The Buyer's Grail

Property decision-support report · General information, not advice

BUYER REPORT

Prepared 1 August 2026

Report ID: TBG-SAMPLE-TAS · Template v6

Sample report — figures are illustrative, modelled on suburb-level data as at 1 Aug 2026; not a delivered report.

Sample property, Kingston TAS 7050

House (1994) · 712m² · 3 bed · 2 bath · 2 car · Listed "Offers Over $695,000", 28 June 2026 · Private treaty — offers over · Kingborough Council

Listing photography — included in your report

ESTIMATED FAIR-VALUE RANGE — GENERAL INFORMATION, NOT A VALUATION

$715,000 – $760,000

Confidence: moderate. Derived from the automated valuation estimate ($712k–$785k), 13 recorded Kingston sales Feb–Jul 2026, and two disclosed-price campaign outcomes. Weakened by mostly undisclosed campaign prices and unverified approvals on the deck and studio. Method: page 16.

The floor is not the value

The $695k "offers over" floor sits below the automated-estimate band — a competition anchor. The same floor on 7 Groningen Rd closed at $680k.

The extras are unverified

The rear deck and the garage-to-studio conversion carry no sighted permits or completion certificates yet — they are the value and the risk.

Steady, not frantic

Kingston is +6.4% in 12 months and sells in ~31 days — this campaign is at day 34 and was re-advertised 24 July.

This report is general information and education only. It is not financial, legal or property advice, and not a valuation. Full disclaimers and methodology: page 16.

THE 60-SECOND READ

the whole report on one page — details and sources on pages 3–16

ADVERTISED	ESTIMATED RANGE	TOTAL UPFRONT AT FLOOR	RENT ESTIMATE
$695k floor	**$715–760k**	**$724,135**	**$580–640/w**
"offers over" · day 34 · re-advertised 24 Jul	TBG range within the automated-estimate band $712–785k	incl. TAS duty $26,535 ($12,935 + 4.25% of the value over $375,000 (2025–26)) + conveyancing + inspections	4.3–4.8% gross at the floor (rent estimate)

1. **How the range was derived:** the automated valuation estimate ($712k–$785k) intersected with 13 recorded suburb sales this half — comparable 3-bedroom sales cluster $652k–$745k, four-bedroom and outlook sales reach $838k — then tempered because the improvements that justify the top end (deck, studio) are unverified. Result: **$715,000–$760,000**.
2. **The market is steady, not blind:** homes here sell in a median 31 days, yet both recent campaigns that disclosed a price and ran past ~4 weeks sold below it — including the suburb's other "offers over $695k", which closed at $680,000.
3. **The vendor holds a 17-year equity cushion** (bought $312k in 2009) — no forced-sale pressure, but every sale locks in a large win, so clean certain offers get taken seriously.
4. **The property's premium features may not appraise:** bank valuers credit land, beds and baths — not decks and converted garages. A finance valuation near the band's low end is a realistic scenario.
5. **The paperwork is the real risk, not the price:** unverified permits, an unknown tenancy, 1994-era services and cladding, and a bushfire-prone fringe that insurers rate — each is checkable before offering, and each converts to information a buyer can act on.

FIVE THINGS TO CHECK BEFORE DOING ANYTHING

- ☐ Kingborough Council 337 certificate and building-permit history — every structure on the 712㎡ lot (deck, studio conversion, garden shed).
- ☐ Broker pre-assessment — know your own ceiling before the first agent conversation, and keep it private.
- ☐ Tenancy status — sight the lease or secure vacant possession in the contract.
- ☐ Building & pest plus electrician — deck footings and fixings, sub-floor and stumps, studio circuits, RCDs, 1994 switchboard, wood-heater flue.
- ☐ Two insurance quotes — a weatherboard on a bushfire-prone fringe is rated differently by different insurers.

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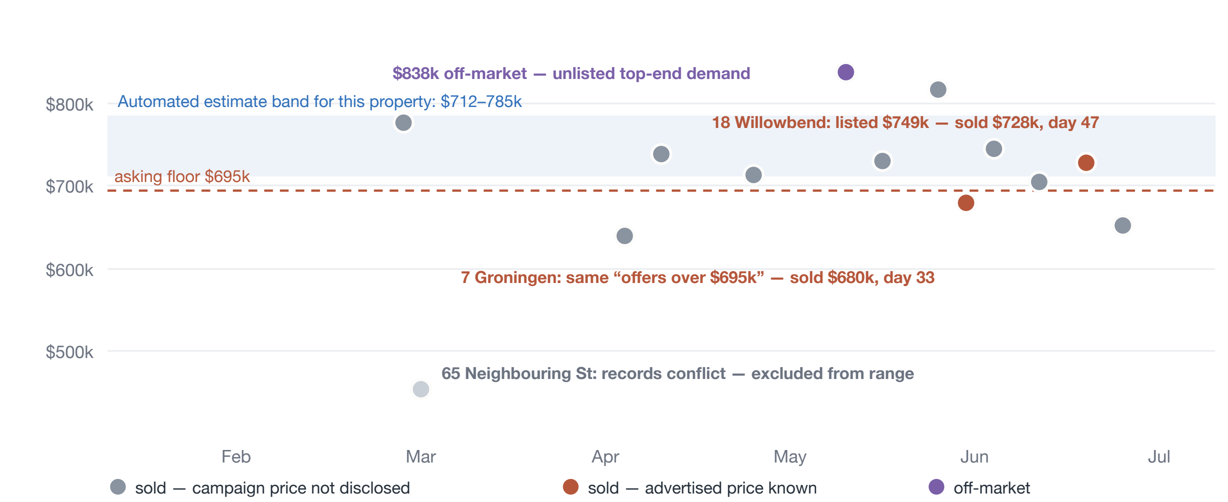
PRICE & COMPARABLE EVIDENCE

