

WEEKLY MINI MAG

10 January 2020



833 Huon Road Fern Tree \$750,000

A substantial family home on a 7421 sqm block enjoying panoramic water views, a private bush setting and is adjoining the Pipeline track. This property ticks all the boxes for the discerning Fern Tree buyer.

Thoughtfully renovated and extended over time, this property brings together the magic of the bush setting and the amazing views into all parts of the home, which makes for an idyllic, peaceful setting.

Enjoy:

- A flexible floorplan over three levels of up to five bedrooms.
- Multiple living options including a large open plan lounge/dining area leading to a private deck, informal living/large home office and downstairs rumpus.
- Two modern bathrooms.
- Good sized kitchen overlooking the side deck with views.
- A level, usable outdoor area, ideal for kids.

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**EDWARDS
WINDSOR**

FOR RENT



2/62a Waimea Avenue, Sandy Bay

 1  1  0

\$430/wk

This beautifully modern and spacious ground floor unit has everything a single professional or couple could need and more! High end furnishings and attention to detail will ensure comfort and luxury are second to none. With open plan living and dining, the space is utilised superbly



2/220 Melville Street, West Hobart

 2  1  1

\$645/wk

Set out over two levels, the well designed, open plan, split lower level comprises of a generously sized living room with sliding door access to the front courtyard area, leading through the entry area, then down to the sunken kitchen / dining room, which provides access to the rear sun deck.



12 Liam Drive, Kingston

 3  2  1

\$550/wk

Yes newly renovated quality townhouse comes with communal access to a lovely pool, tennis court and barbeque area ideal for festive relaxation. However there are many more features to discover. There are three large bedrooms, two with built in wardrobes.



13 Ingram Street, South Hobart

 3  1  2

\$510/wk

Situated in the highly desirable suburb of South Hobart this charming home is set up to move in and enjoy in comfort. Set up with two double bedrooms and a single bedroom all carpeted, tastefully furnished and come with built in wardrobes. There is off street parking for two cars.

144 Augusta Road, Lenah Valley

 3  1  2

\$595/wk

The property is in a great location, close to shops, schools and hospital with a parkland a short distance away. No expense has been spared with this beautifully renovated three bedroom home. Throughout the property are polished floorboards with lots of light in every room.



10/33 Tower Road, New Town

 3  1  2

\$595/wk

This modern three bedroom penthouse is comparable to no other. The penthouse offers a large light filled, open plan living/dining area with access to the balcony, leading through to the modern, well designed kitchen with plenty of cupboard and bench space, fridge and dishwasher.



6/2 Myuna Road, Blackmans Bay

 3  2  2

\$495/wk

In the popular suburb of Blackmans Bay is this modern and stylish unit. The property is within walking distance of Blackmans Bay beach and its cafes and restaurants, along with being close to local schools and child care – making it perfect for families or singles alike.



13 McGough Street, Glenorchy

 4  3  3

\$595/wk

Properties of this size and layout do not become available very often. The home has been updated with quality fittings throughout. We start with the modern kitchen with loads of cupboard space, stainless steel oven, ceramic hotplates, dishwasher and double door fridge then leading through to the tiled family dining area.



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Flawed real estate strategies

FALSE PRICE STRATEGIES

False price strategies include both the 'offers above' method (illegal in some states) and any of the price-range strategies. There are many variations of these strategies: 'offers from \$500,000 plus', 'offers above', 'offers between', price range or even price indication. All variations work on the assumption that the owner may not accept the lowest price quoted but will consider a figure above this amount.

In 2016, New South Wales passed laws prohibiting the use of the 'offers above' or any similar method, with Victoria following suit in the same year.

This legislation was enacted to protect buyers from investing time, money and energy into a property they can't afford. By advertising a price lower than market value with 'offers above', buyers are encouraged to enquire. However, being far below what the seller will accept makes this advertised price false and misleading. Many buyers have lost money believing an advertised price.

As of the beginning of 2018, all other states still permit this form of marketing. However, even in New South Wales and Victoria, the legislation was not designed to protect the seller against an inflated price suggested by an agent.

As with all pricing methods that don't use a stated asking price, the focus of the buyer and the hopes of the seller diverge. The buyer expected a bargain, while the seller is encouraged to use this method in the hope that there is no cap on an eventual selling price.

This strategy sounds plausible to a seller, but it's deceptive and has hidden dangers that cost you money without you even realising it.

NO-PRICE STRATEGIES

'No-price' strategies include 'for sale by negotiation', 'for sale by tender' and 'auction'. Most real estate advertising websites also offer a 'contact agent' option.

