



CENTURION MANAGEMENT SERVICES

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LAUGHLIN HOUSING MARKET INFORMATION

With a population of 7,770, 3,906 total housing units (homes and apartments), and a median house value of \$163,865, Laughlin real estate and house prices are near the national average for all cities and towns.

Large apartment complexes or high rise apartments are the single most common housing type in Laughlin, accounting for 54.56% of the town's housing units. Other types of housing that are prevalent in Laughlin include single-family detached homes (23.89%), duplexes, homes converted to apartments or other small apartment buildings (9.86%), and a few row houses and other attached homes (8.52%). This particular housing mix is relatively uncommon and characteristic of towns that are compact and walkable, and which often have a lively downtown.

People in Laughlin primarily live in small (one, two or no bedroom) units, chiefly found in large apartment complexes or high rise apartments. Laughlin has a mixture of owner-occupied and renter-occupied housing.

There is a lot of housing in Laughlin built from 1970 to 1999 so parts of town may have that "Brady Bunch" look of homes popular in the '70s and early 1980s although some of these houses were built up through the early '90s as well. There is also a lot of housing in

Laughlin built between 2000 and later (17.42%). A lesser amount of the housing stock also hails from between 1940-1969 (2.83%).

The Laughlin rental market has been very tight, with excellent absorption of

AVERAGE LAUGHLIN MARKET RENT

\$1,030 per month

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Centurion's Owner 1099 forms will be emailed on January 31, 2019

Would you like 6 months of property management

FREE?

It's as easy as 1, 2, 3!

1. Refer Centurion to other income property owners!
2. If the referral billing totals \$1,500 a month in billing, you...
3. Get six months of FREE property management for one property.

Call Shari for more information

702.435.7368

Are Your Tenants Federal Employees? Would You Like to Help Them?

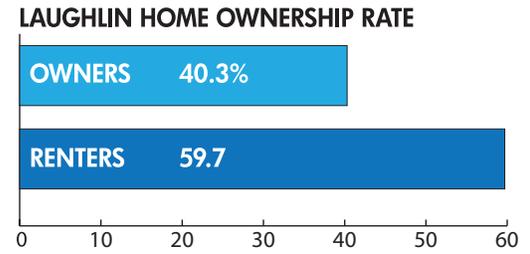
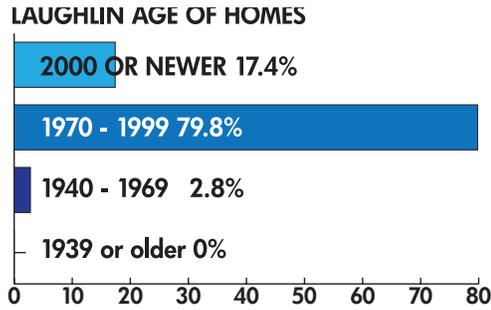
As a property owner, would you be willing to give a discount, a one month collection reprieve, or another concession to help Federal employees during the shut down? Centurion will waive all management fees when owners make

concessions to help tenants affected by the government shut down.

Please call Shari at 702.435.7368 if you're willing to help.

Thank you!

available units. Snowbird units tend to be re-rented each year by the same tenant, adding stability to those furnished units. However, many Snowbird unit owners have been wanting to maximize their total rental income returns by leasing the property during the summer months.



Las Vegas Rental Market Statistics 2018 and 2019

- What are the rental vacancy rates in Las Vegas? 5.1 %
- What is the median rent in Las Vegas? \$1,000
- How many people live in Las Vegas? 2.2 million
- What are the percentage of renters in Las Vegas? 48% and increasing
- What is the median household income in Clark County? \$51,214
- What is Las Vegas' unemployment rate? 5.5% and decreasing
- There were 39 million visitors in 2017, 38.8 million in 2018

According to statistics rental vacancies in Southern Nevada decreased in the first quarter of 2018, extending a four year long streak. Vacancy stood at 5.1 percent in the first quarter, 0.6 percentage points lower than one year ago, and 0.3 percentage points lower than in the fourth quarter of 2017.

Employment growth in the technology, construction and hospitality sectors will lift the city's rental market in 2018 & 2019. Above-average employment and population growth will help as well: the Las Vegas market will rank No. 6 for job growth, with gains of 3.2 percent, and its population of adults ages 20 to 34 - a prime rental demographic - will grow faster than any other city's, at nearly 3 percent. Housing prices are up.

Decreased supply + increased demand = rising rental rates. Simple economics. Rent rates are steadily increasing in our market and vacant "days on market" is down. Demand for rentals in many zip codes has increased tremendously. Contact Centurion Management Services if you're interested in learning more about investing in Las Vegas or our Property Management services.

TENANT SCREENING:

The screening process is where the strongest work must take place. Securing great tenants is in everyone's best interest. Cen-

turion Management uses a resident screening process that analyzes income, credit, rent payment history, employment history, background check and other factors that indicate the likelihood the tenant we place in the home will perform according to his/her obligations under the rental contract. *Did You Know?* Due to Centurion's comprehensive Tenant screening process we have less than a 2% eviction rate over a 5 year period.

WHAT KIND OF CONDITION DOES MY PROPERTY NEED TO BE IN TO FIND A QUALITY TENANT?

The property's condition is one of the most important aspects of marketing a vacant rental property. Properties that are not "Rent Ready" when they're placed on the rental market tend to be slower to rent and attract renters who are not only willing to settle for less than top quality, but who treat their rental properties with less care and concern than we want to achieve for our owners. Furthermore, quality renters typically can't envision what the property will look like after we do this or that...telling

the prospect we're going to be painting, or going to be replacing carpets is virtually useless. The first impression of a vacant property is the lasting impression of that property. That's why we urge our owners to take care of the basics: fresh paint, clean floor coverings, functional window blinds, and everything in good working order. The results are always much better when we approach the marketing process with a rent ready home!



PLEASE NOTE:
All move-out reports will list majority tenant repairs of which tenant security deposit will pay for. Owner repairs will be very limited to avoid additional move-out costs to our owners.