

HOBART TASMANIA

Property Magazine

27 March 2020

FREE

PROPERTY
OF THE WEEK

Lot 1, Bay View Road Dover PAGE 2



Edwards Windsor

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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.

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



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](#)



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

4 Caulfield Place, Clarendon Vale

This home is situated in a quiet cul-de-sac. The Kitchen/living room is open plan with plenty of room for relaxing and large windows letting in lots of light. Reverse Cycle air conditioner/heating installed. The three bedrooms are a good size and all having built-in wardrobes.

\$395/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](#)

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.

\$400/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.

\$450/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



[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.

\$300/wk



[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



[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.

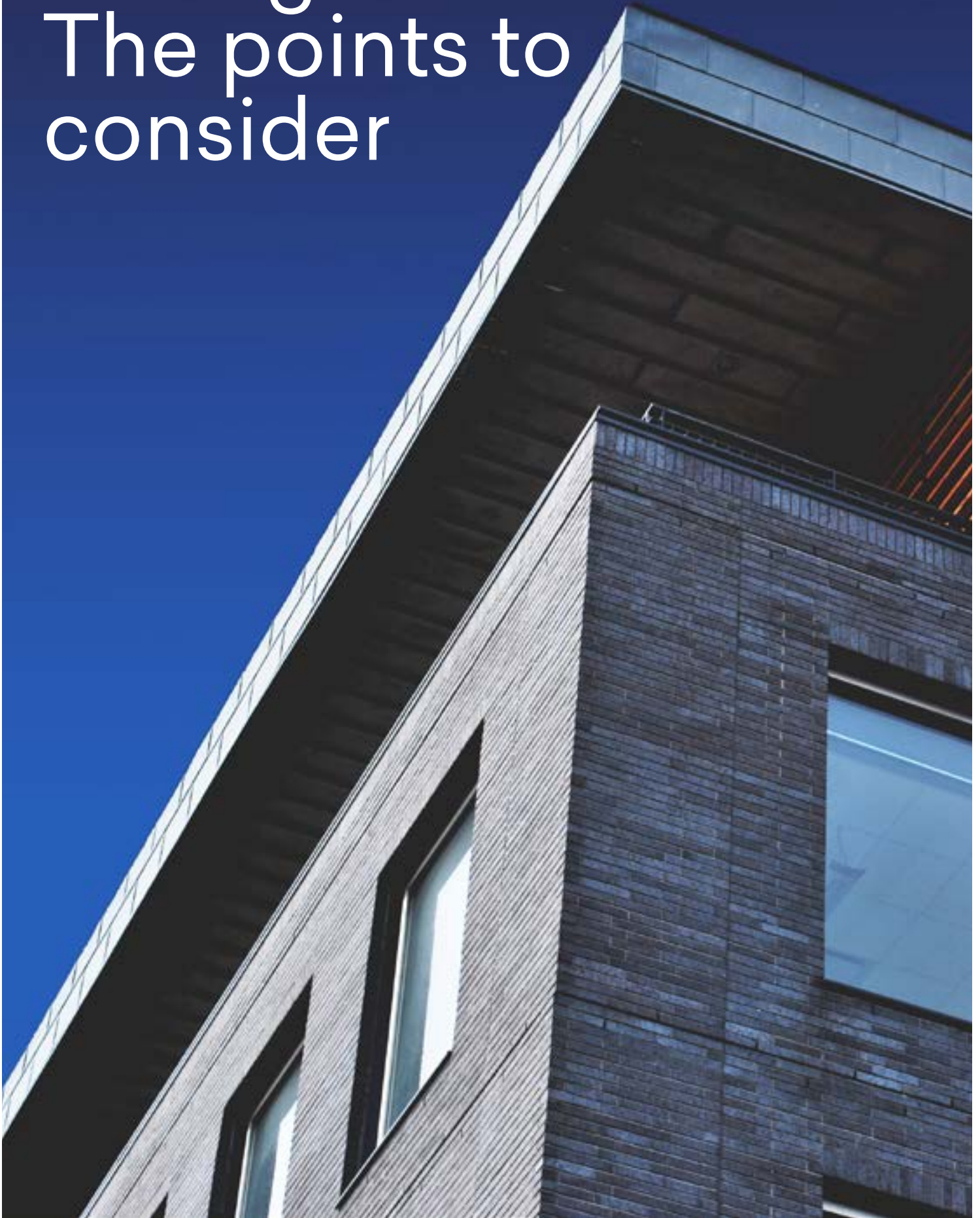
\$415/wk



[See more details](#)

ARTICLE

Selling off market: The points to consider



Selling off market: The points to consider



The off market pitch by an agent will usually begin along the lines of 'we have a serious buyer that is prepared to pay above market price for a home, just like yours'.

What harm can there be in showing the buyer through? Well, if the buyer buys your home at a very good price, none. As many people are learning, the off market pitch becomes a pain when it does not sell.

