LUXURY ESTATE LIVING
MIXED-USE DEVELOPMENTS
URBAN RETIREMENT VILLAGES
OFFSHORE PROPERTY INVESTMENT
IN WITH THE NEW...

As human beings we are constantly looking for better ways to do things i.e. it is a better way to work, play and most importantly live and this has caused a shift in the residential property market. Home buyers are reconsidering standalone properties in suburban areas, seeking security and luxury amenities that lifestyle estates provide. We look at how mixed-use precincts are rising as the new urbanism movement promoting a healthier way of living. Hasmita Amtha our contributor shares some local property insights on the current residential property market, see page 19.

Trisha Harinath gives us the ins and outs of international and local property investment, see page 12.

Happy reading!

Kelebogile Nondzaba
Editor

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A home that works as hard as you do

Deadlines don’t wait – even if it’s your first night in your new apartment. You find yourself unpacking spreadsheets instead of boxes, moving decimals instead of furniture and, instead of crawling into your brand-new king-size bed, you crash on your not-so-soft dining table.

We know life’s unpredictable, and so is work. That’s why our homes are tailored to you, wherever your life or career takes you.

Craft Homes. We don’t just build homes, we craft them for life.
There has been a shift in the residential property market, particularly in luxury living. Multi-generational and mixed-use developments are taking shape, looking for a holistic living environment. Multi-generational and mixed-use precincts, taking shape.

In with the new. While the old age home had an institutional nursing culture, modern-day retirees seek a far more refined and lifestyle-oriented facility – a far cry from the ‘old age homes’ that were provided at much more affordable prices.

THE MATURE CHOICE
Retirement villages and estates have been around for a while, but are now being re-conceptualised to suit more the contemporary lifestyles and needs of its retired residents. 

THE URBAN FIND
For many the dream of retiring at the coast is a peaceful environment where they can enjoy the seaside lifestyle. This is what they work towards, but that’s slowly changing, as luxury urban retirement is on the rise. Property development brand Blok’s CEO Jacques van Embden believes that an increasing number of older South Africans opt to stay in urban areas after retirement age as they prefer to keep economically active, near to family members and medical facilities.

BOUNTFUL BENEFITS
While each retirement residential solution differs in terms of what they offer, from location to amenities, they are all focused on providing the best services and facilities to ensure a comfortable lifestyle.

THE WATERFALL DEVELOPMENT
In South Africa 2018/2019 Award for the Waterfall Development, by the International Waterfall Management Company was honoured with the Best Mixed-use Development.

FAST FACT
Waterfall Management Company was honoured with the Best Mixed-use Development in South Africa 2018/2019 Award for the Waterfall Development, by the International Property Awards in Africa and Arabia Chapter. (Source: PropertyWerkz.com)
Van der Spel of AVIEW recognises this need for an urban retirement solution. He says: “We have developed a community integrated retirement model, which will be bringing retirement living to the suburbs. Traditionally retirement estates are located further out of town, but having researched international trends and working with a great foreign advisory firm, we are well on our path to rolling out our services in Cape Town’s southern suburbs.” Towards the end of this year, AVIEW will be launching its first urban retirement development, Wytham Estate, in the luxurious southern suburbs of Cape Town.

With many options and so much on offer, selecting a retirement village is ultimately a decision based on your lifestyle and needs. As Breedt of Groenkloof points out: “Very often, growing older can mean a ‘smaller’ life. It is therefore of paramount importance that retirees be accommodated in a retirement environment that offers a wide variety of opportunities and living areas, whether big or small, that suits the individual’s style, preferences and uniqueness.”

**FIND FACT**

*In South Africa, the population of over 65s is set to double in the next 30 years. Their requirements for second lifestyle estates will most certainly increase. Already sales from over 65s in the southern suburbs of Cape Town – stand at over 30%.* Nearly all homeowners are looking to downsize and find somewhere where to retire. The right product in the right location will certainly be in high demand.

“Give us space, not age.”