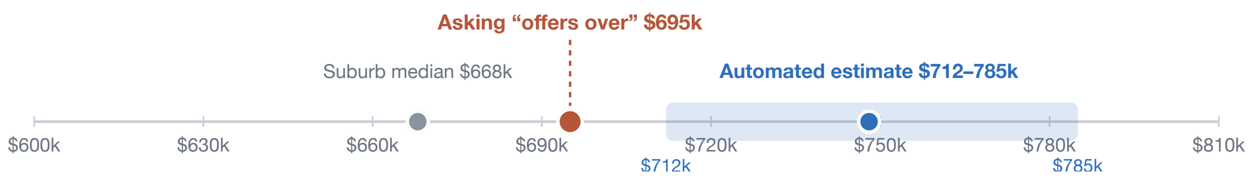
recorded sales and sold-listing records, retrieved 1 Aug 2026

EVERY RECORDED KINGSTON SALE, FEB–JUL 2026



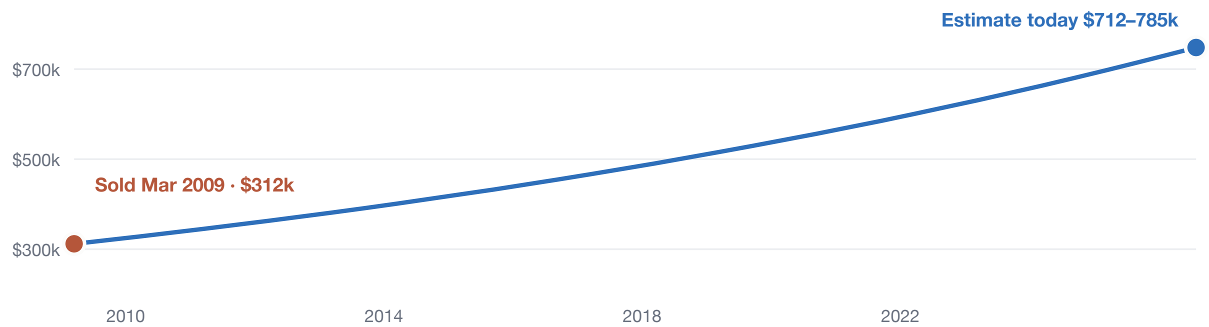
Takeaway: comparable 3-bedroom sales cluster between $652k and $745k; the sales above that carried 4 bedrooms, a renovation or an outlook. The two campaigns that showed a price both closed below it — evidence that advertised floors here are starting points, not minimums. One record (65 Neighbouring St) has conflicting prices across sources and is excluded from the range.

WHERE THE ASKING PRICE SITS



Takeaway: the $695k floor is set below the automated-estimate band — in a suburb that has risen this is a deliberate under-anchor designed to attract multiple offers, not a discount.

THIS PROPERTY’S OWN PRICE HISTORY



Takeaway: one sale on title — $312,000 in March 2009 (a 5.2% compound path to today’s estimate). The vendor’s equity cushion means no distress, and no urgency discount to wait for.

COMPARABLE SALES — THE DETAIL BEHIND THE CHART

recorded sales and sold-listing records, retrieved 1 Aug 2026 · every row individually verified

ADDRESS	PRICE	SOLD	BED/BATH/CAR	LAND	DAYS	TYPE	KEY DIFFERENCE VS SUBJECT	VERIFIED
14 Redwood Rd	$838k	May 2026	4/2/2	760m²	—	Off-market	4 bed · river outlook · off-market	Yes
27 Maranoa Rd	$815k	Jun 2026	4/2/2	745m²	48	Sold	4 bed · renovated · elevated outlook	Yes
9 Roslyn Ave	$776k	Mar 2026	4/2/2	720m²	22	Sold	4 bed · brick · renovated	Yes
31 Auburn Rd	$745k	Jun 2026	3/2/2	705m²	19	Sold	3 bed · brick · new kitchen · no studio	Yes
12 Summerleas Rd	$738k	Apr 2026	3/2/2	730m²	27	Sold	3 bed · approved studio · new roof	Yes
5 Denison St	$730k	Jun 2026	3/2/2	700m²	33	Sold	3 bed · weatherboard · closest all-round match	Yes
18 Willowbend Rd	$728k	Jul 2026	3/2/2	715m²	47	Sold · price disclosed	listed $749k — sold 2.8% under	Yes
22 Balmoral Rd	$712k	May 2026	3/1/2	690m²	29	Sold	3 bed · 1 bath · updated	Yes
40 Recreation St	$705k	Jun 2026	3/2/1	640m²	35	Sold	3 bed · carport only · smaller lot	Yes
7 Groningen Rd	$680k	Jun 2026	3/1/2	700m²	33	Sold · price disclosed	same "offers over $695k" floor — sold $15k under	Yes
3 Kingston View Dr	$652k	Jul 2026	3/1/1	660m²	38	Sold	3 bed · 1 bath · original	Yes
16 Hutchins St	$640k	Apr 2026	3/1/1	620m²	41	Sold	3 bed · 1 bath · original · smaller lot	Yes
65 Neighbouring St	$455k	Mar 2026	3/1/1	680m²	—	Excluded	records conflict ($455k transfer vs $540k portal) — excluded	Conflict

"Days" = days on market where the campaign was public. "Verified" = price and date matched against a second independent record. Subject: 3 bed · 2 bath · 2 car · 712m² · 1994.