The effect of no price marketing on buyer enquiry is heavily influenced by market conditions.

In a stable or falling market where supply outstrips demand, enquiry is generally lower with no price marketing. If a potential buyer enquires, inspects the property and decides to make an offer, it is seldom at or above market value. The lack of advertised price legitimises any low offer made.

However, in rising market conditions the effect on enquiry is minimal. Conditions that force buyers to compete for property, such as the booming market seen in Sydney and Melbourne in recent years, oblige buyers to move quickly and enquire on any suitable property regardless of advertising method.

While agents often claim credit, it is the increased demand in the market that is driving the enquiry levels, rather than the lack of an advertised price.

Prior to advertising a listed price, some agents are successfully using a brief exploration period with no price. With a trusted agent, and under the right market conditions, this can work well.

However, most no-price strategies are built on the premise of inflating the estimated selling price at the listing, then educating the seller down on price. All no price strategies are particularly susceptible to the online marketing and pricing deception.

1/1 Beach Road, Kingston Beach

 2  1  1

\$379,000

Have you always wanted to live close to the beach? Well here's your opportunity. This two bedroom apartment is just metres from the beach (including the dog beach), the cafes, the restaurants and the Kingston Beach Golf Course. What a great location! There are two bedrooms, each with built in robes.

64 Charles Street, Triabunna

 1  1  11

\$355,000plus gst

Located in the East Coast town of Triabunna, 1 hour from Hobart, this community centre was developed in 1989. The improvements include a foyer, large auditorium, library, kitchen and amenities. Site Area: 8,805 sqm. Building Area: 198 sqm.

1/207 Churchill Avenue, Sandy Bay

 1  1  1

\$289,000

Brilliantly located, just minutes from UTas, schools, shops and public transport. This one bedroom unit is ideal to live in or rent out. A sunny, open plan living space. Private garden with level entry. Kitchen area with breakfast bar. Double bedroom with built-ins.

64 Hillcrest Road, Tolmans Hill

 0  0  0

\$289,950

Here is a great opportunity to take advantage of this generous 1103 sqm block on the high side of the road with water views and established homes on either side. This is a fully serviced block with a fire trail at the rear. This block offers the opportunity to build a modern home in a bush environment.

UNDER OFFER



COMMERCIAL

FOR SALE



333 Main Road, Glenorchy

Located close to the Glenorchy CBD, this property has excellent exposure to a high level of passing traffic and is ideal for an office location. The tenancy comprises two large open plan offices, two separate offices, reception, training/boardroom, storage room and amenities. Ample on-site parking is available. This is an opportunity to secure a high profile office space, which would suit a variety of office uses.



\$36,000p.a
plus outgoings
+ GST



27 Edge Avenue, Lenah Valley

For sale is this charming family home in a quiet spot on one of Lenah Valley's best and most sought after streets. This circa 1953 home presents in tidy and original condition and is ready to be lived in and enjoyed right away. It features three bedrooms, two with built ins and 2 living areas, one leading out on to a decked area.



\$540,000

BEDROOM 3 BATHROOM 1 PARKING 2



63-69 Letitia Street, North Hobart

The property is situated on the corner of Letitia Street and Federal Street, some 3kms from the Hobart CBD. The North Hobart shopping precinct is within 1km of the property and provides excellent shops, restaurants and cafes. The tenancy comprises a mostly open plan space and a large partitioned office, with an area of approximately 117 sqm on the ground floor of the Wilson Building.



\$26,000p.a
plus GST



32 Franklin Place, Hamilton

Flexible Heritage property located in the main street of Hamilton, this substantial circa 1870's property has wide appeal and flexibility. An historic property consisting of approximately 185 sqm of residence and approximately 140 sqm of shop front. It is being sold on a freehold basis with vacant possession.



\$389,950

BEDROOM 5 BATHROOM 3 PARKING 4

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COMMERCIAL



13-17 Castray Esplanade, Hobart

This well located office suite, with a commanding position, close to the world renowned Salamanca Place, within the highly sought after commercial precinct of Sullivan's Cove, has undergone a recent refurbishment, providing a high quality of offices. The available space comprises a large open plan area, with an approximate area of 95 sqm.

\$39,000p.a
plus GST



Suite 10, 64-68 Liverpool Street

Located centrally in the Hobart CBD, between Liverpool and Argyle Street, the Bank Arcade is opposite the Brunswick Hotel and adjoining the Wellington Arcade, the level two office suite is your chance to lease an affordable, centrally located business premise. The tenancy is open plan, light, bright and air conditioned.

\$15,000p.a
plus GST

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