

# WEEKLY MINI MAG

1 November 2019



## 3 Sturt Close Kingston \$435,000

You'll love this three bedroom home, its quiet location, its sunny northerly aspect and the lovely mountain views. It's an easy walk to the shops and public transport. There's ample parking; the yard is fully fenced; and the well-established garden is a magnet to a variety of birds.

- There are two double bedrooms with built in robes and a smaller bedroom.
- The kitchen/dining room has been updated and opens to a front deck that takes advantage of the sun and views.
- The lounge room is spacious and comfortable.
- The bathroom comprises a large shower and vanity; the toilet is separate.
- There's a single car carport with additional off street parking for two to three cars.
- Raised garden beds, a place for the hothouse (complete with watering system), and a powered shed all have a place in a very private yard.

This is a nice little property – easy to maintain, no steps to worry about, and not far from the centre of Kingston.

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# FOR RENT



## 1/206 Harrington Street, Hobart

 1  1  1

\$390/wk

If you are looking for the convenience of city lifestyle and convenience then you may wish to have a look here. Offering a large spacious main bedroom with the benefit of a study, playroom or home office as a second room. Both include electric panel heaters.



## 3/5 Alt-Na-Craig Avenue, Lenah Valley

 2  1  1

\$360/wk

Located within a well maintained, very quite complex, this two bedroom unit is just a few minutes walk from Calvary Hospital and within walking distance to the ever popular North Hobart restaurant strip and also the Hobart CBD. With new carpet and vertical blinds installed, this top floor unit comprises of a spacious living area.



## 2/360 Davey Street, South Hobart

 1  1  1

\$280/wk

This large character one bedroom flat is not only situated within walking distance to the city and Sandy Bay, but it is also in a quiet block. With a heat pump for those winter months but to cool you in the summer, the property features very large rooms, with a separate area suitable for a study.



## 1/7 Montgomery Court, Sandy Bay

 2  1  1

\$550/wk

This well presented unit is in a perfect location, close to both the city, University, shops and bus route. The two bedrooms both have built-in robes, and the dining room could easily be used as a third bedroom. The modern kitchen has plenty of cupboard and bench space, and the washing machine is located in this space also.

## 493 Nelson Road, Mount Nelson

 4  2  5

\$760/wk

When you drive onto this property you are greeted by a beautiful home surrounded by an extensive yard with fruit trees and a well-established garden. The floor plan is extremely flexible. There are two formal living rooms along with a living space adjacent to the kitchen that could easily be used as a dining space.



## 2/187-189 Bathurst Street, Hobart

 2  1  0

\$575/wk

This property is only one of two, it comes with everything you will need, just bring your suitcase! Downstairs comprises of a well equipped living room with electric heating an open plan kitchen/dining that includes a ceramic cooktop, under bench oven and dishwasher.



## 2/3 Mariner Circle, Huntingfield

 3  1  2

\$450/wk

This delightful fully fenced villa unit is superbly situated in a quiet, yet handy location and a meagre five minutes from Kingston shops and services. Comprising of three bedrooms with two having built in wardrobes and all are fully carpeted. Ideally the third bedroom would make an excellent study or home office.



## 36 Tasma Street, North Hobart

 2  1  0

\$480/wk

This double storey, two bedroom terrace is in a truly exceptional location being just a stone's throw from cafes, the North Hobart restaurant strip and an easy walk to the Hobart CBD. There is also a small fully enclosed rear garden with a veggie patch and a garden shed, creating a private hidden oasis in the city.



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The Difference Between High and Highest

A high price, even one that delights sellers, may not be the highest price. No matter how high a price appears to be, the question remains: "Is it the highest price?" If more agents asked this question, more sellers would receive higher prices.

If a seller wants \$500,000 and the agent lists the property for \$550,000 and a buyer agrees to pay \$520,000, the agent and the seller may be delighted. But - and this is the major point - if the buyers would have paid \$530,000, the agent did not obtain the HIGHEST price. The agent could have obtained more.

If an agent sells a property for anything less than it could have sold for, the agent has not done the best for the seller.

Your agent must be a skilled negotiator and have your interests in mind at all times. Your agent must study and think about the various methods to get you the highest price possible. Real Estate is not complicated. It just requires some extra thought. Most agents rarely think about how they can always get the highest price.

THE 3 TYPES OF PRICES

The secret to getting the highest price - as opposed to a high price - is to move away from the traditional way agents think.

Most agents focus on two price aspects - either the "value" of the property (what they believe it is 'worth' based on comparable sales in the area) or the price the seller wants.