WHICH OF THESE ARE GENUINELY COMPARABLE?

Closest matches: 5 Denison St ($730k, 33 days) and 12 Summerleas Rd ($738k, 27 days) — 3-bed, 2-bath homes on 700–730m² lots; the Summerleas studio was council-approved, which is exactly the question mark on the subject. **Upper bracket:** the three sales at $776k–$838k all carried a fourth bedroom, a full renovation or an outlook, so they set a ceiling rather than a benchmark. **Lower bracket:** the three sales at $640k–$680k are 1-bathroom, largely original homes — the floor for this suburb, not for this property. **Excluded:** 65 Neighbouring St, because its two price records disagree by $85k. Net effect: the range on page 1 sits between the closest matches and the upper bracket, then is tempered for the unverified approvals on page 10.

How to use this table: pick the two or three rows most like the home you are looking at, then ask the agent for the contract price on any campaign whose price was not disclosed. What sold, when, and how fast is public information — the difference between an advertised floor and a contract price is the negotiation.

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SUBURB & MARKET CONTEXT

suburb statistics (houses), 12 months to Jul 2026

MEDIAN VALUE
$668k
houses — this property specs above the median

SOLD VS NEW LISTINGS
118 / 74
12 months — demand ≈1.6× new supply

MEDIAN ASKING RENT
$580/w
96 observations · suburb-wide

AVERAGE HOLD
9.6 yrs
an owner-occupier suburb that holds, not flips

MOMENTUM & SELLING SPEED

Median value growth — 12 months
+6.4%

Median value growth — 5 years
+24.8%

This campaign — days on market
34

Recent sales — median days on market
31

Takeaway: a 6.4% year is a recovery after Hobart's flat 2023–24 stretch, not a boom, and cannot simply be extrapolated — but with 118 sales against 74 new listings, the supply gap behind it is visible. This campaign (34 days) has already outlasted the recent-sales median (31 days): not stale, but past its hottest window.

RENTAL CONTEXT

rent estimate for this property · suburb medians

MEASURE	VALUE	READING
Rent estimate — this property	$580–640 / week	At to above the suburb median, reflecting the second bathroom and the studio.
Gross yield at the $695k floor	4.3–4.8%	Typical for greater Hobart houses; excludes vacancy, management, rates and insurance.
Rental market depth	96 observations / 12 mo	A real rental market — not thin — consistent with Kingston's family-tenant demand.
Insurance caveat	Not yet quoted	**Data not available for this property** — weatherboard on a bushfire-prone fringe; premiums vary between insurers and change net yield. Quote before unconditional.

THE PROPERTY ITSELF

listing floorplan & photography · property record

Floor plan — included in your report

Residence 132㎡ plus 3.6×6.2m detached studio (converted single garage, powered), 5.5×3.0m carport, rear timber deck ≈38㎡, garden shed.

Listing photo

Detached studio — converted garage

Listing photo

Open-plan living — wood heater and reverse-cycle unit

Listing photo

Rear deck and yard toward the reserve edge

ATTRIBUTE	THIS PROPERTY	TYPICAL FOR KINGSTON
Land	712㎡ · freehold · General Residential Zone	Standard — most 1990s lots run 650–750㎡
Bathrooms	2 (ensuite added ≈2015)	Above the norm — much of the 1990s stock is 1 bath; confirm the ensuite's plumbing permit
Parking & outbuildings	2 spaces: carport + open pad; studio was the garage	**Unusual** — the studio is the standout for work-from-home buyers, if approved
Construction	1994 weatherboard on timber stumps, tiled roof, one storey	Typical era — sound stock, but 30-year-old cladding, roof and services
Easements	Sewer (TasWater), rear boundary	Common — confirm location against the deck and studio on the folio plan
Occupancy	Recorded as rented — lease terms **not available**	—
Title (record, not a search)	Freehold · Lot / folio on title · Detached Dwelling	title record — a formal folio search must replace this before contract
Approvals on file	**Not sighted** — deck, studio conversion, ensuite plumbing	The single highest-value check before offering (page 10)

LOCATION, AMENITY & OVERLAYS

distances are straight-line/road estimates from public mapping · overlays as recorded in public planning layers on the date shown — not a planning certificate

WHAT IS NEARBY

AMENITY	NEAREST / CATCHMENT	DISTANCE
Primary school	Kingston Primary School	≈1.1 km · in intake area
Secondary school	Kingston High School (7–10) · Hobart College (11–12)	≈1.4 km · ≈9 km
Public transport	Metro Tasmania buses — Kingston Central interchange, Southern Outlet express	≈550 m to nearest stop
Shops & services	Kingston Town Centre — Channel Court & Kingston Plaza	≈1.6 km
Health	Kingston Health Centre · Royal Hobart Hospital	≈1.5 km · ≈13 km
Hobart CBD	via Southern Outlet (transit lane)	≈12 km · 15–25 min off-peak

School intake areas change — confirm with the Tasmanian Department for Education, Children and Young People before relying on them. Distances are guides, not survey measurements.