**FAST FACT**

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**The Mixup it up**

On the other end of the spectrum, we have mixed-use nodes. While most luxury residential estates border on the outer part of a city, the lifestyle concept of mixed-use developments is on the rise, offering city dwellers the ultimate “live, work and play” environment. New York, London and Sydney have adopted this concept as the demand for livable areas that are safe and secure, and South Africa is seeing this too.

**The New Urbanism**

Redefining an approach to urban living, mixed-use development is the new urbanism movement that promotes a healthier live-work-play balance. It offers you the luxury of living in one space, where you can walk to work and the gym, easy shop, grab a meal or coffee at a restaurant or coffee shop and possibly even watch a movie at the cinema – all without having to jump into your car and drive far.

One of the first mixed-use developments in South Africa has been Amdec Property Development’s award-winning Melrose Arch Precinct, which offers residents the comfortable lifestyle of working in beautiful offices, high-end retail convenience, a number of established restaurants and coffee shops and gym facilities.

Similar properties are popping up around the country, from the area of Menlyn Maine, which merges commercial, residential and retail spheres into one space, to Rosebank’s rejuvenation, which provides residents with the convenience of Rosebank Mall and all its amenities, the Gaustran and a pedestrian environment.

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**CITY COMFORTS**

Cape Town is a town for the comfortable city living it offers residents and is continuously attracting young professionals from other parts of the country. Taking this to the next level and reimagining inner-city living is Amdec’s Harbour Arch, which will start with its initial phase of construction in the first quarter of next year.

“The new urbanism trend, which requires all your daily needs to be within walking distance, is well established and gaining significant traction in South Africa, with developments like Melrose Arch, Menlyn Maine, Groenkloof Arch, and now Harbour Arch as prime examples,” says Nicholas Stopforth, managing director at Amdec Property Development.

He says Harbour Arch combines all the elements necessary for 24-hour city living in a safe and secure environment that follows global best practice around sustainability.

“A precinct such as Harbour Arch is all about being able to live, work and play with people around at any time of the day or night, making it secure by design,” he says.

Stopforth believes, from personal experience living and working in mixed-use developments, that the new urbanism style of living can have a meaningful impact on the way we live our lives. “From my own experience, it’s a convenient, comfortable lifestyle. You never have to get in a car in the morning. You no longer have that hour, or longer, of commuting twice a day. You can rather use that freed-up time as you choose.”

Offering high-end amenities, Harbour Arch will comprise a residents-only pool, exercise area and terrace all located on the 17th floor. The building will also feature a rooftop garden and viewing deck on the 24th floor.

Harbour Arch residents can expect to enjoy other innovative features such as waste recycling, water-saving facilities and rainwater harvesting, a centralised district cooling plant, and low-energy LED lighting.

“Truly, Harbour Arch brings with it the best of mixed-use precinct trends from around the world and combines it with a unique African flair to offer people an exciting and innovative living experience,” concludes Stopforth.

With thanks to Amdec Property Development (Harbour Arch, Melrose Arch), AVIEW, Blok, Craft Homes, Evergreen Retirement Holdings, Groenkloof Retirement Villages and Negester
AFFORDABLE LUXURY

Floor: Calais porcelain tile 900x900x12mm
Fireplace wall cladding: SG Emperador Grey porcelain tile 1200x600x10mm
Coffee table top: Volakas marble

GET STUCK ON THE FAIRWAY, NOT THE HIGHWAY.

Welcome to the river life at Heron Banks, with prime stands selling from R670 000.

Heron Banks puts an 18-hole Danie Obermeyer designed golf course in your backyard, so you’ll always have time for a relaxing round. Situated on the banks of the Vaal River, it’s a 45-minute escape from the hustle and bustle of Johannesburg. Enjoy the safety of an afternoon stroll on the walking trail throughout the estate or relax with a sundowner at the fully equipped 2 015m² clubhouse.

