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REAL ESTATE INVESTOR®

MAGAZINE
MAY 2026 #190



INFLATION CREATES WEALTH
Why property wins long term

LEGAL RISKS ARE RISING
Why trustees must tighten financial oversight

OFFICES ARE EVOLVING FAST
How hybrid work is reshaping portfolios

INCOME IS THE STRATEGY
Why smart investors ignore yield

THE NEW GOLD RUSH IS HOSPITALITY

Wayne Godwin unpacks the investment trends, hotel demand & development surge driving Africa's hospitality growth cycle.

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- To Capacitate the State for Faster Project Approvals
- To Reduce Barriers & Facilitate Collaboration

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LILAYI CITY

WHAT PROJECT WOULD YOU LIKE TO BUILD WITH US?

LAND FOR SALE ENQUIRE NOW

MIXED-USE, MASTER PLANNED **DEVELOPMENT LAND FOR SALE IN ZAMBIA**

SOLD 44% SOLD

Lilayi City, a landmark mixed-use development in Lusaka, is open for land acquisition. Designed as a dynamic hub for industrial, commercial, residential, and lifestyle projects, Lilayi City offers prime real estate opportunities for investors and developers looking to establish themselves in one of Zambia's most promising growth corridors.

Strategically located to be the latest development node in Lusaka, Lilayi City is set to become a key driver of economic growth. With large land parcels for light industrial use along the African North-South Railway Corridor, the project is attracting interest from a diverse range of industries.



ICD & Dry Port - Multimodal Logistics Hub



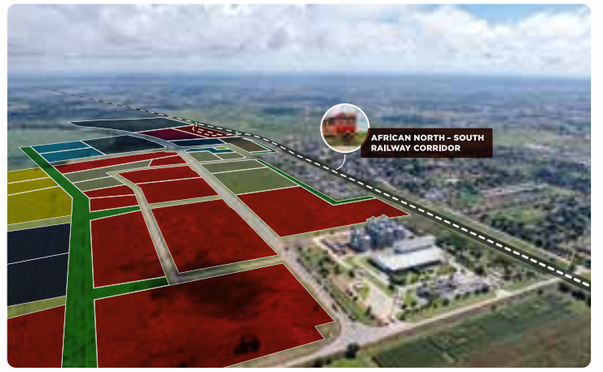
The New Frontier of SADC Growth

As South African investors look north for portfolio diversification, Lilayi City is the premier entry point into the Zambian market. Strategically positioned within Lusaka's high-growth southern corridor, this 410-hectare landmark development represents a sophisticated shift in regional mixed-use urban planning. Lilayi City is a meticulously master-planned hub designed to catalyse economic activity across the industrial, commercial, and residential sectors, offering South African developers a secure, high-yield alternative in one of Africa's most stable emerging economies.

LILAYI CITY IS THE PREMIER ENTRY POINT FOR SOUTH AFRICAN CAPITAL LOOKING TO DIVERSIFY INTO THE SADC'S MOST STABLE EMERGING MARKET.

Logistics and the North-South Corridor

Connectivity is the cornerstone of the Lilayi City value proposition. The development is uniquely positioned along the African North-South Railway Corridor, and provides a critical logistical advantage for the 66 hectares dedicated to Light Industrial and Logistics use. This sector is optimised for warehousing and international trade, serving as a vital link between regional markets. To support this industrial engine, the development features a 15km internal network of high-specification dual carriageway roads, ensuring heavy logistics and commercial traffic move seamlessly and reliably from the site to major regional trade routes.



POSITIONED ON THE AFRICAN NORTH-SOUTH RAILWAY CORRIDOR, WE PROVIDE THE CRITICAL LOGISTICAL INFRASTRUCTURE FOR THE FUTURE OF REGIONAL TRADE.

Diversified Portfolios & Mixed-Use Synergy

The Masterplan provides a balanced ecosystem that mitigates investment risk through sector diversification. Beyond the industrial core, 63 hectares are dedicated to high-demand residential development, while 21 hectares are earmarked for a thriving retail and medical precinct, including clinics and specialised healthcare centres. This is complemented by 35 hectares of green space and education precincts. With integrated lifestyle and commerce, Lilayi City creates a self-sustaining catchment area, ensuring that residential demand is driven by the proximity to new employment hubs and premium educational facilities.

The Master Plan



Land Use

- Business
- Connector Roads (Private)
- Dry Port & ICD
- Education
- Facilities
- Industrial
- Industrial Commercial
- Institutional Business
- Local Business
- Medical
- Medium Density Residential
- Open Space
- Private Open Space
- Private Road
- Public Road Reserves
- Retirement Village
- Road Services
- Services
- Sewerage Pond
- Single Residential
- Sports Complex
- Station & Rail Infrastructure

410Ha
Total Development Area

66Ha
Light Industrial & Logistics Hub

63Ha
Integrated Residential Precinct

21Ha
Combined Retail & Medical Zones

35Ha
Green Space, Sports & Education

OUR INSTITUTIONAL-GRADE GOVERNANCE AND DEED OF ADHERENCE ENSURE YOUR INVESTMENT IS PROTECTED BY INTERNATIONAL DEVELOPMENT STANDARDS.

Institutional-Grade Governance

For the discerning investor, Lilayi City offers a regulatory environment that mirrors international best practices. The project maintains rigorous development standards through a Deed of Adherence, which ensures all construction aligns with the Masterplan's long-term integrity. Every project is governed by guidelines from the Zambia Institute of Planners (ZIP), the Lusaka City Council (LCC) and the Zambia Environmental Management Agency (ZEMA). Furthermore, all plans must pass through the Lilayi City Design Review Committee, guaranteeing that your investment is protected by high-quality infrastructure standards.


60m Wide Green Belt

Sustainability and the "Green City" Vision

In an era of ESG-conscious investing, Lilayi City sets a new benchmark for sustainable African urbanism. The development is branded as a "Green City," characterised by 35 hectares of dedicated parklands, sports fields, and recreation areas. To date, over 1,500 indigenous trees have been planted to enhance the micro-environment and provide an exceptional quality of life for residents. While increasing the aesthetic value of the commercial and residential parcels, this commitment to green infrastructure ensures long-term capital appreciation for investors who prioritise sustainable, future-proof developments.

Strategic Acquisition and Collaboration

Lilayi City offers a transparent and frictionless entry for South African capital. The land acquisition process is designed for clarity, requiring a 30% initial payment to secure a parcel, with the 70% balance due only upon the submission of the local Property Transfer Tax (PTT). Recognising the power of syndication, the development also welcomes joint-venture partnerships, allowing two or more entities to co-purchase land. This flexibility, combined with the requirement for owners to service their own parcels to suit their specific operational needs, provides a bespoke investment vehicle for those ready to lead Lusaka's next era of growth.

Excellent Progress to Date


Lilayi Road 3 Sidewalk Progress






Lilayi Road 1 - Northwest

Why Choose Lilayi City?

- **Strategic location & connectivity**, Lilayi City is interconnected to neighbouring suburbs within Lusaka's high growth corridor by 15 km of dual carriageway roads.
- **Prime Light Industrial and Logistics and Commercial land** with easy access to the African North-South Railway Corridor.
- **Dedicated land parcels for Residential, Retirement Village, Medical, Retail, and Education investments**, creating a modern, integrated lifestyle.
- **ZIP, ZEMA and LCC Development regulations** ensure high-quality infrastructure.
- **Green City planning** with 35 hectares of open green space, sports fields and parkland, providing an exceptional and luxurious environment for learning and recreation.

Projects

Flagship Milling Plant & Railway Siding

Railway Logistics - Inland Container Depot

Logistics Hub & Warehousing

Warehousing & Storage

Retail Shopping Centre, Filling Station & Office Park

Specialty Hospital and Hotel (Tourism)

Shreeji
Tried, Tested & Trusted
Food Processing Plant

Showroom / Warehouse

Partners

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Disclaimer: All information, visuals, and materials provided are for illustrative purposes only and are subject to change without notice. Lilayi Development Company reserves the right to modify plans, designs, or specifications as needed to meet project requirements and investor preferences. The company also retains sole discretion to accept or decline investors based on project suitability and alignment with development goals. While every effort is made to ensure accuracy, no guarantees are provided, and reliance on these materials is at the user's own risk. For the latest and most accurate details, please contact Lilayi Development Company directly.

TAKE A TOUR
Scan to take an aerial tour of Lilayi City.

WHAT PROJECT WOULD YOU LIKE TO BUILD WITH US?

EDITOR'S VIEWPOINT

Why smart property investors are positioning for the next wealth cycle

"Real estate cannot be lost or stolen, nor can it be carried away. Purchased wisely and managed carefully, it is about the safest investment in the world."
Franklin D. Roosevelt

Investors who understand income, education and long-term positioning are preparing to benefit the most. In volatile markets, emotion becomes expensive. Smart investors do not chase hype, panic during uncertainty or wait endlessly for perfect conditions. They focus on fundamentals, cash flow, location and disciplined decision-making. That is why property remains one of the most powerful wealth-building tools available today.

South Africa's residential property market alone is worth more than R6 trillion, yet institutional participation remains relatively small compared to global markets. That disconnect creates opportunity. The next wave of growth will not come from speculation alone, but from income-producing assets, rental housing and smarter operational strategies.

Income is the new strategy.

Globally, successful investors are shifting their focus toward resilient income streams and operational performance. In this edition, we explore why income-driven investing is becoming increasingly important in a market shaped by uncertainty and rising costs. Our cover feature with Wayne Godwin explores the rapid rise of hospitality real estate across Africa, while we also examine how technology-driven models and scalable systems are reshaping South Africa's real estate industry.

At REI, our mission remains simple: educate, inform and empower investors to make smarter decisions in changing markets through our webinars, interviews, newsletters, investor roadshows and live events nationwide.

The market will always move in cycles. The key is positioning yourself before the next one fully arrives.

Neale Petersen
Founder & Editor-In-Chief



QUOTE OF THE MONTH
"Wealth flows to those who understand assets, income and time."

ASK THE EXPERTS

Legal risks are rising: Why trustees must tighten oversight



DIRECTOR | VDM ATTORNEYS

LANDLORD QUESTION

Our Body Corporate is being asked to sign a resolution giving the Managing Agent and attorneys broad authority over debt collection and legal recovery.

I am concerned about excessive legal fees, limited trustee oversight, and potential financial risk to the Body Corporate. How should trustees manage the debtors process, legal handovers, and attorney appointments responsibly?

A Managing Agent's debtors process is mainly administrative and includes levy reminders, statements, and arrears follow-ups. Legal recovery is a separate step that requires trustee approval before attorneys may be instructed to act on behalf of the Body Corporate.

The proposed resolution raises important governance concerns because it grants very broad authority to the Managing Agent and attorneys without sufficient trustee oversight.

This could expose the Body Corporate to excessive legal costs and long recovery timelines, with no guarantee that all costs will ultimately be recovered from the defaulting owner.

"Trustees have a fiduciary duty"

They must protect the Body Corporate's finances and should not bypass good governance procedures, including obtaining quotations and reviewing fee structures before appointing service providers.

