

HOBERT TASMANIA

Property Magazine

30 October 2020

FREE

PROPERTY
OF THE WEEK

2/3 Clarence Street Bellerive PAGE 2



Edwards Windsor

6234 5500
ewre.com.au
89 Brisbane Street, Hobart

Property of the Week



\$429,000

2/3 Clarence Street Bellerive

Great outlook, great location!

What a great little two bedroom apartment! It's situated in a complex of apartments next to the Bellerive shopping hub and is one of only two units in the complex that faces directly out to the marina. And if you have mobility issues, then you have the added benefit of a lift.

So in more detail...

- The apartment is on the first floor (accessible by stairs or the lift) and gets plenty of natural light into the bedrooms and living room.
- It's modern with an open plan kitchen/living area.
- There are two bedrooms, each with built ins.

[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



4/41B Cascade Road, South Hobart

Offered for sale is this perfectly located, 2 bedroom unit ready for a buyer looking to get a foot in the market, or investor looking for a promising property oozing with potential. This circa 1969 unit is close to shops, café, butcher, sports and playgrounds, hospital and walking tracks whilst being mere minutes' drive from the CBD.



\$340,000



[See more details](#)



4/1-3 Date Court, Sandy Bay

This large townhouse in an elevated position overlooking Hobart has so much to offer – stunning river views, four bedrooms, two bathrooms, two living areas and a double garage. There's also level access into the main part of the house (upstairs) from the carport at the back door. So if you have mobility issues, then this will be an absolute godsend.



\$975,000



[See more details](#)

For Rent

8 Browne Street, West Hobart

Lovely two bedroom cottage located within easy walking distance to the city. The cottage comprises of two bedrooms, separate lounge with electric heating and eat-in kitchen. The bathroom features a vanity and updated shower and there is a separate laundry.

\$395/wk



[See more details](#)

1/13 Birngana Avenue, Sandy Bay

This spacious 3 bedroom villa offers 2 bathrooms, large living areas including a possible 4th bedroom/2nd lounge, fenced rear garden and fantastic views. Located close to local schools, cafes, UTAS, restaurants and amenities of Sandy Bay and perfect for the larger family or those looking to share.

\$560/wk



[See more details](#)

11/5 Davey Place, South Hobart

This property offers a great lifestyle with South Hobart and Sandy Bay shopping and restaurant areas only a five or ten minute walk away. Central Hobart, the waterfront and the University are all within easy walking distance, or there is a choice of three bus routes to choose from.

\$450/wk

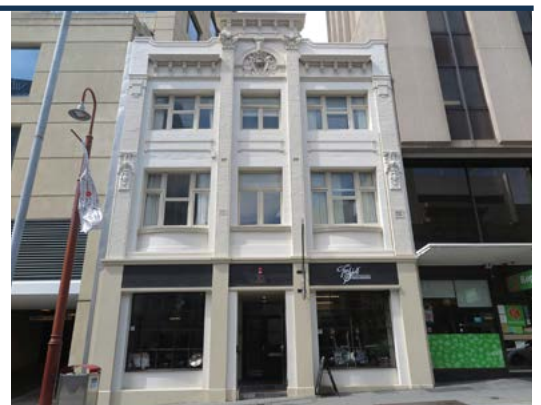


[See more details](#)

2/82 Collins Street, Hobart

This apartment offers a comfortable, gracious lifestyle for busy professionals, who want the luxury without the price tag. The apartment is ready to move into, decorated in neutral colours, it is light and bright. Fully furnished with top quality furniture and appliances. It benefits from two good size bedrooms, both with built ins and a modern,

\$450/wk



[See more details](#)

For Rent

7/1 Creswells Row, Hobart

In the popular Creswells Row complex this two to three bedroom property is modern, stylish and easy to maintain. Walk to the hospital, TAFE, the waterfront and the CBD with ease, perfect for professionals, families or mature sharers. Part of the rental includes pool access in the complex, and one undercover secure parking spot.

\$620/wk



[See more details](#)

8 Franklin Street, West Hobart

This charming 2 bedroom home in a quiet no through street is a must see for those wanting to be close to the city. The open plan kitchen/dining space features a modern galley kitchen complete with dishwasher and gas cooktop. The sunny dining space looks out onto the backyard and BBQ area.

