

HOBERT TASMANIA

Property Magazine

22 May 2020

FREE

PROPERTY
OF THE WEEK

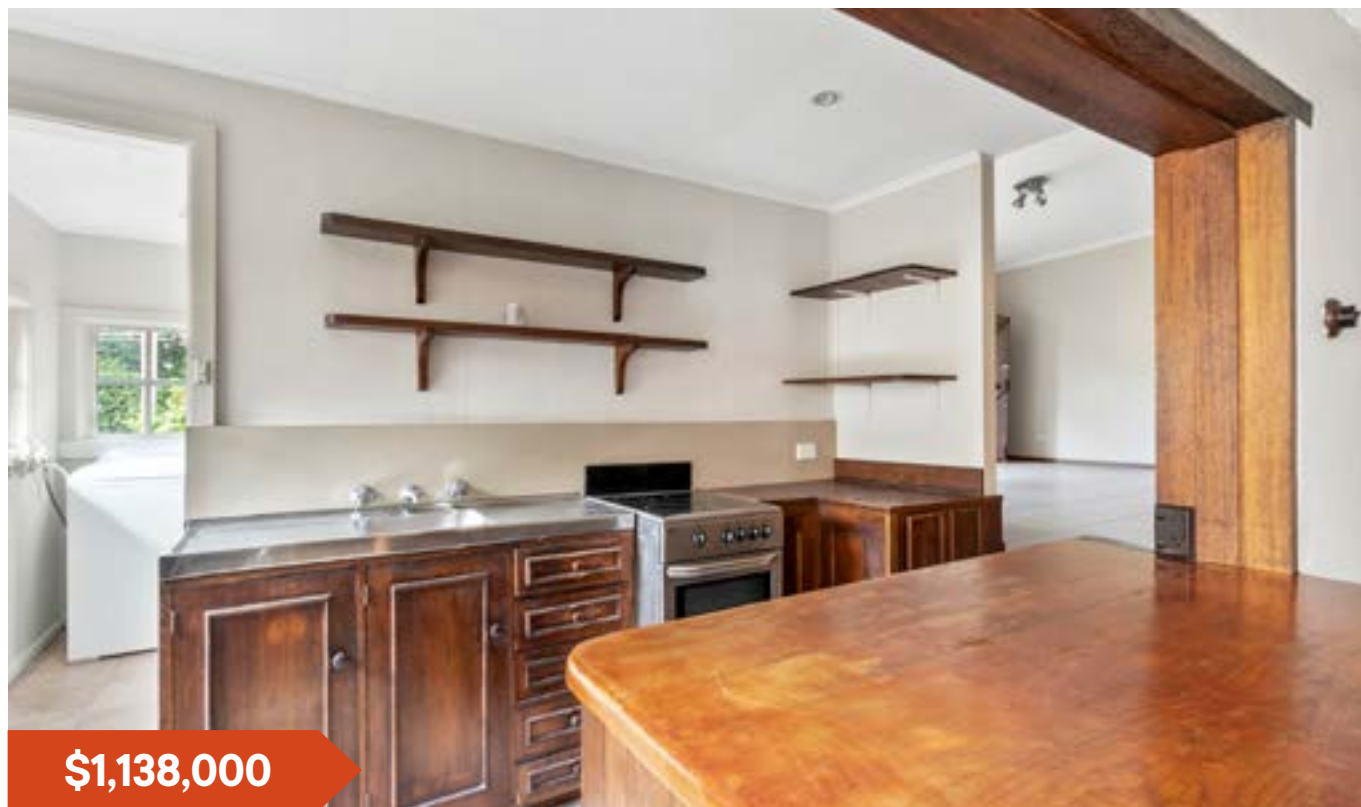
10 Wilmot Street Hobart PAGE 2



Edwards Windsor

6234 5500
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Property of the Week



\$1,138,000

10 Wilmot Street Hobart

A Rare Find!

C.1835 character residence offering the sought after combination of an inner city standalone home on the doorstep of St David's Park, Salamanca and the CBD with a beautiful garden and off street parking.

