

HOBART TASMANIA

# Property Magazine

20 March 2020

FREE

PROPERTY  
OF THE WEEK

## Lot 1, Bay View Road Dover PAGE 2



Edwards Windsor

6234 5500  
[ewre.com.au](http://ewre.com.au)  
89 Brisbane St | Open 7 days

# Property of the Week



**\$149,000**

## Lot 1 Bay View Road Dover

### Views across the bay

The land is cleared (and kept that way by the neighbour's friendly horse) and is serviced with town water and sewerage.

The land boasts VERY nice views across the Bay and to Adamsons Peak.

The township of Dover is situated 77 km south of Hobart and is situated on the doorstep of the south west wilderness. It's a very pretty part of Tasmania, home to many farms and orchards and fleet fishing for abalone, salmon and crayfish.



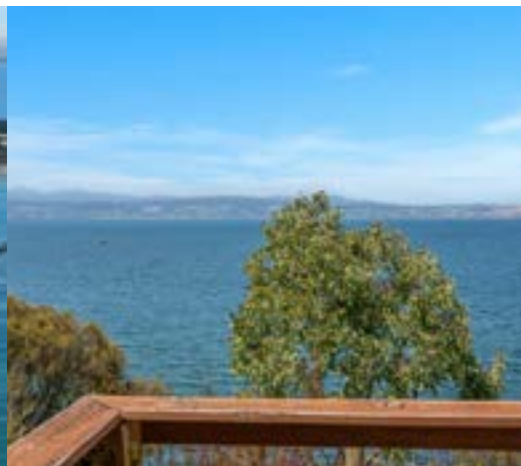
[See more details](#)



If you wish to [see more details](#) for the properties advertised, please head to the Edwards Windsor website and subscribe to the Weekly Property Magazine in our Free Publications and Latest News.



# For Sale



## 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).

**\$1,649,000**



[See more details](#)



## 50 Frosts Road, Margate

Fabulous views and a sunny, light-filled, energy efficient home are just two of the highlights of this property. Five acres of land, beautifully tended landscaped gardens around the house, a large shed – what more could you ask for? The main bedroom boasts fabulous views, a walk in robe and large bathroom. It opens to a deck in the garden.

**\$875,000**



[See more details](#)

# For Rent

## 2/39 Burnett Street, North Hobart

This spacious, well presented unit has been fully renovated and is only minutes walk from the North Hobart restaurant strip.

Comprising of an updated open plan kitchen/living/dining area with gas heating, two double bedrooms, bathroom, laundry and single secure off street parking space.

**\$400/wk**



[See more details](#)

## 49a Arthur Street, West Hobart

This is a charming, one bedroom unit that is well appointed and looks out onto a large garden at rear of the main house. At the front of the property is the recently renovated modern kitchen. It is well equipped and includes plenty of space for the cooks out there.

**\$340/wk**



[See more details](#)

## 5 Alicia Road, Kingston

In a quiet area of Kingston is this well presented and modern 4 bedroom, 2 bathroom property – a perfect family home. Upstairs you will find the open plan kitchen, living and dining area, along with a second space which could be used as a formal living area or home office.

**\$560/wk**



[See more details](#)

## 2/13 Hooper Crescent, Mount Stuart

This superbly renovated property has been given a rejuvenated contemporary touch, to create a wonderfully modern and functional home. Offering two bedrooms and panoramic views, it also includes numerous benefits and features. Sorry but we are unable to consider pets here.

**\$550/wk**



[See more details](#)



# For Rent

## 50 Hutchins Street, Kingston

Wonderfully situated within walking distance of local school and Kingston shopping complex is this three bedroom treasure. The property has had an excellent makeover including being repainted throughout. There are three double bedrooms with Built in wardrobes.

**\$450/wk**



3



1



2



[See more details](#)

## 4/67 Letitia Street, North Hobart

Situated in a secure complex, within easy walking distance to Hobart CBD, the popular North Hobart cafes and restaurants and many services, is this neat and tidy, well presented one bedroom unit. Pets are unable to be considered for this property.

**\$320/wk**



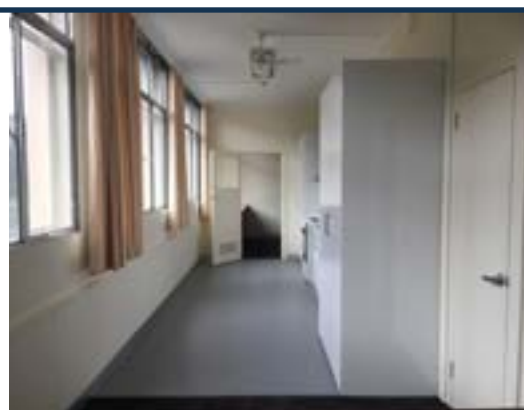
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1



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[See more details](#)

## 2/352 Macquarie Street, South Hobart

This cosy bedsit is located in a superb South Hobart location close to all conveniences. Perfect for a single person who wants an easy commute to work or university. A new stove to be installed prior to a tenant moving in. Sunshine and mountain views in a great location.