PLANNED DEVELOPMENT & INFRASTRUCTURE

Kingston Park precinct — former high-school site redevelopment
adds housing, open space and retail near the town centre; supports amenity, no direct impact on the street

Huntingfield land release & Southern Outlet transit lane
more supply south of Kingston over the decade; commuting time already improved by the transit lane

Nearby development applications
Not available — Kingborough Council DA register not searched for this report

A development application on an adjoining lot, a road widening or a rezoning can change a street more than anything inside the fence. Ask your conveyancer for the council 337 certificate and search the Kingborough DA register yourself.

PLANNING & HAZARD OVERLAYS

Recorded = overlay applies to the lot · Not recorded = no overlay in the layer searched · Not available = not searched for this report

OVERLAY	STATUS	WHAT THE RECORD SHOWS	SOURCE · RETRIEVED
Zoning	RECORDED	General Residential Zone (Kingborough planning scheme — Interim Planning Scheme 2015 / Tasmanian Planning Scheme LPS transition; confirm which instrument applies)	Kingborough Council planning maps, checked 1 Aug 2026
Flood / inundation	NOT RECORDED	Not within the mapped Whitewater Creek / Browns River flood-prone area	Kingborough hazard mapping, 1 Aug 2026
Bushfire	RECORDED	Rear of the lot sits within the mapped Bushfire-Prone Area — a BAL assessment is triggered for future building works; insurers may rate accordingly	Tasmanian bushfire-prone areas overlay, 1 Aug 2026
Landslip	NOT RECORDED	No Landslip Hazard Area mapped on the lot (Kingborough has mapped areas nearer the coast)	Kingborough hazard mapping, 1 Aug 2026
Heritage	NOT RECORDED	No Tasmanian Heritage Register or local heritage-code listing on the lot or adjoining lots	Tasmanian Heritage Register, 1 Aug 2026
Easements	RECORDED	Sewer easement to TasWater along the rear boundary — confirm position vs the deck and studio	title record (folio plan), checked 1 Aug 2026

Reading this page: nothing here is a determination. "Not recorded" means the public layer showed no overlay on the date checked; the council 337 certificate and the insurer's own hazard rating are the documents that bind. Where a row says "Not available", that search was not done for this report — it is a gap, not a clearance.

PURCHASE COSTS

TAS property transfer duty 2025–26 · re-run through the TBG stamp-duty calculator, 1 Aug 2026 · modelled at the advertised floor

ITEM	AMOUNT	NOTE
Advertised floor	$695,000	"offers over" — the contract price will differ
TAS property transfer (stamp) duty	$26,535	$12,935 + 4.25% of the value over $375,000 (2025–26) · effective 3.82%
Conveyancing (estimate)	$2,000	fixed-fee conveyancer; solicitor typically more
Building & pest (estimate)	$600	add an electrician for the studio and deck lighting (page 13)
Total estimated upfront	**$724,135**	**excludes loan fees, LMI, insurance and moving**

FIRST-HOME-BUYER CHECK

concessions as published for 2025–26 and 2026–27 · eligibility is personal and must be confirmed with the revenue office

SCENARIO	DUTY PAYABLE	BASIS
Not a first home buyer	$26,535	standard rate
Eligible first home buyer, established home	$26,535	TAS first home buyer duty exemption on established homes (≤$750,000) ended for transfers completing after 30 June 2026 — standard duty applies at this date; confirm with the State Revenue Office of Tasmania
Other grants	Not modelled	TAS First Home Owner Grant applies to new homes only (not established); the MyHome shared-equity program is a separate scheme — check current eligibility

REPAYMENT & DEPOSIT SCENARIOS

model guide · 6.10% p.a. indicative variable, P&I, 30 years · LMI from the TBG LMI calculator (indicative insurer schedules), capitalised into the loan

MEASURE	5% DEPOSIT	10% DEPOSIT	20% DEPOSIT
Deposit	$34,750	$69,500	$139,000
Loan before LMI	$660,250	$625,500	$556,000
Loan-to-value ratio	95%	90%	80%
Indicative LMI premium	$22,449	$11,947	$0
Monthly repayment	**$4,137**	**$3,863**	**$3,369**
Weekly equivalent	$955	$891	$778
Total interest over the term	$806,664	$753,195	$656,959

INCOME GUIDE — 20% DEPOSIT
≈$115k+
indicative gross income to service $556,000 at a 9.10% assessment rate

INCOME GUIDE — 5% DEPOSIT
≈$140k+
indicative gross income to service $682,699 — context only

ASSESSMENT BUFFER
9.10%
lenders test repayments ~3% above today's rate

These are model outputs at the advertised floor. This report assumes nothing about your income, debts or deposit and is not an assessment of you — a broker pre-assessment supersedes every figure on this page.

