

HOBERT TASMANIA

# Property Magazine

4 March 2022

FREE

PROPERTY  
OF THE WEEK

**4/76 Auburn Road**  
Kingston Beach PAGE 2

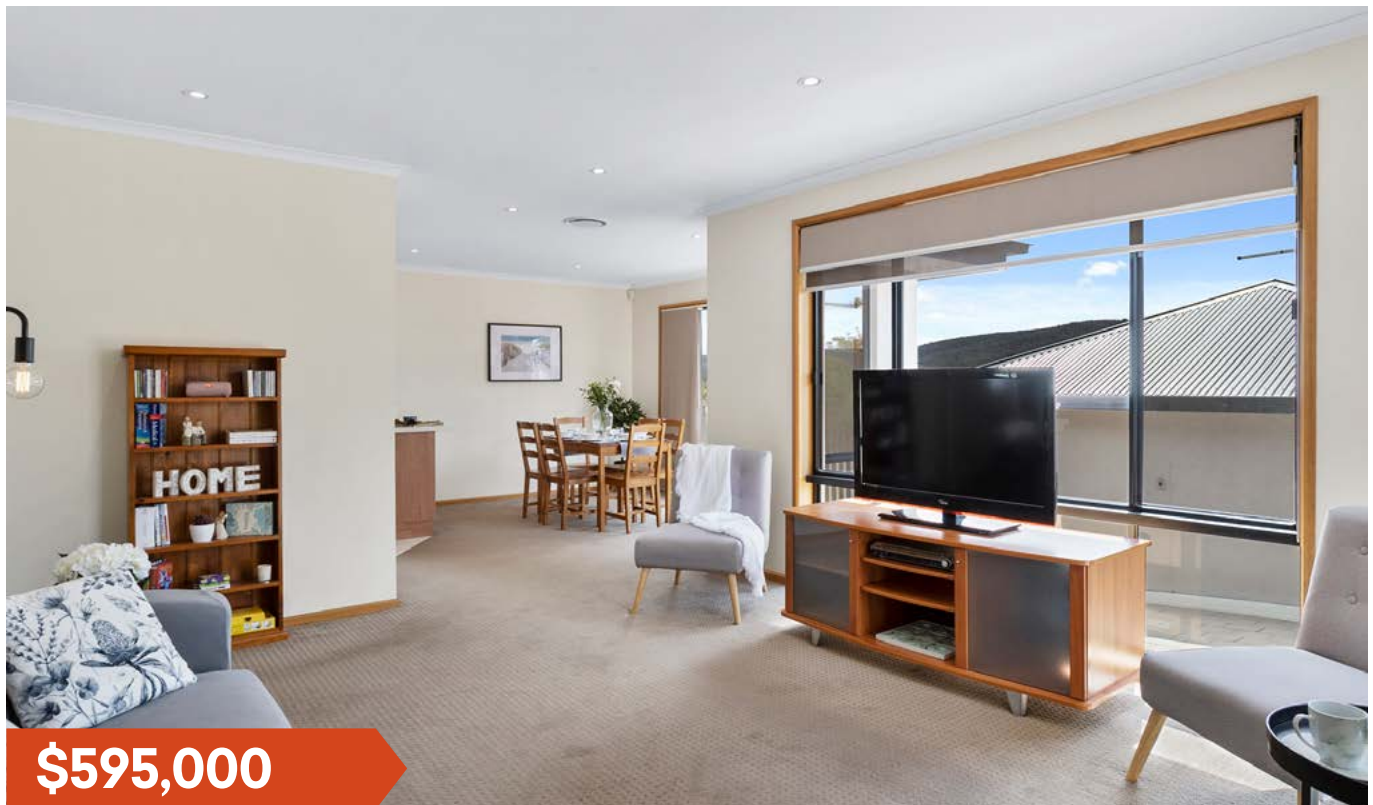


Edwards Windsor

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



# Property of the Week



## 4/76 Auburn Road Kingston Beach

### Position and Presentation

Enjoy the surroundings that this location has to offer. Brilliantly located, this beautifully presented Villa offers an amazing lifestyle with the very best of low maintenance living.