On show daily by appointment.
Contact Craft Homes on 08600 CRAFT (272 38)
Evolution of the Bathroom from Functional space into Intimate sanctuary

The first look is titled, **HYGGE BOHEMIAN**, Hugge (pronounced hu-gye) is the Danish word for recognising a feeling that is cozy and bohemian and is described as “socially unconventional in an artistic way”, which is exactly how this look came together.

Using a white backdrop – mixing and matching warm colours and textures that evoke a sense of domestic freedom, LIQUID Red’s polished rose gold tapware from the SOLACE Range in conjunction with the INTEGRITY matt black bathroom accessories were used to emphasise the lived-in spirit of this space.

**ORGANIC INDUSTRIAL** is the name given to the second look which was intended to appeal to a specific décor devotee that prefers rustic spaces using raw, often theatrical materials mixed with wood and strong dramatic black tones. Nero Marquina marble was used to represent a sense of wealth and acknowledge the dark walls. To offset the dramatically dark backdrop and soften the space, white elements were introduced – hexagonal floor tiles, bath, white basin and polished chrome bathroom accessories and tapware. The lighter tone of the chrome finish with its reflective surface allows for a distinctive appearance against the moody dark walls, the INTEGRITY Range of bathroom accessories and the SOLACE tapware range from LIQUID Red were applied to complete the overall look.

**LIQUID RED**
INVESTMENT OPPORTUNITIES

PROPERTY PORTFOLIO

How to Go About Investing in International Property

If you are looking at investing in property overseas, “one of the trickiest aspects is figuring out the financing,” says Karen Angus, sales and marketing director at Evaco Group – Mauritius. “If a client is planning to go through a foreign bank to get a mortgage, the client must be prepared to shell out a big down payment and potentially pay a high interest rate.” In order to ensure you are equipped with the knowledge to proceed with investing in property overseas, Angus recommends identifying the financial aspects and rules that are implemented by the country you are looking to purchase property in. She says property laws also need to be understood and advises that you ask yourself the following questions at the start of the process: “What contract will be used? Is it a freehold or lease property? Is the payment off-plan? Is there a bank guarantee on the project for good completion?”

Horizon Capital Residential’s managing director David Sedgwick recommends that “the safest and best option is to partner with a service provider or a company that has the necessary experience and expertise in a particular niche to oversee your investment and management.”

“The benefits of going about your investment this way is that you will be guided through the various processes of purchasing offshore – from understanding the market, sourcing the property, negotiating the deal and arranging finances to advising on a suitable structure, overseeing the property due diligence and compliance with the legal transfer process, sourcing a tenant and ultimately the ongoing management of the property.”

DOS and DON'TS When Investing in Property Internationally

As with many things in life, investing in property comes with a list of dos and don’ts, and if these are addressed right from the start, your journey to owning an international property asset will have a solid foundation.

“Ensure that you are purchasing a quality asset,” says Sedgwick. He says you should not forget about the location as this could ultimately make or break your investment. He also recommends conducting a survey in the due-diligence period – “you don’t want any nasty surprises such as the property needing to be reviewed or other major issues.”

Buying an investment property should take the same amount of time and effort as purchasing a property for personal use. “Always take your time, as buying a property is something that should never be rushed, and this is even more so if you are buying in an unfamiliar location. Make sure you spend time in the area in which you want to buy, both during and after the holiday seasons,” says Angus. She suggests you get advice from a professional in real estate in the country that you are looking at buying in. “And don’t buy more than you can afford.”

International Property Investment Checklist

Do your research when investing in international property, and keep a checklist as you go along. “Start the research with a comprehensive list of foreign ownership restrictions,” recommends Angus. She says as part of your checklist, include your financial goals, the purpose of your investment, the tax regulations of the country you are looking at purchasing property in as well as the political, social life and economy of the country.

Sedgwick suggests you “invest in a country that has a fundamentally strong legal framework and entrenched property rights; the prospective country needs to be relatively low-risk from an economic perspective given that SA is a high-risk environment; the potential country should have a well-developed global banking system that will allow you to access your rental income and capital (should you sell relatively easily).”