Trustee action steps:

- **Require clear quotations and transparent legal fee structures upfront**
- **Ensure all legal handovers receive formal trustee approval**
- **Limit the Managing Agent's authority to administrative functions and recommendations**
- **Maintain proper financial oversight on all legal matters**

Strong governance and clear controls are essential to protecting the Body Corporate from unnecessary financial exposure.

THE BOTTOM LINE

Trustees must retain financial control, legal oversight and governance accountability at every stage of the debt recovery process.

Got a Property Problem?
Ask South Africa's leading property experts.

OPPORTUNITY
PRIVATE CAPITAL

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Founded in 2006, Opportunity Private Capital is a Cape Town–based boutique investment company. We structure and deploy private investor capital into residential property developments. Investors participate as capital providers, with a proven track record of returns generated through development execution and sales.

Simple. Secure. Significant.

Opportunity Private Capital offers private investors access to the value created during the residential property development phase, a return stream traditionally reserved for developers.

This limited investment opportunity allows investors to participate in the capital uplift generated through development, without the operational burden of direct property ownership.

Investment Objective
To provide private investors with alternative portfolio diversification by granting access to residential property development returns, supported by tangible property assets and disciplined capital structures.

Who This Investment Is For
This opportunity is suited to investors seeking:

- Exposure to property development returns.
- Predictable, time-bound investment structures.
- An alternative to direct property ownership.
- Asset-backed capital protection.
- Investments with a consistent track record.

R 601 792 427
Total Private Investments

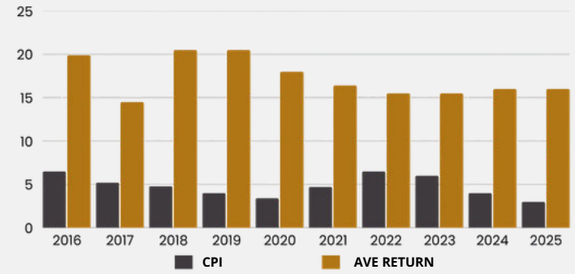
R 1.1 Billion
Total Project Value

16.94 Months
Ave Investment Timeframe

Key Investment Highlights

- Projected returns from 14% p.a - returns scaled upwards per investment value.
- Defined capital protection with development assets.
- Minimum investment from R100,000.
- Investment timeframes: Estimated 18 - 24 months.

10 YEAR PERFORMANCE
AVERAGE INVESTOR RETURNS vs CPI



The average return for the period represents the capital-weighted average simple interest rate of investments exited during the year, across the applicable investment tiers.
***Source**: Opportunity Private Capital and Macrotrends.net*

Risk Profile

- Low to Medium, supported by asset-backed security and defined project structures.
- Capital deployed into residential developments in high-demand areas around Cape Town.

Capital Security

- Investor capital secured by underlying development assets.
- Properties held as security for investors until exit.
- Independent Security Trust mandated to safeguard investor interests.



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MASTER INVESTOR

Wayne Godwin's vision for Africa's Hospitality future

By Neale Petersen

From analyst to one of Africa's leading hospitality strategists



Few hospitality real estate professionals in Africa have built a career with the breadth, depth and continental reach of Wayne Godwin.

From starting out as an analyst at a JSE-listed hospitality REIT to ultimately becoming CEO of JLL Africa, Godwin has spent nearly two decades helping shape the hospitality investment landscape across the continent.

Today, as the newly appointed Managing Director of Cushman & Wakefield | Broll Hospitality, he is now building what could become one of Africa's most influential hospitality real estate advisory businesses.

But unlike many executives who enter hospitality through operations or traditional commercial property, Godwin's journey has always centred on the investment and real estate side of the sector, where strategy, capital allocation, market intelligence and long-term asset performance ultimately determine success. And in a market as complex and fragmented as Africa, that perspective matters.

A career built across every layer of Hospitality real estate

Godwin's career path is anything but conventional. He began his journey as an Analyst at the JSE-listed Hospitality Property Fund, which at the time held a portfolio of 54 hotels.

That early exposure gave him something many advisors never fully acquire, a direct understanding of how hotel owners think, how assets perform operationally, and how hospitality investments succeed or fail over time.

"I've been on the owner side, the consulting side, and the leadership side," says Godwin. "That full view is what allows me to give advice that holds up in the real world and not just in a spreadsheet."



From there, his career expanded rapidly through some of the industry's most respected firms, including:

- **Pam Golding Tourism & Hospitality Consulting**
- **HTI Consulting**
- **Grant Thornton**
- **JLL Hotels & Hospitality Group**

At each stage, Godwin developed increasingly specialised expertise across:

- **Hotel valuations**
- **Feasibility studies**
- **Development advisory**
- **Capital markets**
- **Operator selection**
- **Asset management**
- **Hospitality transactions**

By the time he joined JLL in 2015, he had already built a strong reputation as one of Africa's rising hospitality real estate specialists. What followed was a remarkably fast rise through the ranks.



Rising to CEO of JLL Africa

At JLL, Godwin moved far beyond a traditional hospitality advisory role. Over an 11-year period, he held several major leadership positions including:

- **Head of Hotels & Hospitality Group, Sub-Saharan Africa**
- **Head of East Africa (based in Nairobi)**
- **CEO of JLL Africa**

As CEO, he oversaw multidisciplinary operations across:

- **Johannesburg**
- **Cape Town**
- **Nairobi**
- **Lagos**
- **Casablanca**
- **Cairo**

At the same time, he continued leading hospitality advisory assignments across more than 43 African countries. That combination of operational leadership and specialist hospitality expertise is rare in African real estate.

Importantly, his years living and working in East Africa gave him a far more grounded understanding of African markets than many global executives who manage the continent remotely.

"Africa is not one hospitality market," says Godwin. "Each country has different dynamics, different infrastructure realities, different regulatory environments and different investor behaviour."

That nuanced understanding has become one of his greatest competitive advantages.

Hospitality is not just another property sector

One of the themes Godwin repeatedly returns to is that hospitality should never be viewed simply as another branch of commercial property.

According to him, hospitality sits in a category of its own because it combines both real estate performance and operational execution. “Hospitality sits at the intersection of real estate and experience,” he explains. “Understanding both is essential.”

Unlike office or retail property, hotels reset every single night. Revenue depends on:

- **Occupancy**
- **Tourism flows**
- **Business travel**
- **Consumer behaviour**
- **Brand strength**
- **Operational quality**
- **Economic sentiment**

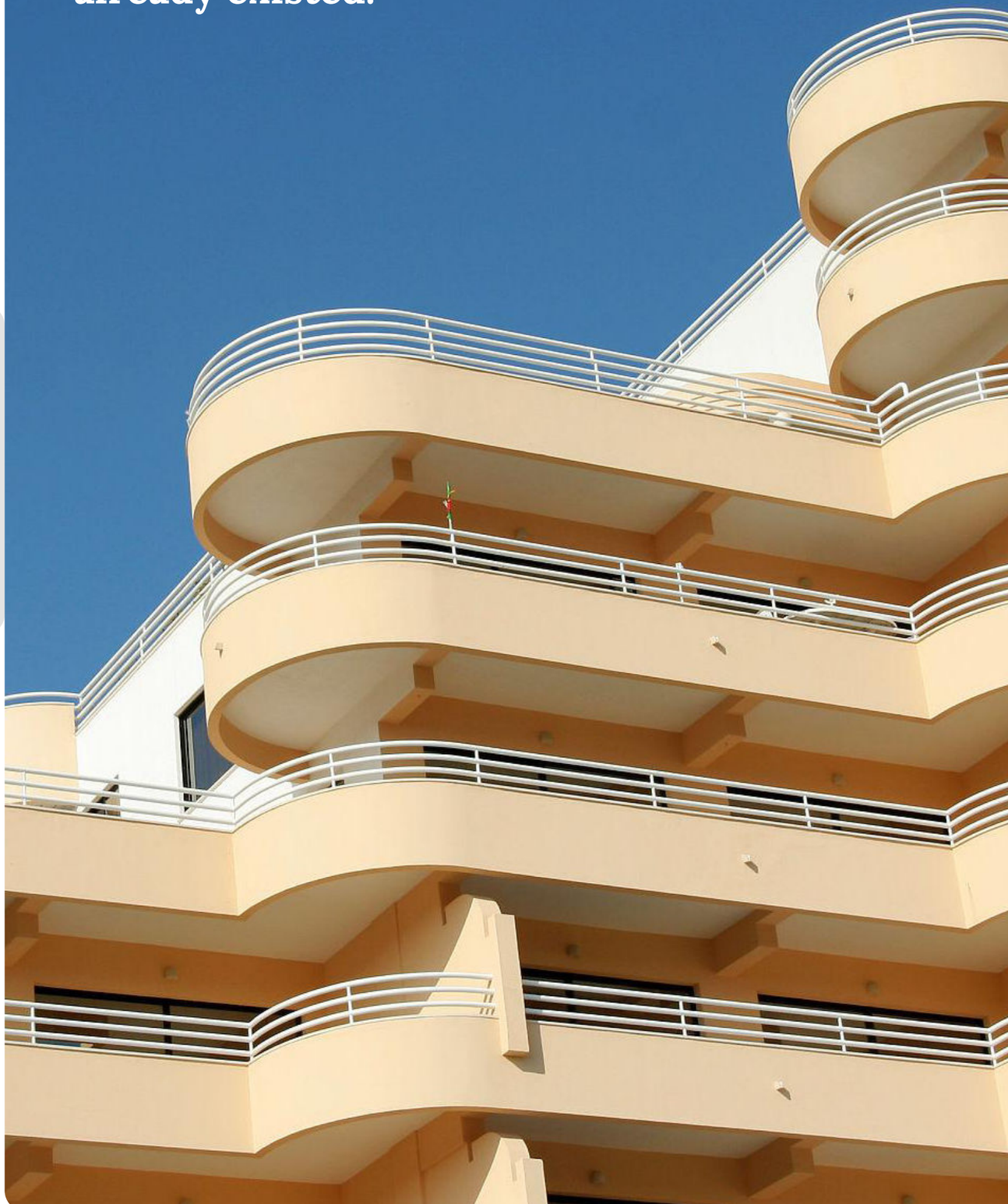
That complexity is exactly what attracted Godwin to the sector early in his career. It is also why he believes specialist hospitality advisory has become increasingly important across Africa as institutional investors enter the market.

Why he joined Broll Hospitality

After reaching the top leadership role at JLL Africa, many industry observers may have expected Godwin to remain within a global corporate structure indefinitely.

Instead, in 2026, he made the decision to join Broll Property Group to launch and lead the new Broll Hospitality platform under the global Cushman & Wakefield affiliation.

For Godwin, the move was highly strategic. “This was an opportunity to build something,” he says. “Not simply manage something that already existed.”



The vision is ambitious: To create Africa's first dedicated, full-lifecycle hospitality real estate advisory platform.

