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REAL ESTATE INVESTOR®

MAGAZINE JULY 2025 #181



AUCTIONS NEW BENCHMARKS
High demand & High Prices

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A Smarter Way to Manage Property

INVESTING ALERT
Cape Town's short-term tax explained

EXP REALTY

Triumphs at Reside Awards 2025 Empowering Excellence in Residential

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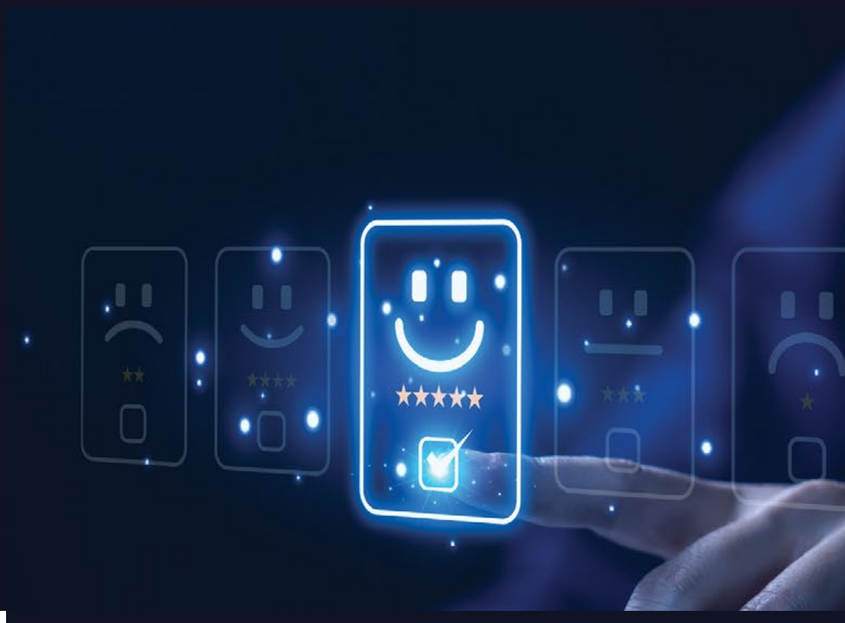
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At eXp Realty, we're constantly evolving to bring you innovative ways to enhance your real estate business and increase your income. With the launch of eXp Offers, you can now provide your clients with a wide range of essential after-sales services, adding value to their property exchange experience while earning referral fees or commissions!







What's in It for You?

- ✓ **Earn referral fees or commissions** when your clients utilise services offered through eXp Offers. You introduce the services, and we handle the rest.
- ✓ **Strengthen your relationship with clients by offering** them access to trusted partners, from insurance and banking to home services like construction and maintenance.
- ✓ **No extra work for you!** Simply introduce the services and the client takes it from there – all managed seamlessly through our customer portal.

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- ✓ You provide more than just real estate; you offer a full suite of essential services, increasing client satisfaction and loyalty.
- ✓ Monetise your network effortlessly – it's another way to boost your revenue while enhancing the client experience.
- ✓ Build lasting relationships by offering post-sale support through our trusted partners.

Make the most of **eXp Offers** and elevate your business while providing unmatched value to your clients.

The future of real estate is here – and you can earn from every step!

Editor's Viewpoint

Tenant risk is Rising. Smart Landlords are Ready.

This month's issue of REImag is one of our most practical yet, packed with tools, insights, and strategies to help you think smarter, act faster, and build lasting wealth in a fast-changing market.

We tackle one of the biggest challenges facing property investors in 2025: rising tenant risk. With 26% of rental applicants now rated high-risk, and the PIE Act making evictions more complex and time-consuming, landlords can no longer afford to be reactive. Eviction risk can derail even the strongest rental strategy.

That's why this issue highlights many cost-effective, expert-driven solutions that help landlords act fast, protect their income, and preserve long-term investment stability.

Traditional credit scores aren't enough anymore. Smarter tenant screening tools now outperform them by up to 94%. AI-powered solutions can verify identity, analyse bank statements, confirm employment, and deliver a clear risk score, all within minutes. No legal or financial expertise required.
We also explore how to sweat your property assets, turning underperforming spaces into income-generating machines. From short-term rentals to dual-purpose living and creative add-ons, today's successful landlord isn't just collecting rent, they're building multiple income streams from a single asset.

So what defines a successful landlord or investor today? It's not luck. It's leverage, systems, and thinking like a builder, not just a doer.
As Naval Ravikant puts it: "You're not going to get rich renting out your time. You must own equity."

Business Ideas That Work:

- Systems = Superstardom
- Replace yourself, one task at a time
- Freedom starts when income flows without you

Ask yourself: Are you building a business, or stuck in the loop?
This issue is here to help you take a step back, refocus, and take ownership like never before.

Stay sharp. Stay focused. Keep building your empire.

Neale Petersen
Founder & Editor-In-Chief





MASTER QUOTE

The goal isn't more money.
The goal is living life on your terms.

CHRIS BROGAN

UNLOCK YOUR PROPERTY'S POTENTIAL

WITH EXPERT STUDENT ACCOMMODATION RENTAL MANAGEMENT



Many student accommodation landlords and start-up student accommodation owners don't really understand the complexities of student accommodation like we do.

At My Student House, we're not just property managers – we're seasoned professionals dedicated to taking your rental accommodation management to new heights. With our innovative approach, we redefine student living experiences, ensuring both landlords and tenants thrive.

Our hands-on approach to student rental management gives landlords peace of mind, knowing their properties are in expert hands. From handling maintenance requests to ensuring timely rental returns, we're committed to maximising your investment.

PARTNER WITH US FOR NEXT-LEVEL RENTAL MANAGEMENT THAT DELIVERS RESULTS

STUDENT LIVING

We prioritise your student's wellbeing above all else. Our dedicated team ensures house rules are not just enforced but upheld with care, and consistency. With vigilant supervision, we provide a safe and supportive environment.

PROPERTY MANAGEMENT

With us you become a partner in hassle-free ownership. From navigating accreditation requirements, day-to-day maintenance issues, seamless internet connectivity, annual work updates, and ready to tackle any emergency that may arise.

RENTAL MANAGEMENT

Simplify your rental experience with expert management services. Leave the complexities of student placements, rent collection, and legal matters to us. Trust our team to manage it all – from liaising with universities, handling evictions and organising seamless legal handovers.

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Ask the Experts

What Tools can help Self-Managing Landlords screen tenants?



MEET OUR GUEST EXPERT

ROSS FITZCHARLES

CEO & Founder of Preferental

Question

I'm a property investor managing six of my own properties and currently prefer to self-manage. However, I need a system to help me screen tenants more effectively - including checking credit data, verifying IDs, handling deposits, etc. Is there software available that can help streamline this process?

Answer from Ross Fitzcharles

Absolutely and you're not alone. Many self-managing landlords struggle with tenant screening, yet it's one of the most critical steps to protecting your investment.

At Preferental, we've built a smart AI-powered Tenant Screening Solution specifically for this. It allows landlords to assess tenants thoroughly — without needing credit expertise or spending hours on paperwork.

Here's how it works:

- You send the applicant a secure link to apply.
- The system pulls credit data from Experian and TPN, verifies their ID with Home Affairs, and checks for court listings or fraud.
- It analyses bank statements to confirm income, detect tampering, and assess affordability.
- Employment is verified directly with SARS.
- All results are compiled into a simple, accurate risk rating to guide your decision confidently.

To make letting even easier, we offer DepositPlus, an optional feature that lets tenants pay their deposit over 10 months, while you receive the full protection from Preferental upfront. It also includes lease cover for death, disability, or retrenchment.
In short, yes the right tech can absolutely streamline your process, reduce risk, and still give you full control. Preferental is built to help landlords like you manage smarter.

***Ross Fitzcharles** is the Founder and CEO of Preferental, and a forward-thinking leader in South Africa's PropTech space. Ross has built his career on challenging outdated industry norms and delivering tech-driven solutions that simplify and secure property management. He is a passionate advocate for innovation, focused on transforming the rental experience for landlords and tenants alike.*

Got Questions? We've got Answers!
Send your queries to info@rei.co.za

Enquire here

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eXp Realty Triumphs at Reside Awards 2025 Empowering Excellence in Residential

“Recognised for reshaping real estate in South Africa — eXp Realty wins Residential Agency of the Year for the second year running”

Pictured:
Gawie Rossouw, Growth Development Manager at eXp; Debbie Tagg, Chairperson of the Reside Summit; Khanya Gundwana, Marketing Coordinator at eXp; and Neale Petersen, Chairperson of the Reside Awards proudly accepting the Platinum Reside 2025 Trophy and Certificate, a symbol of the excellence, agility, and spirit that define the eXp brand

EXP REALTY

Sandton, Johannesburg — At the prestigious 2025 Reside Awards, held at Sandton City as part of the highly regarded Residential Investment & Development Conference, eXp Realty proudly emerged as the winner of Residential Agency of the Year — a landmark accolade in South Africa's property industry.

This momentous win underscores eXp Realty's rising influence and transformative impact on the real estate landscape. Known for its innovation, agent-centric model, and unwavering client commitment, eXp Realty continues to disrupt traditional paradigms and elevate service delivery across the residential sector.

Celebrating Excellence in Real Estate

The Reside Awards have become a cornerstone of the annual residential property calendar, honouring excellence, innovation, and influence across the industry. The 2025 edition, hosted on Thursday, 10 July, brought together the country's top developers, investors, and agencies for an evening that spotlighted the visionaries shaping the future of housing in South Africa. Winning Residential Agency of the Year places eXp Realty among an elite group of trailblazers redefining success through agility, technology, and inclusivity.





A Win That Reflects Purpose and Progress

This achievement arrives at a particularly resonant moment — on the cusp of South Africa's Women's Month in August, a time dedicated to acknowledging the contributions and empowerment of women in all spheres of society. eXp Realty's leadership continues to champion diversity, equity, and professional growth, creating a business environment where excellence is fuelled by opportunity and representation.

From its cloud-based model to its collaborative agent community, the company is cultivating the future of real estate — inclusive, accessible, and cutting-edge.

A Testament to Teamwork and Vision

"We're honoured to receive this award, it's a testament to our entire team's dedication and passion for redefining the real estate experience,"

— Gawie Rossouw, Growth Development Manager, eXp Realty South Africa

With bold ambitions and a purpose-driven culture, eXp Realty stands as a beacon of what's possible in property — a growing force committed to making meaningful impact through excellence, innovation, and people-first service.



In The Spotlight

From Cleaning Contracts to ICON Agent: How Marius Foot is Redefining Real Estate in South Africa

By Khanya Gundwana

Marketing Coordinator at eXp Realty South Africa



When Marius Foot entered the real estate industry, he brought with him something many overlook: a powerful combination of entrepreneurial grit, people-first instincts, and an unwavering passion for ethical business.