He says you should consider investing in an area that has, for example, good schools, universities, public transport and infrastructure, and an undersupply of accommodation. “Within the location chosen, purchase a quality asset. Considering the long-term nature of property investment, it is vitally important to invest in high-quality properties in desirable areas, where you will benefit from strong and consistent capital growth on your asset base,” he says.

Top tips for international property investment

Karen Angus, sales and marketing director at Evaco Group – Mauritius:

1. Consider the objectives – your final decision will depend on whether you are buying property for personal use or investment/rental purposes.
2. Emotions and investment do not mix – if the property is not being bought for personal use, it is best to check the emotions at the door and base decisions on hard facts and figures.
3. Choice of country – a vital consideration in international property investment is selecting a country to invest in. Evaluate the strengths and weaknesses of your choices.

David Sedgwick, managing director at Horizon Capital Residential:

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2. “And don’t buy more than you can afford.”

Property

Trisha Harinath looks at investing in international and local property

Men and more people are looking at ways to diversify their wealth portfolios and even earn some passive income at the end of every month. And one of the best ways to do this is by investing in property.

Whether international or local, property investment, if done correctly, will yield a profitable return since property is an appreciating asset, and is an asset that will provide a passive income at the end of every month. And one of the best ways to do this is by investing in property.

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STAYING CLOSER TO HOME

If you are still new to property investing, it may be a better option for you to start by looking at local properties. The team at Property Assist offers comprehensive lists that can help you begin the journey to becoming a successful local property investor.

REQUIREMENTS TO ENTER THE PROPERTY MARKET – Faizel Moos, chief investment officer, Property Assist:

- If you qualify for FLISP (Finance Linked to Predetermine your affordability through a mortgage originator if you want to use bond
- Do not buy at the high end of a property cycle.
- Revisit and measure your investment returns against your strategy and plan with your
- Do not buy because "your friend" said so without doing the research yourself.
- Do not buy emotionally. It's an investment, not the home you are going to live in.
- Many investors are driven by the question of if they would live there. However, this is not important but rather whether there is a demand for property in that area and what the price range is.
- Do not buy because "your bond" is not as high as the research yourself.
- Do not buy without understanding the contracts and other information properly and making sure you understand everything. You should talk to your property investment adviser before you buy.
- Do not buy without a proven track record or is not a specialist in the field. This way, you will have a proven track record for at least five years. Furthermore, you will have uniquely structured property investment opportunities for the next 30 years of property cycles in South Africa that they would have witnessed the stress test over this period and can continue to withstand such tests.
- To lower the risk of loss of capital, you could also buy at the right price and therefore purchase the larger part of the return, which will provide a buffer for the various influences of an unstable economy.
- And finally, another way to deal with this issue, although this has more application in the commercial and industrial space, is to ensure that your bonds are signed for longer terms and at the same time to ensure that at least 85% of your tenants are national tenants with reasonable yearly escalation rates written into the lease agreements.

A STEP-BY-STEP GUIDE FOR INVESTING IN LOCAL PROPERTY

- Determine what you want to invest and contribute a cash if you have any. This is important.
- Find a property investment originator/adviser and discuss with them on how to find property investments with a good yield.
- Work out a strategy with your property investment originator/adviser regarding whether your potential opportunities are high or low yield.
- Select your investment opportunities and get advice from your property adviser.
- Purchase and sign the agreements for your property investment.
- Receipts and measures your investment returns against your strategy and plan with your property investment adviser quarterly.

WHAT NOT TO DO – THE MANAGEMENT TEAM AT PROPERTY ASSIST:

- Do not become an investor, not the home you are going to live in. Many investors are driven by the question of if they would live there. However, this is not important but rather whether there is a demand for property in that area and what the price range is.
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“Whether international or local, property investment – if done correctly – will yield a profitable return.”