Importantly, Broll Hospitality is not a hotel operations company. Instead, it focuses on:

- **Hospitality investment advisory**
- **Development feasibility**
- **Capital markets**
- **Hotel valuations**
- **Asset management**
- **Operator selection**
- **Strategic transaction advisory**

The platform effectively acts as the bridge between:

- **Investors**
- **Developers**
- **Hotel operators**
- **Global capital providers**

"A successful hotel is not just a well-designed building," says Godwin. "It is a carefully structured partnership between investor, operator and market demand."

Why Africa's Hospitality story is just beginning

Godwin believes Africa's hospitality sector is entering a significant long-term growth phase. According to industry data referenced by Broll Hospitality:

- **Africa's hotel pipeline now exceeds 123,000 rooms**
- **More than 675 hotels and resorts are planned or under construction**
- **Pipeline activity is growing at double-digit rates annually**

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However, Godwin warns against oversimplifying the opportunity. He believes Africa's hospitality growth story requires realism, discipline and local understanding.

"Africa presents enormous hospitality opportunity, but success here requires understanding the realities of each market, not applying a global template." He points to several key growth drivers:

- **Urbanisation**
- **Infrastructure investment**
- **Growing middle-class consumption**
- **Improved airports and connectivity**
- **Mixed-use developments**
- **Branded residences**
- **Extended-stay products**
- **Expanding global hotel brands**

At the same time, he stresses that not every development should be built. This balanced perspective has become a defining feature of his advisory approach.

Building institutional confidence in African Hospitality

One of the major opportunities Godwin sees is bringing greater institutional credibility and sophistication into African hospitality investment. Historically, much of Africa's hotel development has been driven by private capital and family-owned investment groups.

Now, larger institutional investors are beginning to take hospitality far more seriously as:

- **A diversification asset**
- **An inflation hedge**
- **A long-term income strategy**
- **A placemaking catalyst**

The Cushman & Wakefield partnership is central to this strategy. It gives Broll Hospitality direct access to:

- **Global investors**
- **International capital networks**
- **Institutional-grade research**
- **Global hospitality transaction expertise**

"Our role is helping global investors understand Africa properly," says Godwin. "Through real intelligence, real strategy and real opportunities."

A new chapter for African Hospitality advisory

Today, Wayne Godwin stands at a pivotal point in both his own career and Africa's hospitality evolution.

Having worked across virtually every layer of the hospitality investment ecosystem as owner, consultant, advisor, strategist and CEO, he now brings that full-cycle perspective into building a next-generation advisory platform for the continent.

And as Africa's hospitality sector becomes increasingly sophisticated, institutional and globally connected, that experience may prove more valuable than ever.

For Godwin, however, the mission remains simple: To help investors navigate Africa's hospitality opportunity intelligently, strategically and sustainably.

Because in a sector driven by both experience and economics, understanding the market properly is everything.

COVER FEATURE

Africa's hotel boom is no longer a theory - it's happening

By Neale Petersen

broll Hospitality

Why institutional capital is moving aggressively into hospitality and why Broll Hospitality believes Africa's real growth cycle is only beginning.

Inside Broll Hospitality with Wayne Godwin

Africa's hospitality sector is no longer operating on potential alone. It is evolving into a serious institutional real estate story.

What was once seen as a tourism-driven niche asset class has rapidly become one of the continent's most strategic investment categories, attracting global brands, institutional capital, private equity, family offices and developers searching for long-term growth.

And according to Wayne Godwin, the biggest shift happening right now is not simply more hotels being built. It's that investors are becoming smarter.

"The opportunity in Africa is very real," says Godwin. "But it's no longer about simply building a hotel and expecting demand to arrive.

Investors today need to understand the exact market, the exact location and the exact demand profile they're targeting."

That realism sits at the core of Broll's overall platform, in direct correlation with it's affiliation with Cushmand & Wakefield - that's the game changer. Broll Hospitality is designed to bridge global capital, African market intelligence and specialist hospitality advisory into one integrated offering.

More importantly, this is not a hotel operations company. It is an investor-focused real estate advisory platform built specifically for hospitality assets across Africa.

Hospitality is not just about hotels

One of the biggest misconceptions in the market, says Godwin, is that hospitality is simply another version of commercial property. It isn't.

Unlike office buildings or retail centres, hotels operate as living businesses where performance resets every single day. "Hospitality resets every night," says Godwin.

"Every single day you need demand, occupancy, operational execution and customer experience to align."

That complexity is exactly what makes hospitality both challenging and highly rewarding. Unlike traditional property sectors:

- **Income is operationally driven**
- **Asset performance changes daily**
- **Consumer behaviour directly impacts returns**
- **Operator quality becomes critical**
- **Tourism, infrastructure and macroeconomics matter enormously**



“Hospitality sits at the intersection of real estate and experience. Understanding both is essential.”

That understanding is precisely where Broll Hospitality positions itself. The platform operates between the investor and the operator and ensuring projects are commercially viable before capital is deployed.

Africa’s hospitality story has changed

For years, Africa’s hotel growth narrative was often oversold.

Big pipeline numbers dominated headlines while many projects failed to materialise.

Godwin is refreshingly honest about that reality. “We probably only see around 30% of announced hotel developments actually opening,” he says. And that honesty is exactly what separates the new generation of hospitality investors from the old one.

Today, investors are no longer chasing broad continental growth stories. They are looking at:

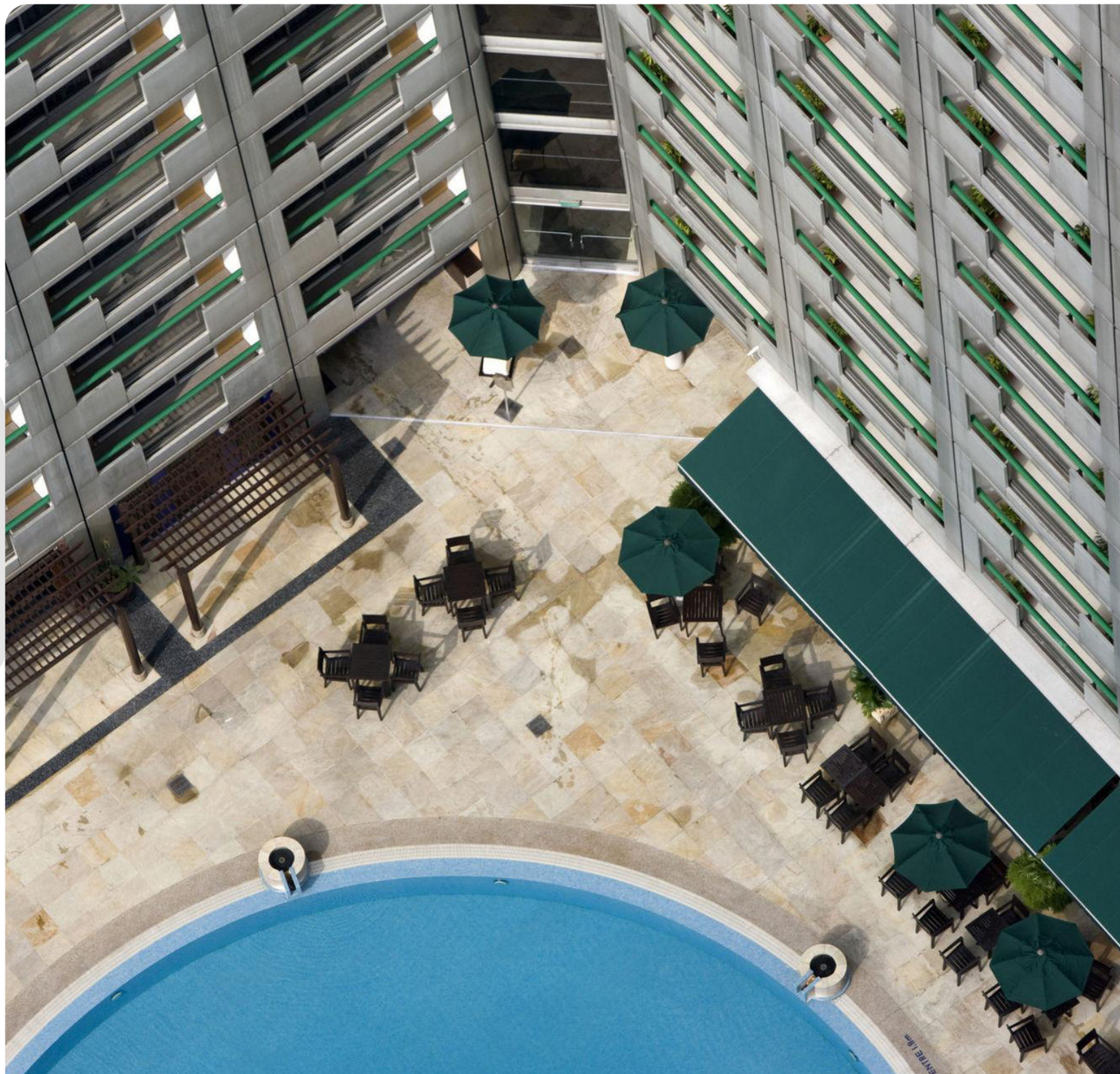
- **Specific cities**
- **Specific precincts**
- **Specific demand drivers**
- **Specific operator strategies**

“It’s no longer simply ‘build it and they will come,’” says Godwin. “The market has become more sophisticated.” That sophistication is visible across the continent.

Africa’s hospitality pipeline now exceeds:

- **123,000 rooms**
- **675 hotels and resorts**
- **Double-digit annual pipeline growth**

But importantly, investors are becoming more selective and that is creating stronger, more sustainable development stories.



Why Broll Hospitality exists

Godwin believes the African market lacked one key thing: a dedicated hospitality advisory platform focused on the full investment lifecycle. Not brokerage. Not hotel management. But a strategic investor advisory - one that, through its affiliation with **Cushman & Wakefield**, has the global reach and institutional backing to release that potential to its fullest.

That includes:

- **Feasibility studies**
- **Hotel valuations**
- **Development advisory**
- **Capital markets**
- **Operator selection**
- **Asset management**
- **Exit strategy planning**

“A successful hotel is not just a well-designed building,” says Godwin. “It’s a carefully structured partnership between investor, operator and market demand.”

“If the fundamentals don’t stack up, that’s exactly what we’ll tell clients.”

That independence matters. Because according to Godwin, too many projects across Africa were historically driven by excitement rather than disciplined feasibility.

Why global capital still needs Africa

One of the biggest strategic advantages for Broll Hospitality is its relationship with Cushman & Wakefield. This is the game-changer and massive differentiator. The affiliation gives African investors access to:

- **Institutional-grade advisory**
- **Global hospitality intelligence**
- **International capital networks**
- **Cross-border transaction expertise**
- **Global investor confidence**



"It's about putting Africa onto the radar of global investors who may not yet fully understand the opportunity," says Godwin. Most importantly, the timing may finally be right. Global investors are increasingly searching for:

- **Yield diversification**
- **Lifestyle-driven real estate**
- **Inflation-hedged assets**
- **Alternative property sectors**
- **Emerging market growth opportunities**

Hospitality increasingly ticks those boxes.