Today, as one of eXp Realty South Africa's top producers and newest ICON Agents, Foot is setting a new standard for excellence in property and inspiring others to do the same.

The Entrepreneurial Spark

Marius's journey into real estate wasn't a conventional one. With a background in financial advisory services and a successful post-construction cleaning business under his belt, he and his partner, Steph, stumbled into real estate through sheer curiosity.

"We walked into a local franchise just to explore the idea," Foot recalls. "We ended up signing a part-time contract. But it quickly became clear, real estate demands full-time commitment."

Despite having no prior industry experience, Marius applied his diploma in sales and marketing, soon learning that the art of selling is universally transferable. "Sales are sales. If you're passionate about people and helping them, make meaningful decisions, real estate becomes an incredibly rewarding platform."

Defining Moments and Bold Moves

One of the early turning points in Foot's career came when he secured the largest development mandate within his franchise all within six months. Recognition soon followed: high unit sales, agent collaboration across franchises, and growing local respect.

Yet, after five years, the excitement began to wane. "We were watching others progress while we felt stuck. I knew it was time to pivot," he says. That pivot came in the form of a conversation with a bond originator who mentioned another top-performing agent, Lizna Nel, had joined eXp Realty.

Intrigued by the model and especially the 96% commission structure. Foot reached out. "We met for coffee, and it all made sense. Better commission, agent ownership, the opportunity to build a team. It was a no-brainer."

Though the move meant losing mandates and navigating restrictive trade clauses, the morning after resigning, three property calls confirmed he was on the right path.



Driving Growth with Future-Forward Technology

As a forward-thinking brokerage, eXp Realty leverages cutting-edge technology and AI to empower agents, boost productivity and spark creativity in the metaverse. This is just one of the reasons why eXp Realty South Africa has grown from zero to more than 1,250 agents in less than four years. At eXp, we're not just building careers - we're creating a community where the best in the business can thrive. Truly, it's where the pros go to grow!

https://www.expsouthafrica.co.za

The ICON Journey

Today, Marius runs a thriving business under Realtor South Africa powered by eXp, mentoring agents and building a legacy. Achieving ICON Agent status wasn't a solitary pursuit, it was the result of consistent work, team collaboration, and strategic goal setting. "We built this with the help of an amazing group, Steph, our admin team, and the support structure at eXp. No one wins alone."

His habits for success? Relentless canvassing, daily discipline, and being "always ready" even when the calendar looks quiet. "Opportunities pop up unexpectedly. You must be ready for the unexpected, always."



On Mentorship, Markets and Momentum

Marius is passionate about nurturing new talent. Together with Steph and Lizna, he co-leads a quarterly internship programme that's become a launchpad for aspiring agents, ranging from 19-year-olds to retirees.

"We want to raise the bar. So many agents enter the industry unprepared. That's why mentorship and proper training matter."

In terms of market trends, Marius highlights estate living, semigration to the Western Cape, and student housing as high-growth sectors. "Security concerns are driving demand for estate properties, and the rental market is surging. Also, our work in student accommodation has revealed just how underserved that space is."

His current portfolio spans developments, upper-market properties, and rentals, the latter providing steady income during seasonal slowdowns, particularly in winter.

Building a Brand Beyond Borders

eXp's international reach has allowed Foot to think globally while operating locally. He's already collaborating with agents in Dubai, earning revenue share in foreign currency, a game-changer for South African agents. "The model is sustainable, with revenue share and stock options making it possible to earn more than 100% of your commission back."

Brand-building is a key focus too. "Your brand is built on service, consistency, and relationships. CRM systems help, but remembering birthdays, following up post-sale, that's what keeps clients coming back."

Real Estate with Heart

When he's not negotiating deals, Marius recharges with midweek getaways to Paternoster with Steph and their dog, laptop in tow. "Breaks are essential. This industry is 24/7, and burnout is real. I've learned to pause, even briefly, to sustain performance."

What drives him? "It's about character. I've always fought for what I want, even during my sports days, and that built the work ethic I rely on today." His advice to new agents is simple: "Find a mentor. Learn every day. And don't underestimate the importance of ethics and trust in this business."

If he could do it all again, he'd have started sooner. But judging by where he's headed, Marius Foot is exactly where he's meant to be, paving the way for the next generation of property professionals, one principled deal at a time.





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Commercial

Bidding for property conversions with the High Street Auction Co.

By Shirley le Guern



For High Street director, Greg Dart, not only does the auction platform unlock liquidity in the marketplace for private investors or state owned enterprises with large property portfolios that no longer match their future business strategies but it also provides an invaluable foundation for future development and re-development.

Property conversions - office blocks to apartment blocks, retail centres to medical facilities or workshops into for-hire storage or warehouses - are the name of the property game of late.

Some of the almost 40 properties that will come under the High Street Auction Co hammer on July 17 could be ripe for re-invention, Dart believes.

“At auctions, buyers who are actively transacting include private investors and family offices stepping into the gap left by cautious institutional capital and Real Estate Investment Trusts (REITs) which are still active, but highly selective - mostly selling off non-core assets and recycling capital into better-performing industrial or mixed-use properties, he notes.”

Cpirit Market Place
516 Naledi Drive in Dullstroom, Mpumalanga

Repurpose rather than rebuild

Dart notes that there is still an oversupply of commercial properties with market forces determining the need for retrofitting office spaces to meet current day needs for more efficient, smaller work places and hybrid working models.

“Hence there is a need for capital allocation for asset repurposing, converting underperforming office stock into alternative uses will ultimately remove obsolete inventory and tighten the market,” he says.

The consensus at High Street is that, in many instances, it is better to repurpose a building than build from scratch. Innovating so that existing buildings’ lives can be extended saves on costs, time and energy and contributes towards sustainability. Construction time can be reduced and challenges such as zoning and building restrictions are diminished.

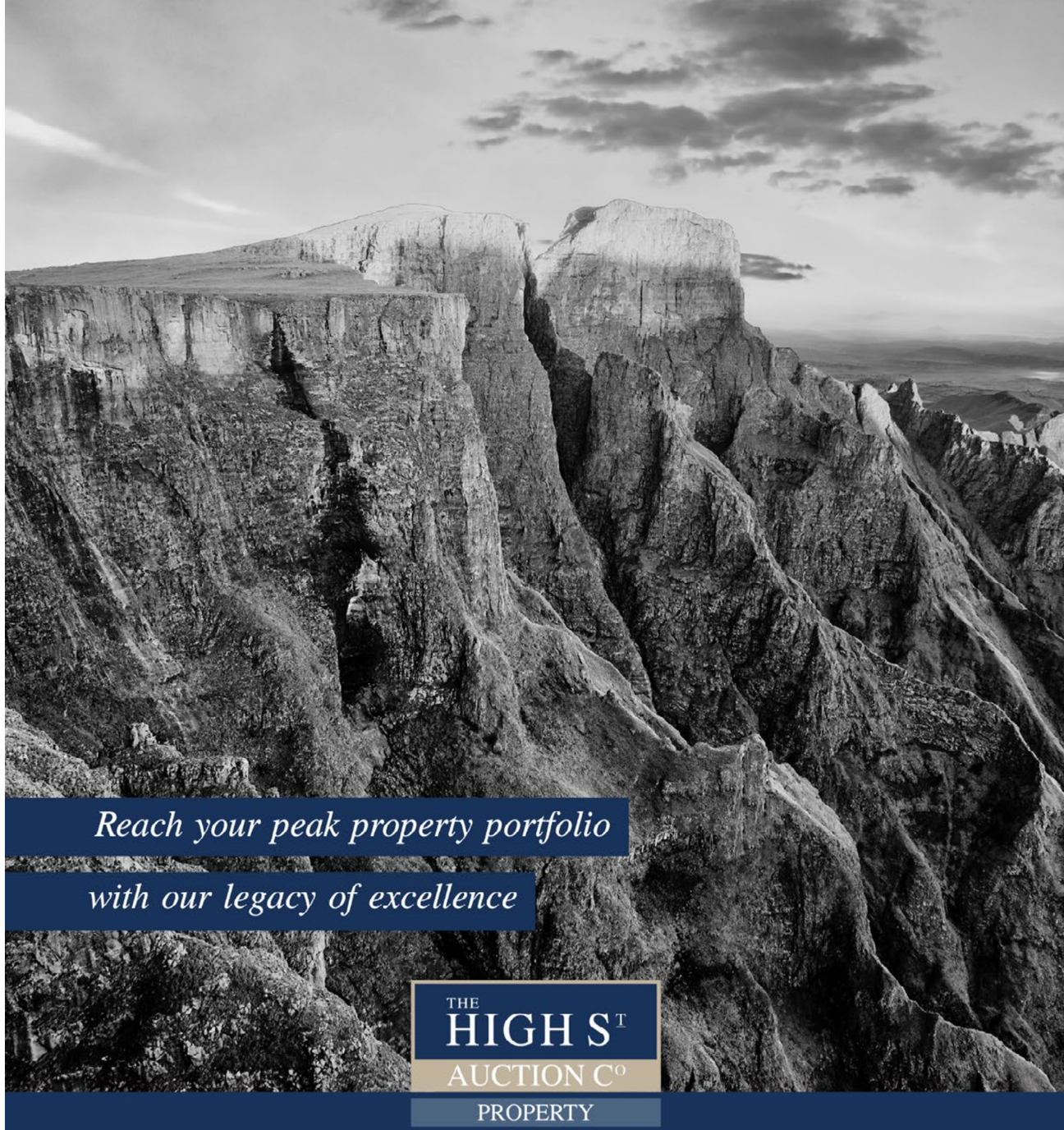
Dart says savvy investors can quickly ascertain if the layout of a building is suitable for sub division into multiple residential units, for example, and if it is viable to convert dated plumbing, air conditioning and electrical infrastructure and even add green elements to meet modern day market demands.

Relooking at retail

At present, both shoppers and investors seem to favour convenience and neighbourhood retail centres anchored by grocery or pharmacy tenants for their stable footfall, essential service appeal, and resilience to economic volatility rather than large regional malls.

However, according to Dart, it doesn’t stop there.

Many retail brands and landlords are now adopting hybrid models, using physical stores as both showrooms and distribution points, enhancing their ability to meet the demands of consumers shopping online. Some properties are being converted or upgraded to cater for other commercial tenants such as medical practitioners and professional services.





Sunward Palms Centre

343 Kingfisher Avenue in Gauteng - This 6232m² property is ideally suited for a proposed medical day hospital development - perfectly positioned to complement the existing anchor tenant, Virgin Active Gym and nearby medical facilities including Netcare Sunward Park Hospital

Currently operating as a popular retail and lifestyle hub, the property enjoys high visibility and easy access from Kingfisher Road, with the added benefit of being adjacent to a busy Engen service station, driving consistent foot traffic and activity throughout the day.

