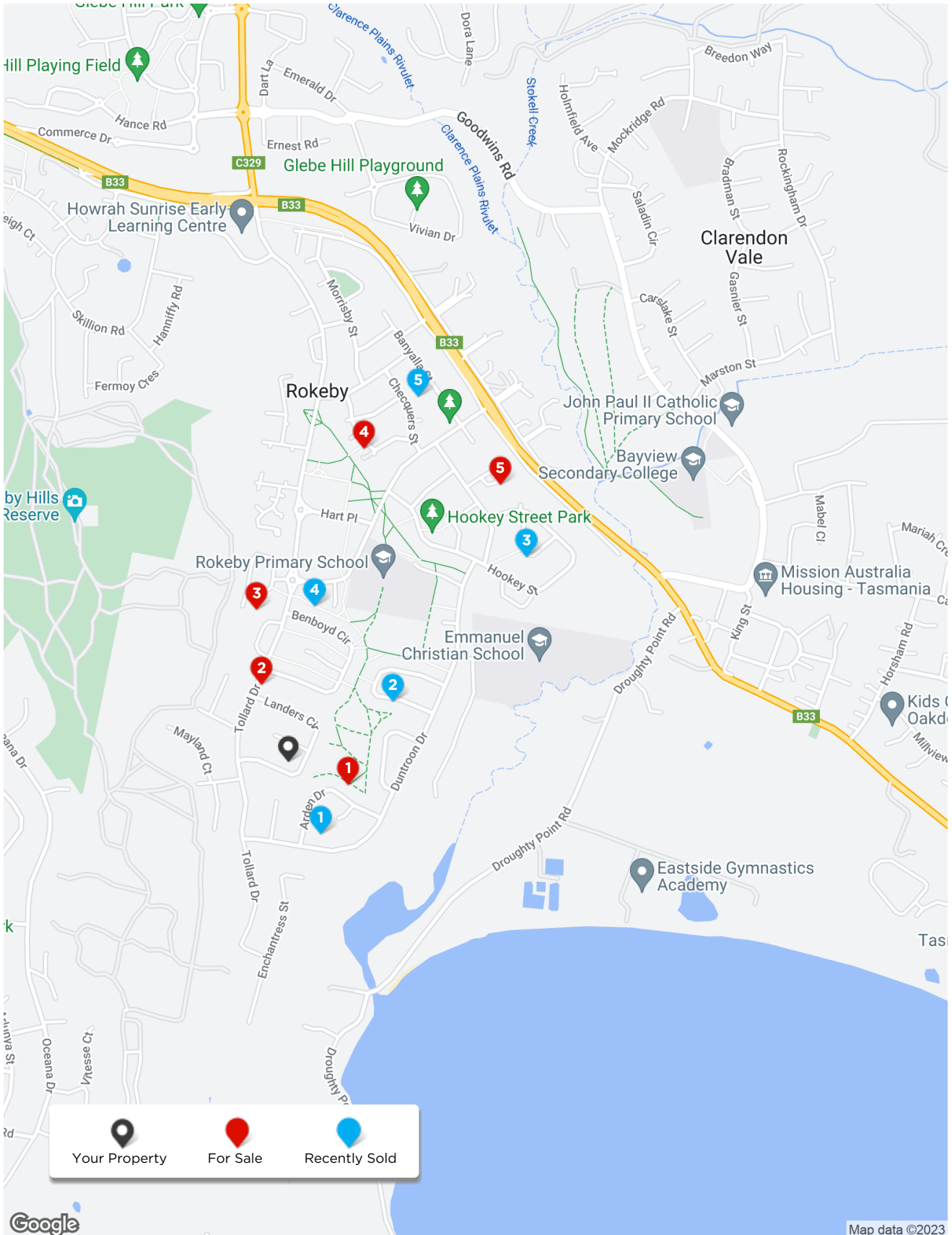


Your Property History

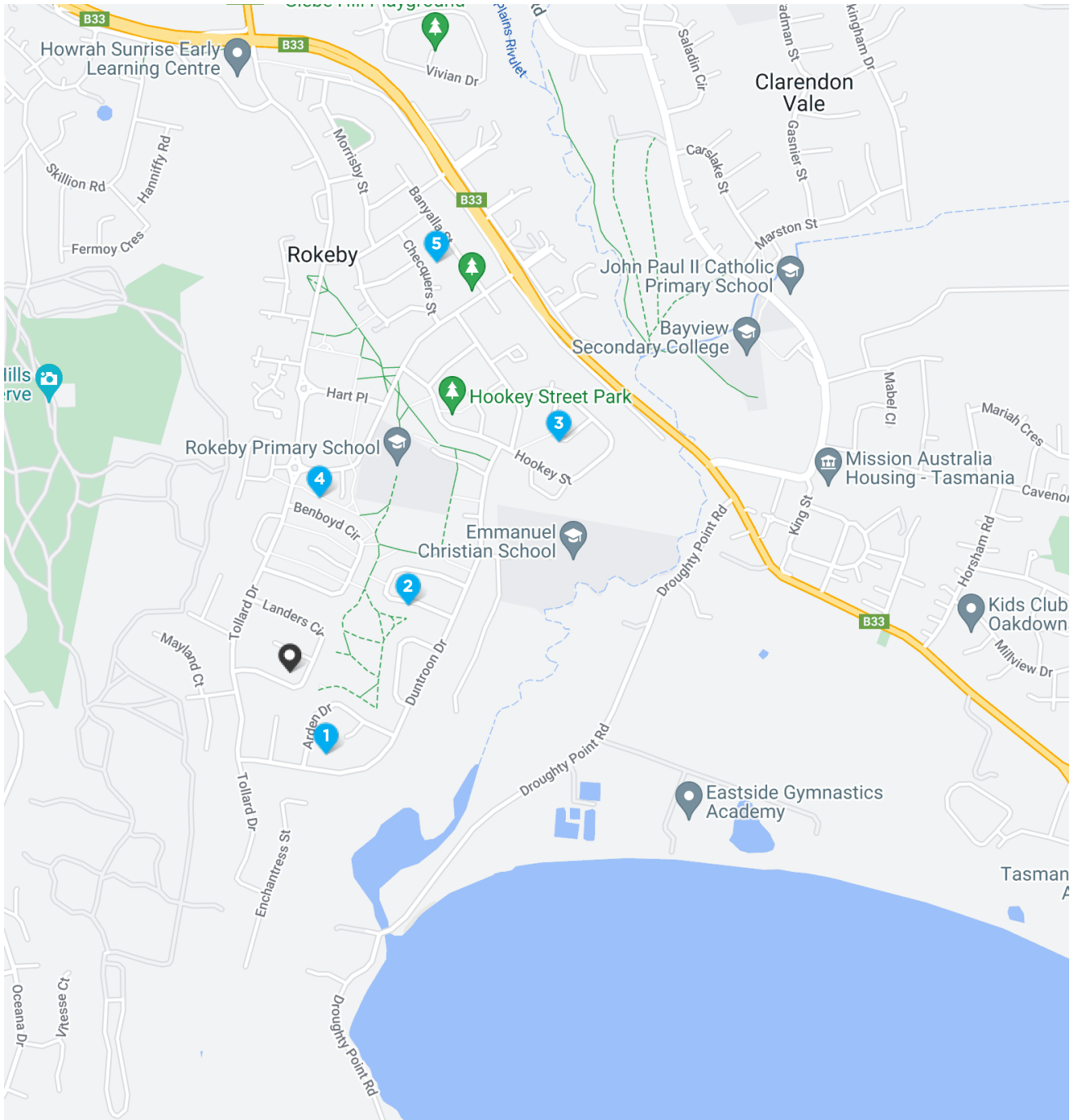
- 14 May, 2019 - Sold for \$305,000
- 18 Feb, 2019 - Listed for rent at \$370 / week
- 7 Nov, 2018 - Listed for sale at Offers over \$295,000
- 12 May, 2017 - Listed for rent at \$300 / week
- 27 Apr, 2015 - Listed for rent at \$290 / week
- 24 Jan, 2014 - Listed for rent at \$290 / week




