

HOBART TASMANIA

Property Magazine

19 March 2021

FREE

PROPERTY
OF THE WEEK

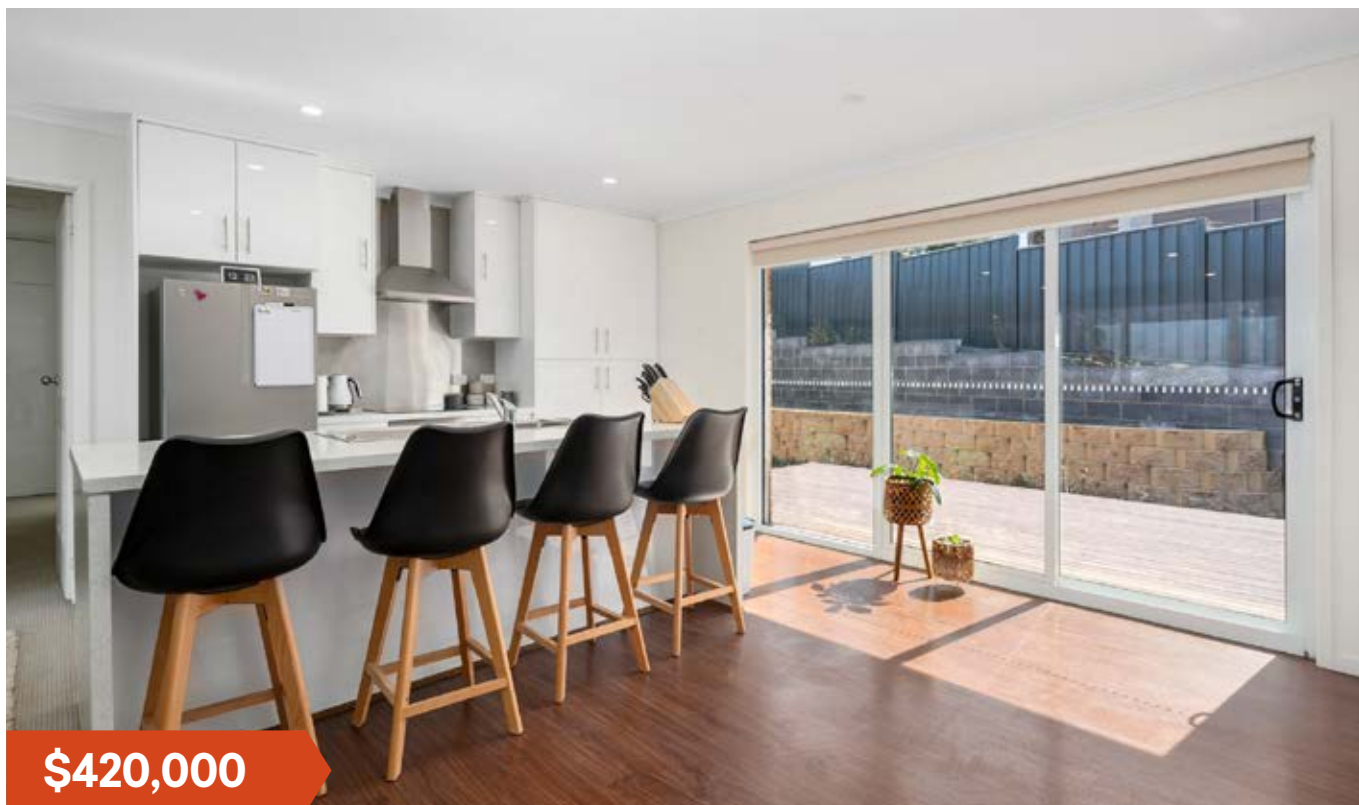
2/19 Shelmore Drive
Old Beach PAGE 2



Edwards Windsor

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

Property of the Week



\$420,000

2/19 Shelmore Drive Old Beach

Modern Villa Unit

This three bedroom villa unit was built in 2017, in a newly developed area of Old Beach, and boasts a stunning view of Mount Wellington as well as a view of the river. Built nearly four years ago, it's in excellent condition.

One of two units, it offers the following:

- Open plan lounge dining area that opens to an outdoor entertaining deck and fully fenced backyard.
- Large kitchen with stone benchtops and quality stainless steel appliances and plenty of cupboards.
- Three double bedrooms with built in robes.