Dart believes that the Sunward Palms in Sunward Park, Gauteng, where there is already provision for the inclusion of medical facilities and which will be auctioned on July 17, is an example.

“This 6232m² property is ideally suited for a proposed medical day hospital development as it is perfectly positioned to complement the existing anchor tenant, Virgin Active Gym and nearby medical facilities including the Netcare Sunward Park Hospital. It is currently operating as a popular retail and lifestyle hub and the property enjoys high visibility and easy access,” he explains.

Accommodating change

Another segment of the commercial property space that is evolving is the hospitality sector which was amongst the hardest hit during the Covid pandemic. Its recovery is seeing the entrance of new operators who are converting older properties to better service new tourism requirements or even re-using these properties as medical facilities, retirement centres or residential estates.

One such venue, known as Dozi’s Back to the Roots Venue at Hartebeespoort in the North West province, will feature in the July 17 auction. This versatile property offers the perfect blend of business potential and serene lifestyle living, ideal for a boutique resort, retreat or live music destination. In addition to two spacious residential homes, there is a professional music recording studio and guest rooms.

The property also includes five active boreholes, providing sustainable water supply for daily operations and future expansion.

Properties in Dullstroom include the quaint Cpirit Market Place with its repurposed black shipping containers that have been turned into trendy market inspired eateries, artisan shops and beauty salons (with an additional two phases to be further developed), the seven charming and fully equipped Cpirit Country Haven Self-Catering Cottages with beautiful mountain or garden views and adjoining function and entertainment venues and orchards, trout dams and stables as well as the Cpirit Village View Guesthouse.

"Cpirit Village View offers the perfect blend of serene country living and modern comfort. Nestled in the sought-after town of Dullstroom, it is an ideal investment opportunity for those seeking a luxury guesthouse, a boutique accommodation business or a spacious family getaway. Cpirit Village View comfortably accommodates up to 18 guests across two beautifully appointed residences - a main triple-story guest house and a separate luxury self-catering garden unit," explains Dart.

Rethinking residential

The most talked about trend right now is the conversion of commercial properties into residential and student accommodation with more and more developers entering this market. Latest trends favour mixed-use developments that minimise travel costs and congestion.

Dart puts the rise in mixed-use developments down to urban migration, lifestyle integration and a continued remote work culture.

The growth of live-work-play precincts reflect both the diversification of income streams (residential, retail, office) and their strong appeal to tenants seeking lifestyle and flexibility.

More importantly, town planning pre-1994 did not reflect the true dynamic of the economy with the workforce located in outlying areas. Issues such as location close to places of work, availability and cost of public transport and proximity to medical and educational facilities were seldom considered.

He acknowledges that there is a compelling case for investment in commercial to residential conversions – especially those with an affordable housing component.

In fact, many local governments are actively seeking opportunities to partner with developers to leverage inner-city residential projects as a way of addressing growing social housing backlogs and addressing urban decay in city centres.

An example of what can be achieved was a property in Salt River that was sold by High Street to big precinct developer Divercity for R30-million.

This has morphed into Divercity's R280-million inaugural Cape Town development (known as 9 Hopkins) which broke ground last year and will bring around 400 affordable rental apartments to Salt River.



Cpirit Market Place

516 Naledi Drive in Dullstroom, Mpumalanga

Located on the main road at the top of the quaint village of Dullstroom. Cpirit Market Place is an innovative and creative set up that allows visitors to easily enjoy the individual experiences it offers. Repurposed black shipping containers are turned into trendy market inspired eateries.

Artisans: café coffee shop, artisanal goods and eatery
Crafters: craft burger and beer joint
Taste Bar: Gins, wines, chillies and olive oils - deli/cocktail and tasting bar
Crème: Hair salon and beauty salon, mini spa
Centre has 10 solar panels and x2 inverters and x2 lithium batteries
Additional 2 phases to be further developed

Dart points out that Cape Town has a severe shortage of rental housing at rates under R8 000 per month with this development filling a critical gap.

In addition to studio, one and two-bedroomed units, 9 Hopkins, which forms a triangle wrapped by Yew, Hopkins, and Aubrey Streets, will offer 930m2 of retail space, a clubhouse, gym, co-working area, and a communal terrace.

Altering industry

“Despite a tough macroeconomic backdrop, we have seen commercial property transactions recovering selectively, with activity concentrated in defensive asset classes, prime nodes, and opportunistic plays. Industrial and logistics properties are top performers with rising rentals and near-zero vacancies in core nodes,”

At the same time, industrial properties, such as warehouses and last-mile delivery hubs, are experiencing increased demand as the e-commerce sector grows, particularly in underserved areas like townships and rural regions.

Dart says there are also opportunities for older industrial structures to be deconstructed and revitalised to serve logistics and freight businesses in prime locations. Older factories are not suitable for the large trucks of today whilst many did not have much needed off street parking. Large older buildings can also be sectionalised to accommodate numerous small businesses offering sought after modern amenities and security.

“Many sellers and buyers across the country are using the auction platform for a quick, transparent exit at market value. The flip side of the coin is that private sector investors can access key properties in prime locations. In areas such as Cape Town, various CBD’s and the South Durban basin close to the Durban port where development land is in short supply and greenfields projects are unlikely, this creates opportunities for upgrades and new builds,” he concludes.

38 Properties Going On Auction

FEATURED PROPERTIES



3 Apartment Blocks

Le Petit Paris, 2 Pollock Street, Klein Parys, Paarl, Western Cape

Secure sectional title portfolio: 53/54 apartments in Le Petit Paris. 3 blocks, 78 bays, 24 hour security, prepaid electricity. Mix of 1 and 2-bedroom units. Brick-paved, fenced & income-producing. Gross annual income - ± R4.7 Million.

Shawn van Jaarsveld | 079 949 6325 | shawn@highstreetauctions.com



Tenanted Retail Centre

Cpirit Market Place, 516 Naledi Drive, Dullstroom, Mpumalanga

Strategically located in Dullstroom, Cpirit Market Place offers a unique, solar-powered container concept with artisan tenants and expansion potential. 2 Inverters, 2 lithium batteries - and room to grow.

Cherisse van der Merwe | 067 655 7737 | cherisse@highstreetauctions.com



Filling Station & Workshop

Amajuba Sasol, 21 Govan Mbeki Drive, Volksrust, Mpumalanga

Vacant fuel station site on prime corner in Volksrust. 8 petrol + 1 diesel pump, previously SASOL. 1997m² stand with c-store, shop and workshop. High foot traffic, top visibility - ideal for food franchise and tyre fitment centre. Excellent Govan Mbeki location.

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17 July 2025 @ 12PM

LIVE & ONLINE AUCTION

THE HIGH ST AUCTION CO

PROPERTY

highstreetauctions.com

Property Management

How to Maximise ROI by Minimising Rental Risk

By Neale Petersen

The Essential Role of Legal Eviction Management in Property Success

In property investment, rental risk is one of the greatest threats to stable returns. Even with careful vetting, tenants can default, causing financial stress, legal headaches, and reputational damage for landlords and agents alike.

This is where Xpello steps in, offering a smart, affordable and legally sound solution for eviction management across South Africa.

About Xpello

Xpello is a dedicated breach and eviction process management service that protects landlords when things go wrong.

- They handle the legal process from breach to court.
- Use expert attorneys to represent landlords in eviction proceedings.
- Pay legal costs until the eviction order is obtained.
- Have a 100% success rate in legal evictions.

And the best part? They offer a free online portal for quick case registration, lease cancellations, and document tracking making legal evictions more transparent, simple, and accessible.

Why You Still Need Eviction Support, Even with good vetting

“Even with rigorous tenant screening, things can go south,” says. Xpello founder & CEO Elize le Roux. “Default happens. Economic stress, job losses, even deliberate fraud, landlords need a clear path to reclaim their property and income.”

In fact, Xpello reports that in 98% of cases, the moment they intervene (usually after a breach letter is issued), tenants either pay up or vacate voluntarily avoiding a drawn-out legal process altogether.

The Three Pillars of Rental Risk Protection

Whether you’re a landlord or a rental agent, there are three non-negotiables for minimising exposure to tenant risk:
no strategy ever could.

1. Thorough Tenant Vetting

- Use comprehensive application forms.
- Perform credit checks and employer verification.
- Check rental history and references.
- Conduct in-person interviews where possible.

“Placing a poor-rated tenant just to avoid a vacancy often costs months in lost rent and property damage,” says Armand Nel Chief Operating Officer of Xpello. “Proper vetting is your first line of defense.”



Eviction and breach management made simple.
Full legal support, nationwide reach, and zero hidden stress.

At Xpello, we take the stress out of breach and eviction management for property owners and rental agents across South Africa. Our experienced legal team handles everything — from breach notifications to court proceedings — so you don’t have to.

With residential and commercial solutions tailored to suit your needs, we act efficiently on your behalf and protect your property with confidence — every step of the breach process. Xpello operates nationwide and is trusted by rental professionals across the country to handle the tough stuff — legally, reliably, and with care.

Prevention is protection.
Protect your rental property from the beginning — partner with Xpello from the start.

Residential Eviction & Breach Management



Commercial Eviction & Breach Management



Training for the Real Estate Industry



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2. Solid Lease Agreements

Your lease is your blueprint for protection. Use a legally sound and up-to-date agreement (like the TPN LeasePack). Ensure it covers:

- Deposit requirements and security clauses.
- Default and breach procedures.
- Maintenance responsibilities.
- Use of the premises (you don't want surprises!).
- Inspection clauses, which are vital under the Rental Housing Act.

3. Swift Legal Action When Things Go Wrong

- Don't delay action when rent stops.
- Issue breach notices immediately.
- Communicate clearly but firmly with tenants.
- As an Xpello client you can escalate the matter to Xpello when the breach notice is issued.

Delaying action only compounds the problem. Many landlords allow months of non-payment before acting, making recovery even harder. "The truth is, if a tenant can't recover from one missed rent, they're unlikely to catch up after six," says Elize le Roux.

Why Xpello Works

With Xpello, landlords and agents don't need to navigate legal complexities or pay out of pocket for attorneys. The system is:

- **Automated** where possible
- **Transparent** through the online portal
- **Backed by legal specialists** with deep eviction expertise

And because the process is handled professionally, evictions don't have to drag on for months or years, which often happens when attorneys unfamiliar with eviction law take the case.

When to Call the Tribunal vs. Legal Action

The Rental Housing Tribunal is a valuable option for non-payment disputes, maintenance issues, and lease disagreements. But for evictions, you need a court order and a legal team that knows how to secure it fast.