- A leisurely walk to the Channel Court Shopping Centre
- A 15minute walk to Kingston Beach
- Spectacular Mt Wellington views
- Convenient bus stop located outside the complex
- Minutes from Primary School and Day Care Centre



[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



## 26 Opal Drive, Blackmans Bay

Offered for sale is this wonderful family home, with plenty of character as well as modern touches and a dream location for starting or raising a family, an opportunity not to be missed. Built circa 1989 the property features high ceilings with timber framing exposed, a fully fenced yard perfect for a pet or two and positioned across the road from Blackmans Bay Primary school.



**\$750,000**



[See more details](#)



## 40 Ryde Street, North Hobart

Brilliantly located in ever popular North Hobart, this C1905 solid brick home has wide appeal! Enjoy: 3 extra large double bedrooms, lots of character features including high ceilings, floorboards, hallway archway and decorative mantles, separate lounge with floorboards and functional kitchen/dining area with excellent bench space overlooking level rear yard.



**\$999,950**



[See more details](#)



# For Rent

## 8/51 Sandy Bay Road, Battery Point

This superbly located near new, architect designed, wonderfully appointed one bedroom apartment is an ideal property for the modern professional. Space and comfort combine thanks to the practical design layout where inside meets outside from the open plan kitchen/ living room that leads onto the spacious tiled balcony.

**\$480/wk**



[See more details](#)

## 30 Ashbolt Crescent, Lutana

Set behind an established hedge creating seclusion and comfort is this charming family home. All four bedrooms are generously sized and the large kitchen/living is light and airy. There is a generous, low maintenance, secure yard with an undercover outdoor entertaining area.

**\$600/wk**



[See more details](#)

## 1/19 Montagu Bay Road, Montagu Bay

Superbly presented north facing three bedroom property, beautifully renovated in a terrific location. If you are looking for something a little special then you may find it here. The kitchen is the home cook's dream that affords plenty of natural light and a river outlook.

**\$600/wk**

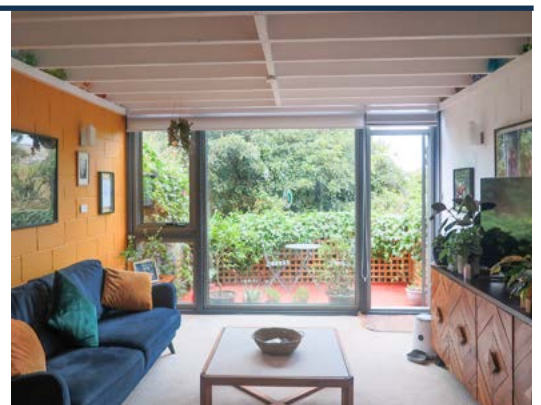


[See more details](#)

## 5/12a Lynton Avenue, South Hobart

This well presented two bedroom townhouse, has a lovely leafy green outlook, off street car space and offers comfortable living. Features & Benefits: master bedroom is large with expansive views and air conditioner, second bedroom comes with built in shelving.

**\$450/wk**



[See more details](#)

# For Rent

## 14 Arncliffe Road, Austins Ferry

If you are looking for a family home with room to move & also close to schools & transport, this may be what you have been looking for. Upstairs, the home comprises of three double bedrooms all with built in wardrobes and the main bedroom with spa ensuite and separate shower.

**\$520/wk**



[See more details](#)

## 376 Macquarie Street, South Hobart

A beautifully renovated 2 – 3 bedroom conjoined townhouse, close to shops, services and an easy commute in to the city. Some key benefits and features: two good sized bedrooms, an upstairs loft which could be another living area, study or third bedroom and separate lounge with electric heating.

