

HOBART TASMANIA

Property Magazine

10 December 2021

FREE

PROPERTY
OF THE WEEK

23 East Derwent Highway
Rose Bay PAGE 2



Edwards Windsor

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

Property of the Week



\$899,000

23 East Derwent Highway Rose Bay

Comfortable & Contemporary

Offered for sale is this fantastic family home opportunity. This 3 bedroom home built circa 1956 has had all the modern updates applied for you ready to be lived in and loved with plenty of entertaining space, storage space and a secure yard. What else does 23 East Derwent Highway have to offer?

- 3 Double sized bedrooms, two with built ins
- Great sized modern bathroom
- Modern kitchen with ample cupboard, bench and pantry space



[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



36/9 Sackville Street, Hobart

This delightful 2 bedroom apartment is part of the Theatre Mews complex, offering a 1 minute walk to the hospital, the Theatre Royal on your doorstep and easy walking distance to the Hobart waterfront, and Queens Domain including the Tasmanian Botanical Gardens, Doone Kennedy Hobart Aquatic Centre and Hobart International Tennis Centre.

\$1,100,000



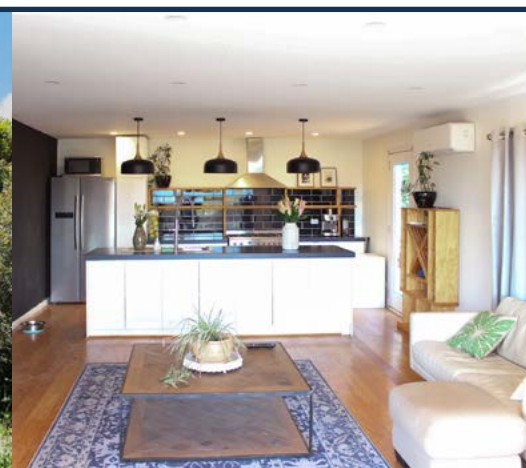
[See more details](#)



3 Church Point Road, Risdon

This renovated 3 bedroom home, tucked away in a quiet nook surrounded by bush, offers a fantastic lifestyle opportunity with an easy commute to all amenities. Enjoy: Fantastic water views and all day sun, both internally and from spacious front deck with awning. Fully renovated kitchen with large bench space and breakfast bar, tiled splashback and quality appliances.

\$550,000



[See more details](#)

For Rent

1/62 Ocean Esplanade, Blackmans Bay

Directly across the road from popular Blackmans Bay beach is this two bedroom unit with garage and rumpus under. The spacious lounge room features fantastic water views and electric heating. The kitchen is off the living room and has plenty of cupboards and bench space.

\$480/wk



[See more details](#)

6/2a Sayer Crescent, Sandy Bay

This one bedroom, top floor unit is perfectly positioned to UTAS and the Sandy Bay shopping precinct. Close to public transport but with the convenience of one, allocated off street parking space. Freshly painted with new blinds throughout with a functional kitchen and bathroom and separate bedroom with built ins, there is plenty of storage space throughout.

\$310/wk



[See more details](#)

2/38 Kingfisher Street, Kingston

Located in a neat and tidy, quiet complex is this well presented, spacious, two bedroom modern villa unit. The unit comprises of spacious, open plan living area with a heat pump and sliding door access to the rear yard area. This area adjoins the well-appointed kitchen with a breakfast bar with rainbow flecked white granite benchtop and ceramic cooktop.

\$440/wk



[See more details](#)

12 Byron Street, Sandy Bay

This superbly situated 1930s substantial property has been renovated with integrity to provide contemporary comfort whilst maintaining many of its wonderful original features. Features & Benefits: New quality carpet throughout the entire home. All rooms have been freshly painted and there are new roller blinds.

\$640/wk



[See more details](#)

For Rent

4a Lipscombe Avenue, Sandy Bay

This well presented cottage is in a great location, and has just been freshly painted throughout. The property features a generous living area, and the main bedroom is a good size. There is also a small second bedroom or study area off the kitchen. The kitchen itself is neat and functional with plenty of cupboard space, and enough room for a small dining table.

