

HOBART TASMANIA

# Property Magazine

21 February 2020

FREE

PROPERTY  
OF THE WEEK

## 9 Homer Avenue Moonah PAGE 2



Edwards Windsor

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# Property of the Week



**\$415,000**

## 9 Homer Avenue Moonah

### Classic Moonah

Located in a quiet street, close to local shops, schools and all services, is this 2-3 bedroom house.

This home has been well maintained and is in generally original condition, it is very liveable as is, but has potential for improvement to take advantage of the great location.

A blank canvas full of potential! Call Edwards Windsor today for further information or to arrange your private inspection.



### Key features



- A flexible floorplan as three bedrooms, or two bedrooms and a dining room.
- Character features from the era it was built.
- Sunny flat yard with double garage.

The above information is provided as a guide only, and any interested party should undertake their own inquiries as to the accuracy of the information.



# For Sale



## 18 Talone Road, Blackmans Bay

Offered for sale in a prime location in Blackmans Bay, is this large block of land (with two dwellings) that is ripe for further development. Zoned general residential, there is opportunity to remove the existing dwellings and build four to five unit/townhouses (subject to Council approval), or alternatively to subdivide. Both residences, with some minor modification, could provide an income stream for the discerning investor.

**\$699,000**



## 702 Sandy Bay Road, Sandy Bay

Brilliantly located, this substantial 1153 sqm block with a title down to the high water mark creates endless opportunities for the discerning buyer to create something special, from a substantial home or multiple dwellings (subject to Council approval). Take advantage of waterfront access to the River Derwent and the close proximity to schools and shops.

**E.O.I**



# For Rent

## 2/4 Lochner Street, West Hobart

This downstairs unit comprises of an open plan kitchen/dining/living area. The unit is bright and has just had new blinds installed for privacy. The kitchen has new vinyl, ample storage and a breakfast bar for an easy area to enjoy a meal.

**\$345/wk**



## 10/33 Tower Road, New Town

This modern three bedroom penthouse is comparable to no other. Located within a secure complex with lift access to the apartment, and lovely views right down to the Tasman Bridge, this unique property is a must to inspect. The penthouse offers a large light filled, open plan living/dining area with access to the balcony.

**\$550/wk**



## 20 Lower Jordan Hill Road, West Hobart

Within walking distance to the North Hobart restaurant strip or the Hobart CBD. The upstairs unit comprises of two double bedrooms both with built in robes, spacious separate living room, modern open plan dining and kitchen area with dishwasher, under bench oven and induction hotplates

**\$480/wk**



## 1/5 Walgett Place, Glenorchy

This great 2 bedroom villa is located in a quiet cul-de-sac. Both bedrooms have built in wardrobes with the main bedroom being quite large. There is a large living area and a separate dining area off the kitchen. There is off street parking in a carport and a fully fenced back yard a small, low maintenance yard.

**\$375/wk**





# For Rent

## 33 Raleigh Court, Howrah

Set back from the road, at the end of the cul-de-sac, in a quiet, bush type setting you will find this sizable five bedroom family home, ready for a new family to move in and call home. On the upper level you will find the spacious open plan lounge/dining area with beautifully polished floorboards.

**\$570/wk**



## 4 Wallong Place, Berriedale

There are three bedrooms, the main having a built in wardrobe, an updated kitchen with lovely views, dishwasher, gas cook top and breakfast bar leading through to the separate loungeroom, again with views and heat pump. The bathroom has also been upgraded and there is a separate laundry area and toilet.

**\$430/wk**



## 2/206 Harrington Street, Hobart

This upstairs two bedroom apartment is conveniently located only a short walk from the Hobart CBD. It has a brand new kitchen and new carpet throughout. The kitchen includes a pantry, fridge and dishwasher along with a good amount of storage and bench space.