The new hospitality investor

One of the biggest shifts happening across Africa is the changing profile of hospitality investors. Historically, many hotel projects were developed by:

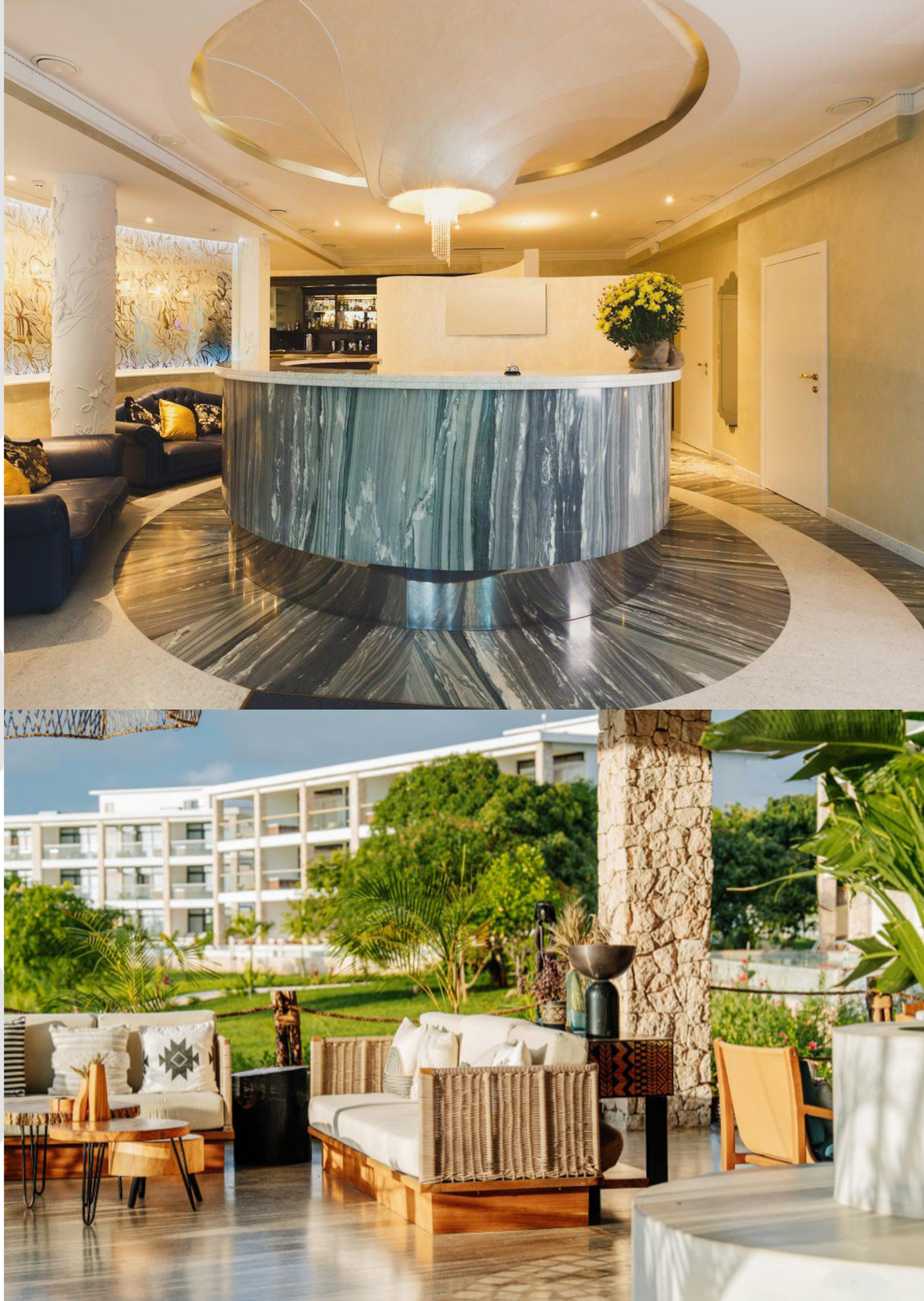
- **Family businesses**
- **Private entrepreneurs**
- **Owner-operators**
- **Local development groups**

Now institutional capital is becoming more active and that is fundamentally changing the market.

"We're seeing investors become far more realistic and disciplined," says Godwin. Importantly, hospitality is also evolving beyond traditional hotels. New growth categories include:

- **Branded residences**
- **Extended-stay products**
- **Lifestyle hotels**
- **Resort developments**
- **Mixed-use hospitality precincts**
- **Experiential tourism assets**

Hospitality is increasingly becoming part of broader placemaking strategy.



“Hospitality is no longer just about rooms and beds. It’s becoming part of how cities position themselves competitively.”

East Africa, Morocco & Egypt lead the next wave

According to Godwin, several African regions are emerging as major hospitality growth stories.

East Africa

Countries such as Kenya in East Africa continues accelerating due to:

- **Strong regional integration**
- **Expanding business travel**
- **Infrastructure upgrades**
- **Growing tourism demand**
- **Improving airport connectivity**

Godwin’s years living and working in Nairobi gave him deep firsthand exposure to the region’s evolution.

Egypt & Morocco

Meanwhile, Egypt and Morocco continue attracting major international investment through:

- **Government support**
- **Tourism infrastructure**
- **Aggressive hotel development**
- **International airlift expansion**
- **Leisure-driven growth**

South Africa

Despite economic pressure, South Africa remains highly relevant. “Cape Town remains one of Africa’s strongest hospitality investment stories,” says Godwin.

Nigeria: The giant many still don’t understand

Godwin believes Nigeria remains one of Africa’s biggest long-term hospitality opportunities.

“When you have an economy of that scale with so few quality hotels, the opportunity is obvious,” he explains. However, challenges remain:

- **Infrastructure bottlenecks**
- **Currency volatility**
- **Import costs**
- **Funding complexity**
- **Development execution risk**

Still, the long-term demand fundamentals remain powerful. This is where experienced advisory becomes essential.



The biggest mistake investors make

According to Godwin, one of the most dangerous assumptions investors make is believing hospitality success is automatic. It isn't.

Wrong operator selection, poor location choice, unrealistic feasibility assumptions and undercapitalisation continue destroying projects across the continent.

"Not every hotel development should be built," he says bluntly. That realism is central to the Broll Hospitality philosophy. The business is not built around selling excitement. It is built around protecting investor capital.

The future of African hospitality

Looking ahead, Godwin believes Africa's hospitality industry is still only in the early stages of its long-term growth cycle.

While global volatility, geopolitical risk and economic uncertainty remain major challenges, he believes the long-term fundamentals remain exceptionally strong. The future growth areas include:

- **Lifestyle hotels**
- **Lodges and safari assets**
- **Branded residences**
- **Extended-stay products**
- **Leisure resorts**
- **Mixed-use precincts**
- **Experience-led developments**

But above all, success will belong to investors who understand Africa market-by-market, not through simplistic continental narratives.

"Africa is not one hospitality market. It's dozens of unique markets and understanding that difference is where the real opportunity lies."

Entering a mature era

Africa's hospitality sector is entering a far more mature and sophisticated era. The easy narratives are fading. The smart capital is becoming more disciplined. The investors who combine long-term thinking with local intelligence are likely to emerge strongest.

For Broll Hospitality, the mission is clear: To help investors navigate one of the world's most misunderstood, yet potentially rewarding real estate opportunities with realism, structure and institutional-grade advisory — delivered through our affiliation with **Cushman & Wakefield.**

Because in hospitality, the difference between success and failure is rarely luck. It is strategy.

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AGENCY SPOTLIGHT

The Rise of the eXceptional: How eXp Realty South Africa redefined an industry in five years

By Khanya Gundwana



In the volatile world of South African real estate, five years can feel like a lifetime. In 2021, eXp Realty South Africa was a disruptive whisper, a startup with zero agents and a cloud-based dream. Fast forward to the second quarter of 2026, and that whisper has become a roar.

Today, eXp Realty South Africa stands as the Largest Independent Real Estate Company in Africa. Having surged from the 6,000th largest agency to the Number 3 spot and currently within striking distance of Number 2, the company's trajectory is being studied as a masterclass in scale, grit, and cultural alignment.

From Manual Strokes to Miracles

"What we have built is nothing short of miraculous," says Andrew Thompson, CEO and Country Leader of eXp Realty South Africa. Reflecting on the journey during the recent landmark eXpcon Cape Town 2026, Thompson attributes the success to the "manual strokes", the relentless, daily hard work of a world-class agent team, in excess of 1,400 agents.

The milestones achieved in this half-decade are record-breaking by any standard:

- **The Velocity of Success:** The company is home to the fastest CAP achievement in South African history, achieved in just 19 days.
- **The Next Generation:** Proof of their "youth-forward" appeal, eXp Realty South Africa produced the country's youngest ICON agent at age 22.
- **A Culture of High Performance:** In the past year alone, 110 agents reached CAP status, a testament to the platform's ability to reward top-tier production.

A Heart for the Community

Beyond the spreadsheets and sales figures, eXp Realty South Africa has anchored itself in the social fabric of South Africa. Over the past two years, the team has contributed over R2.8 Million to Laureus Sport for Good South Africa Foundation. For Thompson, this isn't just corporate social responsibility; it's a celebration of family and community. "We've stayed true to our heart," Thompson notes, "and that makes the victories in our virtual boardroom feel even more meaningful."





AGENCY SPOTLIGHT

The Road to 2031: The AI Frontier

While the first five years were defined by rapid physical growth and grit, Thompson is clear that the next five will be defined by AI Significance. The company is currently pivoting its toolkit toward high-speed digital efficiencies. By integrating specialized GPTs and "Gems" (custom AI assistants), eXp aims to strip away the "manual administration" that often plagues the industry.

"The goal is simple: ensure our agents spend less time on paperwork and more time doing what they do best—closing deals and building relationships," Thompson explains.

This shift isn't just about technology; it's about the experience. With a relentless focus on achieving an 80%+ Net Promoter Score (NPS), the company is refining its Standard Operating Procedures to be more functional and outcome-based than ever before. For agents who feel behind the digital curve, Thompson's message is clear: "Let's get ahead of it together."





The Verdict: From Good to eXceptional

As the first quarter of 2026 closes, the momentum within eXp Realty South Africa feels unstoppable. They have successfully transitioned from a “disruptive startup” to a “national powerhouse.”

In his closing address to his team, Thompson offered a final challenge: “We have moved from good to great, now, it is time to become eXceptional.

The advancement of our people and technology is relentless. Let’s make the next five years the most rewarding ones yet.”

For the South African real estate market, one thing is certain: eXp isn’t just watching the future; they are building it.

eXp Realty South Africa: At a Glance

Metric	2021	2026
Agent Count	0	1,450
Industry Rank	6,000+	3 (Aiming for 2)
Social Contribution	R0	R2.8 Million (Laureus Sport for Good)
Key Tech Focus	Cloud Integration	AI Significance & "Gems"



LEGAL

Compliance Crackdown: Why South Africa's estate agents can no longer afford to get FICA wrong

by Neale Petersen



The introduction of Directive 11 of 2026 by the Financial Intelligence Centre (FIC) is more than another layer of regulation. It represents one of the most significant compliance shifts the industry has faced in years and sends a clear message to estate agencies across the country: Compliance is no longer optional, reactive or administrative. It is now operational, measurable and enforceable.