**\$250/wk**



1



1



0



[See more details](#)

## 4 Wallong Place, Berriedale

This home is set at the end of a quiet cul de sac and is only a short drive from schools and Northgate Shopping Centre.

The bedroom main has a built in wardrobe. The updated kitchen has lovely views, a dishwasher, gas cook top and breakfast bar leading through to the separate loungeroom, again with views.

**\$415/wk**



3



1

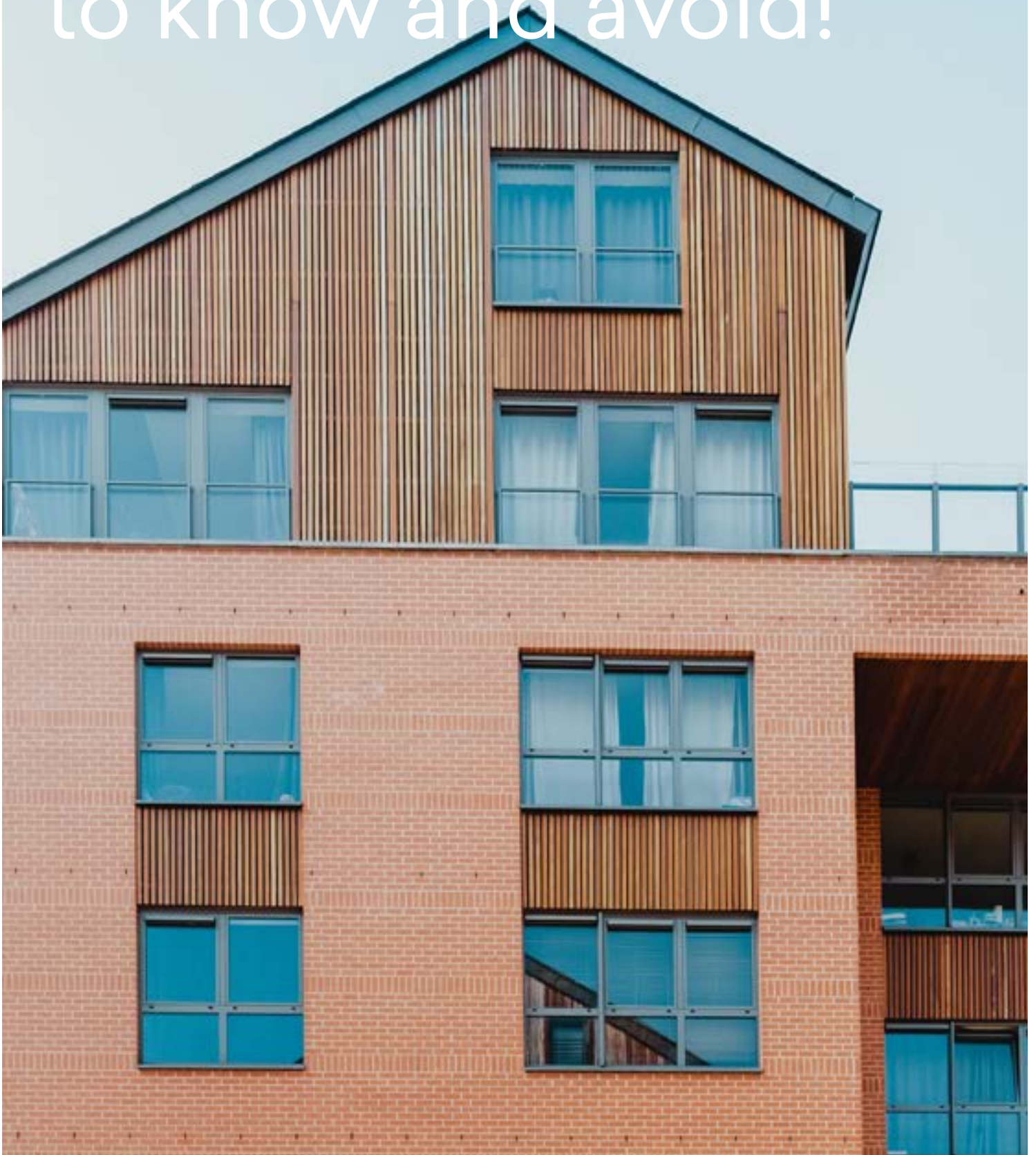


3



[See more details](#)

# 5 tactics agents use.. that you need to know and avoid!



# 5 tactics agents use.. that you need to know and avoid!

## 1. Overquoting

Since Adam and Eve decided to sell their house, real estate agents have been overquoting the expected sale price in order to win listings. In a rising market, overquoting does minimal damage to sellers as the buoyant conditions bridge the gap between the agent's quote and the true market price. In a falling market, the gap between the agent's quote and the true market price can widen. Every percentage point the market declines is the vendor's lost equity. Even in stagnant or falling markets, there will be competitive bidding for accurately priced properties.

Solution – select an agent on their selling strategy not the price they quote. The right strategy delivers the right price. Write a clause into the agency agreement where the agent accepts a reduced commission if they fail to achieve the price they quote.

