



# *GET REAL (estate) NEWS*

Your (not so) regular update on all things Scott BJ Properties



*SCOTT*

The City of Perth must be dragging the bottom of the barrel if I'm the one they got to do their promo video. I think it's safe to say Mr Hemsworth or Mr Clooney won't be too worried about losing any spots to this up-and-comer.





---

Hey y'all

Holly COVID19 Batman! Things have gotten a wee bit crazy! Who knew all it would take to get the Perth real estate market cranking again would be a worldwide pandemic? Ok, so the fact WA's economy is also steaming along doesn't hurt but even that has been pushed along by the pandemic. To say it's been an improvement would be the understatement of the century. It's like it's a completely different market.



Ok, that's enough of the real estate nonsense. If you want an in-depth analysis of the market and all that bizzo go down to the "Perth Real Estate" section below. Now onto more important stuff. Like what the photos above are all about and what I've been up to in the last couple of months (yes I'm that conceited and self-absorbed :-). Well the photos above include me sitting on the side of the road in 35C heat somewhere between Bunbury and Perth (second row left). I had the smart idea to ride to Bunbury and back (350ish kilometres) on New Years Eve. I made it to Bunbury but got as far as Mandurah on the way home (270km or so) before calling it quits and jumping on the train. I learned a lot on that ride. Particularly how painful a saddle can be after sitting on it for 9 hours or so and also that there is absolutely no shade on the Forest Hwy which makes getting enough water in quite a challenge. To top it off I held a neighbourhood New Years Eve Party on my street. I was EXHAUSTED.

The top one is of me celebrating Christmas with some of my cycling friends at our Christmas party. Bottom left is the lengths I went to to stay safe during our short sharp 5 day lockdown and the middle left is me enjoying one of the 40C days we had in the beginning of the year. A quick dip at Swannie beach washes away all manner of sins (and a bucket-load of sweat). Bottom right is my ongoing fight with gravity whilst riding my bike. Unfortunately a combination of slippery roads (thanks to the local council for watering a roundabout with no plants on it), fogged up glasses (thanks to a mask that blows hot air into said glasses) and me going a tad to fast :- ( resulted in me adding to my scar tally. Chicks dig scars right?

The top video is one the City of Perth commissioned to encourage people to

visit their neighbourhoods. As I'd been in contact with the council about holding my neighbourhood parties they suggested I might be a good spokesperson for the area. Little did they know I spent 90% of my time at drama classes at school playing on my calculator (remember snake/tetris) or catching up on homework I was meant to do the night before.

Well that's enough of me jabbering on. There are some interesting articles below including how to price your property in this rapidly changing market so please enjoy.

Luv ya,  
Cheerio!  
Scott BJ

**"Dear Scott,**

**I am very, very happy with the sale of our unit! Your advice and marketing strategy were spot on. Sold on the first home open! Your professional attitude and your thorough, trustworthy and reliable nature gave me confidence that I could depend on you to work honestly for a mutually agreeable outcome. You took extra effort to make my life easier in setting up the unit for inspection and always kept me well informed. I would have no hesitation in recommending you to anyone and would be happy to use you again in the future. All the best."**

#### Perth Real Estate

WOW, WOW, WOW!!! What a difference a couple of months makes. Last time I wrote the real estate market was starting to lift off and sales were picking up.

Now it's gone bonkers. I've been selling real estate for about 14 years (man I feel old) and I've only been in a market like this once or twice before (2007/2014).

However I feel this beats both of those.

Many people have asked me what is driving the surge in demand and if I feel it is sustainable. Well strap yourself in because here are my answers.

So what's driving this surge in sales and rising prices? In a word: Confidence and FOMO... ok, so that's a few words and an acronym but you get what I mean.

There has been a significant rise in people returning home to WA due to COVID. This has lead to both a demand on rental properties and properties for sale. Add in ridiculously low interest rates and a shortage of available properties and this leads to FOMO (Fear Of Missing Out for the "wiser" readers out there). There was already a lot of Perthonites looking at buying a property but due to this significant uptick in sales combined with the lack of supply they have now been pushed to hasten their property search. No more can they sit and watch the market for 3/4 months before picking the property they want and throwing in a low-ball offer. Now they have to go to a home open and compete with 50/60 other buyers for their chance to get a home. So that's FOMO covered.