From 1 April 2026, estate agencies, classified as accountable institutions under FICA are now required to submit a comprehensive Risk and Compliance Return (RCR) to the FIC.

For many agencies, this is a wake-up call. “Compliance is no longer about ticking boxes, it’s about proving accountability.”

Property transactions remain one of the most vulnerable sectors for financial crime due to the high-value nature of deals and the movement of funds through multiple parties.

Directive 11 is designed to force greater transparency, tighter reporting and stronger governance standards throughout the real estate ecosystem.

According to Chantelle Frier, National Sales Manager at SW360, the industry is moving from reactive compliance to proactive accountability. Agencies are now expected to demonstrate that their systems are actively working, not merely existing on paper.



For many agencies, particularly smaller firms, the reality is daunting. The directive requires:

- **Accurate multi-year data collection**
- **Consolidated branch reporting**
- **Updated compliance frameworks**
- **Alignment between policy and operational practice**
- **Full readiness on the FIC's goAML system**

This is where many agencies may struggle. "The agencies that survive this shift will be the ones that professionalise fastest."
The days of fragmented spreadsheets, manual onboarding and inconsistent compliance procedures are rapidly disappearing.

As regulatory pressure intensifies, technology is emerging as one of the industry's biggest enablers.

Solutions such as Searchworks and VOCA are increasingly being used to modernise compliance processes and provide agencies with real-time visibility into risk management and reporting requirements.
In a market where regulators are demanding proof, not promises, data integrity and operational transparency are becoming critical business assets.



With reporting deadlines looming between 30 June and 31 July 2026 depending on classification, agencies have limited time to prepare.

The agencies leaving compliance until the last minute may find themselves exposed operationally and financially.

Directive 11 is not simply another compliance hurdle. It marks a structural turning point for South Africa's real estate industry.
The agencies that embrace stronger governance, smarter systems and operational accountability will not only reduce regulatory risk, they will build stronger, more trusted businesses in the process.

The industry is evolving rapidly. And in this next cycle, compliance may become one of the biggest differentiators between agencies that grow... and those that fall behind.

"The future of real estate belongs to agencies that combine trust, transparency and technology."

difficulty of regulating schemes that sit outside the formal net.



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RedRabbit
powered by WeconnectU™



Maintenance is never static.

Pressures change, expectations rise, and teams are constantly asked to do more, faster, with greater visibility and control.

That's why RedRabbit keeps moving forward.

Not by reinventing what already works, but by continuously building on it – responding to real-world feedback and removing friction wherever it appears.

A ticket to ride: how maintenance gets moving

Our 2025 release of RedRabbit's Ticketing-on-the-Go is a great example of this problem-solving approach to product development.

It was built to address a major operational challenge:
maintenance issues were being identified, but they weren't moving quickly or consistently into action.

Ticketing-on-the-go changed that, delivering three immediate, practical outcomes:

- **Issues were no longer trapped in inspection reports**
- **Tickets could be created immediately, at the moment an issue was identified**
- **Maintenance could begin faster and more consistently, without waiting on manual follow-ups**

It worked exactly as intended – getting maintenance issues off the starting block faster than ever – and the response from users was overwhelmingly positive.

But with the challenge of ticket creation solved, it quickly became clear that the maintenance workflow still faced another significant roadblock.

The communication roadblock

Today, the biggest constraint in maintenance isn't identifying issues or raising tickets. Those problems have largely been addressed.

The current challenge sits further along the workflow – in how maintenance is communicated, coordinated, and progressed once work leaves the office and enters the field.

This has become the most common point where momentum is lost.

Not because people aren't doing their jobs, but because once tickets are created, communication fragments – spreading across WhatsApp messages on personal devices, long email chains, and late or missing updates, with no clear audit trail or ownership of next steps.

Clearing the path for progress with RedRabbit Connect

To keep maintenance moving, RedRabbit needed to go beyond ticket creation and address the communication layer itself. Not by adding another messaging tool, but by replacing unstructured conversations with a purpose-built, operational way of working.

This is where RedRabbit Connect comes in – our latest, in-development capability, set to be unveiled at ENGAGE '26.

Built as an integrated part of the RedRabbit platform within the WeconnectU ecosystem, RedRabbit Connect will complete the maintenance journey by transforming tickets into live, connected execution between teams and service providers.

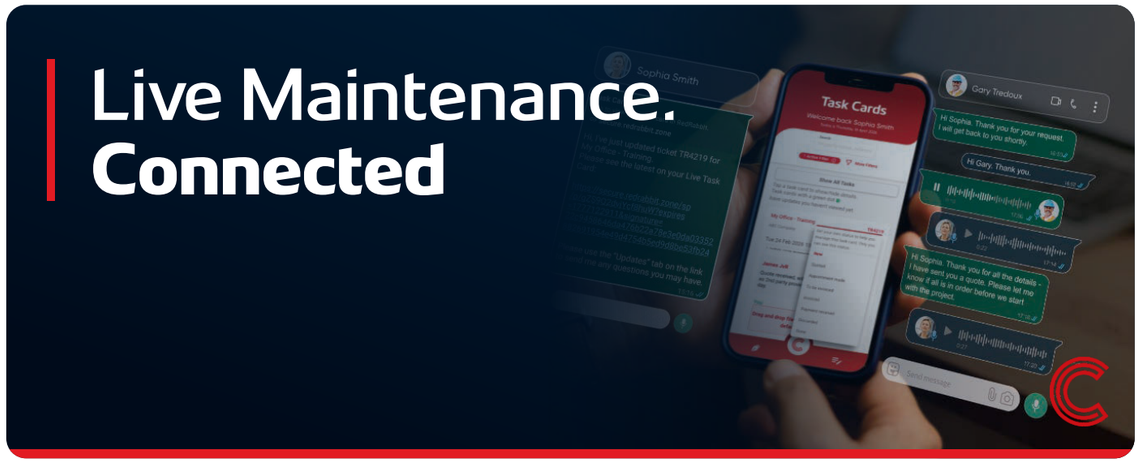
It replaces ***fragmented conversations with structured, visible progress – all anchored inside RedRabbit.***

LIVE Task Cards: where work & communication come together

RedRabbit Connect brings this principle to life through LIVE Task Cards.

Instead of pushing maintenance conversations into disconnected tools, LIVE Task Cards keep communication anchored to the ticket itself – creating a single, shared space around each job.

Task Cards are shared instantly with service providers and accessed securely via OTP links delivered through familiar channels like WhatsApp or email.



No apps, no logins, no paperwork.

As work progresses, updates are captured in real time and remain visible to everyone involved.

Progress, decisions, and accountability stay connected to the work – not scattered across inboxes or chat threads.

The result is live execution with shared visibility, without changing how people work in the field.

One connected workflow, from start to finish

With RedRabbit Connect in place, maintenance no longer operates in disconnected stages. What were once handovers are now a single, continuous flow, from the moment an issue is identified to the moment it's resolved.

Inspection findings move seamlessly into tickets.

Tickets flow into LIVE Task Cards. Updates, quotes, work, and invoices stay connected throughout.

There's no loss of visibility halfway through the process, and no need to reconstruct what happened after the fact. Every step builds on the last, all within the RedRabbit platform and the wider WeconnectU ecosystem.

This is what turns maintenance from a series of touchpoints into a true end-to-end workflow.

When insight turns into manageability

Connecting the workflow doesn't just improve execution – it transforms how maintenance is managed.

Because progress, updates, and outcomes are captured as work happens, RedRabbit's insights and reporting move beyond static snapshots.

Teams gain a clear view of how maintenance is actually flowing, where pressure points emerge, and what needs attention.

This builds on feedback RedRabbit already hears consistently today: not that there's more information, but that maintenance finally feels manageable.

By extending that same visibility and structure through execution, RedRabbit Connect takes this a step further, ensuring insight isn't just retrospective, but shaped by what's happening in real time.

Always moving forward

RedRabbit Connect isn't a departure from what RedRabbit already does well. It's the next step in a deliberate, problem-led approach to product development – never stopping at the first win.

Ticketing-on-the-Go removed friction at the start of the journey. Strong insights and reporting made maintenance more manageable.

RedRabbit Connect extends that same thinking into execution, addressing the communication roadblock that still slows maintenance down today.

The outcome is simple but powerful: fewer handovers, less chasing, and clearer visibility from start to finish.

And that matters because maintenance teams were never meant to spend their time coordinating conversations and tracking updates.

Their real value lies in managing relationships, making informed decisions, and shaping strategy – ***the work that actually moves portfolios forward.***

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WeconnectU

COMMERCIAL

Offices are changing forever

By Neale Petersen



Why flexibility is becoming corporate real estate's biggest competitive advantage

Corporate real estate is undergoing one of the biggest strategic shifts in decades.

The era of static office portfolios, oversized headquarters and long-term lease commitments is fading fast. In its place, a more agile, data-driven and demand-led model is emerging, one built around flexibility, efficiency and workforce mobility.

For CRE leaders, flexibility is no longer simply an operational consideration. It has become a financial strategy, a talent strategy and increasingly, a competitive advantage.

"The future office is no longer one building. It's a connected network." According to IWG's latest 2026: The View from the C-Suite research, organisations embracing flexible workspace models are reducing costs, improving productivity and positioning themselves to respond faster to economic and workforce shifts.

From fixed space to flexible networks

Traditional real estate models often left companies trapped in expensive, underutilised space with limited ability to adapt.

Today's leading organisations are taking a different approach, combining central headquarters with regional flexible offices, coworking hubs and on-demand workspace solutions closer to where employees live.

This "Work from an Office" model is reshaping portfolio strategy by allowing businesses to:

- Reduce vacancy and underutilisation risk
- Convert fixed property costs into variable spend
- Align office space with real-time business demand
- Scale portfolios faster across regions and markets

The result is a far more responsive real estate strategy in an increasingly uncertain business environment.
"Corporate real estate is shifting from ownership thinking to access thinking."

Hybrid work is now a business strategy

2026 is rapidly becoming the year of platform working. More than 80% of CEOs now support multi-location working models, balancing home, headquarters and local flexible workspaces. But this shift is about far more than employee convenience.

The commercial impact is becoming impossible to ignore:

- **Shorter commutes improve wellbeing and productivity**
- **Flexible locations widen access to talent pools**
- **Hybrid models improve retention and employee engagement**
- **Businesses gain greater operational agility**

IWG research shows companies integrating flexible workspace solutions into their portfolios can reduce real estate costs by as much as 55% while improving workforce satisfaction and productivity simultaneously.



COMMERCIAL

The new ROI of real estate

This is no longer simply about reducing office costs. It is about reallocating capital more intelligently.

By reducing long-term lease exposure and optimising space utilisation, businesses are freeing up capital for growth, technology investment, AI integration and operational expansion.

Research indicates flexible work arrangements can:

- **Increase productivity by up to 11%**
- **Lower attrition risk**
- **Improve workforce engagement and wellbeing**

For CRE leaders, the conversation has fundamentally changed. The most valuable office portfolios are no longer the biggest. They are the most adaptable.