## 2. Underquoting

If you are buying you are almost certain to encounter underquoting. Many agents have adopted underquoting as the tactic of choice to attract multiple purchasers to a property. Promoting quality real estate below its true market value will generally attract a crowd of hopeful purchasers. When it comes to agents' price guides, believe nothing and check everything. This is not to say that every agent underquotes. However, the easiest way to protect yourself against underquoting is to do your own research on price. If you assess the home as being worth more than the agent's price guide, you are probably right.

Solution – make your offer based on your own market research and your financial capability. The agent's price guide is irrelevant, particularly at an auction which is an event that unfolds in an undetermined manner.

## 3. Conditioning

Conditioning is a tactic where the agent praises a home to gain the listing and then systematically bombards the owner with negative feedback to get the price down once on the market. Owners are often shocked and disheartened to find their overly positive agent is suddenly negative about everything from the size of the bedrooms, to the market conditions, to the

weather on Saturday. Don't fall for it! Fire an agent that conditions you with systematic negative feedback.

Solution – only sign a short exclusive agency agreement. There are no 'standard agreements', Everything is negotiable. If the agent is conditioning you with manufactured negatives, fire them.

## 4. Upfront expenses

Agents want a 'motivated vendor'. One of the most common and easiest ways for agents to get the vendor motivated, is to have the sellers spend huge amounts of money upfront. Newspaper/ print advertising, expensive internet advertising, renovations on the house, stylists, vacate the tenants (this is obviously reducing the income, not the expense), video tours, you name it. If it costs money, some agents will recommend it, provided the vendor is paying.

Solution – tell the agent at the outset that you will only pay for the marketing on a settled unconditional sale. If the property does not sell for any reason, the agent wears the expenses. More importantly, the agent may produce an economical campaign that gets the job done just as effectively with less financial risk to the client.

## 5. Signing a long agency agreement

Time heals all wounds. It also wears down all objections and objectors. If the agent really 'has buyers' and their talk is tough and confident, saying that it will sell quickly, that talk is quickly diluted by the need for 60, 90 or 120 days to sell one property!!

Solution – read the agency agreement carefully. Many people only scrutinise the agency agreement when they are trying to work out how to dismiss the agent. This is the worst possible time to learn that you are committed to the wrong agent for 120 days. Give the selected agent an all up maximum 30 day exclusive agency period. You can and should be able to extend their term by 14 or 21 day periods after the exclusive period expires, if they are doing a good job. Above all, maintain control of your home and the agency it is listed with.



# 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**



[See more details](#)

## 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\***



[See more details](#)

## 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**



## 9 Homer Avenue, 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.

**\$415,000**





# For Lease



## Tenancy 2, 16 Smith Street, North Hobart

The property is situated on the south-western side of Smith Street between Burnett & George Streets, within close proximity to the North Hobart retail/restaurant precinct and approximately 2 km to the Hobart CBD.

**\$55,000p.a** +outgoings  
+GST

**m<sup>2</sup> 550**

**ZONE Industrial**



[See more details](#)



## 13/27 Cole Street, Sorell

High quality retail tenancy, that's in the heart of the Gateway Plaza, comprising of predominantly open plan retail space. The surrounding tenants include Woolworths, the Reject Shop, Trendy Cut Meats and a bakery to name a few.

**\$20,800p.a** +GST

**m<sup>2</sup> 42**

**ZONE Retail**



[See more details](#)

# For Lease



## Level 1, Suite 3, 30 Bayfield Street, Rosny Park

Located at the eastern end of Bayfield Street, this tenancy is conveniently located to all major commercial activity, including retail, office, service business and hospitality. The property is accessed via side stairs from Bayfield Street and comprises a large open plan area, partitioned office with air conditioning.

**\$14,300p.a** +outgoings  
+GST

**m<sup>2</sup> 32**

**ZONE Offices**



[See more details](#)



## 149a Macquarie Street, Hobart

This high profile tenancy is situated at street level, with sizeable frontage to one of Hobarts main arterial roads. The premises has an approximate area of 116 sqm and consists predominantly open plan area, rear kitchen/amenities plus rear car parking.

**\$46,450p.a** +outgoings  
+GST

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

**ZONE Retail/Offices**



[See more details](#)



# 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**



[See more details](#)



## 109 Grove Road, Glenorchy

This property is located within an established industrial hub of Glenorchy, only 5 minutes from Hobart's CBD and is surrounded by a variety of warehouse and workshop buildings.

Comprising of an office, warehouse, mezzanine storage, kitchenette and amenities, with parking and fenced hardstand.

**\$495,000 +GST**

**m<sup>2</sup> 257**

**ZONE Industrial**



[See more details](#)

# For Sale



## 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**



[See more details](#)



## 7/14a Main Road, Moonah

This innovative complex is located within the Moonah Business Centre.

Comprising a warehouse/office, and a reception/office area on the ground floor, and additional office and mezzanine storage on the first floor, with an internal clearance of 8 metres.

**\$325,000 +GST**

**m<sup>2</sup> 147**

**ZONE Offices**



[See more details](#)