\$495/wk



[See more details](#)

2/187-189 Bathurst Street, Hobart

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

\$550/wk



[See more details](#)

5/54 Mawhera Avenue, Sandy Bay

In a quiet cul-de-sac is this first floor unit in nicely maintained block. Both bedrooms are a good size and the combined lounge and dining has plenty of space to make yourself right at home. The private balcony receives the afternoon sun and has a lovely mountain view.

\$375/wk



[See more details](#)

Tasha is looking for a **unit** for investment, **not too far from the city**. Tasha is cash ready and looking to spend up to **\$250k** for the right property. She is happy to consider both vacant and tenanted properties, so long as property is ready to go and rentable from time of settlement.

[CONTACT DECLAN](#)



Anne is looking for an investment property in the **Northern Suburbs**, preference around **Glenorchy, Berriedale, Claremont, Bridgewater areas** that offers a good return. Anne doesn't mind a house that's older and prefers something that has not had recent renovations done. The property can have dated interior but must be in good and functional repair. Up to **\$350k**.

[CONTACT DECLAN](#)



Rebecca and her family have just sold in the Netherlands and are very keen to buy a **four bedroom, two bathroom family home** with a bit of outdoor space in **Mount Nelson, Tolmans Hill or South Hobart**. Up to **\$1 million** but may stretch a bit further for the right property.

[CONTACT JANE](#)



Please call us if you can help!

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

272 Argyle Street, North Hobart

This beautifully presented two bedroom cottage is situated on the doorstep of the North Hobart entertainment precinct. The original integrity of the house has been maintained throughout, complete with ceiling cornices, skirtings and picture rails and the living room also has reverse cycle heating/cooling installed.

\$520/wk



[See more details](#)

1/347 Sandy Bay Road, Sandy Bay

This idyllically situated ground level apartment is a meagre stroll to the University and Wrest Point. Comprising of three bedrooms with the master having an ensuite bathroom, built in wardrobes and dressing alcove. It has the additional benefit of large French doors leading to a private courtyard.

\$575/wk



[See more details](#)

2/2a Sayer Crescent, Sandy Bay

Situated within a short stroll from the Casino and UTAS is this delightfully comfortable, well presented one bedroom apartment. Offers a sizable lounge area which is open plan to the practical kitchen that has a convenient breakfast bar and pantry, with fridge included.

\$350/wk

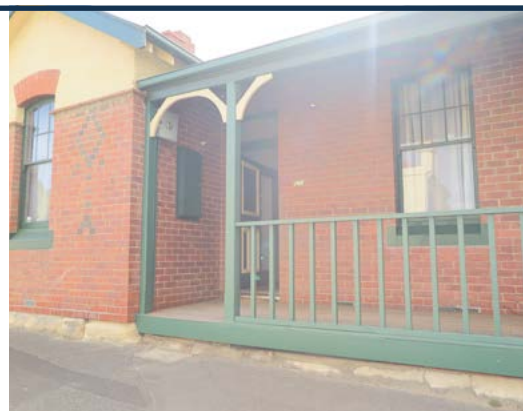


[See more details](#)

103 Warwick Street, Hobart

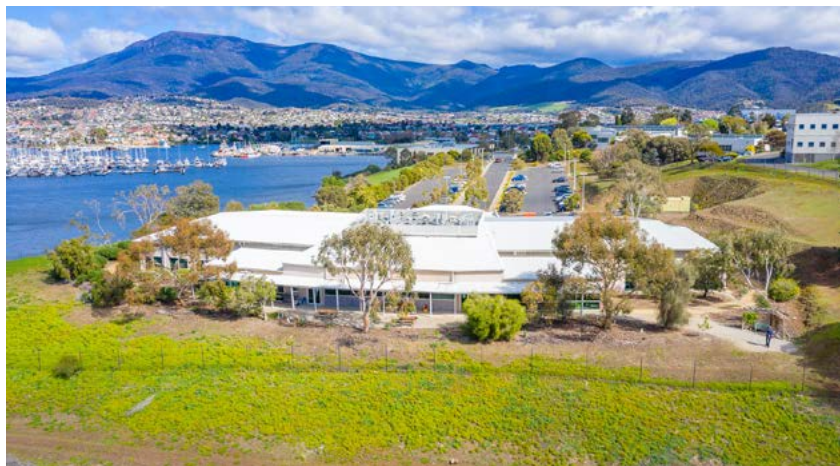
This highly appealing Victorian city cottage has a modern touch whilst maintaining its original charm. The house has two double bedrooms with wardrobes included. The living room is a comfortable size and contains a reverse cycle air conditioner, along with many of its original period features.