SAFEGUARDING YOUR PROPERTY INVESTMENTS IN AN UNSTABLE ECONOMY – Daniel Lombard, chief operations officer, Property Assist:

Live beyond the ordinary

Your oasis of calm from R2.95 million

Set in a mix-use precinct shielded from the hustle of Sandton CBD, Sandton Gate Terrace offers ultimate serenity with vibrant green spaces and living art – all with direct access to both William Nicol Drive and the Sandtonfontein Sprout Village and billing trail.

Experience a new way of living by being able to walk to restaurants, coffee shops, retail spaces, offices and a Planet Fitness gym.

Welcome to Sandton, but smarter.

On show Tuesdays to Sundays, from 12pm to 5pm. Call 08600 272 38 for an appointment and to view our show unit.

With thanks to Evaco Group – Mauritius, Horizon Capital Residential and Property Assist.
Wake up to the future of sleep

Introducing the all-new Sealy range, with Posturepedic Technology™

At the heart of every new Sealy mattress you’ll find exclusive Posturepedic Technology that’s taken 65 years of experience into the future to provide support that’s right for you. No matter who you are or how you sleep, there’s a Sealy mattress designed to balance the support you need with the feel you prefer.

The future of sleep is here today, and its name is Sealy.
LOOKOUT BEACH | R 7 500 000
A HOLIDAY HOME FOR ALL SEASONS
BEDROOMS 3 | BATHROOMS 2 | PARKING 1
WEB 2790548
North-facing ground floor apartment with open plan living area and kitchen. A big balcony leading off the lounge and from the main bedroom, neat as a pin.

TURTLE CREEK | R 7 500 000
TASTEFULLY FURNISHED HOME IN TURTLE CREEK GOLF ESTATE
BEDROOMS 3 | BATHROOMS 2 | WEB 1915777
Enter from a covered entrance into a spacious living area that flows onto the pool deck area. The double garage has a separate entrance for the golf cart. As an added bonus the golf cart is included in the sale! Grab your clubs & councillors today!

GOOSE VALLEY | R 5 500 000
STYLISH CHARM IN UPMARKET PRIVATE ESTATE
BEDROOMS 5 | BATHROOMS 4 | GARAGES 2
WEB 1972724
The Meadows Country Estate offers tranquil living close to Goose Valley Golf Club, Plett CBD, lagoon and beaches. This immaculate and generously proportioned family home is built on a large stand.

CASTELTON | R 1 250 000
APARTMENT FOR SALE WITH GLORIOUS VIEWS
BEDROOMS 3 | BATHROOMS 2
WEB 3499507
Breathtaking mountain, sea and iconic lagoon views from this north facing large home. All on one level with wheel chair access makes this property a candidate for retiring.

CUTTY SARK | R 4 250 000
FOREVER VIEWS
BEDROOMS 3 | BATHROOMS 2 | GARAGES 2
WEB 3477780
Apartment for sale with glorious views and gone, and in typical South African style we have bounced back. Only a few weeks in after the elections, the renewed confidence in the market has resulted in our phones ringing with enthusiasm and buyers being more willing to put pen to paper and commit to signing the deal. Prices are currently the same as a month ago and even lower than this time last year, which gives buyers the opportunity to purchase a property now at a really good price. If you are considering purchasing upwards and increasing your investment in property, this is an excellent time to buy.

UPPER MAIN STREET | R 1 600 000
NORTH FACING GROUND FLOOR APARTMENT
BEDROOMS 3 | BATHROOMS 2 | WEB 2852303
This ground floor apartment consists of 3 spacious bedrooms, 2 bathrooms, entrance hall, open plan living area and kitchen. A big balcony leading off the lounge and from the main bedroom, neat as a pin.

KEEP IN MIND ...

Hasmita Amtha chats to Firzt Realty CEO, Denese Zaslansky about the current residential property market.

WHAT IS THE CURRENT SITUATION WITH THE RESIDENTIAL PROPERTY MARKET?
The elections have come and gone, and in typical South African style we have bounced back. Only a few weeks in after the elections, the renewed confidence in the market has resulted in our phones ringing with enthusiasm and buyers being more willing to put pen to paper and commit to signing the deal. Prices are currently the same as a month ago and even lower than this time last year, which gives buyers the opportunity to purchase a property now at a really good price. If you are considering purchasing upwards and increasing your investment in property, this is an excellent time to buy.