COST OF OWNERSHIP

indicative annual lines · TBG ownership-costs calculator (holding ≈1% of price p.a.), 1 Aug 2026 · three-state: figure / Not available / Not applicable

ANNUAL COST LINE	ESTIMATE	BASIS · WHAT TO CHECK
Council rates	$2,300/yr	Kingborough Council — typical residential incl. waste charges; confirm on the rates notice
Water & sewerage (fixed charges)	$1,350/yr	TasWater fixed water + sewerage service charges; usage extra
Building & contents insurance	*Not available*	Weatherboard in a bushfire-prone fringe — premiums vary widely; two quotes before unconditional
Maintenance sinking allowance	$3,475/yr	0.5% of price p.a. — a 1994 weatherboard (repaint cycle, deck timbers) pushes this toward 1%
Property management (if rented)	$2,413/yr	8% of rent at $580/w — only if held as an investment
Land tax	$0/yr	TAS principal residence land is exempt from land tax; payable only if held as an investment
Indicative annual holding cost — owner-occupier, known lines only	**$7,125/yr**	**plus insurance once quoted — budget $6,950+ p.a. all-in; management only if rented**

BEYOND THE PURCHASE — FIVE YEARS OF OWNING IT

INDICATIVE 5-YEAR COST OF OWNERSHIP — $84,735 (excludes the price itself and loan interest)

- Upfront (duty, conveyancing, B&P) — $29,135
- Holding × 5 yrs (rates, insurance, maintenance) — $34,750
- Cost to sell (≈3%) — $20,850

Takeaway: before a dollar of loan interest, five years of ownership costs roughly $84,735 on top of the price — $29,135 to get in, about $34,750 to hold, and $20,850 to get out again. That is the hurdle any growth or rent has to clear before the purchase is ahead.

IF HELD AS AN INVESTMENT

gross vs net · rent estimate $580–640/week

MEASURE	VALUE	READING
Gross yield at the floor	4.3%–4.8%	rent × 52 ÷ price — before any cost
Net yield (known costs, no insurance)	3.3%–3.8%	after ~$6,950 holding; falls further once insurance is quoted
Vacancy allowance	2–3 weeks/yr	Kingston rental depth (96 observations) supports low vacancy — not zero
Land tax	$0 if principal residence	TAS exempts principal residence land; an investor pays TAS land tax on the assessed land value above the tax-free threshold — check the current scale

Insurance is the missing line on this page. A weatherboard house on a bushfire-prone fringe is rated very differently by different insurers — two quotes before going unconditional will change the net figures above more than anything else here.

RISKS & THINGS TO INVESTIGATE

severity: MATERIAL, then INVESTIGATE, then FLAG — the order a building inspector would use

MATERIAL — Unverified approvals on the value-defining structures
No building permit, plumbing permit or completion certificate has been sighted for the rear deck, the garage-to-studio conversion or the added ensuite. Unapproved works can void insurance, complicate finance, and erase exactly the premium this property asks. Action: Kingborough Council 337 certificate and permit history before offering; ask the vendor to produce approvals in the contract.

MATERIAL — Valuation shortfall scenario
Bank valuers credit land, bedrooms and bathrooms — not decks and converted garages. If a lender's valuation lands near the band's low end ($712k) against a higher contract price, finance is re-opened. Action: keep finance and valuation conditions in any offer.

INVESTIGATE — Tenancy status
The property is recorded as rented; lease end date and rent are not available in the data. A fixed-term lease running past settlement changes owner-occupier plans entirely. Action: sight the lease or secure vacant possession in the contract.

INVESTIGATE — 1994-era cladding, roof and services
Weatherboards, tiled roof, switchboard, hot water and the wood heater are at or near typical service life; timber stumps and sub-floor ventilation matter in a damp southern winter. Action: building & pest plus an electrician's inspection of the studio circuits and RCDs.

INVESTIGATE — Bushfire-prone fringe & insurance
The rear of the lot is inside the mapped Bushfire-Prone Area: any future works trigger a BAL assessment, and insurers may load the premium. Action: two quotes before going unconditional.

FLAG — Campaign re-advertised at day 26
The 24 July refresh suggests the first offer wave has not closed it. Neutral fact; both sides can read it.

FLAG — Street View imagery is dated (Feb 2022)
The frontage matches current photography, but verify current street condition in person.

FLAG — One comparable-sale record conflicts across sources
65 Neighbouring St shows $455k (registered transfer) vs $540k (portal report). Excluded from the fair-value range; resolve only if it matters to your comparison set.

AGENT INTELLIGENCE & RECORD

public listing and agent-profile data, 12 months to 1 Aug 2026 · register check as dated below

LEAD AGENT
Megan Halloran
Southern Shore Property · 03 6229 0000 · 4.9/5 (72 reviews)

SALES, LAST 12 MONTHS
38
as lead agent — a high-volume operator

MEDIAN SALE PRICE
$715k
this campaign sits in the agent's usual price band

CAMPAIGN PATTERN
Offers-over
competition-style campaigns; day 34 here, re-advertised 24 Jul