\$450/wk



[See more details](#)

1/73 Molle Street, Hobart

If you have been looking for an inner city apartment with privacy, modern fixtures and want to be able to walk to the city, this would suit perfectly. On entry the hallway takes you to the large open plan kitchen/dining/living space, which are filled with natural light. The lounge has a panel heater and attracts plenty of sun to keep you warm in winter.

\$430/wk



[See more details](#)

15 Aberdeen Street, Glebe

This spacious two bedroom property is situated within easy walking distance to the CBD, and has stunning street appeal. The house consists of a generous living space with high ceilings, a separate lounge and dining room, with a kitchen leading to a private leafy courtyard.

\$490/wk



[See more details](#)

60 Malachi Drive, Kingston

Gorgeous three bedroom home in a quiet area of Kingston. This ideal family home is perfect for entertaining, with the garage having been converted into a large media room, complete with built-in bar. The kitchen is modern and well designed, with granite benches and plenty of cupboard space.

\$580/wk



[See more details](#)

Edwards Windsor

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89 Brisbane Street, Hobart

Are you paying more to reach the same buyers?

The easiest money in the world to spend is other peoples

By **Peter O'Malley**, author of *Inside Real Estate*

When you are selling in a property boom, how much do you need to spend to reach the target market? The answer is a lot less than you think and definitely less than the agent is likely to recommend.

Two symptoms of a booming market are low stock levels and increasing buyer demand. Therefore, active buyers have a smaller selection of property to choose from which subsequently sees each listing attract more buyers than it normally may.

The pressure is on agents to list enough property to meet the escalating buyer demand and the pressure is on buyers to outbid the competition.

Buyers proactively chase agents looking for off-market listings, premarket opportunities, and listings in the pipeline.

The above scenario has unfolded throughout 2021.

Given the current market dynamics, it beggars belief that property sellers are asked by real estate agents to pay upfront for advertising campaigns for the sole purpose of (wait for it)... 'finding buyers'.

If you believe this flawed thinking cannot reach any greater absurdity, think again.

As Demtel's Tim Shaw would say, 'but wait, there's more...'

The agent has one more strategy up their sleeve to set the campaign alight. The agent suggests/advises to the vendor they should quote a low price, in order to (drum roll please) 'attract more buyers'.

If you believe this flawed thinking cannot reach any greater absurdity, think again.

As a vendor you are being asked to pay thousands of dollars upfront, for the agents to devalue your primary asset right before your eyes.

The same battle weary buyers turn up to the new listings each week, to see the same staged furniture as last week, to hear the same pitch the agent gives at every underquoted house.

In the current market conditions, there is absolutely no need to pay an agent hard earned money upfront to attract buyers or to quote a low price to fuel the buying frenzy.

The good news is the current market conditions will supply enough buyers in a frenzied state whether you spend (risk) \$10,000 on an advertising campaign or you don't.

The good news is the current market conditions will supply enough buyers.

In fact, spending the \$10,000 upfront means you are spending more money to reach the same people that were going to turn up anyway.

The true value of the vendor's \$10,000 campaign actually flows to the agent. They use the vendor's marketing dollars to build the firm's profile.

The days of buyers waiting for the local paper and/or real estate agents to release 'this week's listings' is well and truly over. Technology has clearly evolved but not all agents have.

Email, social media, websites, SMS marketing, and data mining can all combine to communicate your property to thousands of prospective buyers within hours of it being listed. At no cost to the vendor.

If the agent is made to spend and risk their own money on the advertising campaign, maybe they wouldn't be so keen to advertise your home for 10% to 20% below the market value.

For Rent

12 Strahan Street, North Hobart

This town house is full of character. You will immediately feel a sense of cosiness and charm as soon as you walk in the door. The spacious open plan lounge, kitchen and dining area features statement brick walls, and an excellent gas heating system that will keep you toasty warm. The kitchen is quaint but functional, and it looks out on to the small, easy care yard.

