

HOBART TASMANIA

# Property Magazine

24 December 2021

FREE

PROPERTY  
OF THE WEEK

## 3 Church Point Road Risdon PAGE 2



Edwards Windsor

6234 5500  
[ewre.com.au](http://ewre.com.au)  
89 Brisbane Street, Hobart



# Property of the Week



Expressions of Interest

## 3 Church Point Road Risdon

### Hidden Gem!

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.
- Large open plan living with feature windows, bathed in endless sun and water views.
- Renovated bathroom with large walk-in shower, vanity, 2 toilets including 1 Powder Room



[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



## 23 East Derwent Highway, Rose Bay

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.

**\$899,000**



[See more details](#)



## 26 Clift Street, Mount Stuart

Offered for sale is this lovely family home backed by the peaceful Providence Valley Reserve. Enjoy being close to nature without being an hour out of the city, whilst still set back well from the road to allow for privacy within your home. What does 26 Clift Street have to offer - 3 Double sized bedrooms, 2 with built-ins, recently renovated bathroom and toilet, timber furnishings throughout offering plenty of character.

**\$849,000**



[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.

**\$450/wk**



[See more details](#)

## 1/301 Murray Street, North Hobart

Situated in the popular Viridian Complex and within easy walking distance to the Hobart CBD and the North Hobart restaurant precinct, is this well presented, spacious three bedroom, two bathroom townhouse that also offers off street parking for two vehicles.

**\$720/wk**



[See more details](#)

## 40 Berriedale Road, Berriedale

This attractive 3 bedroom house is very conveniently positioned, with a regular bus route nearby, as well as nearby access to the Intercity Cycleway, schools, shops and MONA. Features of this property include: Reverse Cycle Air Conditioning unit/heat pump, Kitchen is open plan with double sink and small breakfast bar.

**\$450/wk**



[See more details](#)

## 3/36 Fitzroy Place, Dynnyrne

Gorgeous one bedroom apartment superbly presented and privately positioned. Just a short stone's throw from Fitzroy Gardens this beautifully furnished one bedroom apartment comes fully equipped and furnished. The kitchen is completely modern, with quality appliances, pantry and a generous amount of cupboards.

**\$380/wk**



[See more details](#)

# For Rent

## 43 Augusta Road, Lenah Valley

Set back from the road and bordered by leafy trees, this property has the benefit of being in the ever-popular suburb of Lenah Valley, while also providing a peaceful ambience. The lounge is spacious, and features both an electric panel heater and a wood heater, for added comfort in winter.

**\$495/wk**



[See more details](#)

## 1/73 Mollie 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.

**\$415/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.

**\$470/wk**



[See more details](#)

## 12 Cuthbertson Place, Lenah Valley

This conveniently located three bedroom property has just been freshly painted, and carpet and vinyl have been replaced throughout. The generous living/dining area features a wood heater to keep you cosy in the colder months, and the kitchen includes plenty of cupboard space.

**\$495/wk**



[See more details](#)

# Edwards Windsor

**Sold**  
**at**

**6234 5500**

**ewre.com.au**

**89 Brisbane Street, Hobart**



## Are you choosing a valuer or a negotiator?

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

The simple task of selecting an agent to sell your home can become problematic very quickly. Many agents will pitch for your business, and choosing the right one won't necessarily be a straightforward decision. It becomes all the more challenging if you don't know how to identify a good agent from one who over-promises and under-delivers.

When interviewing real estate agents, sellers will often focus on two selection criteria: the price the agent feels the property is worth and the agent's selling fee. This is flawed reasoning and often leads to the wrong agent being hired. Remember: an agent is not a valuer. All agents you interview will have an opinion on the likely value of your property, and that's all it is - an opinion of value.

Ultimately, a real estate agent's job is to maximise the sale price on behalf of the seller in a timely fashion. If all you want is a price on your home, call a valuer, not a real estate agent. When interviewing and selecting an agent, therefore, you need to examine the entire proposed selling strategy - the agent's suggested marketing and negotiation process. The best agent is the one with the best selling strategy, not the highest price quote.