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AGENT RECORD CHECK
Agent: Megan Halloran, Southern Shore Property Licence: Not published on listing
Register searched: Property Agents Board of Tasmania register of licensed agents, TAS
Result: No disciplinary action recorded on the Property Agents Board of Tasmania register as at 1 Aug 2026
Checked: 1 Aug 2026 Source: official register only — quoted, not characterised
```

The agent acts for the seller — and is paid when a sale happens

On a typical 2.5% commission the difference to the agent between a $695,000 and a $730,000 sale is roughly $875; a deal that collapses costs them about $17,000. That asymmetry is a fact about incentives, not about this agent: a firm, finance-ready written offer is worth more to the selling side than a hypothetical higher one next month.

WHAT BUYERS COMMONLY HEAR	WHAT IT USUALLY IS	QUESTIONS BUYERS IN THIS POSITION OFTEN ASK
"We have strong interest / other offers"	Urgency — plausible in a 31-day suburb. The question is what is in writing.	"How many contracts issued, how many written offers?" — and whether a multiple-offer process will be run in writing.
"Offers over means the vendor wants more"	Re-anchoring above the advertised floor before any offer exists.	"What price would the vendor sign today?" — then decide from the evidence on pages 3–4, not the answer.
"The studio alone is worth $60k"	Feature-stacking at replacement cost, which valuers do not credit — least of all unapproved.	"Can you send the permit and completion certificate for it?" — evidence requests are polite pressure.

THE BUYER'S JOURNEY FROM HERE

the usual order of events from here to settlement — each numbered step is a decision gate, not a commitment

1. **Get finance-ready** — broker pre-assessment; set your ceiling
2. **Gather the evidence** — listing pack · permits · title · this report
3. **Inspect hard** — building & pest + studio electrical
4. **Offer in writing** — clean terms, pre-approval attached
5. **Conditions period** — finance · valuation · re-open on findings
6. **Unconditional, then settle** — 45 days · insure when unconditional

HOW BUYING WORKS IN TASMANIA

typical practice vs the practice that protects the buyer · general information — your conveyancer confirms the specifics

STEP	TYPICAL PRACTICE	PROTECTIVE PRACTICE	WHY IT MATTERS HERE
Contract & cooling-off	Assume a change-of-mind window exists.	Tasmania has **no statutory cooling-off period** — once the standard-form contract is signed by both sides you are bound. A cooling-off clause exists only if it is written in and agreed.	Conditions are the only exits — each one is also a renegotiation checkpoint.
Disclosure	Rely on the listing and the agent's word.	Tasmanian vendors are not required to give a disclosure statement; the council 337 certificate and the Land Titles Office folio search are the buyer's to order — ideally before unconditional, not after.	Every issue found before offering is information; found after, it is a cost.
Deposit & settlement	Accept the marketed 10% / 45 days as fixed.	Both are stated "or variation on request" — negotiable, and certainty on them has value to a vendor.	Vendors prefer certainty before the spring listing surge; a clean 45-day settlement signed in August is attractive.
Timing	Ignore the calendar.	Settling in late winter: inspect for damp, condensation and heating load; confirm with your conveyancer when risk passes under the standard contract and insure from that day.	Insurance from the day risk passes is standard practice; on a bushfire-prone fringe, quotes take longer.

OFFER & CONTRACT CHECKLIST

the clauses and documents buyers in this position commonly ask their conveyancer about — general information; your conveyancer drafts the terms

BEFORE AN OFFER GOES IN WRITING

- ☐ Finance clause — approval in writing, dated, for the contract price (not just pre-approval)
- ☐ Valuation clause — contract subject to a lender's valuation at or above the contract price
- ☐ Building & pest clause — with the right to withdraw or renegotiate on material findings
- ☐ Electrical inspection of the studio, deck lighting and outbuilding circuits (RCDs, 1994 switchboard)
- ☐ Approvals condition — vendor to produce Kingborough Council permits and completion certificates for the deck, studio conversion and ensuite
- ☐ Vacant possession or a copy of the current lease attached to the contract, with end date and rent
- ☐ Deposit amount and timing — 10% is the marketed ask; when it is paid is negotiable
- ☐ Settlement window — 45 days marketed; align to finance and insurance lead times
- ☐ Insurance in place from the day risk passes to you under the standard contract — two quotes obtained before signing
- ☐ Special conditions — sewer easement position confirmed against the deck and studio; any chattels (wood heater, blinds) listed
- ☐ Sunset / finance date that leaves time to re-negotiate on findings, not just to walk away
- ☐ Private ceiling written down before the first conversation — never disclosed

INSPECTION CHECKLIST — SPECIFIC TO THIS PROPERTY

1994 weatherboard house with a converted garage and large deck · hand this to the building inspector and electrician

WHAT TO LOOK AT, AND WHO SHOULD LOOK

- ◻ Weatherboard cladding, paint condition, window sills and flashings — 30 years of southern weather
- ◻ Switchboard age, RCD coverage, sub-circuits to the studio and shed
- ◻ Hot-water system age; wood-heater flue clearance and compliance plate; reverse-cycle unit under load