\$495/wk



[See more details](#)

8 Greenlands Avenue, Sandy Bay

Situated in the heart of Sandy Bay in a wide, quiet no through street you will find this well presented and particularly large period home. All three bedrooms are more than generous in size and come with nice features including picture rails and old style window seats.

\$550/wk



[See more details](#)

15 Nelumie Street, Lindisfarne

If you have been looking for a little style and comfort in your accommodation needs, then you may well find it here. This conveniently positioned home is located within an easy stroll of Lindisfarne Shopping Village and handy to a number of local schools, parks and recreational facilities.

\$675/wk

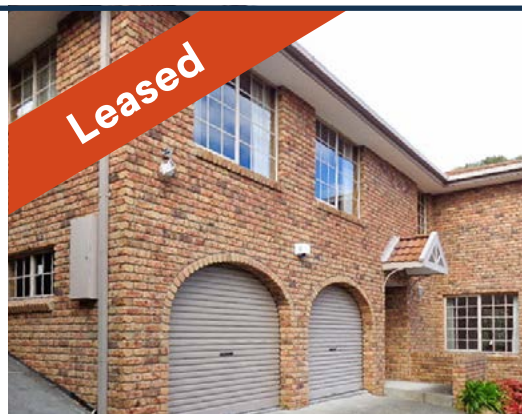


[See more details](#)

271A Churchill Avenue, Sandy Bay

This very large and solidly constructed brick home sits on the hill in Sandy Bay offering gorgeous mountain views. It has two bedrooms (or one and a rumpus) on the ground floor, as well as a double garage. One of these rooms has built-in robes. On the top level there are three spacious bedrooms, all with built-ins, and the main offering a bay window.

\$640/wk



[See more details](#)

For Lease



Ground Floor, 39 Murray Street Hobart

For Lease : 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.

\$305,000p.a ^{gross}

m² 510

ZONE Retail



[See more details](#)

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For Lease



5 Longreach Avenue Dowsing Point

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.

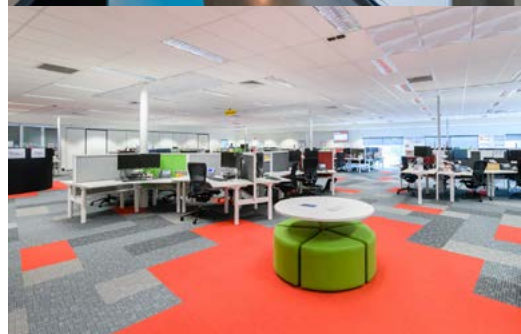
The premises would suit a call centre business or administrative facility, with the major benefit of ample on site parking and excellent outdoor areas.

\$270,000p.a ^{gross}



845

ZONE Offices



[See more details](#)

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For Lease



58B Charles Street Moonah

For Lease - Newly Refurbished Modern Office Accommodation

The property is located at the intersection of Charles Street and Amy Street, approximately 150 metres from Main Road Moonah.

Offering excellent exposure to passing traffic and is approximately 7 kilometres north of the Hobart CBD.

Tastefully refurbished with excellent natural light, separate facilities and off street parking.

Call now for more information.



\$21,500 p.a gross
+GST



ZONE Offices

[See more details](#)

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For Lease



40 Elizabeth Street, Hobart

This is your opportunity to secure Hobart's newest office accommodation, located in the heart of the CBD. The property is located in a high profile corner of Collins & the Elizabeth Street Mall, in what only can be described as a prime location.

\$40,000 - \$143,850p.a gross



402

ZONE

Offices



[See more details](#)



Front Tenancy, Level 2, Biggins Building/ 63-69 Letitia Street, North Hobart

Located within the former Hobart High School complex, on level 2, is a studio/office tenancy available for lease. The property is located on the northern corner of Letitia St and Federal St, some 3 kms from the Hobart CBD, within the sought after inner city suburb of North Hobart.

\$18,373p.a +outgoings



100

ZONE

Offices



[See more details](#)