Introducing Justin Atkinson

Comparables Map: Sales & Listings

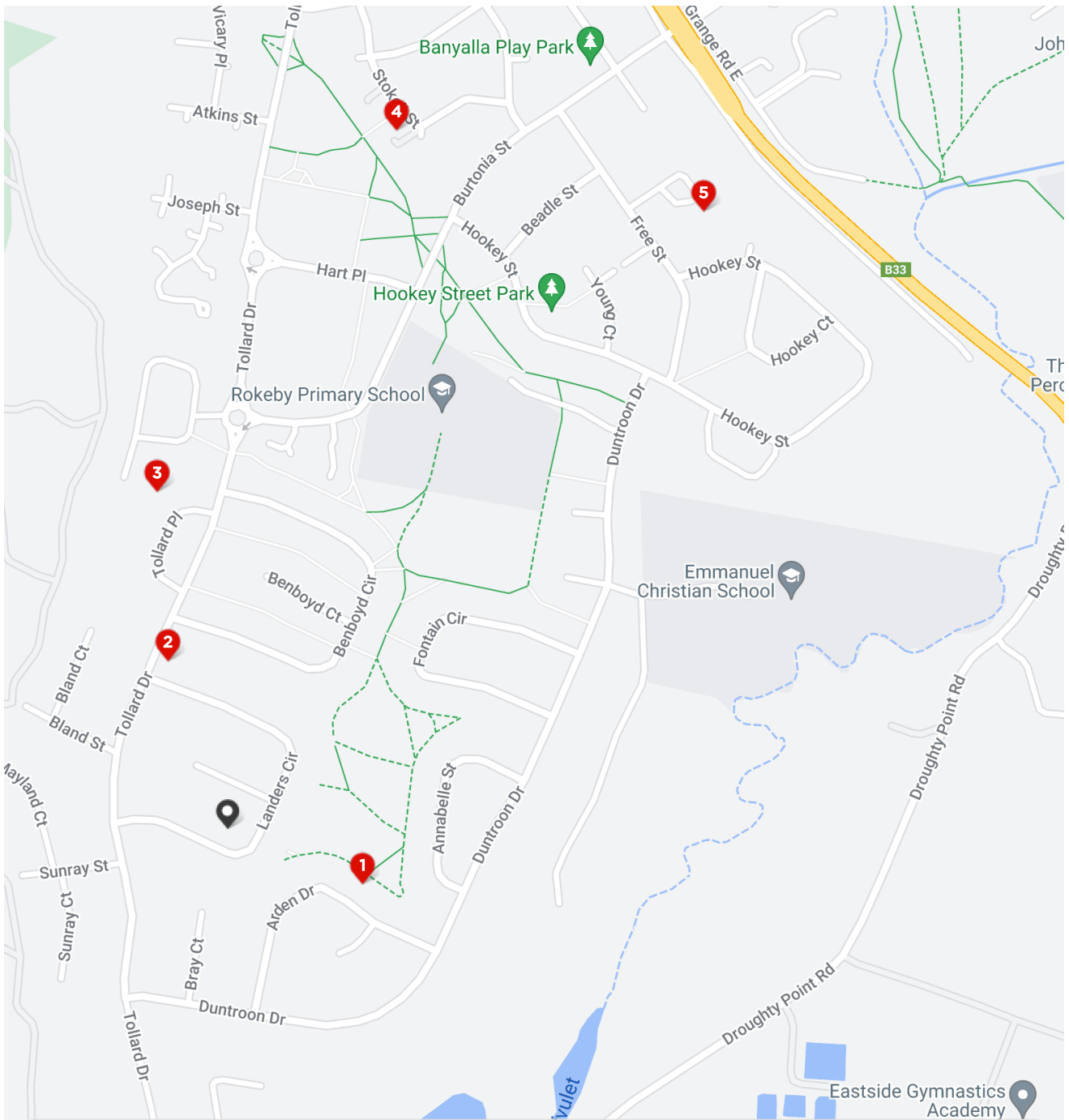





Comparables Map: Sales



				
1 17 DUNTROON DRIVE ROKEBY TAS 7019	3	1	1	\$460,000
2 11 FONTAIN CIRCLE ROKEBY TAS 7019	3	1	6	\$485,000
3 16 HOOKEY COURT ROKEBY TAS 7019	3	1	4	-
4 7 BENBOYD CIRCLE ROKEBY TAS 7019	3	1	2	\$438,000
5 23 CHECQUERS STREET ROKEBY TAS 7019	3	1	4	\$465,000

Comparables Map: Listings








				DOM	
1 33 ARDEN DRIVE ROKEBY TAS 7019	3	1	1	17	Offers Over \$495,000
2 1 LANDERS CIRCLE ROKEBY TAS 7019	3	1	2	49	Offers Over \$450,000
3 4 TOLLARD PLACE ROKEBY TAS 7019	3	1	2	99	Offers Over \$490,000
4 26 STOKELL STREET ROKEBY TAS 7019	2	1	3	23	Offers Over \$450,000
5 26 LUCKMAN PLACE ROKEBY TAS 7019	3	1	4	72	Offers Over \$450,000

Comparable Listings -






1 33 ARDEN DRIVE ROKEBY TAS 7019



 3  1  1  647m²  100m²
 Year Built 1976 DOM 17 days
 Listing Date 01-Oct-23 Distance 0.19km
 Listing Price Offers Over \$495,000






2 1 LANDERS CIRCLE ROKEBY TAS 7019



 3  1  2  623m²  99m²
 Year Built 1974 DOM 49 days
 Listing Date 30-Aug-23 Distance 0.23km
 Listing Price Offers Over \$450,000






3 4 TOLLARD PLACE ROKEBY TAS 7019



 3  1  2  788m²  102m²
 Year Built 1983 DOM 99 days
 Listing Date 11-Jul-23 Distance 0.44km
 Listing Price Offers Over \$490,000






4 26 STOKELL STREET ROKEBY TAS 7019



 2  1  3  830m²  90m²
 Year Built 1973 DOM 23 days
 Listing Date 25-Sep-23 Distance 0.93km
 Listing Price Offers Over \$450,000