[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



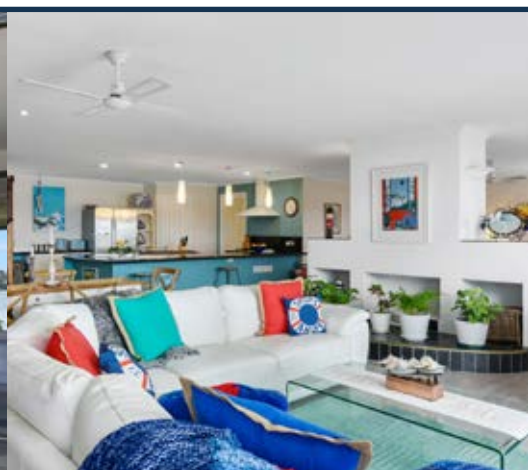
9 Beach Road, Margate

Buying in the Channel area has never been so popular. And this sizeable, and very solid family home is centrally located, being on the doorstep of Margate's shops and services, and just 21 minutes from the Hobart CBD. Upstairs, are three good sized double bedrooms, all with built in robes, and a study/office nook. The two largest bedrooms have expansive views from North West Bay River to Mount Wellington in the distance.



\$679,000 3 2 4

[See more details](#)



25 Barton Avenue, Triabunna

Located in a beautiful, sheltered, waterfront setting is this single storey home just 3.8 km north of Orford with a fabulous view across Spring Bay. This lovely home, which is north-east facing and enjoys a light and open feel, comprises a three bedroom, two bathroom house and an additional single bedroom self-contained unit.



\$1,150,000 4 3 4

[See more details](#)

For Rent

2/5-7 Edward Street, Glebe

This two bedroom two storey town house has just been totally renovated, within walking distance to the city, local shops, Hospital precinct, UTAS and Queens Domain. Downstairs comprises of an open plan living/dining area with a superb kitchen featuring black appliances, induction cooktop, new under bench oven and an integrated dishwasher.

\$540/wk[See more details](#)

379 Macquarie Street, South Hobart

This property is one of a kind! Set over two levels, it comprises of a beautiful entrance with a circular staircase to the first floor. The main living areas include a formal living room, a dining/family room and even a small den with a built in bar. There is a single car garage with off street parking for a further car.

\$660/wk[See more details](#)

484 Churchill Avenue, Sandy Bay

Located on the hill above Lower Sandy Bay, this wonderful home has a perfect living space for a family or a share house. The house consists of a large living area with views across the Derwent, a large kitchen and dining area, three bedrooms, the main with an ensuite and a large main bathroom.

\$660/wk[See more details](#)

7 Riseley Court, Lenah Valley

Substantial family home, situate in a quiet cul de sac with kids playground on your doorstep. Boasting five bedrooms, two bathrooms, three living rooms and large rumpus, this property is ideal for the growing family. It offers excellent views and pets will be considered.

\$650/wk[See more details](#)

For Rent

35 Karoola Road, Lindisfarne

This recently renovated home sits high on the hill in popular Lindisfarne and boasts some of the best views in Hobart. Looking out towards the Tasman Bridge, Casino and Derwent River from the main living areas, it has a cosy feel but has been modernised to appeal to all tenants.

\$490/wk



[See more details](#)

3/10 Ellerslie Road, Battery Point

Architect designed - Modern ground floor unit with two double bedrooms. The master bedroom has an ensuite and both bedrooms include built-in robes. Very spacious open plan living areas with floor to ceiling windows allowing the sunlight to stream in and access to a lovely garden.

\$495/wk



[See more details](#)

1/4 Tower Court, Tarooma

Situated amongst quiet leafy surrounds in a particularly quiet street, you will find this charming conjoined villa style unit. It offers two bedrooms both carpeted with main having large built in wardrobe whilst the other has hanging space and shelving. There is a good size lounge room with spectacular river views

\$400/wk



[See more details](#)

8a Brooke Street, Brighton

We are pleased to offer for rent these 5 newly built units in the growing suburb of Brighton. Close to schools, shops and with a bus stop right on your doorstep. These units have been well designed to capture all day sun and all offer open plan kitchen and living space with reverse cycle air-conditioning, 3 bedrooms all with built-in robes and a fully fenced backyard.

\$400/wk



[See more details](#)

Want to sell your property in 2021?

Don't know where to start?



We can help!

Selling your property is a big decision. It can be challenging, stressful, and hard to navigate your way through.

The great news is that we can help you sell your property with confidence because we are your local real estate agency and we know a thing or two about selling property in Hobart.

Before the 'For Sale' sign goes up, we'll guide you on the keys to success, from preparing your home for sale to choosing strategies that get the HIGHEST PRICE.