The confidence comes from our amazing ability to strive through the COVID pandemic. Yes there are some business that have been significantly impacted and I REALLY do feel for them (they deserve more support but that's a different conversation) but the majority have done quite well out of the pandemic. The unemployment numbers continue to drop, our major companies are all reporting significant profits and low interest rates mean borrowing is cheap. This leads to a sense of stability and economic prosperity.

Now for the second question: Is it sustainable? You'll have to excuse me as I'm a "glass half full" kinda guy and always the optimist but with the WA economy powering ahead and the safe position we find ourselves in I think it would take a

major incident to change the positive outlook. I can't predict major incidents and they will undoubtedly occur but you should never plan your life around a "what if." Perth and WA has shown it can withstand major upheaval. People still need a place to live so there will always be demand. Perth and WA still lags the East coast by quite a margin so there is definitely room to grow.

Ok so I've already covered how the Perth market is doing (see above) so I thought I'd take this opportunity to outline how I feel is the best way to price a property in this market. You see at the moment the prices are rising so rapidly that recent sales are not always the best guide for what you will achieve with the sale of your home. I've had properties that were expecting to sell in the low \$700,000's selling for \$800,000+. All the sales data said it should be in the \$730,000 range but due to huge numbers at the home opens and competition for the property it pushed up the price.

So what do you do in this situation? Well a lot of agents will tell you to advertise without a price or this new fandangled sales method called Openn Negotiation. These are both valid options however I feel they will both end up with a lower selling price.

Advertising a home without a price infuriates 99% of buyers. They don't know if it's in their price range and don't know whether it could be a potential property for them or just a waste of time. Agents often hope that this will encourage the buyers to call/email/sms them to enquire about the price expectation. Agents love this as it enables them to get the contact details of the buyer who may already own property or may one day own property and then the agent can continue to market to them in the hope the buyer will one day be a seller and the agent can be the one to sell their property. The problem with this method is that people don't like real estate agents. Let's be honest, we don't have a fantastic reputation. I mean hell, even I don't like most agents (I may have just been taken off a lot of



Christmas lists by writing this



## What is a PCR and how does it work?

The Property Condition Report (PCR) is a written report that describes the condition of your rented property when you move in and move out.

In Western Australia, a landlord or property manager must prepare the PCR at the beginning and ending of the tenancy agreement.

As a tenant you will be supplied a copy of the PCR and have the opportunity to dispute an item in the PCR, including asking for other items to be

included.

You should retain a copy of the PCR once completed as the landlord or property manager will compare the initial PCR and the final PCR to determine if there are any damages to the property.

If the dispute proceeds to the Magistrates Court then decisions will heavily rely upon the information in the PCRs.

### ***What it means for tenants***

Knowing what the PCR contains is essential to your rights as a tenant. It is important you take the time to thoroughly check the PCR including fixtures and fittings.

Ensure that the initial PCR accurately reflects the condition of the premises. As time passes your memory may not be as clear as when first moving in, so an accurate PCR can save you a lot of money and hassle when it comes to your last inspection and getting your bond back.

When moving into a new place, the last thing many tenants want to do is diligently inspect every crevice of the house, but it's these minor issues that become the very cause of disagreements between the landlord/property manager and the tenant during the final inspection.

You have seven days to disagree with any information in the PCR after you get it, so if you believe it is not accurate, use this time to address any concerns.

At the end of the tenancy and prior to handing the premises back to the landlord or property manager, refer to the original PCR and ensure that the premises, with the exception of fair wear and tear, reflect the description in

the original PCR.

The landlord or property manager will prepare and provide you with a final PCR within 14 days after the termination of the tenancy.

Ensuring you maintain good communication with your landlord or property manager will ensure a smooth process when or if any issues arise.

Important things to note in the PCR are:

- Any damage big or small should be noted and photographed.
- The report can be adapted to suit the premises if need be.
- A PCR should be completed whether or not a rental bond is taken.
- A PCR is not needed if the same tenants renew a tenancy agreement.
- Once the landlord or property manager completes the PCR, they must give two copies of the PCR to the tenant so they can examine and if necessary return one copy back that shows any disagreement.

When the tenancy comes to an end, the landlord or property manager will determine if there has been any damage to the property based on comparing the initial and final PCRs – taking into account fair wear and tear.

Funnies



**MY FACE**



**BEFORE TELLING MY CLIENT  
THE OFFER WAS ACCEPTED**





## **5 OF THE MOST COMMON IT PROBLEMS IN 2021 AND HOW TO FIX THEM**

Whether for the better or for the worse, computers have changed our lives drastically. Many of us rely on our computer devices heavily on a day-to-day basis, so when they stop working, it's a serious problem.