Stability Comes from Preparation

In today's volatile economy, proactive risk management is essential. By getting tenant vetting right, using a comprehensive lease, and acting swiftly when tenants default, you can protect your investment and your peace of mind.

Xpello ensures landlords don't face eviction risks alone

They make legal processes fast, fair, and financially feasible and that's a return worth protecting.

Learn more or register on
Xpello's portal, visit www.xpello.co.za





Community Schemes

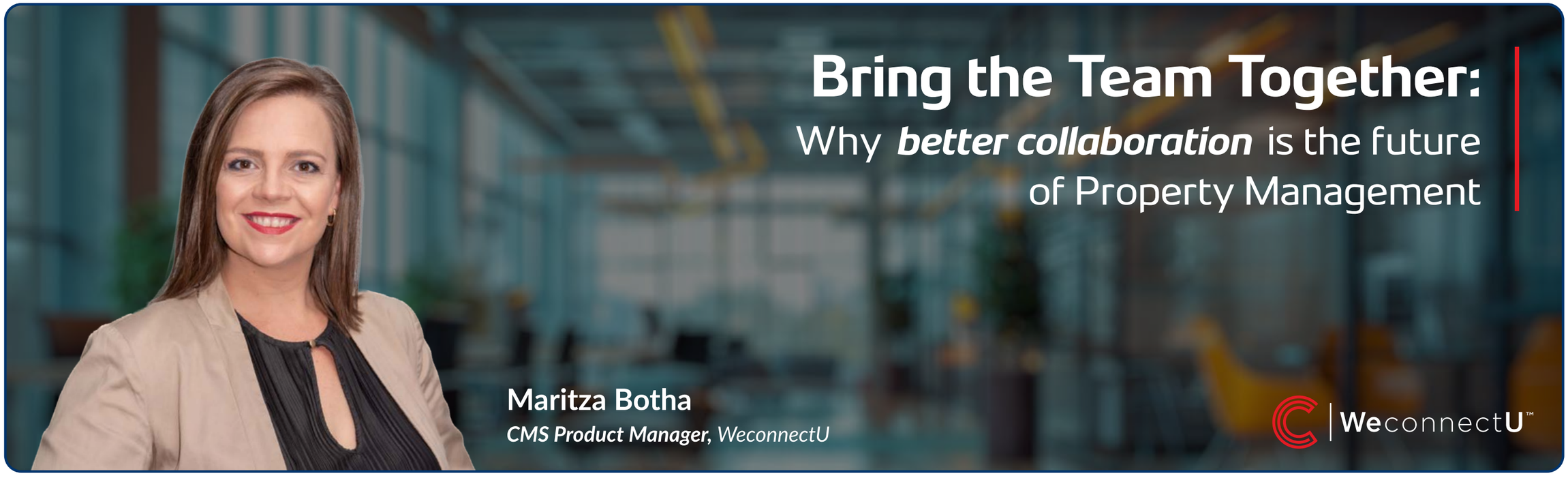
Bring the Team Together:

Why ***better collaboration*** is the future of Property Management



WeconnectU™

Community Schemes



Having the best software gives you a powerful advantage, but how your team uses it is equally important. Across South Africa, portfolio managers, accounts teams, and business owners often find themselves working in silos, each buried under urgent emails, admin overload, and competing priorities. The result? Fragmented service delivery, stunted growth, and professionals who feel more like firefighters than leaders.

At WeconnectU, we understand this reality because we've been there ourselves. And it's where many of our clients started before joining us. They weren't just looking for cutting-edge tech. They were looking for a better way to work smarter – together.

That's why we built something different.

From silos to synergy

The biggest challenges facing community managers today – **compliance, manageability, scalability, and profitability** – can't be solved by software alone. They require alignment of purpose, process, and people. **In short, they require collaboration.** When collaboration is missing, even the most powerful tools can only do so much. But when your team shares the same platform, the same goals, and the same daily rhythm, everything changes. *You stop reacting. You start leading.*

How WeconnectU powers real collaboration

With WeconnectU's Community Management Solution, teams are no longer buried in disconnected emails and chaotic inboxes. Instead, they work from a centralised, intuitive platform that brings order, visibility, and shared ownership to every task.

- Portfolio managers **stay on top of critical items** using role-specific task cards and smart dashboards.
- **Compliance responsibilities are crystal-clear**, with live tracking at portfolio and community level.
- **Finance and ops teams align seamlessly** for audits and AGMs, with real-time year-end data and checklist integration.
- Business owners **have instant access to KPIs and performance insights** to guide strategy and growth.
- Trustees and owners **enjoy consistent, transparent service** built on clarity and confidence.

By giving everyone a defined role in a shared system, WeconnectU turns day-to-day admin into a coordinated operation – and brings collaboration to life!

Collaboration as a culture

Elite teams – whether in business or in high-stakes environments like the Navy SEALs – share one trait: they show up for each other.

We see it with our most successful clients. They don't just use better systems – they build stronger, more connected cultures.

And it starts with leadership. When leaders bring clarity of vision and purpose, teams stop fixating on frustrations and start working toward something bigger.

So ask yourself:

- **What does your business look like** at full potential?
- **What legacy do you want to leave** as a community manager?
- **What kind of team do you want to build** – and be part of?

Collaboration isn't just about how you share tasks.

It's about how you share purpose.

Less firefighting, more forward-thinking

With structured workflows and intelligent automation, your team gains something rare in community management: mental space.

That space is what allows portfolio managers to shift from chasing compliance to confidently guiding trustees. From reacting to issues to preempting them. From feeling overwhelmed to feeling that their work truly matters.

In that space, your portfolio managers become more than administrators. They become advisors. They grow. And they stay.

Because when collaboration improves, so does retention, morale, and customer experience.

Introducing: The LEVEL UP Movement

This is exactly why we launched LEVEL UP – our national movement to reshape the future of community management. It's not just a program. ***It's a mindset. A commitment. A call to action.***

LEVEL UP is designed for community managers who want to:

- **Lead change** in their teams and their portfolios
- **Unlock time and mental energy** by using automation and smart tools
- **Boost efficiency** with AI-powered workflows and best practices
- **Reignite purpose, passion, and momentum** in their careers

Already embraced by more than 600 community managers nationwide, LEVEL UP is transforming how professionals work in their communities, and how they work on their businesses. If you're not yet part of it, consider this your invitation. And if you are, this is your reminder: you're not just part of a program. You're part of a movement shaping the future of this industry.

It's time to work smarter, together

The role of the community manager is evolving. You're no longer just there to collect levies, attend meetings, and keep the lights on. You're a strategic partner. A trusted advisor. A leader. *But you can't lead alone.*

Collaboration isn't a nice-to-have. It's the foundation of a high-performing, future-ready team.

Let WeconnectU show you what's possible when collaboration becomes not just a value, but a daily habit that drives clarity, confidence, & lasting impact.

Get in touch

WeconnectU™

Technology

Score every Property Deal before you sign the Offer

By Wesley Roos



Top 3 Takeaways

- **Most buyers overpay by 7 - 12% due to emotional decision-making.**
- **Deal Score shows if a property is overpriced, instantly, for only R89.**
- **Back your offer with data, not just gut feel or agent talk.**

Why every SA property decision deserves a Deal Score and how R89 could save you R150,000.

The Problem: Buying Blind

You wouldn't buy a car without checking its service history. Yet many South Africans still guess when buying a R2 million home, relying on gut feel or estate agent persuasion.

The Result: Overspending

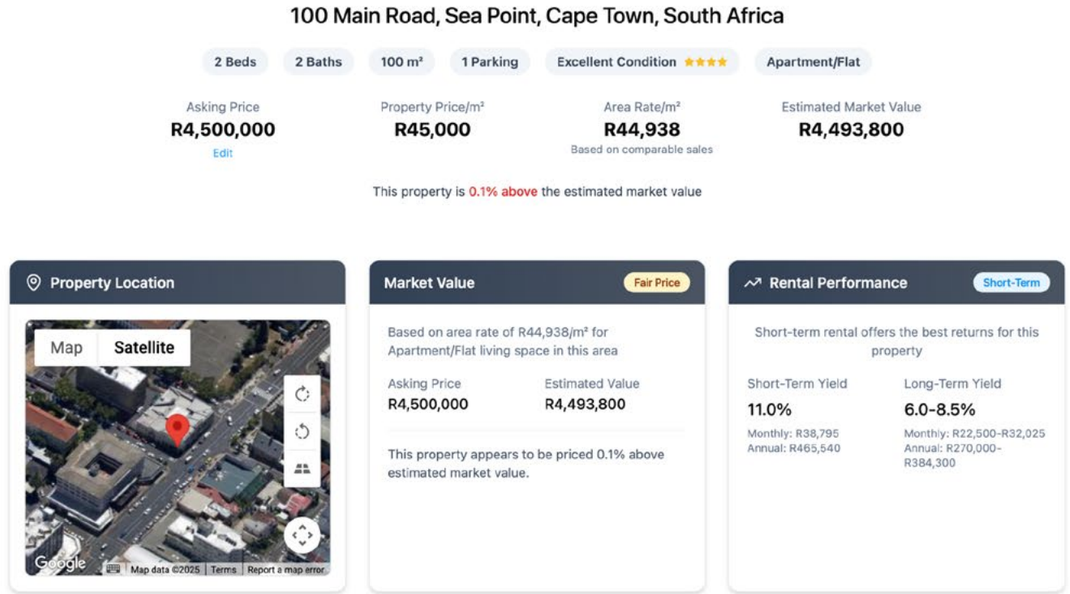
The average buyer overspends by 7 - 12%, often paying R150,000 or more above the property's true market value.

The Hidden Cost of Emotion

Buying a home is emotional purchase, and sellers (and their agents) know it. Homes are staged to create urgency and FOMO, nudging buyers to act fast and overcommit. That urgency leads to overpaying.

A Real Story

- Thabo, a first-time buyer in Joburg, fell for a R1.9 million show house.
- The agent whispered, "Another buyer's interested," so Thabo made a full offer on the spot.
- Later, he discovered similar homes sold for R1.7 million.
- Thabo overpaid by R200,000, plus added years of unnecessary interest and fees to his bond.



The Solution: Deal Score

Deal Score is a smart, data-driven tool that tells you exactly how a property is priced compared to market value. It's a mini due diligence report for R89.

Instead of raw numbers or opinion, it gives you a simple insight like: "This property is 23% above its estimated market value."
Think of it as a credit check for your next real estate deal. No jargon. No bias. Just clarity.

What goes into a Deal Score?