**\$450/wk**



## 304 Clarence Street, Howrah

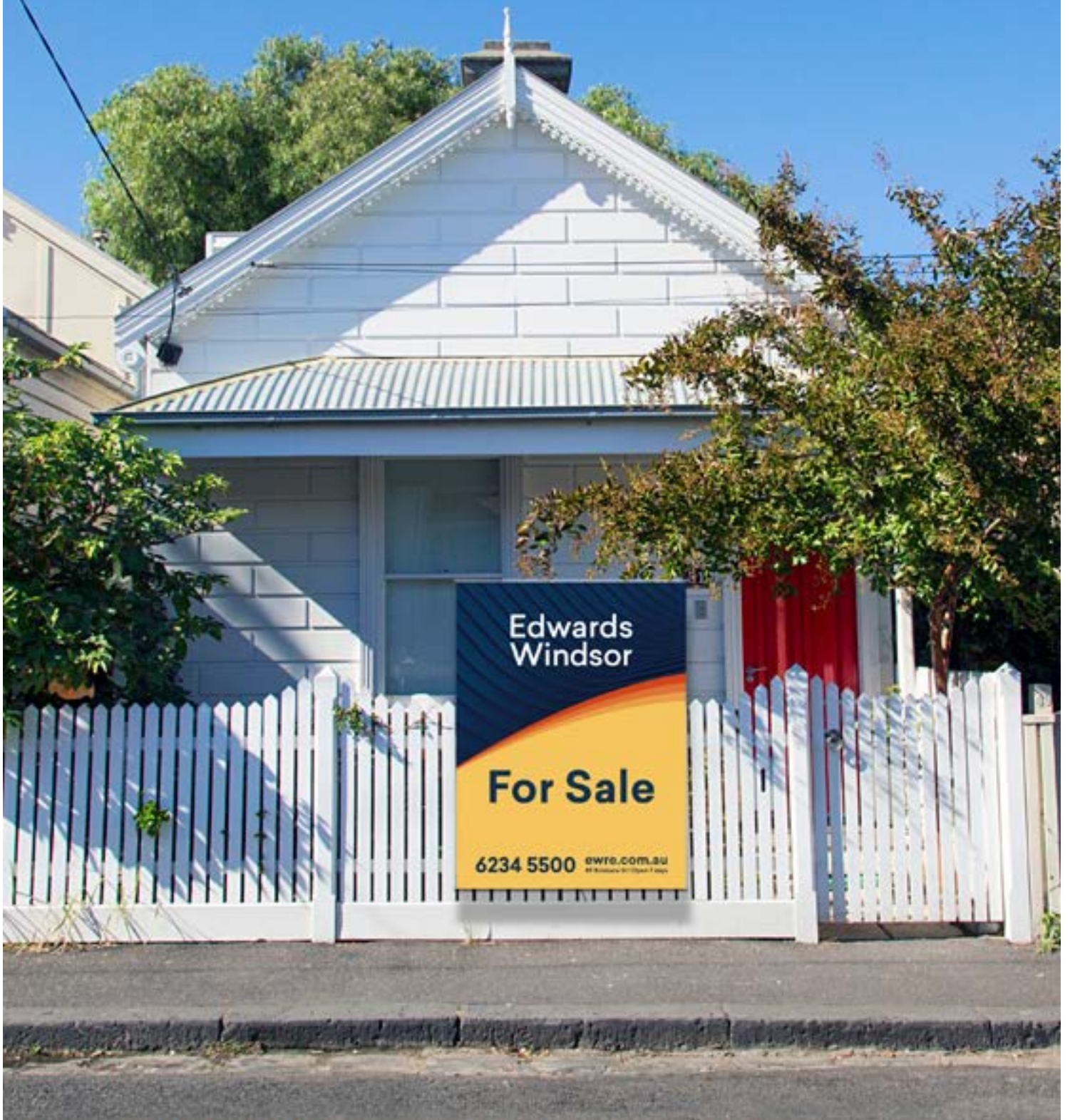
Delightful three bedroom home beautifully presented in fabulous position. The superb kitchen is the home cooks delight. Massive walk in pantry, double sink, breakfast bar and lots of cupboards and bench space. With nearby parks, shops, local gym and bakery this home will suit many prospective tenants.

**\$485/wk**



ARTICLE

# The Difference Between High and Highest





# 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.

“A good negotiator always gets this ‘more’ from the buyer.”



# For Sale

## 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. Full of authentic character and charm, this property has real potential and flexibility as a home.

**\$350,000**


## 64 Charles Street, Triabunna

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. \*Price is plus GST

**\$355,000\***


## 2/24 Winbourne Road, West Moonah

Situated in an elevated position, capturing beautiful water views and all day sun, is this two bedroom, standalone villa unit. Offering low maintenance living and plenty of privacy, this unit is suited to a wide range of buyers from investors, first home buyers or downsizers.