The bottom line

Flexibility is no longer optional in corporate real estate, it is strategic infrastructure.

The companies winning this next cycle are building agile workspace ecosystems that move with their workforce, adapt to market conditions and optimise capital deployment in real time.

The office market has not disappeared. It has evolved.



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MY STUDENT HOUSE

STUDENT ACCOMMODATION

The Student housing compliance wake-up call

By Retha van Rooyen



A few years ago, one of our landlords hosted an accreditation inspection. They were confident they'd ace it — they'd painted the walls, tidied the yard, and rehearsed what to say.

But when the officers began asking students questions, a different story emerged. Claims about working geysers and functioning stoves turned out to be untrue. Even worse, the geysers had been installed in the wrong places — against regulations — and several small, easily fixable issues were missed entirely.

When the report came back, they didn't get the A grade they expected. They received a C. That one letter difference cost them R200,000 in income that first year alone.

It was a painful lesson — but also a powerful one. Because compliance isn't about looking ready on inspection day — it's about being ready every day.

At that moment, it became clear to me: Accreditation isn't about red tape — it's about responsibility. It's the language of trust between universities, bursary officers, landlords, and students.

Accreditation isn't a hurdle — it's a handshake. It's a promise that we all — universities, landlords, and housing operators — are on the same side of one simple goal: to keep students safe, supported, and set up for success.

When accreditation works well, everyone wins:

- **Universities** can confidently refer students to compliant housing.
- **Bursary officers** can release funds knowing accommodation meets welfare standards.
- **Landlords** attract more reliable tenants and steady income.
- **Students** live with dignity, not fear.

The challenge is that the process often feels overwhelming — endless forms, inspections, and requirements that change yearly.

That's where My Student House comes in — helping landlords move from confusion to clarity, from anxiety to assurance.

Accreditation doesn't have to be chaotic. Here's how we make it simple, structured, and stress-free for everyone involved:



1. We Guide You Through Every Document
2. We Train Your Team
3. We Liaise Directly with Universities and NSFAS
4. We Maintain Compliance Year-Round

Lessons We've Learned
Years in this sector have taught us a few important truths about compliance:

- Accreditation isn't paperwork — it's protection. It's how we safeguard lives, reputations, and futures.
- Small oversights cause big losses. A missing certificate or a misplaced geyser can cost hundreds of thousands.
- Universities don't want to fail landlords. They want reliable partners who care about getting it right.
- Compliance builds credibility. The most successful landlords are those who treat standards as part of their business strategy.
- It's always cheaper to do it right the first time. Every shortcut eventually costs more in penalties or lost income.

Advice for Landlords and Bursary Officers

1. Start early. Don't wait for deadlines — prepare months in advance.

2. Keep a compliance file. Store certificates, reports, and safety records in one easy-to-access place.

3. Communicate openly. If something isn't ready, be transparent — honesty builds trust.

4. View standards as allies, not enemies. They protect your students and your investment.

5. Partner with experienced operators. Accreditation is smoother when someone who's done it before walks beside you.

Compliance can feel intimidating, but it's really about care. It's how we show that students' safety matters more than shortcuts — and that landlords' investments deserve to grow on a solid foundation.

When everyone plays their part — universities, bursary offices, landlords, and managers — we don't just create compliant buildings. We create peace of mind.

At My Student House, compliance isn't chaos — it's calm. It's how we earn trust, protect students, and build the kind of housing ecosystem South Africa can be proud of.

Because doing things right isn't the slow way — it's the sustainable way.

If you're a landlord preparing for accreditation, or a bursary officer seeking reliable housing partners — we'd love to help. Let's make compliance a partnership, not a pain.

Contact us



RESIDENTIAL

Why inflation is building property wealth

by Jason Lee







When the news breaks that the Consumer Price Index has ticked up again, ordinary South Africans wince. They feel it at the petrol station, at the grocery store, and in their utility bills. Their instinct is to tighten the belt, hold on to cash, and wait for things to settle down.

Experienced Property investors, on the other hand, quietly smile. This is not because property investors are indifferent to economic hardship — it is because they understand something fundamental about how inflation works, and how bricks and mortar sit squarely on the right side of it. Once you grasp this principle, your entire outlook on property investment changes. You stop seeing inflation as a threat and start seeing it for what it really is: a powerful, silent partner working on your behalf every single day.

The Money in Your Pocket Is Losing Value — But Your Property Is Not

Here is the simplest way to understand the inflation hedge argument. Suppose you have R500,000 sitting in a bank account earning a modest interest rate. If inflation is running at, say, 5% per year, the real purchasing power of that money is shrinking. In ten years, that R500,000 will buy you significantly less than it does today.

Now suppose instead that you used that R500,000 as a deposit to acquire a property worth R2,000,000. Inflation does not erode that asset. In fact, it does the opposite — it drives the replacement cost of that property higher year after year. The bricks, the labour, the materials, the land — all of these become more expensive to reproduce as inflation rises. And because the cost of replacing your property keeps climbing, so does its market value. Your asset inflates along with everything else. Your cash in the bank does not.

This is the first and most important reason why property is a genuine inflation hedge: it is a real, tangible asset whose value tends to move with — and often ahead of — inflation over time.

Your Debt Gets Cheaper While Your Asset Gets More Expensive

Here is where it gets even more interesting, and this is the part that separates serious property investors from those who are merely dabbling.

When you finance a property with a bond, you are locking in a debt expressed in today's rands. But inflation steadily erodes the real value of that debt. In other words, the R2,000,000 you borrowed today will feel like a far smaller obligation in ten- or fifteen-years' time, simply because the rand will buy less by then. Your debt burden shrinks in real terms while your asset value grows. That is an extraordinary dynamic that no other common investment class offers you with the same combination of leverage and tangibility.

Think about that for a moment. The bank lends you money in today's currency. You repay it in tomorrow's cheaper currency. Inflation is essentially subsidising your mortgage repayments over time.



Rental Income Rises With the Cost of Living

The third pillar of the inflation hedge argument is rental income. As the cost of living rises, so does the cost of renting a home. Landlords who stay informed about market conditions and review their rentals annually — as they should — find that their income stream naturally adjusts upward with inflation. Meanwhile, their bond repayment remains relatively fixed (subject to interest rate movements). Over time, that gap between your bond repayment and your rental income widens in your favour.

This is what experienced property investors call the rental yield compounding effect. Your income grows. Your debt shrinks in real terms. Your asset appreciates. All three forces are working simultaneously, and inflation is the engine driving all of them.

South Africa Makes This Even More Compelling

In the South African context, the inflation hedge argument is particularly powerful. Our economy has historically experienced higher inflation than many developed markets, which means the forces described above operate more aggressively here.

Add to this the structural undersupply of quality housing in most South African metropolitan areas, a growing middle class seeking rental accommodation, and the rand's relative weakness which makes South African property an attractive proposition for foreign buyers — and you have a market with multiple inflation-driven tailwinds.

The Bottom Line

Inflation rewards owners and punishes savers. It rewards those who hold real assets and penalises those who hold paper currency. Property, purchased wisely and managed well, sits at the very heart of this equation.

The wealthy have understood this for generations. They do not run from inflation — they use it. And now, so can you.

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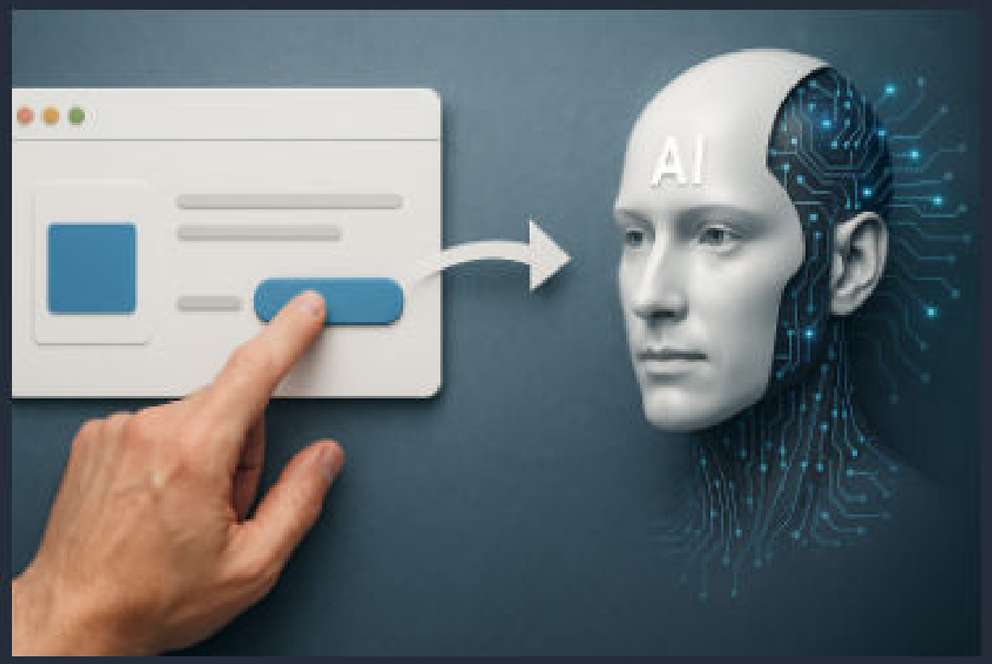
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INVESTOR INTELLIGENCE

By Neale Petersen

SA's Property Hotspots: Where Smart Money Is Moving Now



South Africa's property market is no longer moving as one neat national cycle. It is fragmenting into highly specific pockets of demand where affordability, lifestyle, infrastructure, schools, transport access and rental yield are driving buyer decisions.

The result is a new map of opportunity. Some areas are booming because buyers want lifestyle. Others are gaining because they offer value. Some are rising because of infrastructure investment, while others are attracting investors chasing income, short-term rental demand or future capital growth.

Lifestyle, scarcity and infrastructure lead.
The Western Cape remains South Africa's strongest property story, but the opportunity is no longer limited to Cape Town's prime suburbs.

Stellenbosch is seeing powerful demand through developments such as Newinbosch Neighbourhood Estate, where 786 units worth more than R1.67 billion have sold since launch. Almost 90% of the first three phases have been sold, with apartment prices from R1.7 million and full-title homes from R4.385 million. Buyers are attracted by sustainability, lower running costs, renewable energy, walkability and long-term value.

Velddrif is emerging as one of the West Coast's most attractive early-entry coastal markets. Apartments range from R1.35 million to R1.65 million, entry-level houses from R1.85 million to R2.5 million, and plots from about R795,000. Its affordability, marina lifestyle, fishing-village feel and future infrastructure, including the planned Carinus Bridge, are drawing retirees, investors, holiday buyers and younger families.

Malmesbury is also gaining traction through De Zwartland Werf and De Zwartland Manor, where retirement apartments are priced from R1.95 million to R2.1 million. The attraction is clear: country lifestyle, medical access, retail convenience and improved N7 connectivity to Cape Town.