**\$470/wk**



[See more details](#)

## 5a Norfolk Crescent, Sandy Bay

The two bedroom unit is situated on the lower level of the property accessed by a number of stairs and sits under the main house. It has a private deck and small courtyard. There is a large open plan kitchen/living dining area with large windows for lots of light. Functional kitchen and bathroom and good sized bedrooms.

**\$350/wk**

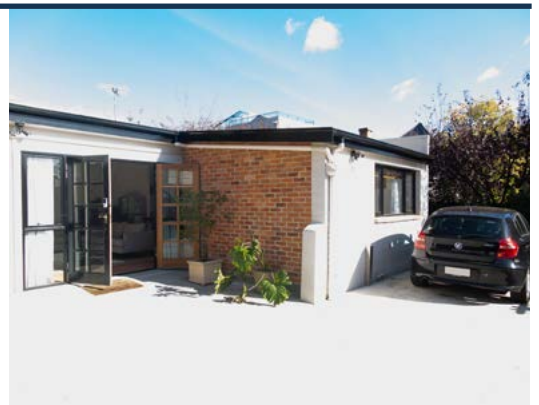


[See more details](#)

## 205a Davey Street, South Hobart

Superbly situated across the road from Salamanca Fresh, nicely hidden away, is this delightfully sheltered cottage like unit. The large French style doors create a wonderful indoor/outdoor feel especially with the winter sun in late morning and afternoon.

**\$385/wk**



[See more details](#)



# Want to sell your property in 2022? Don't know where to start?

Which agent?

How to sell?

What price?

Open homes?

Property marketing?

Legal landmines?



**Don't panic! 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 2022.



## 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.



**Switching Property  
Managers is Easy!**

### Are You Disappointed with the Management of your Investment Property?

- Is your Property in ARREARS?
- Are there Maintenance Issues unattended or not reported?
- Why does it take SO LONG to RENT?
- Do YOU have to CHASE your PM for Information?
- Would YOU like BETTER VALUE for your Money?

### At Edwards Windsor We Offer You

- Rent Guarantee (Every Month)
- In-House Handymen
- 24 Hour On-Line Booking System For Tenants...We find the Best Prospects Fast
- Experienced, Friendly and Highly Communicative Asset Managers.
- Introductory 3 Months Free Management.

**Contact us today on 6234 5500** to discuss your property management needs.

# For Rent

## 10 Trumpeter Street, Battery Point

Located in the heart of historic Battery Point and within a short walk to Salamanca and the Hobart City Centre, this may be the home you have been looking for. Set out over two levels, this home offers a functional, upgraded kitchen, new bathroom with laundry facilities, large separate light filled living room with heat pump.

**\$665/wk**



[See more details](#)

## 18 Queen Street, Bellerive

Superbly presented and ideally positioned in the heart of Bellerive you will find this beautifully maintained, fully furnished home. The property has much to offer and is only a short stroll to the beach, Blundstone Arena and an array of cafes, restaurants, general amenities and transport.

**\$680/wk**

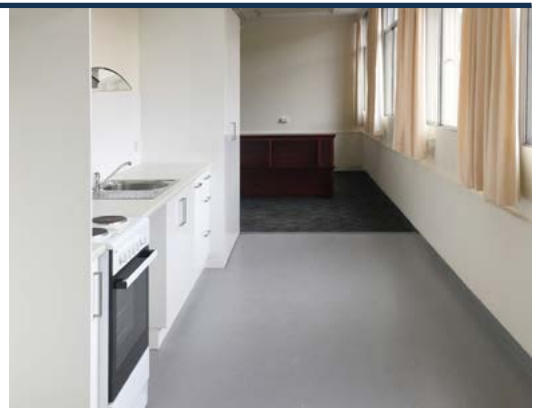


[See more details](#)

## 4/67 Letitia Street, North Hobart

Situated in a secure complex, within easy walking distance to Hobart CBD, the popular North Hobart cafes and restaurants and many services, is this neat and tidy, well presented one bedroom unit. The unit comprises of recently updated kitchen incorporating European laundry area, separate living room with electric heating.