Please speak to us and find out how we can help you sell your property in 2021.



Let Edwards Windsor look after your commercial and residential property

The Residential and Commercial Asset Management team at Edwards Windsor offers you maximum return with minimum stress.

- **Best market rent**
- **High quality tenants**
- **Stress free management**
- **Experienced in property management**
- **Regular monitoring of your investment**

Contact us today to discuss your property management needs.

Article

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 the best price then 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

8 Norfolk Drive, Howrah

This modern, well presented three bedroom home comprises of a superbly designed kitchen with dishwasher, under bench oven, ceramic hotplates, plenty of cupboard and drawer space and a breakfast bar, adjoining the spacious dining room area with sliding door access to the rear garden.

\$495/wk**3****2****2**[See more details](#)

4 Amelia Court, Sorell

This property is a must see for those wanting the perfect family home! This spacious three bedroom home is located in a quiet street in one of the newer areas of Sorell. Featuring three good size bedrooms, an ensuite, and lock up garage with internal access, it is the perfect family home.

\$495/wk**3****2****3**[See more details](#)

21a Grange Avenue, Tarooma

Rarely will you find a property available for rent, located on the banks of the Derwent River, with such stunning views, where you are able to sit back, relax and enjoy the peace and tranquillity. This stunning, architecturally designed, one bedroom unit also includes power and water usage.

\$500/wk**1****1****1**[See more details](#)

144 Augusta Road, Lenah Valley

The property is in a great location, close to shops, schools and hospital with a parkland a short distance away. No expense has been spared with this beautifully renovated three bedroom home. Throughout the property are polished floorboards with lots of light in every room.

\$580/wk**3****1****2**[See more details](#)

For Lease



Ground Floor, 39 Murray Street Hobart

Prime Hobart CBD Retail Space

Rare opportunity to position your business in what is arguably Hobart's busiest CBD corner location!

Ideally located at the intersection of Murray and Collins Streets, this tenancy is perfectly positioned to take advantage of the bustling foot traffic and provides fantastic brand exposure. The premises is surrounded by high quality national retail tenants, cafes restaurants and hotels, multi-storey office towers and car parks.

Located on the ground floor of the iconic 39 Murray Street office tower, the premises has extensive street frontage to Collins Street and includes a mezzanine level with bathrooms and staff amenities. Currently configured as two tenancies of 390sqm and 120sqm, the opportunity exists to lease the entire 510sqm.



Expressions of Interest

510

ZONE Commercial

[See more details](#)

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 Lease



5 Longreach Avenue Hobart

Hobart Waterfront Campus Style Offices, with parking

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.

The tenancy is the northern section of the property, comprising approx. 845 sqm of high quality open plan offices, with access to shared expansive break out areas, kitchen facilities and amenities.

The premises would suit a call centre business or administrative facility, with the major benefit of ample on site parking and excellent outdoor areas.

By Negotiation

845 **ZONE Commercial**



[See more details](#)

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For Lease



2/37 Tasma Street, North Hobart

This is a rare opportunity to lease ground floor offices in the North Hobart area, with the added benefit of ample on-site parking. We understand that the ground floor portion of the tenancy has a gross area of approximately 250 sqm with a further 94 sqm on the first floor.

\$60,000p.a +outgoings
+GST

m² 344

ZONE Commercial



[See more details](#)



Level 1, 121 Macquaire Street, Hobart

Situated just off Macquarie Street, adjacent to the St Davids Cathedral, this well-known heritage building has recently been refurbished. The first floor office space of approximately 107 sqm, offers a large open plan area, providing the opportunity to customise your own work space.

\$21,000p.a +outgoings
+GST

m² 107

ZONE Offices



[See more details](#)

For Lease



1/89 Brisbane Street, Hobart

Edwards Windsor have the pleasure of offering for lease quality, refurbished offices, located on a high profile corner of Brisbane and Murray Streets, on the fringe of the Hobart CBD. The main office area has an area of approximately 297 sqm and the boardroom has an area of 79 sqm.

\$82,270p.a +outgoings
+GST

367 m²

ZONE Commercial



[See more details](#)



Suite 4/18 Ross Avenue, Rosny Park

Situated in the heart of the Rosny Park shopping Precinct, in close proximity to both Eastlands Shopping Centre and the Village Cinema Complex. The available area includes three medical consulting rooms, with sinks; large reception/waiting area, storage room, equal access amenities and a kitchenette.

\$37,350p.a +outgoings
+GST

105 m²

ZONE Offices



[See more details](#)