\$450/wk



[See more details](#)

For Lease



5 Longreach Avenue, Dowsing Point

Edwards Windsor are pleased to offer for sublease, a high quality, waterfront office accommodation, with secure parking. This is an opportunity to sublease part of the Qantas Call Centre, Dowsing Point, on the banks of the River Derwent, some 15 minutes north of the Hobart CBD.

By Negotiation



845

ZONE

Commercial



[See more details](#)



41 Barrack Steet, Hobart

Edwards Windsor are pleased to offer for lease a high profile, CBD property on a prime corner location – currently operating as a backpacker/budget accommodation. Situated on two levels are, 19 immaculately presented rooms, 8 with en suites, 9 twin shares including two dorm styled options.

\$110,000p.a ^{+GST} ^{+outgoings}



582

ZONE

Residential



[See more details](#)

For Lease



1/84 Browns Road, Kingston

This high quality and well presented unit is located in a purpose built retail and industrial complex, surrounded by quality tenants and showrooms fronting Browns Road. The space currently offers ground and first level offices with an adjoining open span warehouse of approximately 200 sqm, with roller door access.

\$45,000p.a +outgoings



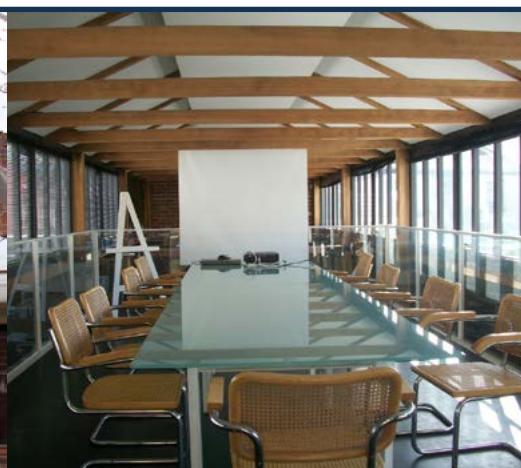
294

ZONE

Industrial



[See more details](#)



22 Salamanca Place, Battery Point

This is the opportunity to secure character offices, in the heart of Salamanca Square. Currently the main level of the tenancy is divided into several work station areas plus reception area and two meeting rooms; and the opportunity exists for an open plan arrangement or separate offices.

\$52,500p.a +GST



228

ZONE

Offices



[See more details](#)

For Sale



129 Argyle Street, Hobart

Edwards Windsor are pleased to offer for sale a high profile CBD fringe commercial property, on the corner of Argyle and Patrick Streets. The premises comprise a showroom at the Argyle St frontage, offices on the first floor level and a rear warehouse, accessed off Patrick St. This property is offered for sale on a vacant possession basis.

\$1,395,000^{+GST} **m² 680** **ZONE Commercial**



[See more details](#)



29 Patrick Street, Hobart

Inner City investment, with a unique opportunity to purchase either individually or with the adjoining property at 129 Argyle Street. This property is zoned 'Commercial' and is leased to Richmond Fellowship. The current rental is \$35,700 per annum, plus outgoings and GST. Invest or potentially owner occupy.

\$549,950 **m² 175** **ZONE Commercial**



[See more details](#)

For Sale



Shop 3/118-120 Elizabeth Street, Hobart

For sale this fully refurbished, high profile hospitality tenancy, situated on Elizabeth Street. This property is zoned 'Central Retail' and is currently leased to, Sonny, a boutique award winning wine bar and restaurant; for 5 years from 1 February 2020. If you've had enough of the stock market, this is an ideal, entry level property investment.

\$530,000 ^{+GST}

m² 48

ZONE Central Retail



[See more details](#)



48 McIntyre Street, Mornington

Edwards Windsor are pleased to offer for sale an opportunity to secure a large industrial site, with planning approval for a warehouse, in the Hobart suburb of Mornington, approximately 7km east of the Hobart CBD. The land is approximately 9548 sqm and is zoned 'light industrial'.

\$895,000 ^{+GST}

m² 9,548

ZONE Light industrial



[See more details](#)