5 26 LUCKMAN PLACE ROKEBY TAS 7019

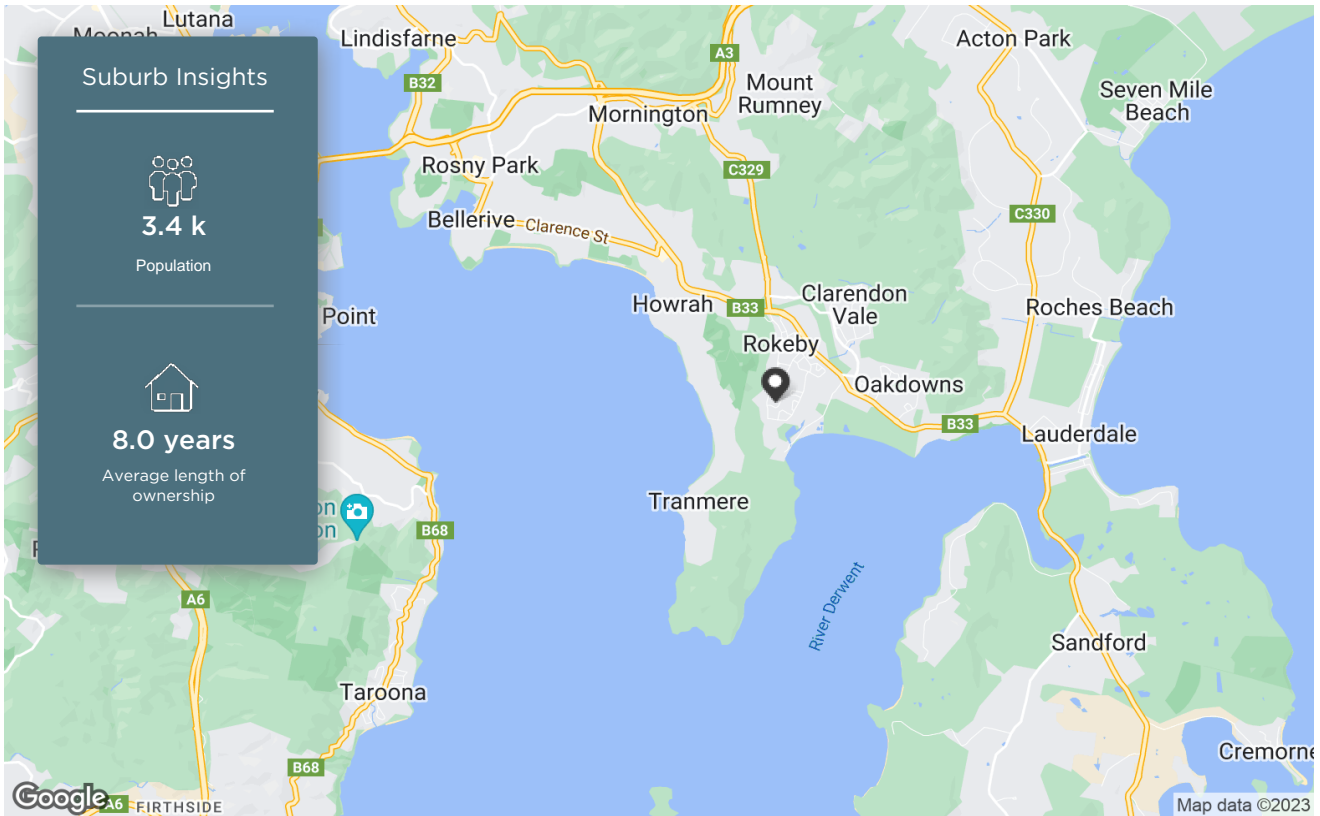


 3  1  4  750m²  97m²
 Year Built 1971 DOM 72 days
 Listing Date 07-Aug-23 Distance 1.01km
 Listing Price Offers Over \$450,000

DOM = Days on market * This data point was edited by the author of this CMA and has not been verified by CoreLogic

