

## Rental Market Update

As many of you know, there is still a shortage of rental properties in Perth right now. The areas where PB&A have seen the highest demand is in the coastal suburbs in the \$400 - \$800 price range. Modern family sized homes or medium sized homes with a yard in close proximity to good schools and transport are in high demand. The inner city properties are not seeing the price increases that the suburbs are experiencing and the demand is not as high. This is a result of multiple factors such as; more flexible working from home arrangements still in place since COVID hit, reducing the need to work in the city, the repatriation of expats and international students back to their home countries and an increased desire for some outside space resulting from lock down experiences over the past 12 months.

The market does appear to have eased off a little in the last 4-6 weeks in terms of the number of people attending home opens translating into applications. For example, we hosted a home open in Osborne Park last week which had 25 groups through, we received nine applications from that home open. Of those nine applications, there were only two suitable applicants that were a good fit for the property and Landlord. Now, more than ever it is important to be diligent with checking and vetting applicants thoroughly and picking one who is not necessarily the highest bidder but the best fit for the property, ensuring it aligns with the investment strategy in place for the property over the coming 12 + months.

If you are looking to sell, please let us know so we can work with you towards a smooth sales transition. Please remember that a lease agreement overrides a sale agreement and there are obligations you must uphold with regards to an existing lease. It is so important to keep the lines of communication open with the Tenant to enable a successful tenancy finalisation, particularly when the sale of the property is involved. If you are interested in a sales appraisal we can connect you with reputable and reliable sales rep options in your area.



## End of an Era, Farewell Note from Chelsea

After nine years as part of the PB&A family, the time has come for me to move onto an exciting, new challenge. I started at PB&A working alongside my Dad (Peter) in late 2013 at 26 years of age, with the intention to grow a sales arm of the business to support the property management services we already offered.

In late 2015 as many of you know, my Dad was diagnosed with cancer. This meant we had to make some swift choices which saw me stepping into the role as Licensee of the company. Whilst this was a lot of hard work and a very daunting task with big shoes to fill, it was the on-going support of clients that made this transition easier both personally and professionally.

In 2019, we made the decision to sell the business so Dad could focus on his health. Since Anita and Jeremy stepped in as Directors, I have felt supported, appreciated and grateful to be part of such a great team and I am sure as a valued client you have felt the same. If you have been around for longer than two years, You have probably seen some changes implemented which have increased efficiencies and 'future proofed' the business with Anita at the helm. I'm so excited to see the future of the company and watch the next chapter unfold and I will always continue to be a huge supporter of the team and its' achievements.



At 33, I'm moving into the new phase of my career with a position at MRI Software as the WA based client liaison for cloud based software Property Tree. The decision to leave has never been about not wanting to work at PB&A, but more about looking for a new challenge in a larger company, where I'm not on the frontlines of day to day property management, in addition taking some time to find to a role that wasn't in competition with PB&A as that wouldn't sit right with me.

It has been an absolute pleasure working with each and every one of our clients and the whole PB&A team and I will be leaving with lots of fond memories to look back on.

*Chelsea*

## The next chapter...A note from the Director

It has been two years since I took the reigns as Director and Licensee of Peter Bruhn & Associates and I would like to echo Chelsea's sentiment and thank each and every one of you for your continued support through the transition period. It is my hope that the experience was seamless for you and that any changes you have experienced have been positive.

It is an absolute privilege to be the business owner of PB&A and I am immensely grateful for the opportunity to step up and take PB&A to the next level based on the solid foundation that was built by Peter, Deidre, Chelsea and the team. The time has come for the Bruhn business name to be retired and we thank Peter, Deidre and Chelsea for their support. We are incredibly excited to announce we will begin 2022 with a new business name which will be unveiled in a naming ceremony in due course so watch this space.

It is business as usual and Ashleigh, Emilee, Katherine and myself are here to answer your queries and continue to provide you with consistent and reliable property management service.

*Anita*



**Photos from the REIWA Excellence Awards Gala on the 21st May 2021**

