

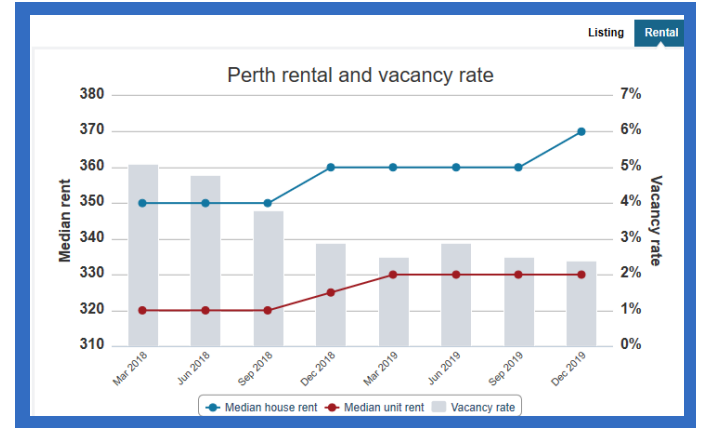
Welcome to PB&A's 3rd newsletter and our first for 2020. We strive to provide you with relevant and practical content. We are passionate about making sure you are getting the most out of your property investment experience and understand you don't have a lot of spare time to read long detailed articles. Below are succinct summaries that keep you up to date with only a small investment of time.

MARKET UPDATE

A picture speaks a thousand words. So to start 2020 we have chosen to show the 'Perth Rental and Vacancy Rate' from: reiwa.com.au/the-wa-market/perth-metro/

Points of Note

- Perth property is the most affordable it has been since the unsustainable high valuations of 2015. The attractiveness of the state as a place to live and work with its great beaches and lifestyle has not changed.
- Perth rental income as a percentage return on investment has increased since 2018. Vacancy rates are increasing. While still very affordable, rents are slowly seeing a rise.
- If a resource is scarce, and high prices in the east see migration west, there may be opportunities for smart investors looking at the Perth market in 2020 & 2021.

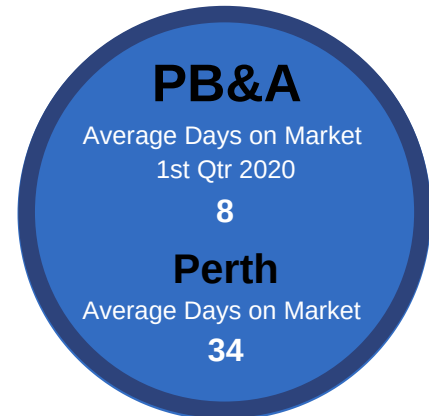


PB&A Performance

- In 2018/2019 we listed 82 Properties for Lease.
- The Average Median Days our owner's properties were on market over that 12 month period was 20 days.

This positive outcome is a result of re-balancing our Property Manager's portfolios, increasing marketing exposure (at no cost to our clients) and balancing our teams strengths.

In Jan and Feb of 2020, any property leased through PB & A was on market for an average of 8 days. We are proud to be recognised by reiwa.com and we like to be compared because the difference is obvious.



MAINTENANCE HIGHLIGHT - Multiple Quotes - Pros & Cons



Landlords regularly request several quotes for maintenance to be carried out on their rental properties in order to be able to compare. Our role as your property manager is to work in your best interests while getting you the best value for your money to ensure your property is an attractive place to rent for tenants. The following information is good to remember when considering sourcing a number of quotes for general repairs.

Good tradespeople are hard to get. We only source reliable and qualified tradespeople. Completing quotes can often result in no paid work. Further to this; being good tradespeople means they are usually kept busy! Therefore our tradespeople may charge for their time to produce quotes. These can range from \$50-\$100. They will advise us in advance and where they can they will absorb this charge.

We trust our tradespeople. Some of our tradespeople are people that we have worked with for years. We know that they are good at what they do, charge reasonable rates and get the job done right the first time. With this in mind, we recommend that in most cases, it is more cost effective just to get the job done first time, without having to shop around unnecessarily for quotes that can just cost you more money!

If you are preparing for expensive renovations to be done, obtaining several quotes is obviously a smart thing to do but for smaller more general repairs, it makes good sense (and good cents) to just get the job done!

Frequently Asked Questions (FAQ's)

What value do I get for my \$\$ when using Peter Bruhn & Associates?

In the last six months our team has completed multiple minor renovations for our clients. A core part of our business is giving you back your time and leveraging off the relationships we have with industry experts and tradespeople. One benefit of utilising our services is getting volume discount from our regularly used tradespeople that you may not have received for a one of service and you can rest assured knowing the job will be completed right.

We enjoy managing minor renovations for you in order to maintain or improve your assets value and give you the best opportunity to achieve a competitive market rent. Our team has experience with co-ordinating the scope of works and managing multiple trades in a property within a designated time frame included but not limited to;

- Sourcing and choosing suitable flooring replacements (Carpets and Timber).
- Sourcing and arranging the delivery of furniture and appliances including the removal of unwanted items.
- Organising partial or full interior and exterior paint jobs.
- Organising electrical, security, pool and blind compliance works to ensure your property is safe and compliant.

Social Media and its role in 2020

At PB&A we are embracing social media and utilising it to provide you with the opportunity to benefit from exposure to our network. We are working hard to get you the best returns for your asset across the board and providing you with access to a community interested and invested in local real estate like yourself.

Did you know we have the following Free Social Media Pages to provide you with up to date market Information, free advertising of your properties, useful information for Tenants regarding their rights & responsibilities, changes in legislation, maintenance blogs, PB & A Network collaborations, discounts from our regularly used tradespeople and off market Rental and Sales opportunities.

When we offer exposure of your property for sale to our network, it is going out to known property investors free of charge. While we don't personally sell your property (because we are busy focusing on property management), we want to help you achieve the best outcome possible. We are well connected in the industry and can guide you to a reputable and reliable sales representative should you be looking to sell. Feel free to follow us or leverage off our industry experience, blogs and reference information on any of the below avenues.



Website: <https://www.peterbruhn.com.au/blog/>

Facebook: <https://www.facebook.com/PeterBruhnAssoc/>

LinkedIn: <https://www.linkedin.com/company/property-management-leasing-specialistspeter-bruhn-associates/>

Instagram: https://www.instagram.com/peterbruhn_and_associates/



Meet our REIWA nominee for Property Manager of the Year | Ashleigh Beacham

Been in the industry: Over five years.

Passionate about: Maintaining and getting the best returns, for her clients assets. She strives to maintain clear and consistent communication at all times and is proud of the value she provides by solving challenges for owners and tenants.

Interesting Fact: Ashleigh had an exciting year in 2019. Not only did she provide great service to Owner and Tenants, she also became engaged to her fiancée Duncan as well as building and moving into her own home.