- **Market Value Analysis:** Advanced algorithms + local sales data show how fair the asking price really is. show how fair the asking price really is.
- **Rental Projections:** See short and long-term income potential, backed by PriceLabs and Airbnb data.
- **Financing Insights:** View payment scenarios, interest sensitivity, and equity growth models.
- **Comparables:** See what similar homes recently sold for, with pricing benchmarks.
- **Neighbourhood Data:** AI-driven safety scores, sentiment analysis, and area trends.
- **Lifestyle Metrics:** Mobility, traffic, delivery service access, and more.

The platform learns and evolves continuously, ensuring you're using current, relevant data, not outdated averages.

Why This Matters in South Africa

Deal Score vs Traditional Tools

- **CMA Reports:** Often inflated, agent-driven data, and geared to close deals.
- **Lightstone Reports:** Packed with good raw data but lacks practical guidance.

Deal Score simplifies everything:

"This deal is 18% above the market average." That's it. No confusion. No wasted time.

R89 vs R150,000: Your Smartest Investment

For the cost of a smoothie, you can:

- Avoid overpaying on one of life's biggest purchases
- Strengthen your negotiating power
- Back your offer with hard data
- Buy with confidence, not emotion

Action Steps for Smart Buyers

1. **Run a Deal Score** on the property you're considering.
2. **Use the report** to negotiate better or walk away.
3. **Compare Deal** Scores across listings to uncover hidden value.
4. **Buy with clarity**, not under pressure.

Many buyers run reports on all shortlisted homes before making an offer, spotting traps and finding true value.

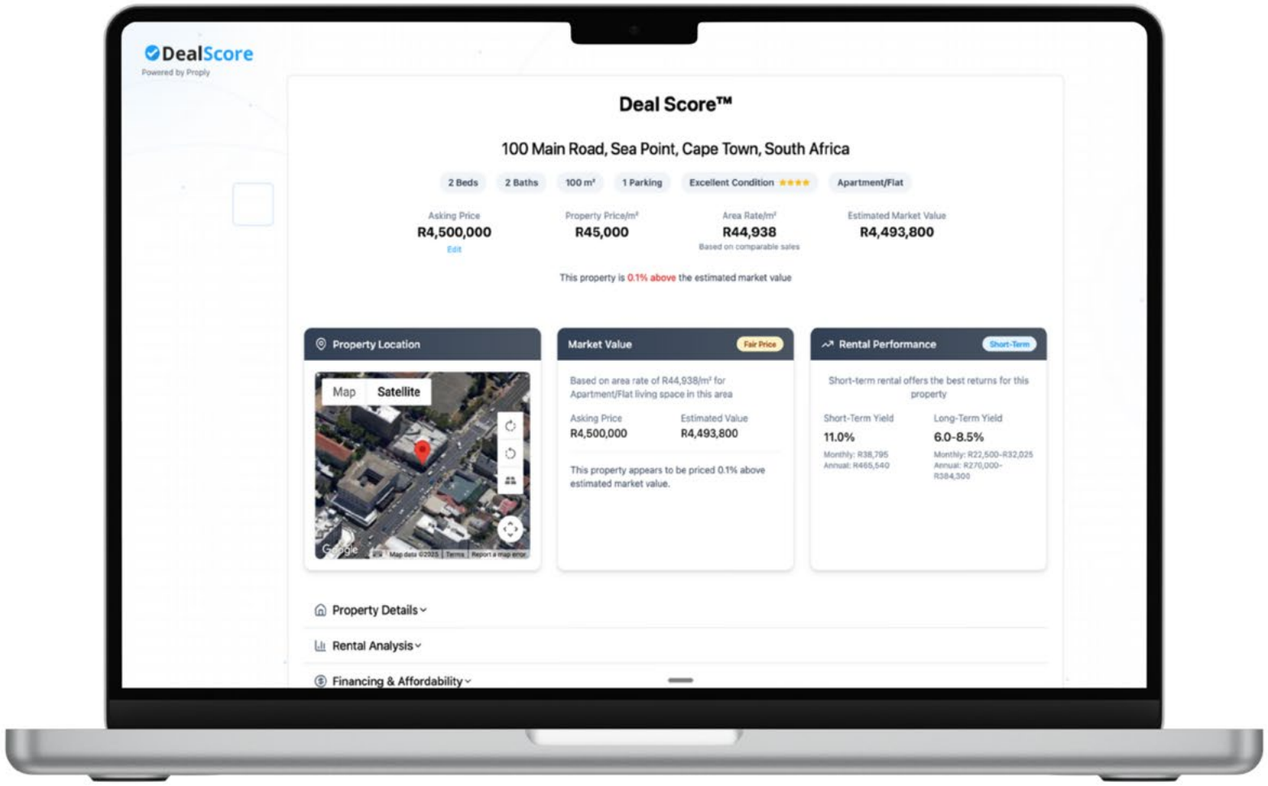
Conclusion

In a noisy, emotionally charged market, Deal Score gives you the truth. It levels the playing field, giving everyday buyers investor-grade insights in seconds.

Whether it's your first home or your fifth, don't buy blind. Score your next deal before you sign.

Get your Deal Score now for just **R89 → https://dealscore.co.za/**

CLICK HERE TO GET YOUR DEAL



Technology

Agentic AI, explained Simply: What You Really Need to Know

By Eric Nienaber





The Essential Role of Legal Eviction Management in Property Success

In property investment, rental risk is one of the greatest threats to stable returns. Even with careful vetting, tenants can default, causing financial stress, legal headaches, and reputational damage for landlords and agents alike.

This is where Xpello steps in, offering a smart, affordable and legally sound solution for eviction management across South Africa.

What Is AI, ML, and an LLM?

- **Artificial Intelligence (AI):** Any computer program that can perform a task normally done by a human.
- **Machine Learning (ML):** A subset of AI that learns patterns from data instead of being manually programmed.
- **Large Language Models (LLMs):** ML systems that understand and respond to human language (text), like ChatGPT.

LLMs come in different sizes. Smaller models (around 3 billion parameters) are cheaper to run but less capable. Large models (up to 500 billion parameters) are smarter but require expensive hardware.

What's a Context Window?

When you interact with an LLM, it uses two key sources of information:

1. What it learned during training.
2. What you provide during your conversation.

However, there's a memory limit called the context window - the number of tokens (chunks of words) it can "remember" at once. If too much info is added, earlier parts may get dropped.

So, keep in mind: the more data you give it up front, the less room it has to remember what was said earlier.

Tokenisation: The Language of Numbers

LLMs don't process words, they process tokens, which are numeric representations of word parts.

For example, "hello world" could be translated into [23, 567].
Each token takes up space in the context window, which is why wordy prompts can shorten the model's memory.

Tools: Giving AI More Functionality

A tool is a special function given to an AI to perform specific tasks - like "search the web," "send an email," or "open a file."
These are built by developers and plugged into the AI so it can use them when needed, like apps on a phone.

Beyond Limits: Retrieval Augmented Generation (RAG)

What happens when the context window isn't enough?
This is where RAG comes in, a way for AI to search a large database (like a company's internal knowledge base) for relevant info and use that in its responses. It augments the AI's brain with a powerful external memory.



What Is an AI Agent?

An Agent is simply an AI-powered assistant that can take action on your behalf.

Think: telling your AI, “Sort my inbox,” and it does—by combining tools, planning steps, and executing them, all without you needing to know the technical details.

- These agents can:
- Make decisions
- Plan actions
- Use tools
- Remember context (with limits)

Secure Access: How Your AI Reads Emails

Want your agent to read or write your emails?
You’ll need to connect it to secure tools and services.
This is where protocols like the **Model Context Protocol (MCP)** come in. MCP acts as a middle layer that offers secure tools to any AI, such as “search email,” “send message,” or “check calendar” regardless of the AI platform you use.

It’s how your preferred AI (like ChatGPT) could safely interact with your apps, files, or emails.

AI Without the Mystery

Agentic AI is more accessible than it sounds.
When you hear LLM, RAG, or tokenisation, now you know what’s really going on.

The next time someone drops an acronym, you’ll be able to follow or even lead the conversation.

Want to Learn More?

Explore the AI Glossary by FT.com for deeper insights, or try interacting with an AI assistant like ChatGPT and experiment with tools and prompts yourself. The future isn’t coming, it’s already here.

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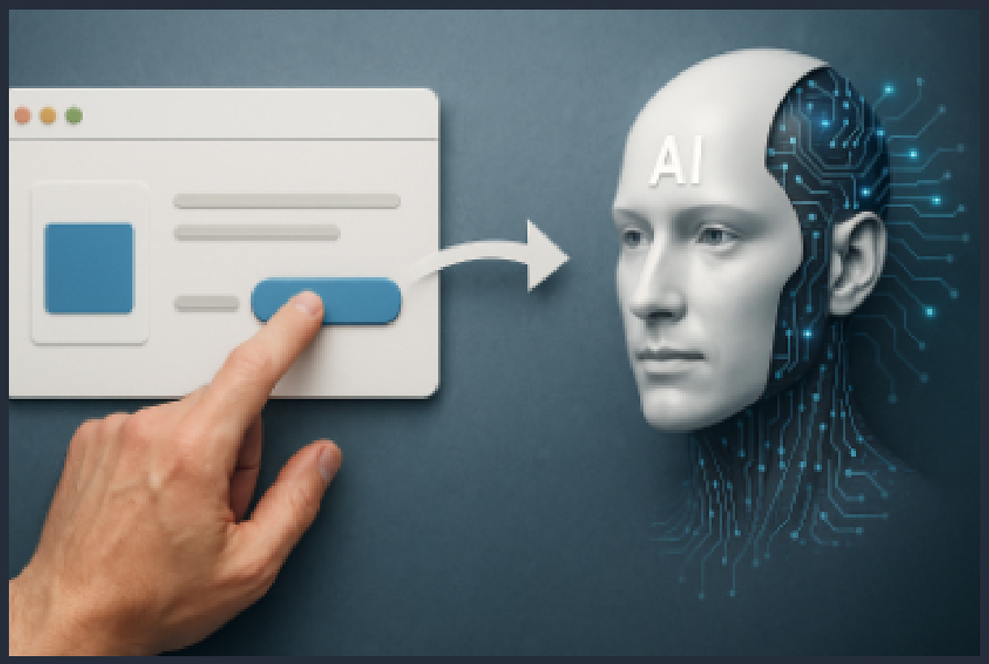


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Investing

How to Sweat your Property Assets & Survive any Market

By Jason Lee



Top 3 Takeaways

- **Creative income streams can turn a struggling property into a cashflow winner.**
- **Even your own home can generate multiple revenue sources**
- **Maximising returns means thinking beyond traditional rental models.**

Key Highlights - Sweat Your Assets, Step-by-Step

1. **Start where you are, even if it's tight**
   I bought my first apartment with 100% financing, no deposit, and a second loan for transfer costs and zero upfront cash.

2. **Beware of Cashflow shortfalls**
   Mortgage repayments and rising interest rates created a real threat of default.