If the owner signs up with the most price-optimistic agent and commits to a \$10,000 advertising campaign over 90 days, hoping the agent is telling the truth around price, it will most likely end in tears.

Often people will sign with the agent using a selling strategy they don't like, such as auction, purely because they like the price the agent quoted. This seems sensible enough. However, if you interview real estate agents and don't bring the selection criteria back to the proposed selling strategy, you will be plunging into a world of confusion.

If the agent has a thorough understanding of property

prices in the respective marketplace, that's sufficient starting point to then begin examining the agent's selling strategy.

Any prices quoted by agents should be backed by sales evidence. A proposed selling price without supporting sales evidence should be taken with a pinch of salt. It's easy for an agent to quote a high price to a property seller, but it takes genuine knowledge and skill to defend the price with sales evidence to buyer when the home hits the market.

Finally, never tell the agent what you feel the home is worth. We are all susceptible to believing what we want to hear. Keep the focus on how the agent will negotiate the highest possible price from every buyer for you.

In terms of commission, fees and advertising costs, the cheapest agent is the one who leaves the most money in your pocket after the sale has occurred. An agent who cuts their commission by 1 per cent to get the listing is one who more than likely cuts price, rather than building value. Do you want an agent who cuts price to get a deal done or one who builds value into the offering?

It may feel good to get the agent's fees down at the time of listing, but it won't feel so good if a buyer is out-negotiating your incompetent agent a few weeks later.

When it comes to paying real estate agents, cheap is rarely good and good is rarely cheap. The best agents maximise price in a strong market and protect price in a falling market.

***Agents are not valuers. You are looking to employ professional negotiators with strong market knowledge and carefully nurtured databases of buyers.***

# For Rent

## 3/21 Opal Drive, Blackmans Bay

This is one of three units in the well-positioned area of Opal Drive. The property consists of two bedrooms with built-in robes, a separate toilet and the bathroom, with the bathroom having a separate shower and bath. The large laundry leads out to a fully fenced, easily maintainable back yard.

**\$380/wk**

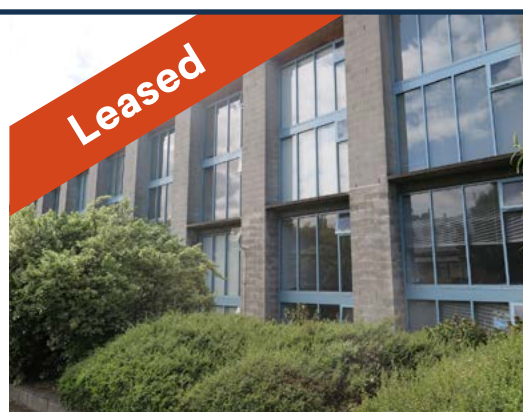


[See more details](#)

## 16/13-15 Regent Street, Sandy Bay

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

**\$340/wk**



[See more details](#)

## 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.

**\$430/wk**



[See more details](#)

## 8/4 Albert Road, Moonah

This quality two bedroom unit has been fully renovated with integrity. Featuring an updated kitchen that comes with plenty of storage and bench space. There is also a small breakfast bar adjacent to the open plan dining area. This flows into the large living room that attracts natural sunlight and contains electric heating.

**\$420/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** <sup>gross</sup>

 **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.

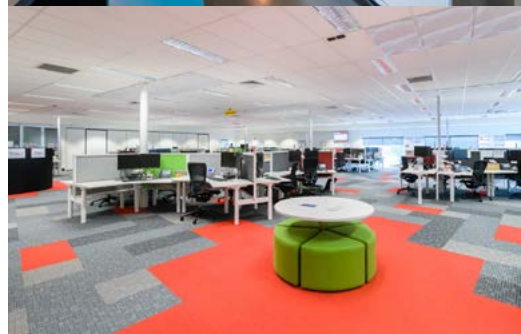
The premises would suit a call centre business or administrative facility, with the major benefit of ample on site parking and excellent outdoor areas.

**\$270,000p.a** <sup>gross</sup>



**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



**54**

**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** <sup>gross</sup>



**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** <sup>+outgoings</sup>



**100**

**ZONE**

**Offices**



[See more details](#)