If you are showing potential buyers through off market, firstly consider:

Is the buyer being shown through by your agent of choice in the event you were to eventually go on the open market? It is not a great look if a property is shopped around by a few agents over a period of time. By the time it reaches the open market, many buyers have seen it. What should be - and is meant to be - a fresh quality listing is subsequently old news to the best buyers in the market. If you go on the open market with a different agent to the off market agent, who is responsible for negotiating with the off market buyers? Messy!

Why hasn't the buyer been able to find something on the open market? The off market buyer is a common listing strategy employed by agents. Does the agent attempt to change the initial brief of this 'one very genuine buyer' to 'why don't we open it up to more

buyers?' The credibility of the off market pitch quickly becomes apparent at this point. The buyer pitch is more a listing stitch.

If the off market buyer is interested, is the agent capable of negotiating the best market price having only had one buyer through? An off market buyer knows there is unlikely to be any other buyers interested, yet. Power is perception.

How do you know you have the best possible price if this one buyer makes an offer off market? The reward for going to the open market is the best buyer and best price becomes apparent. Would this one special buyer also emerge during an on market campaign?

There is a wise saying in real estate about open listings - the best buyers end up negotiating with the worst agent. Do you want the best buyer negotiating with an agent you wouldn't normally have selected if it weren't for the off market pitch? Listings tend to be exclusive, buyers aren't. Selecting an agent you feel most comfortable with and running a full campaign will bring the best buyers in the market to the surface.

The best agent will then deliver you the best price in an unambiguous manner.

The off market pitch becomes a pain when it does not sell. Particularly if you use another agent.

For Rent

2/115 Arthur Street, West Hobart

Nicely nestled up away but in a prime location is this 2 bedroom unit with stunning views overlooking West Hobart for a 12 month lease. It has brand new carpet throughout, two double bedrooms and a large kitchen with a dishwasher included. Sorry no pets are considered.

\$420/wk



[See more details](#)

1 St Stephens Avenue, Sandy Bay

This very well presented two bedroom unit has so much to offer in the highly sought out area of Sandy Bay, suiting a small family or the professional single/couple. It has been freshly painted throughout with a newky renovated kitchen and updated bathroom.

\$460/wk



[See more details](#)

43 Cromwell Street, Battery Point

This character cottage located in the historic Battery Point is not one to miss. It combines original features with some modern updates to the kitchen & bathroom. The kitchen is located at the back of the property, and provides plenty of cupboards for storage as well as a quality oven.

\$480/wk



[See more details](#)

1/12 Date Court, Sandy Bay

Set high on the hill with one of the best views in Hobart is this three bedroom two storey villa. On entry you will find a tiled entrance area with storage, and a bedroom to your left with built-in cupboards. The main living area is open plan with the kitchen, dining room and lounge all encompassing the river and city views.

\$600/wk



[See more details](#)

For Lease



55 Sunderland Street, Derwent park

The property is situated within an industrial and commercial precinct, in an established industrial hub between Moonah and Glenorchy, which has excellent convenience to retail/commercial centres on Main Road; Brooker Avenue, and the city of Hobart.

\$58,000p.a +outgoings
+GST

 **464**

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

 **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.

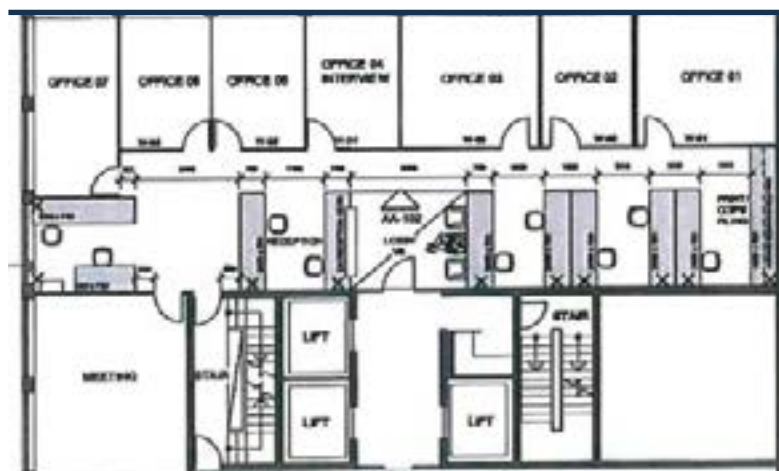
\$14,300p.a +outgoings
+GST

32 m²

ZONE Offices



[See more details](#)



7/39 Murray Street, Hobart

The building has recently undergone a major refurbishment, comprising upgrades to the main entrance foyer, 3 new passenger lifts, bathrooms, kitchens, lift lobbies, tenancies and essential services. A tenancy of approximately 215 sqm on the 7th floor is now available for lease

\$63,795p.a +GST

215 m²

ZONE 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*

m² 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}

m² 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

m² 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

m² 147

ZONE Offices



[See more details](#)