Plettenberg Bay remains the Garden Route's luxury performer. Sales reached R2.8 billion in 2025 across 682 transactions, with average prices rising to about R4.7 million and high-end sales reaching R36 million. Estates, waterfront homes and short-term rentals continue to drive demand.

Somerset West is also strengthening through lifestyle estates such as Valverde, with homes from R4.795 million and strong appeal from buyers seeking security, views and access to Stellenbosch, Hermanus and Cape Town



Value is back in play
Gauteng is becoming attractive again because prices have stayed relatively flat while the Western Cape has surged.

In **Johannesburg**, average prices have hovered around R1.3 million since 2019, creating a strong value gap compared with the Western Cape average of around R1.9 million. Buyers can still find entry-level homes from R450,000 to R600,000, while properties below R1.21 million remain transfer-duty free.

Joburg West suburbs such as Witpoortjie, Kloofendal, Helderkruin, Wilro Park and Roodekrans are active in the R1 million to R1.75 million range, with rentals above R15,000 moving well.

Joburg North-West areas including Strubens Valley, Wilgeheuwel, Radiokop, Allen's Nek and Honeydew offer homes from around R800,000 to R2.8 million.

Soweto remains one of the best entry-level markets, with Protea Glen from R680,000 to R750,000, Chiawelo from R650,000 to R850,000, and Pimville from R900,000 to R1.5 million.

Melrose is showing investor appetite through Iconic Melrose, where 70% of phase-one apartments received offers within the first week. Prices start at R1.259 million, with projected blended gross yields of 11.1% and selected units reaching up to 12.1%.



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Established suburbs and family value

Pretoria and Tshwane continue to offer strong affordability and lifestyle balance.

Centurion suburbs such as Die Hoewes, The Reeds and Heuweloord offer sectional titles from around R600,000. Rooihuiskraal starts from about R1.5 million, Doringkloof from R1.75 million and Eldoraigne from R2 million.

In Pretoria East, luxury homes remain more affordable than Cape equivalents, with high-end transactions reaching R12 million in Lynnwood, R10.9 million in Mooikloof Equestrian Estate and R17 million in Woodhill Golf Estate.

Brooklyn and Waterkloof are future-proof nodes thanks to diplomatic demand, schools, infrastructure and densification. Sectional title prices average around R1.4 million, making these areas attractive to younger professionals and lifestyle buyers. Paul Stevens of Just Property says future-proof suburbs share strong infrastructure, access to opportunity, community resilience and ongoing development.



North Coast and Upper Highway surge

KZN is showing renewed momentum in lifestyle-led markets. Ballito and the North Coast remain standout growth corridors, supported by private-sector investment, schools, retail, airport access and lifestyle demand. The Tinley precinct is gaining attention through the R2.2 billion Club Med development, which is expected to lift tourism, residential demand and infrastructure investment.

Sienna Lalela in Sheffield Beach saw 40% of apartments sold on launch day. Prices range from R825,000 to R2.195 million, with projected yields of up to 10.1%.

Upper Highway is another major KZN performer. Sales rose 24% over two years, from 850 units in 2023 to 1,096 in 2025. Waterfall, Assagay and Gillitts offer entry-level homes from R1.3 million to R2.5 million, while Hillcrest, Kloof and Forest Hills attract family buyers from R2 million to R5 million. Luxury sales in Summerveld and Everton are now reaching from R12 million to R25 million.



Value lifestyle markets

The Eastern Cape's strongest future-proof story is Lorraine in Gqeberha, where retail, medical and residential growth are supporting demand. Sectional title units average around R850,000, while freehold homes average around R1.6 million. This makes Lorraine attractive for families seeking space, greenery and affordability.

Coastal lifestyle towns around the province also remain attractive for retirement, holiday homes and remote-work buyers seeking better value than the Western Cape.

Affordability and catch-up growth

These provinces are smaller markets, but they are showing improving loan activity. BetterBond data recently pointed to strong home loan growth in the Free State and Northern Cape, reflecting affordability and renewed buyer participation.

Key areas to watch include Bloemfontein, where family homes and student accommodation remain core demand drivers, and Kimberley, where limited stock and steady public-sector demand support pricing.



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Mining-linked demand

North West is benefiting from stronger mining activity and platinum group metal prices. This is supporting incomes and bond activity in areas such as Rustenburg, Potchefstroom and Klerksdorp.

Rustenburg remains linked to mining employment, while Potchefstroom benefits from student accommodation demand and family buyers.

Lifestyle and economic nodes

Mpumalanga demand remains concentrated around Nelspruit/ Mbombela, White River, Middelburg and Witbank/eMalahleni. These areas benefit from logistics, mining, agriculture, tourism and access to the Lowveld lifestyle economy.

Mbombela and White River appeal to lifestyle and family buyers, while Witbank and Middelburg remain rental-driven investor markets.

Urban growth and affordability

In Limpopo, **Polokwane** remains the key property engine, driven by government, education, retail, logistics and regional trade. Demand is strongest in secure estates, family homes and sectional title stock close to schools and amenities.

Mining-linked towns and agricultural nodes continue to support rental demand where employment is stable.

South Africa's next property winners will not be chosen by province alone. They will be chosen by fundamentals: infrastructure, affordability, income potential, security, schools, lifestyle, rental demand and future development.

In this market, the real hotspot is not always the most expensive suburb. It is the suburb with momentum.



INVESTING

The investors who catch the wave

By Jaco Grobbelaar



Why timing, courage and positioning create opportunity.

I'm writing this from Jeffreys Bay, a place that has been part of my life for as long as I can remember.

As a little boy, I came here on holiday with my family. Back then, I was not surfing. I was boogie boarding, getting thrown around by waves that felt far bigger than they probably were. I can still remember the feeling of being caught inside, tumbling under the water, and then popping up again, laughing. Even then, something about the ocean grabbed me. The rhythm of the waves. The smell of the salt in the air. The quiet that seems to settle over everything.

Years later, I started learning to surf.

And I will be honest, it did not come naturally. Living in Johannesburg means I only get to surf a few times a year. Every time I come back to the ocean, it feels like I am starting again. The paddling burns your shoulders. The timing feels off. Getting up on the board takes effort. There were many sessions where I missed wave after wave, wiped out more times than I can count, or just sat there wondering if I would ever really get it right.

But somewhere along the way, something shifted.

Surfing became more than just a sport. It became a place where I find peace. A place where everything slows down. The noise of business, meetings, decisions, and pressure fades into the background. There is something powerful about sitting on your board, looking out over the horizon, waiting. Especially early in the morning or late in the afternoon when the sky lights up with colours that no boardroom or office can compete with. And in those quiet moments, I started realising something. The ocean teaches you.

And many of those lessons apply directly to business and property investment.

You can watch videos. You can study technique. You can talk about surfing for hours. But until you get into the water, you are not learning to surf.

Property and business work the same way. You can attend seminars, read books, listen to podcasts, and gather as much information as possible. All of that is valuable. But at some point, you need to step in. You need to make your first investment. You need to start the business. You need to sign the deal. You need to feel it.

Too many people stay on the shoreline of opportunity, waiting until they feel completely ready. The truth is that you will never feel completely ready. Clarity comes from action.



For a long time, I tried to figure out surfing on my own. Progress was slow. Then I got help from someone who understood the ocean, and everything started changing. My positioning improved. My confidence grew. I began catching waves I would have missed before. The difference was not talent. It was guidance.

In business and property, this principle is even more important. The right mentor or advisor can save you years of frustration. They can help you structure correctly, avoid expensive mistakes, and move forward with confidence. They see things you cannot yet see.

I often think about how many people try to build wealth on their own, when the shortcut is simply to learn from someone who has already done it.

You can do it alone. But you do not have to.
More stable cash flow



When you sit in the water long enough, you start to notice a pattern. There are quiet moments where nothing seems to happen. Then suddenly, a set of waves rolls through. One after the other. If you are in the right position and paying attention, you can catch them. If you are distracted or out of position, you miss them.

Property markets behave in a very similar way. There are seasons where opportunities are everywhere. Good deals, motivated sellers, favourable conditions. Then there are quieter seasons where things slow down and people begin to doubt. The mistake many investors make is that they become impatient during the quiet times and hesitant during the opportunity-rich times.

The key is simple. Stay ready. Because when the set comes, it comes quickly.

In surfing, you cannot force a wave. If you paddle too early, you lose momentum. If you paddle too late, the wave passes you. You need to read the moment, trust your instinct, and commit fully.

Business and property are no different. There is a rhythm to markets. There are cycles of growth, consolidation, and correction. You do not need to predict everything perfectly, but you do need to understand that timing plays a role.

I have seen investors wait too long and miss opportunities. I have also seen people rush in without preparation and struggle. The balance is in preparation and decisive action. When the opportunity presents itself, you move.

This lesson has been personal for me. Because I do not surf often, I feel the gap every time I return to the water. Improvement only comes from time spent in the ocean. There is no shortcut.

The same applies to business and property. Understanding structuring, finance, tenant management, deal analysis, and growth strategies takes time. It takes repetition. It takes learning from real situations.

People often see success and assume it happened quickly. What they do not see are the years of effort behind it. The early mornings. The late nights. The mistakes. The lessons. Those who are willing to put in the hours are the ones who build something meaningful.

Every surfer falls. You wipe out. You get pulled under. You swallow water. Then you climb back onto your board and paddle out again.

Business and property are no different. Deals fall apart. Tenants default. Renovations go over budget. Markets shift.

These moments are not signs that you should stop. They are part of the process. The difference between those who succeed and those who do not is simple. The ones who succeed get back up faster.



The ocean is beautiful, but it demands respect. If you underestimate it, it will humble you very quickly.

The same is true in business and property. Leverage, debt, and growth can create incredible wealth, but they need to be handled with care. Proper structuring, strong cash flow, and disciplined decision making are not optional. They are essential.

Confidence helps you move forward. Humility keeps you protected.

This is the lesson that has probably meant the most to me. Surfing is not only about catching the perfect wave. It is about the entire experience. The stillness of the ocean. The quiet moments between waves. The connection to something bigger than yourself.

Business and property should be the same. Yes, we are building wealth. Yes, we are creating financial freedom. But if you do not enjoy the process, you miss something important.

Because the journey shapes you. It builds your character. It teaches you patience. It stretches your thinking. And in the end, that is where the real value lies.

As I sit here in Jeffreys Bay, watching the waves roll in, I am reminded that both surfing and property require patience, courage, and consistency.

You do not control the ocean.
You do not control the market.

But you do control how you prepare.
You do control how you respond.

And you do control whether you choose to step in.

For me, the choice is simple. I will always paddle out.

-Jaco Grobbelaar



FINANCE

The era of casual property investing is over

By Gerhard vd Westhuizen



Why regulation, compliance and operational control now matter more than ever.

Flying solo is a very risky strategy in this modern world, where strict laws primarily protect consumers before real estate owners. Compliance requirements that are prescriptive under FIC, and the fact that any person who is providing any real estate service must adhere to the regulatory environment that is governed by the PPRA.

Any prospecting investor should consider carefully which road to take when planning to build wealth through a real estate portfolio. If any of the above references do not sound familiar, you should know that they have real legal consequences and financial penalties when breached, includes jail time for any investor who is seen by law as a service provider in real estate.