- ◻ Sub-floor: timber stumps, ventilation, moisture and any evidence of borer or rot (termites are rare in Tasmania; timber pests are not)
- ◻ Deck structure — footings, bearers, fixings, balustrade height, any signs of movement
- ◻ Studio conversion — slab, insulation, wet-area waterproofing if any, and how it was wired
- ◻ Roof tiles, ridge capping and gutters; drainage and site fall toward the rear reserve
- ◻ Easement position (sewer) vs the deck and studio footprint on the folio plan

AUCTION GUIDE

how the process differs when the sale method is auction · general information about how auctions work — not bidding instructions

IF THIS CAMPAIGN CONVERTS TO AUCTION

The fall of the hammer is unconditional and there is no cooling-off. Everything on pages 12–13 — finance approval, valuation comfort, building & pest, electrical, permit search, insurance quotes and the contract review — has to be complete *before* bidding, not after. The stages below describe how the process usually runs.

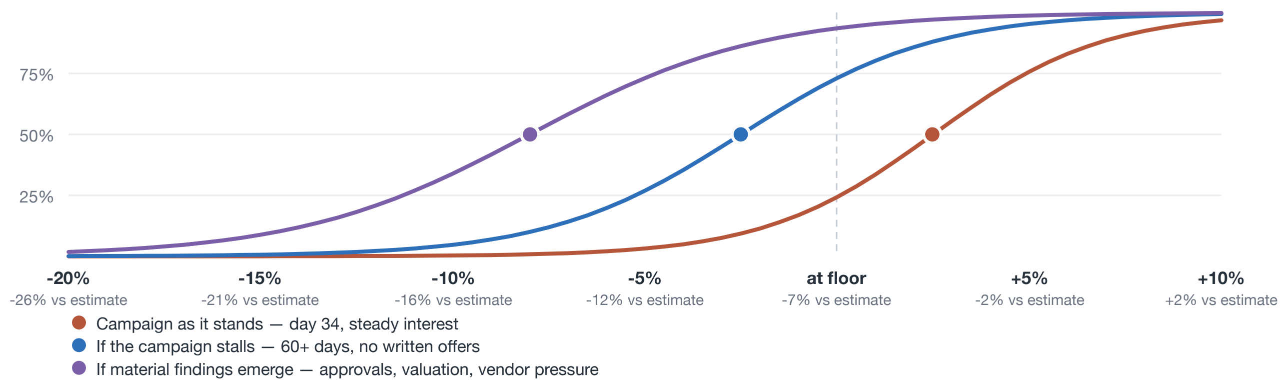
STAGE	WHAT HAPPENS · WHAT BUYERS IN THIS POSITION OFTEN DO
Before auction day	All conditions are cleared in advance — finance approval in writing, valuation comfort, building & pest, electrical, permit search, insurance quotes, contract reviewed by a conveyancer. Nothing can be made conditional after the hammer falls.
Registration & conditions	Bidders register with ID; the auction conditions and the contract are read on the day. Buyers commonly ask beforehand whether a vendor bid will be used and how it is announced.
The private ceiling	Decided in writing before the day and treated as final. Auction design is built to move it; the number that never moves is the one written down beforehand.
Pre-auction offer	A written offer before the day is common in hot campaigns — but a pre-auction contract is usually also unconditional, so the same clearances apply. Vendors weigh certainty now against competition later.
Pass-in	If the reserve is not met, the highest bidder normally has first right to negotiate with the vendor. Terms — settlement, deposit, inclusions — are on the table alongside price at that moment.
After the hammer	Contract signed and deposit paid on the spot; no cooling-off. Insurance from the day risk passes is standard.

THIS PAGE IS YOUR NEGOTIATION POSITION. IT IS EXCLUDED FROM ANYTHING SHAREABLE — FORWARDING IT WEAKENS YOU.

BUYER POSITION & STRATEGY — EDUCATIONAL SCENARIOS

how offers at each level have tended to play out — not instructions

INDICATIVE ACCEPTANCE LIKELIHOOD, BY OFFER LEVEL AND CAMPAIGN STATE



How to read it: pick an offer level along the bottom; each curve shows roughly how likely a written offer at that level is to be accepted under that campaign state. Calibrated to the 13 local sales on page 3 (median 31 days; both disclosed-price campaigns closed below their number). Estimates for orientation, not predictions.

Buyers in this position often consider: opening in writing at the advertised floor with pre-approval attached and the vendor's preferred terms (10% deposit, 45 days) — it forces a process response and flushes out whether competition is real; improving only against competing offers confirmed in writing; and treating the estimate midpoint (≈+8% over the floor) as the point where the question changes from "will they accept" to "should you pay it".

Scenarios that historically move prices down here: a campaign passing ~4 weeks with no written offers (7 Groningen closed 2.2% under its floor at day 33); material findings — failed permit search, valuation shortfall in writing, or vendor time pressure — priced as costs, not opinions; and certainty traded for price (settlement flexibility, prompt deposit, short clean contract).

The one rule that outranks everything: a broker pre-assessment sets your private ceiling before the first conversation. Write it down. Tell someone you trust. It is the single number never shared with the selling side — and this page stays private for the same reason.

UPFRONT AT THE FLOOR	REPAYMENT GUIDE	INCOME GUIDE
$724,135	**$3,369/mo**	**≈$115k+**
price + TAS duty $26,535 + conveyancing + inspections	20% deposit, 6.10% p.a., 30 yrs · $778/week	indicative single-income serviceability at 80% lend — your broker's number is the real one

PRIVATE — DO NOT SHARE

Prepared 1 August 2026
Report ID: TBG-SAMPLE-TAS · Template v6
Sample report — figures are illustrative, modelled on suburb-level data as at 1 Aug 2026; not a delivered report.

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LEVERAGE LEDGER

who holds what — the facts behind the curves on page 14

WHAT A BUYER HOLDS

The extras may not appraise. Valuers credit land, bedrooms and bathrooms — not decks and converted garages. A lender's valuation near the band's low end re-opens the price.

The permits are unproven. No approvals sighted for the deck, the studio conversion or the ensuite. Until they are, each is a condition, a cost, or both.

The campaign was refreshed. Re-advertised 24 July at day 26 — the first wave of offers has not closed it.

Certainty is currency. The vendor asks 10% and 45 days. Meeting that, finance-ready, is worth money to them.

WHAT THE SELLER HOLDS

A recovering, undersupplied market. 118 sales against 74 new listings; median 31 days. Waiting costs the vendor little.

A sought-after specification. 712㎡, two bathrooms, a powered studio and a big deck under $760k, ten minutes from the beach — emotionally priced by exactly the buyer this ad targets.