Invariably, it's the agent's task to reduce the seller's 'want' until it matches the 'value'. The major focus is the price the owner wants. The lowest price the owner agrees to accept is, almost always, the highest price the owner gets.

But there is a third price aspect - one rarely focused upon - and that's the price the buyer is prepared to pay. Just as sellers inflate the price from fear of selling too low, buyers deflate the price from fear of buying too high. Each side wants the best for themselves. This is natural.

Most real estate is sold by lowering the seller's price until it matches the buyer's price, or raising the buyer's price until it matches the seller's price, or a combination of both. Get the buyer up, get the seller down and make a sale.

This often gets a high price for the seller, but not the highest price. The reason is simple: when the buyer's offer meets the seller's minimum, the property is sold. There is too much focus on the seller's minimum, which is the price at which most properties sell. Even if the price is high, often the buyer would have paid more.

A good negotiator always gets this 'more' from the buyer.



1/13 Eady Street, Glenorchy

BEDROOM 3 BATHROOM 1 PARKING 1

\$349,950

The property comprises of three bedrooms, two with large built in wardrobes, a spacious, sunny living room with both heat pump and wood heater to keep you toasty in winter time, leading through to the kitchen/dining area with breakfast bar that adjoins the fully enclosed sunroom.



53 Wilburville Road, Wilburville

BEDROOM 0 BATHROOM 0 PARKING 0

\$35,000

Great opportunity to build on this level 2149 sqm block, with water views overlooking Arthurs Lake. The perfect getaway to trout fish and enjoy the peace and tranquillity of the Central Highlands in Tasmania. It offers easy access to the block, with power nearby, convenient to boat ramp and alternative fishing options.



3 Maitland Street, Glenorchy

BEDROOM 3 BATHROOM 1 PARKING 3

\$325,000

Offered for sale is this three bedroom family home with lovely street appeal and situated in the outer reaches of Glenorchy. Originally an early 1900s weatherboard house, it has been clad with brick veneer and has some very nice original features on show including polished floorboards, stained glass panes and high ceilings.



64 Hillcrest Road, Tolmans Hill

BEDROOM 0 BATHROOM 0 PARKING 0

\$299,950

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.





# COMMERCIAL

# FOR SALE



## 1-6/73-75 Main Road, Moonah

Edwards Windsor are pleased to offer for sale, a fully tenanted, strata title, investment opportunity at 73 – 75 Main Road, Moonah. The property comprises 6 commercial tenancies, leased to three operators, in the heart of the Moonah retail strip, approximately 6km from the Hobart CBD. The strata units are being offered for sale, subject to five year leases, currently generating a total net income of \$71,382.

Expressions  
of Interest



## 20 Derwent Park Road, Derwent Park

Hobart's number 1 showroom location, with national and established local businesses: Baby Bunting, Harvey Norman, Blackwoods, JMC Car Group, Repco, BCF and Supercheap Auto. The showroom is approximately 365 sqm, with additional 103 sqm mezzanine. There are 12 on-site car parking spaces, a full security system and roller door access.

\$82,000p.a  
plus outgoings



## 9a Lynton Avenue, South Hobart

Get your foot into the South Hobart property market with this low maintenance family home that would also make a sound investment. Conveniently located, it's walking distance to the city, South Hobart cafes and shops, the University and several good schools. Princes Street Primary School is only a five minute walk away.

\$619,000

BEDROOM 4 BATHROOM 2 PARKING 4



## 23 Plaister Court, Sandy Bay

Positioned in a quiet cul-de-sac on a gently sloping block with a northerly aspect, this spacious family home is one to be enjoyed. This residence has been architecturally designed to suit the gentle slope of the block, in such a way as to capture the all day sun. This home has extensive separate entertaining and living areas.

\$899,000

BEDROOM 5 BATHROOM 3 PARKING 2

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# COMMERCIAL



## 17 Bligh Street, Rosny Park

The building occupies a high profile, corner of Bligh Street and Ross Avenue, with the tenancy situated at the rear, backing onto the public carpark, currently occupied by Hammond Care. Tenancy consists of mainly an open plan area with partitioned reception, a separate office, kitchenette and recently refurbished shared amenities.



\$19,250p.a  
plus outgoings  
+ GST



## 235 Murray Street, Hobart

These quality fringe CBD offices are situated on the corner of Murray and Warwick Streets, offering a high quality profile location for your business. The building is currently occupied, with these tenants relocating to a larger premises. The space provides approximately 386 sqm of offices, incorporating up to 5 offices and various open plan areas. The first floor is open plan with a area of approximately 104 sqm.



Contact Agent

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