**\$330/wk**



[See more details](#)

## 5/11 Lynton Avenue, South Hobart

Freshly painted throughout, this is a neat and tidy one bedroom unit that's had a recent makeover. Good size lounge room with reverse cycle air conditioning and polished floorboards. Kitchen captures early morning light and provides a nice amount of bench space, pantry and cupboards.

**\$350/wk**



[See more details](#)





## Part Ground Floor/39 Murray Street Hobart

### For Lease: Ground Floor Retail Space

- Prime CBD Location
- Great Natural Light
- Large Shopfront
- Attractive Terms

Located in the heart of the Hobart CBD near the corner of Collins and Murray Street, this retail store is not to be missed. It is perfectly positioned to take advantage of heavy passing foot traffic and surrounded by high quality national and local retail tenants, cafes, restaurants and more.

**Contact Agent**



121

**ZONE** Shop & Retail



[See more details](#)

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# For Lease



## Ground Floor/39 Murray Street Hobart

### For Lease: Prime Hobart CBD Retail Space

- A rare opportunity to position your business at street level in what is arguably Hobart's busiest CBD corner location!
- Formerly occupied by the Commonwealth Bank of Australia and comprising of up to 509.70 square metres on ground floor, and 98.60 square metres on mezzanine this is an opportunity not to be missed.

Offered for the first time in 15 years! Ideally located at the intersection of Murray and Collins Streets in the iconic 39 Murray Street office tower, this tenancy is perfectly positioned to take advantage of the bustling foot traffic and provides fantastic brand exposure. The premises are surrounded by high quality national and local retail tenants, cafes restaurants and hotels, multi-storey office towers and car parks.

**Contact Agent**



**120 - 500**

**ZONE**

**Shop & Retail**



[See more details](#)

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# For Lease



## 12 Gordons Hill Road Rosny Park

### For Lease: Great Exposure Retail/Showroom

Located in the heart of Rosny Park, we are pleased to offer this large retail/showroom for lease.

Offering great street exposure and close to all amenities, this premises would suit a variety of uses.

Call now for more information or to arrange an inspection.

**Contact Agent**



**250**

**ZONE**

**Retail**



[See more details](#)

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# For Lease



## Room 6/64-68 Liverpool Street, Hobart

Located centrally in the Hobart CBD, between Liverpool and Argyle Street, the Bank Arcade is opposite the Brunswick Hotel and adjoining the Wellington Arcade, the first floor office/studio is your chance to lease an affordable, centrally located business premise.

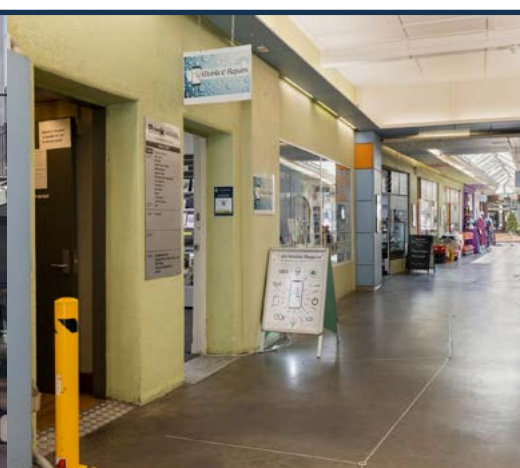
**\$17,100 p.a.** +outgoings  
+GST

 **53**

**ZONE Studio/Office**



[See more details](#)



## Room 7/64-68 Liverpool Street, Hobart

Located centrally in the Hobart CBD, between Liverpool and Argyle Street, the Bank Arcade is opposite the Brunswick Hotel and adjoining the Wellington Arcade, the first floor office/studio is your chance to lease an affordable, centrally located business premise.

**\$28,700 p.a.** +outgoings  
+GST

 **89**

**ZONE Studio/Office**



[See more details](#)