Rokeby

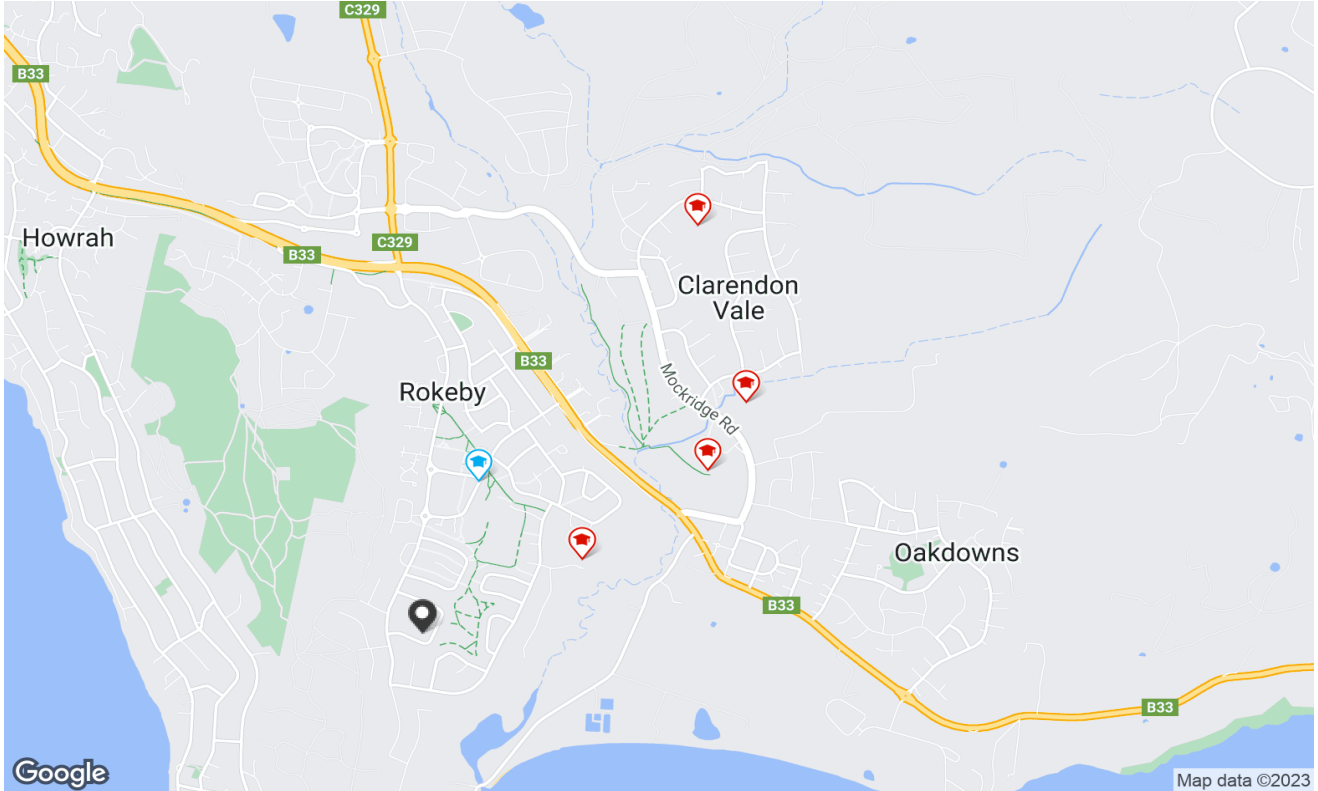
Demographic








The size of Rokeby is approximately 12.3 square kilometres. It has 14 parks covering nearly 6.1% of total area. The population of Rokeby in 2011 was 3,157 people. By 2016 the population was 3,374 showing a population growth of 6.9% in the area during that time. The predominant age group in Rokeby is 0-9 years. Households in Rokeby are primarily couples with children and are likely to be repaying \$1000 - \$1399 per month on mortgage repayments. In general, people in Rokeby work in a community and personal service occupation. In 2011, 57.9% of the homes in Rokeby were owner-occupied compared with 55% in 2016. Currently the median sales price of houses in the area is \$550,000.

HOUSEHOLD STRUCTURE		HOUSEHOLD OCCUPANCY		HOUSEHOLD INCOME		AGE	
TYPE	%	TYPE	%	TYPE	%	TYPE	%
Childless Couples	31.3	Owns Outright	21.1	0-15.6K	5.3	0-9	16.1
Couples with Children	33.4	Purchaser	33.9	15.6-33.8K	24.9	10-19	14.6
Single Parents	33.1	Renting	40.6	33.8-52K	21.4	20-29	15.3
Other	1.7	Other	0.9	52-78K	18.0	30-39	13.3
		Not Stated	3.5	78-130K	16.2	40-49	11.2
				130-182K	3.5	50-59	10.9
				182K+	1.5	60-69	11.1
						70-79	5.3
						80-89	1.9
						90-99	0.2

Local Schools



	SCHOOL ADDRESS	DISTANCE	SCHOOL TYPE	GENDER	SECTOR	YEARS
	Rokeby Primary School 71 Burtonia Street Rokeby TAS 7019	0.74km	Primary	Mixed	Government	0-6
	Emmanuel Christian School 1 Chipmans Road Rokeby TAS 7019	0.79km	Combined	Mixed	Non-Government	0-10
	Bayview Secondary College 170 Mockridge Road Rokeby TAS 7019	1.45km	Secondary	Mixed	Government	7-12
	John Paul II Catholic School 161A Mockridge Road Rokeby TAS 7019	1.76km	Primary	Mixed	Non-Government	0-6
	Clarendon Vale Primary School 25 Mockridge Road Clarendon Vale TAS 7019	2.21km	Primary	Mixed	Government	0-6