If a property owner with multiple rental properties is renting them out internally “in the normal course of business,” they fall under the definition of a Property Practitioner in South Africa and must register with the Property Practitioners Regulatory Authority (PPRA) and hold a valid Fidelity Fund Certificate (FFC).

Owners can apply formally for exemption if they believe their activities don’t constitute property practice. Or the owner appoints a registered estate agent or rental manager to handle all leasing, marketing, and management, then the agent is the Property Practitioner, not the owner. Be sure which role you want to be as an investor.

The collaboration with multiple stakeholders to assist in setting up for such a compliance-driven business environment is not optional any longer. These government agencies will eat you up for breakfast if you do not adhere to these laws. No insurance company will protect your liability risks for honest mistakes when the law is broken in the first place.



Any real estate investment business should have a consumer focus with compliance processes that form the backbone of product delivery. Understand what has changed in recent years. The law has made owners with multiple properties a service provider of rental housing to consumers, and therefore, the individuals and businesses must be regulated as per the relevant laws.

Most people are convinced that property investment is the answer, and I agree that this is correct.

I have the privilege to deal with successful individuals, some who are my clients and others I only act for as an advisor and seldom sell them investment opportunities.

Without exception, the ones who made their money through property took on the responsibility of running a business in Real Estate. They became skilled in managing people, and they all collaborate with a vast network of service providers without whom it is impossible to achieve success.

The one common denominator all professional real estate investors have is that they never relinquish daily control of the management of the Investment business. Execution of operational aspects can be delegated, but management can never be delegated. When they do reach that point, management must be delegated; they change the type of investment they do.

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WEALTH

South Africa's water crisis demands action





By Megan Jarvis, Calvin Nchabeleng, Paula-Ann Novotny

South Africa faces growing water stress driven by climate change, ageing infrastructure, wasteful losses, pollution, and institutional fragility.

These pressures present deep social, economic and environmental challenges that impact communities, industry and long-term development. This article outlines ten project models offering realistic, scalable solutions for municipalities, provinces, and private sector developers.

Each model requires careful planning, a clear legal structure and strong regulatory compliance.

1. Captive water projects

Captive water projects involve the extraction, treatment and use of water by a private entity, independent of municipal supply systems. These are typically implemented by mines, industrial parks or agricultural operations located in remote areas.

The private entity may develop the infrastructure itself or partner with a third party. While these projects offer greater control over supply and quality, they are capital-intensive and are subject to strict regulatory and permitting requirements relating to water use, treatment and contamination-prevention.

Environmental risks, particularly around over-abstraction or community impact, must be carefully managed.

2. Desalination projects

Desalination offers a technological solution to water scarcity in coastal regions. These projects remove salts and other impurities from seawater or brackish sources to produce potable or industrial-grade water.

Depending on the scale, they can serve municipal or industrial clients. However, desalination is energy-intensive and requires thoughtful brine disposal planning to minimise environmental impact.

Regulatory compliance, especially around marine protection, is essential. These projects are expensive to implement and operate, and must be designed for long-term sustainability and cost-efficiency.

3. Public-Private Partnerships (PPPs)

PPPs provide a framework for government-private collaboration in financing, developing, operating and maintaining water infrastructure and services. Typical projects include wastewater treatment plants, bulk pipelines, or reuse systems, with roles defined according to each party's capacity and expertise.

The public sector generally sets service requirements and performance standards, while the private sector contributes capital, innovation and technical skills. Success depends on a clear legal structure outlining roles, liabilities and risk allocation. Effective procurement processes and public oversight are essential to build trust and ensure accountability.



4. Water User Associations (WUAs)

WUAs are cooperatives formed by water users under the National Water Act to manage shared water resources and infrastructure.

These models promote local ownership, improved governance, and coordinated use of shared resources. Success depends on sound financial and organisational systems, mechanisms for dispute resolution, and sustained government support during the early phases. Compliance with water and environmental laws is essential, especially where resources span numerous jurisdictions.

5. Industrial 4R projects

Industrial 4R projects focus on reduction, reuse, reclamation and recycling for non-potable purposes such as cooling, processing or irrigation. These closed-loop or zero-discharge systems can significantly reduce industrial demand on municipal or surface water sources.

While they offer long-term sustainability benefits, they carry high installation and operational costs. Compliance with regulatory and permitting obligations is critical, particularly in water discharge or reuse. Public perception and stakeholder engagement must be considered when reused water poses health or safety concerns.

6. Decentralised water systems

Decentralised systems offer localised water treatment and supply solutions in areas not served by reliable municipal systems. These may include rainwater harvesting, boreholes, and/or small-scale treatment facilities tailored to specific communities or housing developments.

These systems offer greater resilience and are often more adaptable to local conditions. However, they require significant up-front investment and must meet applicable health and water quality standards.



Maintenance and operational oversight can be challenging, particularly in underserved areas where technical skills and resources may be limited. While effective at a small scale, scaling up to serve larger populations can be complex.

7. Independent water providers

Independent providers supply water to areas not adequately served by public utilities. These may include private companies delivering bottled water or operating piped supply systems in informal settlements or peri-urban areas.

These providers play a crucial role in bridging service delivery gaps. However, their operations must be appropriately regulated to ensure fair pricing, sustainability and quality control. Licensing is often required, and tariffs must be set at levels that balance affordability for consumers with financial viability for operators.

Over-extraction and environmental degradation are also risks that must be effectively managed through regulatory oversight.



8. Off-grid water treatment units

Off-grid treatment units are modular or mobile systems that purify water at the point of use. These systems often use technologies such as ultraviolet light, ozone treatment, reverse osmosis, or solar-powered desalination.

They are useful in emergency situations, disaster recovery efforts, or remote locations without reliable infrastructure. While they offer flexibility and rapid deployment, these units can be costly to procure and maintain.

They are often dependent on consistent energy supply and require trained operators. In most cases, they are best suited for smaller communities or short-term interventions rather than long-term, large-scale water supply.

9. Water-energy projects

Water-energy projects combine water treatment with renewable energy generation, creating a more integrated and sustainable system. Examples include biogas production from wastewater treatment or solar-powered water purification plants.

These projects support the circular economy and improve environmental outcomes. However, they are typically complex and expensive to implement.

Success depends on robust technical design, reliable funding and the seamless integration of water and energy regulations, where co-ordination across government departments and regulators is key. Project teams must be equipped to manage both systems, and appropriate contracting arrangements must be put in place.

10.Groundwater banking and managed aquifer recharge

This model involves actively storing excess water in underground aquifers during wet periods and abstracting it during dry seasons.

Managed aquifer recharge helps stabilise groundwater levels and enhances drought resilience. Projects should begin with thorough hydrological assessments and require ongoing monitoring. Environmental and community engagement is essential, especially where multiple users rely on the same aquifer.

Regulatory authorisations are also required to ensure compliance with water use and environmental legislation. With proper planning and governance, groundwater banking presents a viable long-term strategy for water security.

Regardless of the model selected, several legal and regulatory issues apply across all projects. All water initiatives must comply with national and local legislation from a licensing and statutory compliance perspective, which requires a clear regulatory roadmap to be produced for each project.

From an institutional perspective, a clear legal structure is also critical for defining roles, responsibilities and liabilities among all stakeholders, whether public or private.

Risk allocation is another core consideration, particularly for public-private partnerships. Delays, cost overruns, performance failures and environmental risks must be equitably addressed in project contracts. Financing models must be carefully structured, whether based on equity, debt, development finance or public funding.

Projects should also embed strong environmental, social and governance (ESG) principles. This includes conducting environmental and social impact assessments, engaging affected communities and stakeholders, and ensuring equitable access to water resources while securing the sustainable use of water.

With South Africa's water crisis expected to intensify by 2030, there is increasing demand for innovation and private sector leadership alongside public investment.

The eMalahleni Water Reclamation Plant demonstrates the transformative potential of these models. Since 2007, the facility has treated mine-affected water for municipal and industrial users, while also producing valuable by-products such as gypsum.

Despite its success, projects of this nature remain limited, largely due to regulatory hurdles, funding constraints and data gaps. However, recent developments indicate a growing willingness to address these barriers.

The establishment of the National Water Resources Infrastructure Agency, signed into law by President Ramaphosa in August 2024, is a significant step towards improving sector coordination and unlocking funding for critical infrastructure. It also signals a shift toward more inclusive and collaborative water governance.

By helping to design and implement viable delivery models, stakeholders can drive sustainable and equitable water outcomes. As South Africa navigates ageing infrastructure, deepening water scarcity and regulatory complexity, well-structured projects can not only meet urgent needs, but also deliver long-term value, social upliftment and environmental resilience.

Water scarcity in South Africa is no longer a distant risk, it is an urgent national challenge. The ten project models outlined above provide a framework of legal, financial and operational solutions for improving access, reducing losses and enhancing resilience. While each model carries its own risks, regulatory requirements and cost profile, they collectively offer a robust toolkit for sustainable water planning.

For practical guidance and detailed recommendations on implementing water infrastructure projects, download our full Water Infrastructure Options and Solutions Guide here.





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Events

Investors shift from learning to execution at Prosperity Events in Durban and Pretoria



The property investment conversation in South Africa is changing and at the recent Prosperity Enterprises Property Investors Evenings in Durban and Pretoria, the focus moved decisively from theory to execution.

Hosted by Jaco Grobbelaar and Prosperity Enterprises, the events brought together investors, financiers, analysts and property professionals for two high-level evenings focused on building scalable, resilient property portfolios in today's market.

The message throughout both evenings was clear: Property investing is no longer about owning one or two properties. It is about building systems, structures and scalable portfolios.

Speakers unpacked practical insights around funding, data, legal protection, structuring, student housing and strategic growth. Neale Petersen from Real Estate Investor Magazine opened the sessions with The Investor Advantage: 8 Power Moves, highlighting the importance of independent thinking, disciplined risk management and decisive action in uncertain markets.

Esteani Marx from Lightstone Property reinforced the growing role of analytics and data-driven decision-making, while representatives from ABSA unpacked smarter approaches to funding, cash flow management and long-term banking capacity.



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EVENTS

Other highlights included:

- smart leverage and 100% finance structuring strategies
- legal protection and contract fundamentals
- student accommodation investment opportunities
- strategic renovation and value-add techniques
- scaling property portfolios through better operational systems

The Durban event, hosted as a sold-out black-tie evening, stood out for the calibre of attendees and quality of engagement in the room.

These were not passive audiences. They were investors actively:

- Acquiring properties
- Refinancing portfolios
- Building teams
- Scaling businesses

The Pretoria event continued the momentum with additional focus on property inspections, hidden investment risks and operational execution.







EVENTS

Across both cities, one theme consistently emerged: “Some investors learn. Others execute.”

As South Africa’s property market continues evolving, the Prosperity Enterprises roadshows are positioning themselves as practical platforms for investors looking to move beyond inspiration and into action.

The 2026 Property Investors Evening series will continue rolling out nationally, bringing together serious investors focused on growth, strategy and long-term wealth creation.



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