This long term family home of 45 years, zoned 'Urban Mixed Use', is full of character with exposed convict brick, pressed metal ceilings, polished floorboards and timber mantle pieces/ fireplaces.



[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



42 Kirabati Road, Midway Point

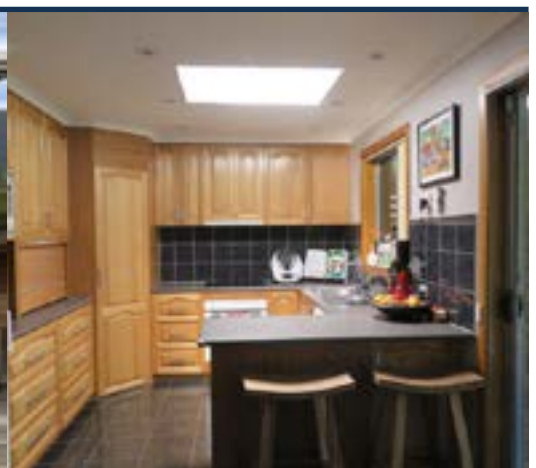
Beautifully presented, modern family friendly home. North facing, large, sunny open plan living with Daikin heat pump and a separate sunroom. Spacious kitchen with generous bench and cupboard space. Three double bedrooms all with extensive built-in wardrobes. Main bedroom has an ensuite and walk-in wardrobe. Level, fenced yard with two sheds. Ideal for children.



\$479,950



[See more details](#)



5 Harbord Road, Claremont

Offered for sale is this fabulous family home in a quieter area of Claremont. Built in 1980 with updates made over the years this home offers a warm, inviting and pleasant place to live in or take on as a promising investment opportunity. It offers two good sized double bedrooms and a third smaller double bedroom, all with built ins and two lounge areas, one on each floor.



\$425,000



[See more details](#)

For Rent

1/82 Collins Street, Hobart

This light, sunny and spacious apartment is situated in a much sought after inner city location. It offers a comfortable, gracious life style for busy professionals with the convenience of the CBD. Fully furnished with quality appliances and fittings, it features two bedrooms along with a two-way bathroom.

\$450/wk



[See more details](#)

7 Olive Place, Kingston

This double-storey family home offers everything a family could need. The modern kitchen has a large island bench and plenty of cupboard space including a double pantry. The kitchen overlooks the open plan dining, making entertaining a breeze.

\$550/wk



[See more details](#)

86 Queen Street, Sandy Bay

Boasting a newly installed internal staircase has transformed this "Art Deco" house into a wonderfully functional and comfortable home. Significant other improvements have been additionally added to this substantial property including double glazed front windows, new flooring along with plenty of heating.

\$480/wk



[See more details](#)

8 Tarana Road, Blackmans Bay

This large family home is in a stunning and well sought after location. You can enjoy the beautiful views of Blackmans Bay Beach from the upstairs living area and balcony. The property features an open plan kitchen, dining and lounge room upstairs with a glass sliding door leading out onto the balcony.

\$550/wk



[See more details](#)

For Rent

8 Davenport Street, Glebe

Situated in a popular area only a short walk from the Hobart CBD is this charming and spacious one bedroom furnished property. Downstairs features a cosy living room and large dining room, along with the kitchen, bathroom and laundry. It comes fully furnished so all you need to do is move in and enjoy.

\$425/wk



[See more details](#)

3/1 Mortimer Avenue, Mount Stuart

This tastefully fully furnished upstairs apartment is superbly presented and convenient to a range of shops, services, hospital and amenities. Please note access is via Auvergne Avenue. Large floorplan with separate living areas and comes beautifully furnished.

\$430/wk



[See more details](#)

4 Thornbill Street, Kingston

Superbly presented comfortable family home, fully secure in popular suburb. Numerous nice touches and benefits come with this well designed and functional three bedroom property. The kitchen offers a breakfast bar, huge walk in pantry, twin sinks, dishwasher and looks into backyard.