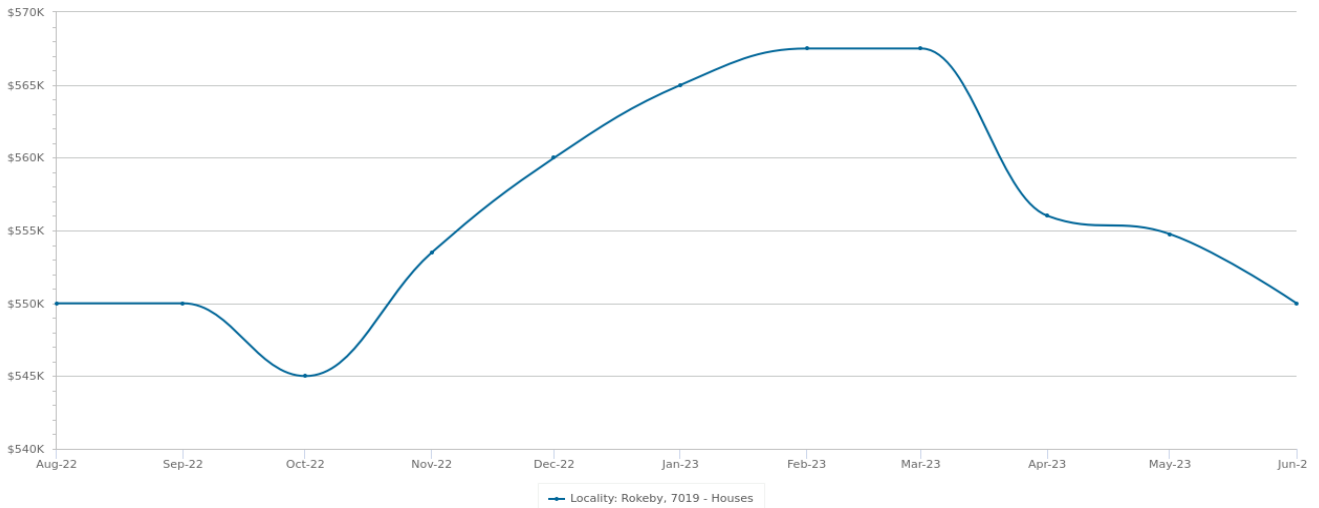
Property is within school catchment area



Property is outside school catchment area

Recent Market Trends

Median Sale Price - 12 months (House)

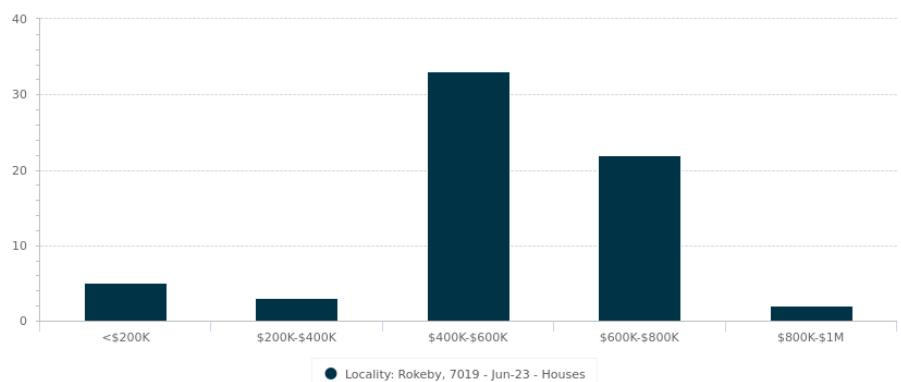


Statistics are calculated over a rolling 12 month period

PERIOD	PROPERTIES SOLD	MEDIAN PRICE	GROWTH	DAYS ON MARKET	LISTINGS	ASKING RENT
Jul 2023	-	-	-	-	19	\$480
Jun 2023	7	\$550,000	-0.9% ▼	20	19	\$480
May 2023	6	\$554,750	-0.2% ▼	18	23	\$480
Apr 2023	4	\$556,000	-2.0% ▼	14	21	\$485
Mar 2023	6	\$567,500	0.0%	15	22	\$492
Feb 2023	5	\$567,500	0.4% ▲	12	20	\$500
Jan 2023	1	\$565,000	0.9% ▲	14	13	\$480
Dec 2022	6	\$560,000	1.2% ▲	14	12	\$475
Nov 2022	4	\$553,500	1.6% ▲	14	16	\$475
Oct 2022	7	\$545,000	-0.9% ▼	11	15	\$470
Sep 2022	6	\$550,000	0.0%	9	14	\$470
Aug 2022	5	\$550,000	1.4% ▲	8	17	\$467

Sales by Price - 12 months (House)