**\$320,000**


## 64 Hillcrest Road, Tolmans Hill

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, just 10 minutes drive into the Hobart CBD, ideal for the family.

**\$289,950**




# For Lease



## 106 Murray Street, Hobart

This high profile retail tenancy is situated on Murray Street, adjacent to the main City retail block, near the Murray and Liverpool Street intersection. The tenancy has excellent exposure and comprises a mostly open plan tenancy with 116 sqm of quality retail space.

**\$46,400p.a** +GST

**m<sup>2</sup> 116**

**ZONE Retail**



## 130 Macquarie Street, Hobart

This high profile tenancy within the ground floor of the Walchs Building in Hobarts CBD, offers your business an opportunity to capture tourist and office traffic between Salamanca and the City. The premises has an approximate area of 136 sqm, plus amenities, with the opportunity for additional basement storage.

**\$48,000p.a** +outgoings +GST

**m<sup>2</sup> 136**

**ZONE Retail**





# For Lease



## 131 Albert Road, Moonah

Situated in the heart of the Moonah industrial precinct, close to the Brooker Highway, with excellent frontage to Albert Road, and only minutes from the Hobart CBD. The tenancy comprises two large, clear span warehouses, and an adjoining high quality office accommodation.

**\$145,400p.a** +outgoings  
+GST

**m<sup>2</sup> 865**

**ZONE Retail**



## 154 Liverpool Street, Hobart

Occupied by Island Brides, the tenancy comprises an office, with a large open plan area, kitchen, cleaners cupboard and male and female toilets, situated over approximately 280 sqm. There are two full width sliding doors enabling the open space to be partitioned into three separate areas.

**\$38,000p.a** +GST

**m<sup>2</sup> 280**

**ZONE Retail**





# For Sale



## 6 Charles Street, Triabunna

Edwards Windsor are pleased to offer for sale 6 Charles Street, located in the East Coast town of Triabunna, approximately 1 hour from Hobart. The current tenant is Triabunna Gourmet Meats, who have been in continuous operation for over 10 years. The improvements on the site include a retail shop front, two cool rooms, processing room, office/storage, amenities and loading bay, with rear roller door access. \*Price plus GST

**\$350,000\***

**m<sup>2</sup> 746**

**ZONE Retail**



## 71a Letitia Street, North Hobart

Edwards Windsor are pleased to offer for sale a rare opportunity to secure a large site in the Hobart suburb of North Hobart, suitable for a residential development. The property is situated on the north east side of Letitia Street, within the Hobart suburb of North Hobart, some 3km north of the Hobart CBD. The site currently forms part of the Turnbull Family Funeral complex.

**\$1,400,000**

**m<sup>2</sup> 2000**

**ZONE Residential**

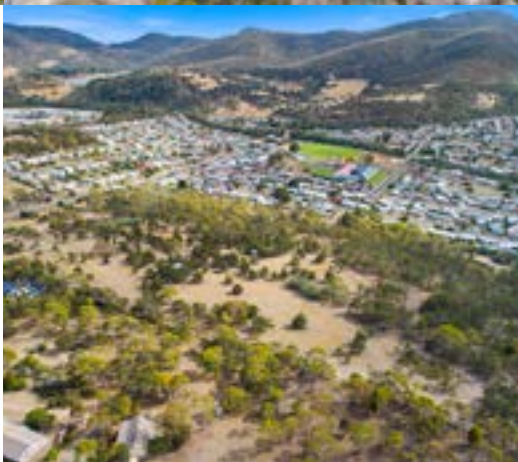






## 74 Sugarloaf Road, Risdon Vale

Edwards Windsor in conjunction with Knight Frank have the exclusive opportunity to offer for sale a rare, DA approved, 132 residential lot subdivision, 74 Sugarloaf Road and 6 Aralia Street, Risdon Vale. The properties are located in a developing new homes area in the southern section of Risdon Vale, approximately 10 kilometres north of Hobarts City Centre, within the Clarence municipality.

**By Offer**
**m<sup>2</sup> 11,672**
**ZONE**
**Residential**


## 17 Catley Street, Burnie

This unique property offers an open plan premise and 3 bedroom apartment, with a frontage onto Catley Street and an alternate frontage and garaging to Wilson Lane. The retail/office accommodation comprises a reception area, open plan retail, kitchenette, male and female toilets and two small store rooms.

**By Offer**
**m<sup>2</sup> 2700**
**ZONE**
**Retail**