No pressure to sell. Bought for $312k in 2009 — any sale is a 17-year win. Lowballs without reasons get ignored, not countered.

A professional operator. 38 sales a year and competitive offer processes for a living.

OFFER LADDER — EDUCATIONAL SCENARIOS BY BAND

relative to the advertised floor · indicative acceptance likelihood from the model on page 14 · no dollar figures — the ceiling is yours

OFFER BAND	CHANCE NOW	WHAT HAS TO BE TRUE FIRST	WHAT BUYERS IN THIS POSITION OFTEN DO
–10% and below	**≤10%**	Distress only: forced sale, major structural defect, or months of failed campaigning. None visible here.	Rarely opened here without hard evidence attached — it reads as not serious.
–3% to –5%	**≈10–20%**	Campaign passes ~4 weeks with no written offers — real in this suburb (7 Groningen closed 2.2% under its floor, day 33).	Evidence and certainty together: pre-approval, vendor's own terms, short clean contract, the comparable cited politely in writing.
At the advertised floor	**≈25–35%**	No competing written offers exist — interest that is not in writing is not an offer.	Commonly the opening written position: it starts the process and shows whether competition is real.
+3% to +5%	**≈50–65%**	Competing offers confirmed in writing; the campaign stays warm.	Improved only against written competition; odd numbers read as calculated rather than emotional.
+8% and above (estimate midpoint)	**≈80%+**	Nothing — the question stops being "will they accept" and becomes "should you pay it".	Ceiling territory: past the estimate midpoint a buyer is paying tomorrow's price today.

Forces that push toward "just pay it": reverse anchoring (a low "offers over" floor makes anything above it feel like a win — the estimate band, not the ad, is the reference); competition heat (people pay to win, not to own — a ceiling set before entering means someone else overpaid, not that you lost); extrapolation (a +6.4% year priced in as if permanent — a deal that only works at continued growth does not work); feature seduction (the studio-and-deck package, priced by comparables plus a chosen, capped margin); and sunk cost (inspections and this report bought information, not obligation — the decision is re-run fresh at every gate).

METHODOLOGY, SOURCES & DISCLAIMERS

how this report was built

DATA SOURCES

Sales & property records — recorded sales, automated valuation estimate, suburb statistics, sales histories and campaign timelines, retrieved 1 Aug 2026. **Listing data** — the live listing, sold records and agent profile, retrieved 1 Aug 2026. **Street-level imagery** — frontage. **Local government** — zoning descriptors as recorded; permit status and 337 certificate NOT yet searched (listed as a check). **Planning & hazard overlays** — Kingborough planning-scheme overlays, the Tasmanian bushfire-prone areas layer and the Tasmanian Heritage Register as recorded on 1 Aug 2026 (page 7); not a planning certificate. **Amenity distances** — public mapping, straight-line/road estimates. **Agent record** — Property Agents Board of Tasmania register of licensed agents, TAS, checked 1 Aug 2026, quoted in the register's own terms (page 11). **TBG calculators** — TBG stamp_duty, lmi, ownership_costs (1 Aug 2026).

HOW THE FAIR-VALUE RANGE WAS DERIVED

Start with the automated valuation estimate ($712k–$785k, midpoint $748k). Cross-check against all 13 recorded Kingston sales Feb–Jul 2026: comparable 3-bedroom homes cluster $652k–$745k; sales above $745k carried a fourth bedroom, a full renovation or an outlook. Adjust downward for unverified approvals on the deck, studio and ensuite and a realistic valuation-shortfall scenario; adjust upward for the scarcity of two-bathroom homes with a separate powered studio in this price band. Result: **$715,000–$760,000**. This is a data-derived range with stated assumptions — not a valuation, appraisal or price prediction.

FINANCIAL FIGURES

TAS property transfer duty computed at 2025–26 rates ($12,935 + 4.25% of the value over $375,000 (2025–26)): $26,535 at the advertised floor, re-run through the TBG stamp-duty calculator; the first-home-buyer figure reflects the established-home exemption having ended for transfers after 30 June 2026. Lenders Mortgage Insurance figures are indicative insurer schedules (TBG LMI calculator). Repayment guide: principal & interest, 6.10% p.a. indicative variable, 30-year term. Serviceability guide assumes a single applicant, no dependants, no other debts, ~3% assessment buffer — a broker pre-assessment supersedes it entirely. Rental yield is gross and excludes all holding costs.

KNOWN DATA GAPS IN THIS REPORT

Advertised campaign prices were undisclosed for 10 of 13 recent sales (days-on-market used instead). Lease terms: not available. Permit status and 337 certificate: not searched. Insurance cost: not quoted. One sale record (65 Neighbouring St) conflicts across sources and was excluded. No slot in this report is silently dropped — gaps are labelled where they occur.

QA & VERSION STAMP

every report passes the TBG QA gate before it ships

REPORT ID · REVISION	TEMPLATE · PREPARED	QA STATUS · REVIEWER
TBG-SAMPLE-TAS	**Template v6 · Prepared 1 August 2026**	**PASS · sample**
CHECKLIST APPLIED	DATA RETRIEVAL DATES	AGENT RECORD CHECK
Data Ops SOP v1 · QA checklist v1.0	**Sales & property records 1 Aug 2026 · listing data 1 Aug 2026 · TAS overlays 1 Aug 2026**	**Property Agents Board of Tasmania register of licensed agents · 1 Aug 2026**

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