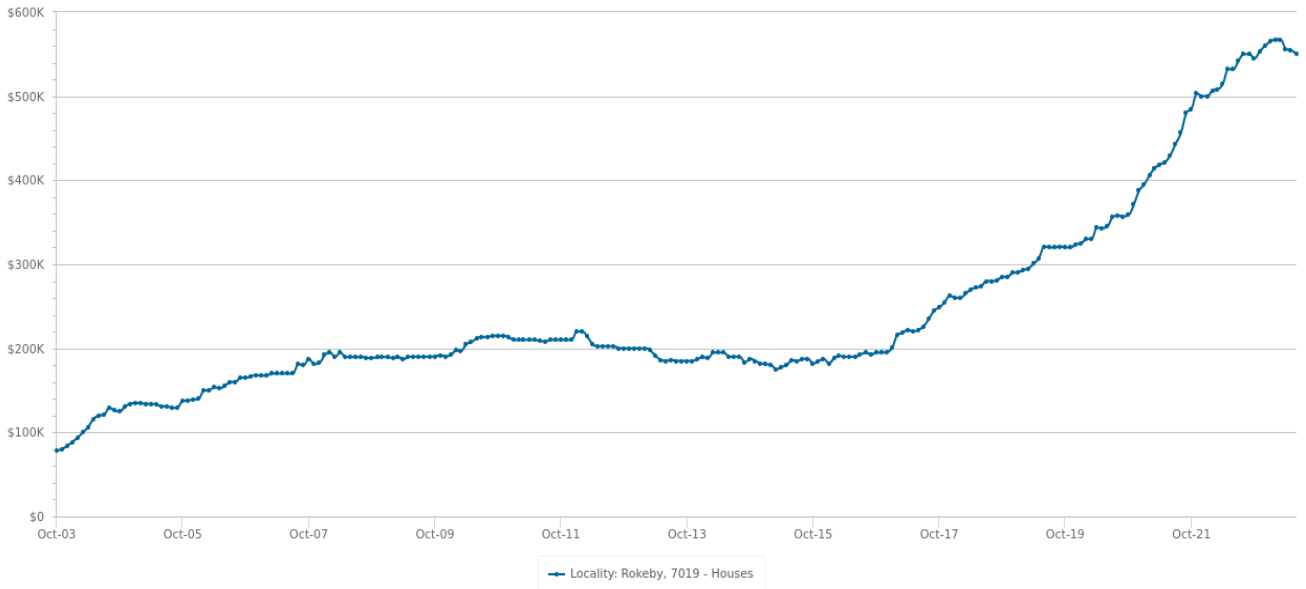
PRICE	NUMBER
<\$200K	5
\$200K-\$400K	3
\$400K-\$600K	33
\$600K-\$800K	22
\$800K-\$1M	2
1M-2M	0
>2M	0



Statistics are calculated over a rolling 12 month period

Long Term Market Trends

Median Sale Price - 20 years (House)

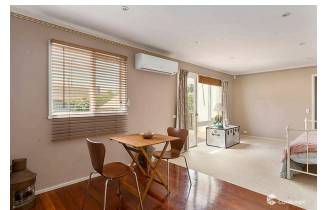


Statistics are calculated over a rolling 12 month period

PERIOD	PROPERTIES SOLD	MEDIAN PRICE	GROWTH	DAYS ON MARKET	LISTINGS	ASKING RENT
2023	65	\$550,000	3.4% ▲	20	75	\$480
2022	66	\$532,000	23.7% ▲	8	74	\$467
2021	77	\$430,000	24.6% ▲	6	67	\$427
2020	64	\$345,000	7.4% ▲	7	67	\$390
2019	80	\$321,250	17.2% ▲	10	83	\$362
2018	77	\$274,000	23.4% ▲	11	59	\$325
2017	72	\$222,050	16.9% ▲	21	75	\$285
2016	47	\$190,000	2.2% ▲	46	83	\$265
2015	40	\$186,000	-2.1% ▼	58	79	\$260
2014	55	\$190,000	2.7% ▲	33	90	\$260
2013	33	\$185,000	-8.6% ▼	121	73	\$240
2012	30	\$202,500	-3.1% ▼	58	85	\$250
2011	40	\$209,000	-1.4% ▼	87	92	\$260
2010	60	\$212,000	11.6% ▲	33	77	\$255
2009	65	\$190,000	0.0%	58	92	\$220
2008	52	\$190,000	11.8% ▲	38	48	-
2007	56	\$170,000	9.7% ▲	-	-	-
2006	59	\$155,000	18.3% ▲	-	-	-
2005	68	\$131,000	9.2% ▲	-	-	-
2004	99	\$120,000	84.6% ▲	-	-	-

Summary

32 LANDERS CIRCLE ROKEBY TAS 7019



Appraisal price range
\$470,000 - \$490,000

\$480,000

‘Justin and Andrea were always there to answer any of our difficult questions.’

Amazing service

I just sold my property with Justin and Andrea and not once did I have to wait for an update. As soon as he had a client wanting to have a look he would call me and follow up straight away with any progress, which made me relaxed during the process. Really was amazing service, thanks mate very much. (Shane - Dromedary)

Easy to work with

Justin and Andrea worked as a team to ensure a sale in a difficult market. Justin kept me informed as to what was happening and how the dealings with potential customers were going. He had a good knowledge of the market and what the best approach was for selling my property. Justin was easy to deal with and kept me informed. (Ross - Lindisfarne)

Huge thank you to Justin and Andrea

Wow, what a journey. From start to finish. Justin and Andrea were always there to answer any of our difficult questions. We couldn't be happier with the lovely family they found to take over the family home and fill it with more love. Sad to see it go after 25 years, but we can say they found the perfect owners for our home. Thank you :) (Vendor - Glenorchy)

Very helpful and obliging

Justin diligently followed up all parties from open inspections and private viewings which resulted in successful sale and he frequently reported on progress. (Vendor - Howrah)



‘Very knowledgeable of the market and their communication was excellent at every step.’