WHERE IN THE COUNTRY SHOULD HOME BUYERS BE CONSIDERING?
Generally buyers are looking for properties that offer good value for money. If they happen to find a sound value proposition in another suburb, they don’t mind being inconvenienced for the sake of affordability and accommodation.

WHAT TYPES OF RESIDENTIAL PROPERTIES SHOULD BUYERS BE LOOKING AT?
It is dependant on your needs as a buyer – this will influence the sort of property you will acquire. First-time buyers have superb offerings currently with many units available countrywide in new developments, which are VAT-inclusive and below the transfer duty threshold. Unfortunately, most of these developments are built far from the main business nodes, which then means additional costs for travelling are incurred. Growing families look for larger stands and greater accommodation requirements, while people scaling down are focused on more compact living with lesser and fixed monthly costs. Essential components remain price, security and preference for lower levies in sectional title units.

HASMITA AMTHA
Hasmita Amtha chats to Firzt Realty CEO, Denese Zaslansky about the current residential property market.

EXPERT VIEW
We are a family business with over 40 years of experience and service excellence in the glass and aluminium industry. Our services start at the design stage and incorporates the supply and installation of all our products. We have the technical expertise to offer full architectural glazing solutions and façade fenestration to our clients, and have recently ventured into bespoke façade fenestration.

What makes us unique
We are proud members of SAGGA (South African Glass & Glazing Association), AAAMSA (Association of Aluminium Manufacturers of SA), Master Builders Association and the Durban Chamber of Commerce.

WHAT SHOULD HOME OWNERS BE CONSIDERING WHEN PURCHASING A HIGH-END RESIDENTIAL PROPERTY?

Purchasers at the top of the scale need to understand that the holding period to realise a profit on the purchase will only be determined by when they choose to sell and the prevailing market conditions at that time. It’s important to know this when considering a high-end buy.

WHAT ARE YOUR THOUGHTS ON ESTATE LIVING AND THE DIRECTION IT’S GOING IN SOUTH AFRICA?

Estate living is highly sought after in South Africa – with so many options of lifestyle estate available (think golfing and equestrian to even trust estates), the essential requirements are easily met. This includes security, proximity to good schools, easy access to highways and shopping centres, park-like benefits within the estates where children are able to play and ride their bicycles, community living, having access to restaurants, gym facilities, pool and club houses for entertainment needs. It’s an ideal solution for comfortable and secure family living.

“…”

Consider this

Firzt Realty has successfully opened an auction division to help sellers who have tried the conventional selling methods without success. The high selling rates that accompany sales are not an accident in itself. The benefit to sellers is that the buyer pays the buyer’s premium, there is always a reserve price, and the buyer has to be guaranteed within 30 days, whether the transaction is being funded by way of a mortgage bond or not. In some instances the premium paid by the bidder has been higher than the reserve price due to the number of people watching the auction and the fear of loss that is created when more than one buyer is bidding.

With thanks to Firzt Realty

“If you are considering purchasing upwards and increasing your investment in property, this is an excellent time to buy.”

– Denese Zaslansky, CEO of Firzt Realty

011 731 0300
www.firzt.co.za
French Art de Vivre

Cocoon. Large 3-seat sofas, designed by Sacha Lakic. Patterned fabrics designed by Kenzo Takada.

Vivienne. Wardrobes, cocktail table and armchairs, designed by Pierre Dubois & Aimé Cécil.

Daiya Jutan. Rug, designed by Kenzo Takada.

European manufacture.

CAPE TOWN - 10-12 Kloof Street, Gardens. Tel: 021 286 0793. capetown@roche-bobois.com

JOHANNESBURG - 27 Commerce Crescent, Kramerville, Sandton. Tel: 087 805 7090. johannesburg@roche-bobois.com

www.roche-bobois.com