   Lesson: Leverage must be paired with cashflow planning.

3. **Find Revenue in unused space**
   An empty bedroom was rented to a physio therapist operating during the day, maximising space without losing personal comfort.

4. **Rent Out the Garage**
   Instead of parking my car inside, I leased my garage as storage space to a restaurant. Small space, big gain.

5. **Turn Liability into Leverage**
   Two income streams turned a cash-draining property into a cashflow-positive one, easing pressure and another giving holding power.

6. **Upgrade Tenants, Upgrade Returns**
   A bank executive rented my full unit at a premium, covering all costs and allowing me to rent another home.

7. **Sell when the Market's Hot**
   With holding costs covered, I waited for the market to recover, selling for a price three times his annual salary.

8. **Sweat Every Asset**
   mentor even turned a holiday home into a boutique hotel.

9. **Think Creatively with what you have**

- **Rent spare rooms, garages, or yard space.**
- **Share luxury amenities like pools with neighbours for cost contributions.**
- **Consider building a flatlet, cottage, or laneway house.**

Conclusion

Before thinking of offloading a property, ask yourself: Am I truly sweating this asset? Real estate isn't just about location, it's about innovation.

With creativity and resourcefulness, your underperforming property can become a high-performing income machine. Don't sell under pressure. Think differently, act strategically, and let your asset work for you.



Investing

Cape Town's Short-Term Rental Tax: What Investors Need to Know

By Robin Booth



Top Takeaways

- **Cape Town may reclassify full-time Short Term Rentals (STR's) as commercial, increasing rates.**
- **Unclear enforcement methods raise questions for rental arbitrage investors.**
- **Investors should track booking days and adapt leases to mitigate risk.**

A new tax landscape for STRs

Cape Town is preparing to introduce a tax targeting full-time short-term rentals (STRs), potentially changing the game for investors and rental arbitrage operators.

Spearheaded by Mayor Geordin Hill-Lewis, the proposal would reclassify STR properties as commercial if they operate like hotels, resulting in significantly higher municipal tariffs.

While the details are still unfolding, the city aims to level the playing field between STRs and hospitality establishments, aligning taxation with usage.

What's being taxed?

The proposed tax won't affect occasional hosts who rent out a spare room or garden cottage. It's focused on units rented out most of the year to tourists. A potential benchmark, though not yet confirmed, is 25% of the year (about 90 nights). Units exceeding this may be deemed commercial.

Investors, particularly those with multiple listings or year-round STRs, should closely monitor their annual booking days to assess risk.



How will It be enforced?

While the city hasn't released specific enforcement mechanisms, several likely tools include:

- **Platform data:** The city could request booking data from Airbnb or other STR platforms.
- **Rates and utilities audits:** High consumption patterns may trigger investigations.
- **Body corporate reports:** In sectional title schemes, trustees may report STR activity.
- **Neighbour complaints**: Repeated noise or traffic could prompt site visits.

Rental arbitrage is a strategy where individuals lease long-term residential properties and re-rent them on platforms like Airbnb at higher short-term rates, without owning the property themselves.

Those using rental arbitrage, leasing long-term and subletting short-term face unique risks. Even if the tenant is listed on Airbnb, property owners may still bear the burden of reclassification and increased rates.

Mixed-Use Cases: Grey Areas

One of the biggest challenges lies in mixed-use models. If a unit is partially occupied by long-term tenants and partially rented short-term, it's unclear how the city will assess classification.

Key investor concerns

- **Will hybrid use be split proportionally** or classified as full STR?
- **What documentation** will satisfy the city's classification criteria?
- Will there be an **appeals process?**

Until official guidelines are released, ambiguity remains. Investor lobbying will be essential to clarify thresholds and prevent overreach.

Financial Impact: Is it worth it?

Reclassification from residential to commercial rates could more than double municipal bills. While high-performing STRs might absorb these costs, units with seasonal dips or marginal returns could suffer. For example, a unit generating R40,000 in peak months might handle a few hundred rands extra.

But across 12 months, increased rates can erode profitability. Markets like Victoria, Australia saw occupancy declines after STR taxes were introduced and Cape Town may follow suit.

Arbitragers may sidestep direct cost exposure by passing on municipal fees to tenants via lease agreements. Still, landlords should structure deals carefully to avoid legal and reputational risk.



rei Education

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Presented by Retha van Rooyen

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- Bus tour in Cape Town to the best accommodation properties



REGISTER NOW

What Should Investors Do?

1. Track Your Bookings
Maintain a log of your unit's STR usage. Until the City sets a clear limit, consider anything over 100 nights per year as high-risk.

2. Update Lease Agreements
If you're arbitraging, include clauses making tenants responsible for any STR-related rate increases due to reclassification.

3. Increase Booking Value
Offset potential costs by shifting toward longer stays, premium units, and upselling services.

4. Reconsider Your Model
If new taxes erode profitability, hybrid or long-term leasing might offer more stable returns with lower overheads.

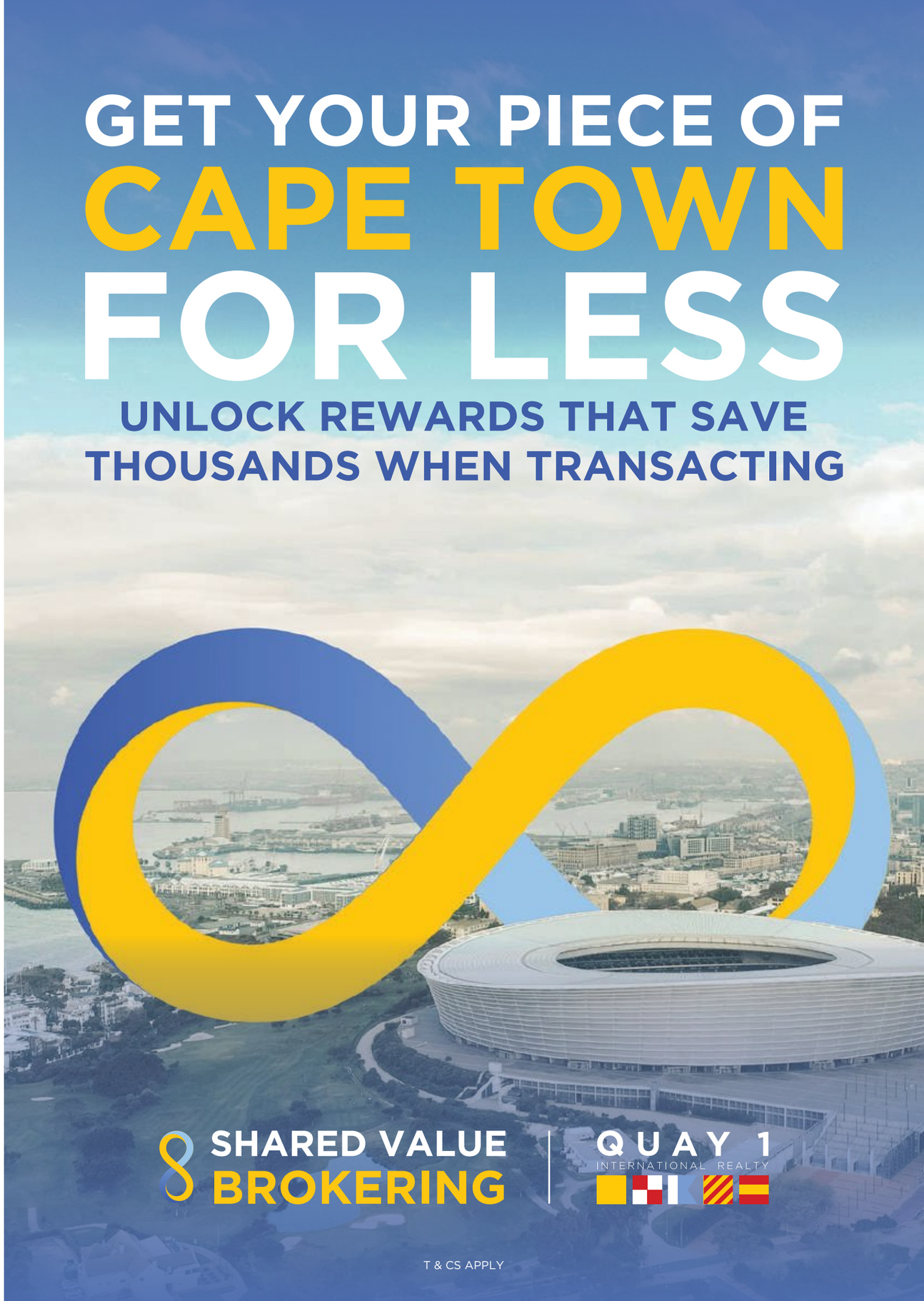
5. Join the Conversation
Engage in public comment processes to advocate for fair, clear, and reasonable implementation guidelines.

The Road Ahead

Cape Town's move mirrors a global trend: cities pushing back on STR proliferation to protect housing affordability. While this will raise costs for full-time hosts, it could also stabilise the sector and reward professionalism.

As the policy unfolds, investors must adapt, by tracking usage, structuring leases, refining yield strategies, and staying engaged with city planning. Those who prepare will continue to thrive in a shifting, more regulated STR landscape.

About the Author
Robin Booth is a Cape Town-based property investor and Airbnb strategist. With 20+ years' experience, he helps others build smart rental portfolios. Learn more: https://meetrobinbooth.com



Wealth

The Wealth Assist Formula: Smart Property Investing Made Simple

By Daniel Lombard



- **Predictable, contractually guaranteed returns backed by real estate**
- **Zero tenant or maintenance hassles with true hands-free investing**
- **Social impact meets wealth creation through below-market buys**

What Is the Wealth Assist Formula?

The Wealth Assist Formula is a proven property investment system designed for modern investors who want solid, hassle-free returns, without the typical day-to-day stress of managing property.