Excellent customer service and communication

Justin and Andrea were an amazing team to deal with whilst I was buying my first home. They were very knowledgeable, understanding and friendly. Justin especially kept me up to date every few days and with every development. I would recommend them to anyone who is buying or selling their homes as their skills and compassion went beyond my expectations. It was a very easy and relatively stress free experience, knowing that they would guide me at every step. Thank you so much! (Melissa - Purchaser)

Great service and excellent outcome

The service was seamless and Justin and Andrea achieved an excellent final price for our property in a very short time. Very knowledgeable of the market and their communication was excellent at every step in the sales process. Highly recommend Justin, Andrea and the team at Fall Real Estate. (Sonia - Claremont)

Highly recommended!

Andrea Cooper and Justin Atkinson from Fall Real Estate are consummate professionals. The sale of our investment property was seamless: from the honest and detailed appraisal that accurately reflected the sale price, to the sensitive and friendly communication with our tenants, and the in-depth updates throughout the sales process. We highly recommend Andrea and Justin. (Vendor - Bellerive)

recently sold properties



5 Estate Drive, Acton Park



6a King Street, Bellerive



123 Norma Street, Howrah



6 Girvan Avenue, New Town



214 Redwood Road, Kingston



2/684 Oceana Drive, Tramere



31 Windsor Street, Glenorchy



1/3a Loatta Road, Lindisfarne



1 Treetops Court, Claremont

Properties recently sold by Andrea Cooper and Justin Atkinson

We are local area specialists,
we are highly successful and
we'll achieve a great result for you.



premiere plus package

everything in the premiere package as well as

- Property video
- Aerial drone photography

premiere package

everything in the essential package as well as

- Upgrade to full page advertisement in the Real Estate Guide
- Upgrade to 2.1 metre curved photosign
- Electronic display at North Hobart

essential package

- 1 x half page advertisement in the Real Estate Guide
- 1.8 metre curved photosign
- Premiere+ listing on realestate.com.au
- Social media
- Online marketing on 8 domains
- Professional photography
- Floor plan
- Unlimited premium brochures
- Window cards
- Letterbox drops "just listed"
- Property list booklet

The full page advertisement in the Real Estate Guide may be replaced by 2 x half page advertisements

essential

\$2,525

premiere

\$2,999

premiere plus

\$3,549

Preparing your property for professional photography

General

- Open all blinds and drapes
- Turn on all lights and lamps, replace burnt out lightbulbs
- Remove excess clutter, vacuum, clean and mop tiles
- Wash windows inside and out

Living areas

- Unclutter the rooms
- Remote controls to be stored away
- Hide power boards and cords out of sight where possible
- Make each room feel more spacious by rearranging furniture
- Neatly arrange couch cushions and throw rugs where possible
- Study - clear and declutter desk, straighten items on bookshelf, file papers away
- Toy Room - organise and declutter

Kitchen

- Bench tops to be clean, uncluttered and clear of appliances and utensils
- Kitchen sink to be free of dishes, sponges and cleaning utensils
- Remove magnets, photos, calendars, etc from refrigerator
- Store away tea towels

Bathrooms & En Suite

- Clear bench tops
- Clean taps and mirrors, removing dust and fingerprints
- Remove stains from sinks, grout, and bathtubs
- Clear away any personal items and cleaning products
- Remove all towels and toilet paper roll
- Toilet seat lid closed

Bedrooms

- Make the beds with fresh, clean sheets
- Clear out anything from under the beds that is visible
- Bedside tables to be decluttered. i.e. tissue boxes, remote controls, alarm clocks, jewellery

Front area, Gardens & Outdoors

- Move vehicles out of view from front of house
- Paving and sidewalks cleared, swept and weeds removed
- Rubbish bins and garden hose to be stored out of sight
- All lawns mowed and tidied
- Trim hedging and overgrown shrubbery
- Put away lawn equipment and gardening tools
- Neatly arrange outdoor items such as furniture and play equipment
- Pools - cleaned with leaves and debris cleared. Water feature to be turned on
- Pool equipment to be stored out of sight where possible

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Sandy Bay 3 Gregory Street 03 6225 4000
North Hobart 370 Elizabeth Street 03 6234 7033
Moonah 21 Main Road 03 6228 0325
Kingston Beach 31 Beach Road 03 6229 2960
Howrah 4 Howrah Road 03 6247 3022
Lindisfarne 37 Lincoln Street 03 6243 1353
Lauderdale 456 South Arm Road 03 6248 7666
Sorell 1/3 Fitzroy Street 03 6265 2171

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