In this post, we'll walk you through 5 of the most common everyday computer problems that our clients encounter. Read on to learn our top tips for troubleshooting these IT issues, so that you can get your computer back up and running in no time.

### **MY COMPUTER ISN'T TURNING ON. WHAT DO I DO?**

When a computer isn't turning on at all, it means that there's probably something wrong with its power supply. It might sound obvious, but the first thing to do is to unplug your computer and plug it directly into a power outlet that you know is 100% working. It sounds silly, but some problems are solved by simply changing power outlets. If you're using a laptop, make sure that your charger is plugged into the power outlet and the laptop's charging port correctly, and also make sure the charger isn't faulty.

Once you've checked the power and charger cables, turn up your brightness all the way and try to turn your device on again. If there's still nothing—i.e. no fans running, no lights, no sounds, no images—, then there's probably a bigger issue at hand and you should get a professional to replace your power supply.

### **WHEN I TURN MY COMPUTER ON, THE SCREEN IS BLUE.**

If you've never encountered the Blue Screen of Death, count yourself lucky.

This annoying glitch will frustrate even the most patient people. Blue screens usually occur when there's an issue with your computer's hardware or its hardware driver software. On a healthy, well-functioning computer, blue screens should be rare, if not totally nonexistent. Unfortunately, the error messages that pop up are unintelligible to everyday users, so our advice would be to take a photo of the screen and send it through to an IT professional.

### **MY COMPUTER IS ALWAYS RUNNING SLOW AND LAGGING.**

Time is valuable, so a slow computer is a surefire way to drive anyone crazy. The best thing to do is to first close all unneeded programs, tabs, and applications. Every file and window that's open uses up system resources for the duration that they're open, so if there are a dozen different windows piled up in the background, your computer's system is probably being overworked. You can also open up your computer's Task Manager (or Activity Monitor for Mac users) to access diagnostics that break down which files are using the most resources. From there, you can force quit programs that are frozen or no longer being used.

If you find yourself running into this issue frequently, it's a good idea to have a professional look at your device to see if there are any other underlying issues behind it. A well-maintained computer shouldn't present this issue often.

### **I LOST A FILE ON MY COMPUTER. CAN I GET IT BACK?**

We all know the feeling of sheer panic when you realise you've lost something that you really need. If you've accidentally deleted a file, you can usually recover it from the recycling bin on your computer desktop. If you

deleted it a while ago and have only just realised that you need it back, the recovery situation is a little more complex, so it's best to ring an IT specialist to come help.

The best way to ensure that you're not at risk of losing important files is to have your computer backed up regularly. If you don't have much data to store, cloud backup services will usually do the job fine. If you'd like something a little more, you can have your IT provider backup your servers and PC. Backup services are much cheaper than file recovery services, so it's definitely worth doing.

### **I KEEP FALLING FOR FAKE EMAILS. HOW CAN I TELL IF AN EMAIL IS SPAM?**

There were about 306.4 billion emails sent and received every day in 2020, so it's fair to say that most of us receive dozens of emails everyday. While emails are a convenient way of sending and receiving messages, it's also a great opportunity for spammers and hackers to access people's personal information and data.

Many spam emails look fairly harmless at first glance, so it can be difficult to distinguish a spam email from a genuine one. A good way to tell if an email is legit is to look at the sender's email address. If the email is purporting to be from a business, it shouldn't come from a free email service address such as Gmail or Yahoo or Hotmail. It's also handy to evaluate the kind of information the sender is requesting from you. Reputable businesses don't ask for sensitive information like credit card numbers or bank details via email, so you have reason to be wary if an email is asking you to share this information. If you don't already, we would recommend utilising your email

account's spam settings to help you filter your inbox.

## Scott's Spots



### **18W/14-18 Kings Park Ave, Crawley**

High \$1,000,000

Stunning views from every room.

Beautifully renovated.

3X2X2



### **6/60-62 Henry Lawson Walk, East Perth**

Offers From \$800,000

Luxurious ground floor apartment  
meters from Claisebrook Cove

3X2X2



### **14/389 Stirling Hwy, Claremont**

Mid to High \$200,000's

Great starter, renovators delight or  
investment property

1X1X1





**97 Clifton St, Nedlands**

SOLD

Beautiful family home set in nature.

3X2X2