\$450/wk



[See more details](#)

19 Lefroy Street, North Hobart

Centrally located in the heart of North Hobart this remarkable turn of the century four bedroom home boasts many of its original features and offers an amazing amount of space both in the accommodation and living rooms. There is a nice blend of carpets and existing floorboards to complement the flexible layout of the house.

\$600/wk



[See more details](#)

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.



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.

\$370/wk

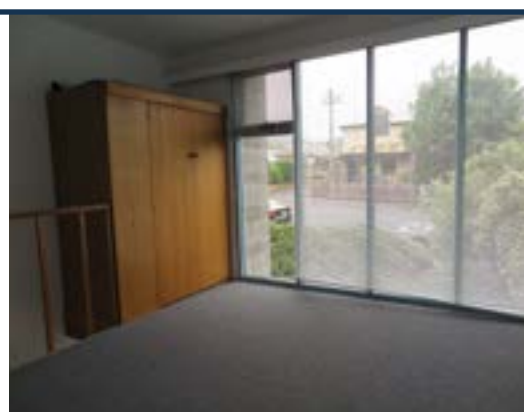


[See more details](#)

8/13-15 Regent Street, Sandy Bay

This renovated one bedroom ground floor unit is located within a popular block in Sandy Bay. The unit has an updated kitchen and vanity, along with updated carpet and vinyl throughout. It also includes a fridge, washing machine and a built-in wardrobe in the bedroom.

\$320/wk



[See more details](#)

1/87 Marlyn Road, South Hobart

With a free standing gazebo, veggie patches and rambling garden pathways this will suit those that enjoy outdoor space. Internally not only is there a vast amount of living space and water views, the home has a wonderful sense of functionality and many features.

\$520/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.

\$525/wk



[See more details](#)

For Lease



203-205 Macquarie Street, Hobart

Edwards Windsor are pleased to offer for lease two centrally located, medical/office tenancies with 12 desirable off-street parking spaces. The tenancy provides the option to lease over 200 sqm of office accommodation within two separate areas or alternatively lease the areas individually.

\$80,000p.a gross
+GST

m² 214

ZONE Urban Mixed Use



[See more details](#)



First Floor/83 Brisbane Street, Hobart

The tenancy comprises first floor, generally open plan, air conditioned, office environment, with some partitioned offices and a board room. The property is easily accessible for both pedestrians and vehicle traffic. The tenancy has an area of approximately 177.7 sqm, plus amenities.

\$26,500p.a +outgoing
+GST

m² 178

ZONE Offices



[See more details](#)

For Lease



66 Kennedy Drive, Cambridge

Large format showrooms are available for lease, located within the Cambridge Centre, only 15 minutes from the Hobart CBD. This is your opportunity to secure modern showrooms, within this established Centre, just off the Tasman Highway and close to the Hobart International Airport.

Contact Agent



1501

ZONE

Retail



[See more details](#)



22 Salamanca Place, Battery Point

This is the opportunity to secure character offices, in the heart of Salamanca Square. The tenancy comprises, first floor office suite of just under 200 sqm, together with a mezzanine boardroom. Currently the main level of the tenancy is divided into several work station areas plus reception and meeting rooms.

\$63,750p.a gross +GST



215

ZONE

Offices



[See more details](#)

For Sale



4 Warwick Street, Hobart

The property is located on the northern fringe, approximately 2km from the Hobart CBD and is considered ideal for owner occupiers or an investor, all within this vastly improving residential & commercial precinct.

It has a premium position with high exposure and a site area of 521sqm.

\$495,000^{+GST}

m² 240

ZONE

Urban Mixed Use



[See more details](#)



199 Campbell Street, North Hobart

This two storey building is located on the corner of Campbell and Warwick Street, with easy access to the Brooker Highway and Argyle Street, on the fringe of the Hobart CBD. The property is being offered for sale on the basis that approximately 50% of the premises is leased and the balance vacant and available for occupation by the Purchaser or for an investor to secure tenants.

\$1,295,000^{+GST}

m² 316

ZONE

Urban Mixed Use



[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](#)