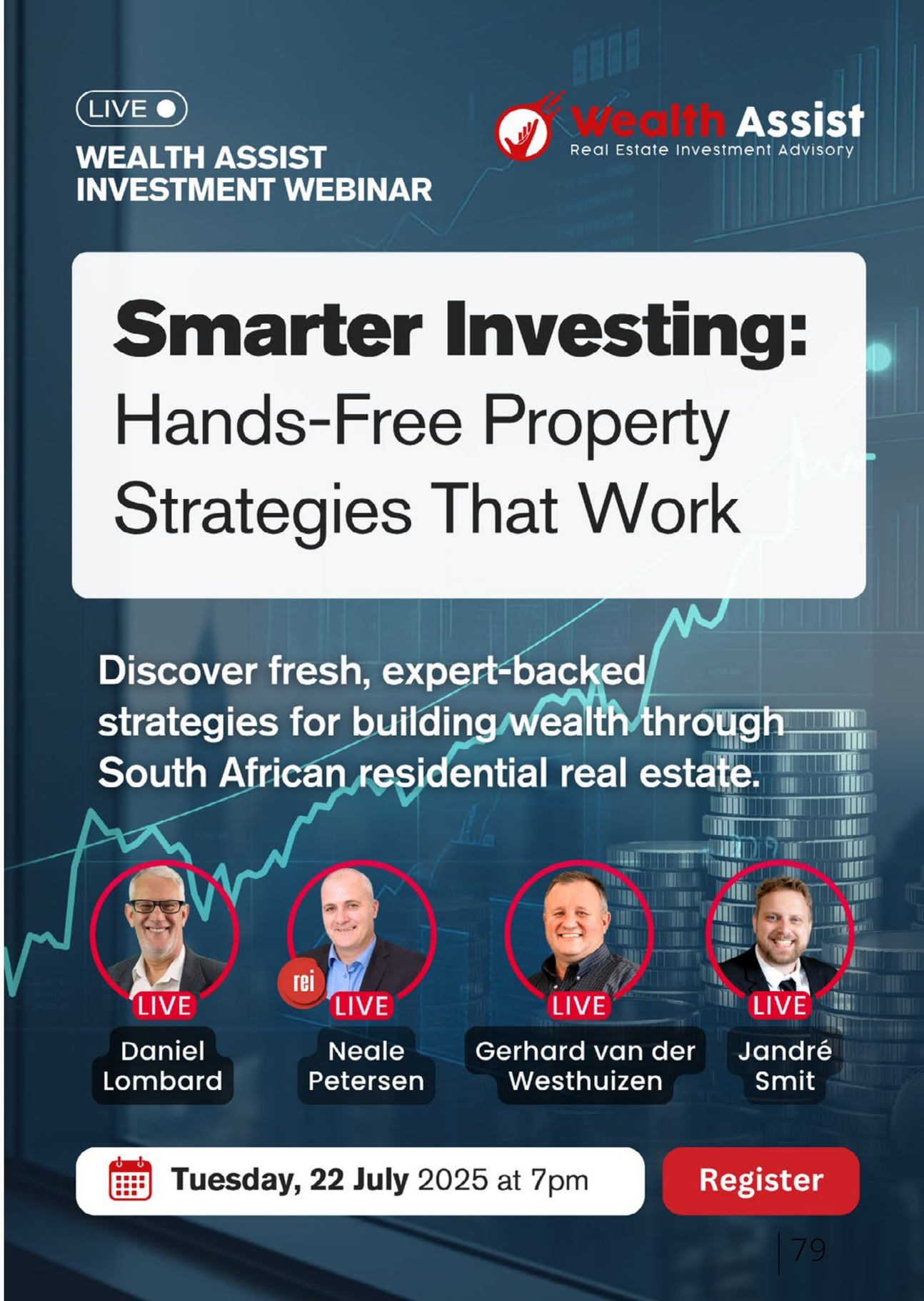
Tailored for impact-driven individuals, this system allows investors to consistently purchase vetted properties at below-market value (often at 75% or less of true worth), with predetermined returns that have exceeded 17% annually over the past 12 years, through tough cycles like the 2008 crash and 2020's pandemic disruptions.

If you want your capital working for you, while you focus on your career or personal life, Wealth Assist offers a smarter, simpler path to build property wealth, without the headaches.

What Makes the Wealth Assist Formula Unique?

Property purchase, vetting and management solution with distinct and competitive advantages

- **Fixed Returns:** Earn Stable, above market, predetermined contractual returns
- **Your Partner in Property:** No chasing tenants, no maintenance, no stress
- **Rental Warranty:** Guaranteed income even with a 100% mortgage
- **Below-Market Buys:** Acquire assets at 75% (or less) of current market prices
- **Triple Net Leases:** Tenants cover all property expenses
- **Cash Positive from Month One:** Immediate income generation
- **Flexible Time Frames:** Choose from 6 to 36 months
- **Exclusive Access:** Only available to registered investors on the platform
- **Thorough Due Diligence:** Legal, financial and property reports provided
- **Defined Risk Metrics:** Clear investment criteria for peace of mind



	Average Term	Investment Funding Options: Cash	Bond	Cash & Bond	Access Bond Existing Property	Type of Returns: Capital Growth Only	Income Only	Income & Capital Growth	Property as Security: Type of security
Buy and Leaseback Investment Products									
Recovery	12 to 36 Months	✓	✓	✓	✓			✓	Property Transfer Rental Warranty
Instalment Sale Recovery	12 to 36 Months	✓			✓			✓	Recordal over the Title Rental Warranty
For Sale By Owner (FSBO)	12 to 18 Months	✓	✓	✓	✓			✓	Property Transfer Rental Warranty
Instalment Sale FSBO	12 to 18 Months	✓			✓			✓	Recordal over the Title Rental Warranty
Re-Start	36 Months	✓	✓	✓	✓			✓	Property Transfer
Recovery Bond	12 to 24 Months	✓			✓		✓	✓	Covering/ Security Bond
Auction Buy & Leaseback	12 to 36 Months	✓		✓	✓			✓	Property Transfer
Assist to Own	12 to 36 Months	✓	✓	✓	✓		✓	✓	Property Transfer
On Sale Investment Products									
Improve to Sell (JV Sale)	6 to 12 Months	✓			✓	✓			Covering Bond
Breather (Buy to Sell)	9 to 12 Months	✓	✓	✓	✓	✓			Property Transfer
Instalment Sale Breather	12 to 18 Months	✓			✓	✓		✓	Recordal over the title
Auction or Pre Auction Buy to Sell	12 to 18 Months	✓		✓	✓	✓		✓	Property Transfer

A Better Investment Experience

Tired of being a hands-on landlord? Dealing with late payments, plumbing issues, or vacant units?

Wealth Assist offers a truly passive experience. No DIY nightmares. No awkward calls. Just reliable performance.

This is property investment evolved, built for people who want their capital to work hard while they live freely.



Why It Works When Others Don't

Unlike risky or one-size-fits-all solutions, Wealth Assist delivers:

- **Hands-Free Management:** We handle everything behind the scenes
- **Predictable Outcomes:** Your investment grows, stress-free
- **Robust Risk Mitigation:** Legal frameworks and professional vetting protect you
- **Ethical Impact:** Help homeowners and their families regain stability while you grow wealth

Is Wealth Assist Right for You?

- You want consistent, above-average returns
- You value transparency and ethical investing
- You prefer investing in vetted opportunities without operational headaches
- You're ready to let your money work for you

If that sounds like you, you're exactly who Wealth Assist is built for.

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Join us live at our offices in Cape Town from 22 July 2025
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Fully Managed

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Education

Books that Built my Property Empire – You Can Too

By Jaco Grobbelaar



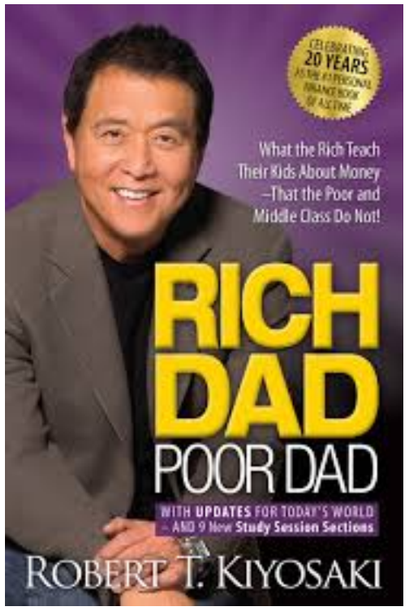


If you're serious about building long-term wealth through property, the best way to fast-track your journey is to learn from those who have already walked the road. Property investing isn't just about bricks and mortar, it's about mindset, strategy, discipline, and financial literacy.

Over the years, I've read countless books, but there are six that stand out. These books have shaped my approach to real estate and continue to influence how I invest, grow, and manage my property portfolio.

Here are the six must-read books that every property investor should add to their reading list, plus one that has been a complete game-changer for me personally.

1. Rich Dad Poor Dad by Robert Kiyosaki



Let's start with the book that changed it all for me and for millions of others. Rich Dad Poor Dad isn't just a book about money; it's a book about how the wealthy think about money.

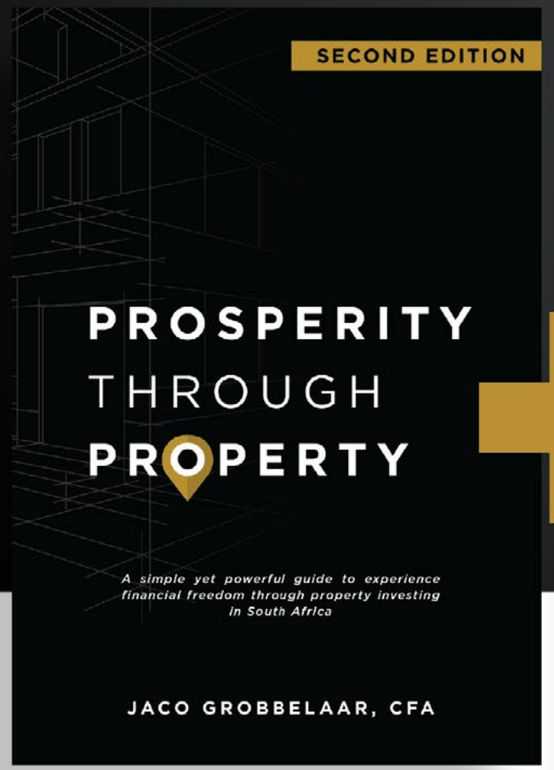
Kiyosaki draws a powerful contrast between two father figures: one who follows the traditional "work hard, save money, buy a house" mindset, and another who focuses on acquiring income-generating assets like real estate. The big idea? Your house is not an asset unless it puts money in your pocket.

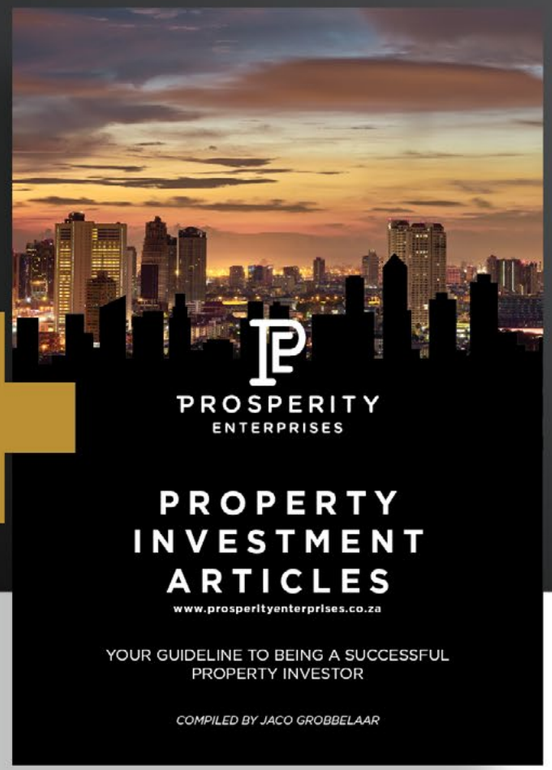
Key lessons include:

- Understanding the difference between assets and liabilities
- The importance of cash flow and passive income
- Why the rich invest in real estate
- This book helped me realise that financial freedom comes from owning assets that generate income while you sleep and property is the perfect vehicle for that.



TWO POWERFUL GUIDES TO FINANCIAL FREEDOM THROUGH PROPERTY INVESTING IN SOUTH AFRICA BY JACO GROBBELAAR



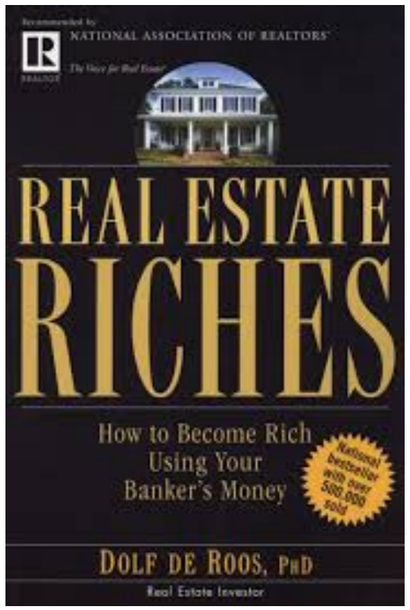


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2. Real Estate Riches by Dolf de Roos

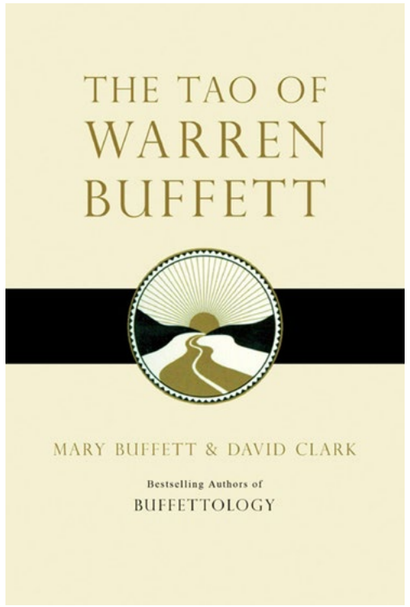


If Rich Dad Poor Dad opened my eyes to the why, Real Estate Riches gave me the how. Dolf de Roos delivers practical, experience-based wisdom on finding and acquiring high-performing investment properties. This book dives into topics like:

- How to spot opportunities others miss
- Why market timing isn't as important as buying the right property
- The power of using other people's money (leverage) to grow your portfolio

One of my favourite lessons from De Roos is this: "You don't wait for the market, you create the market." If you want to develop the instincts of a professional investor, this book is a goldmine.

The Tao of Warren Buffett by Mary Buffett and David Clark



While this isn't a real estate book per se, the principles in The Tao of Warren Buffett are universally applicable to investment success. Buffett's legendary approach to buying undervalued assets, thinking long term, and avoiding emotional decision-making translates beautifully into the world of property.

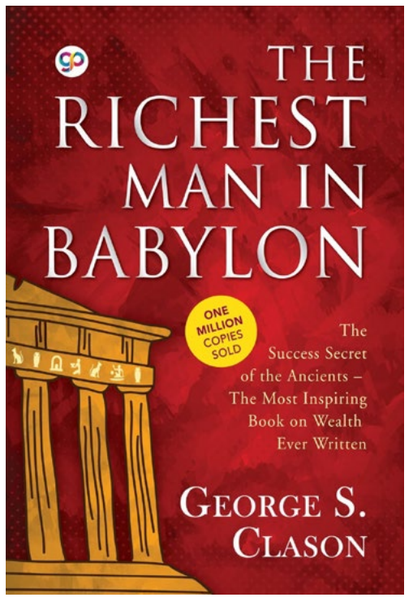
Highlights include:

- Why patience is a superpower
- The importance of buying quality assets at a good price
- Long-term thinking beats short-term speculation

As Buffett famously said, "The stock market is designed to transfer money from the active to the patient." Replace "stock market" with "property market," and the principle still stands.

4. The Richest Man in Babylon by George S. Clason

This classic may have been written nearly a century ago, but its lessons are as relevant as ever. Through simple parables, The Richest Man in Babylon teaches timeless financial principles that form the foundation of all wealth-building, including in property.



Top takeaways:

- The 10% Rule: Always pay yourself first
- Let your money work for you by investing it wisely
- Avoid bad investments by seeking wise counsel

The book reminds us that it's not how much you earn that matters—it's how much you keep and grow. This is exactly the kind of mindset you need as a disciplined property investor.

5. Expert Landlord by David Beattie

Owning property is only half the journey. Managing it well is what separates profitable investors from frustrated ones. Expert Landlord by David Beattie is a must-read for anyone who owns or plans to own rental property.

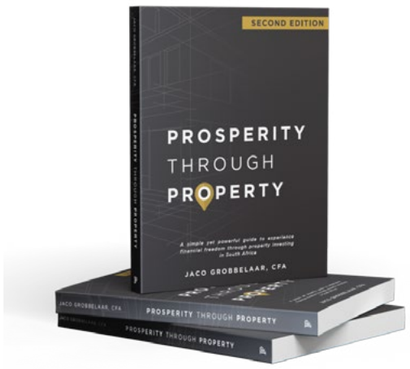


It's full of practical strategies, including:

- How to screen tenants and avoid problematic leases
- Techniques to reduce vacancies and keep rental income consistent
- How to treat your rental property like a business

This book has helped me avoid countless headaches and maximise the returns on my rental properties.

6. Prosperity Through Property by Jaco Grobbelaar



This one is especially close to my heart because I wrote it. After years of investing, structuring, financing, and scaling property portfolios, I wanted to create a clear, step-by-step guide for investors who are serious about building real, sustainable wealth through property.

Inside Prosperity Through Property, you'll find:

- A practical guide to building a property portfolio from scratch
- Strategies for structuring deals using trusts and companies
- How to optimise tax and cash flow for long-term growth

This book is the blueprint I wish I had when I started. It brings together years of learning, mistakes, successes, and insights into one resource that can help you leap forward - fast.

Final Thoughts

There you have it, six powerful books that have shaped my thinking, built my business, and helped thousands of clients through Prosperity Enterprises do the same. Whether you're just starting out or looking to scale your portfolio, these books offer wisdom that can save you time, money, and sleepless nights.

Remember, knowledge is only powerful when you apply it. So pick up one of these books, start reading, and more importantly - start doing. You're not just investing in property; you're investing in yourself.

And if you're ready to dive deeper into smart property investing, I highly recommend grabbing a copy of Prosperity Through Property. It might just be the game-changer you've been waiting for.



Events

WCPDF 2025: A Defining Moment for Development Dialogue



The 12th Annual Western Cape Property Development Forum (WCPDF) Conference, held recently in Cape Town, marked a record-breaking milestone with 479 registrations, the highest to date and an impressive 17% of attendees from outside the Western Cape, including several international participants.

What began 12 years ago with fewer than 100 delegates has grown into one of the most influential gatherings in South Africa's property and construction landscape.
This year's theme resonated deeply, with open and pragmatic dialogue between the private sector, government officials, industry leaders, and civil society. The WCPDF has become a trusted platform for frank conversations about what's working and what's not in driving sustainable development.



Top Insights from the 2025 Conference

National Reach, Local Relevance

Though regionally based, the WCPDF's voice now carries national weight. Delegates echoed the need for replicating its collaborative model across municipalities, especially where national dialogue is stagnating.

The Banking Disconnect

Despite optimism in the private property sector, banks continue to view development as high-risk. A lack of clear policy direction from Pretoria and Parliament was cited as a key obstacle to investor confidence.





Success Starts with Strong Local Leadership:

One of the standout lessons: municipal success depends on alignment between political leaders and senior administrators. Without collaboration between mayors and city managers, meaningful progress remains out of reach.

Citizens Driving Change:

The City of Cape Town's recent policy adjustments — from amending its budget after public outcry to adopting new planning bylaw reforms, demonstrated the power of active citizen engagement in shaping development outcomes.



Events

Property Investors pack out Bloem to Learn What's Next



Bloemfontein came alive with property energy as Prosperity Enterprises hosted its sold-out Property Investors Evening at the stunning Illanga Estate. The event drew a diverse crowd of investors, professionals, and entrepreneurs from across the Free State, all eager to sharpen their strategies and accelerate their path to wealth through real estate.

The evening delivered high-impact insights, powerful stories, and fresh tactics tailored to the South African investor, with each speaker bringing actionable ideas to the stage.



Neale Petersen – Founder, Real Estate Investor Magazine

Success begins in the mind. Neale urged investors to invest in personal growth: “Feed your mind, grow your network, and your net worth will follow.”



Louis Reynhardt – YouTube Property Influencer

Cash flow is king. Louis broke down how to secure properties that pay from day one, setting up investors for long-term success from their very first deal.

Esteani Marx – Lightstone

Migration trends revealed. Esteani showed how Gauteng’s resurgence could drive growth in overlooked markets, a potential game-changer for buyers paying attention.



Marleze Moller – My Home Loans

100% financing is possible. Marleze explained how to scale smarter by keeping your capital available and mastering the use of OPM - Other People’s Money.





Jaco Grobbelaar – Prosperity Enterprises

Build it right from the start. Jaco unpacked why a company structure backed by a Holdings Trust is still the most secure, tax-efficient way to invest.



Ettiene Stone – MJS Attorneys

Know your legal process. Ettiene walked investors through conveyancing must-knows and how the right legal team can prevent costly delays and disputes.

Llewellen Pelser – Pelser Property Group

One property, many incomes. Llewellen showed how to turn single homes into multilets for stronger, diversified rental returns.



Elize le Roux – Xpello

Evictions aren't the only answer. Elize shared smart ways to manage tenant disputes and exit problems without court costs and conflict.



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23 October - Johannesburg

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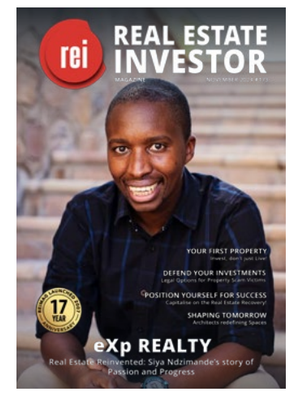
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