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REAL ESTATE INVESTOR®

MAGAZINE

JUNE 2026 #191



BEFORE YOU SIGN, STOP
Six sectional title risks to check

WEALTH IS IN THE DEAL
Why structure matters more than ever

YOUR BOND IS NEGOTIABLE
Most buyers never ask

HONOURING PROPERTY'S FINEST
Celebrating excellence across residential real estate

CHANGING THE GAME IN PROPERTY

From industry challenger to award-winning powerhouse, eXp Realty is redefining what success looks like for modern estate agents.

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Front Cover Image: Andrew Thompson CEO and Country Leader eXp Realty South Africa

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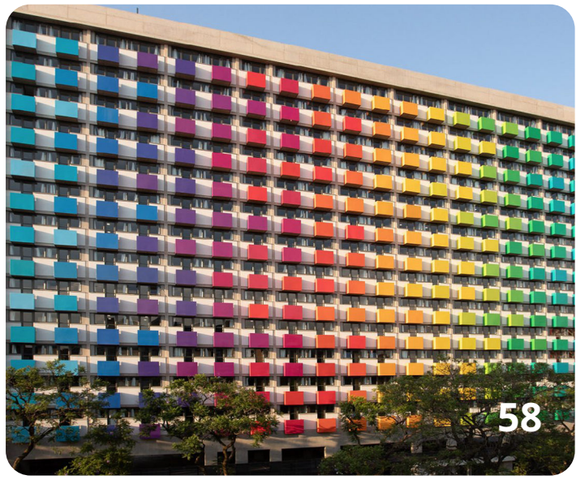
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FROM THE EDITOR'S DESK

Property's momentum build despite the headwinds

June has been a month that reminds us why property remains one of South Africa's most resilient and opportunity-rich sectors.

The highlight last month was undoubtedly the biggest and most successful RESIDE Summit and RESIDE Awards yet. Bringing together developers, investors, financiers, PropTech innovators, housing specialists and policymakers, the event showcased the innovation, collaboration and determination shaping the future of residential property. The RESIDE Awards celebrated the people, companies and projects raising the bar across the industry, while honouring those whose contributions continue to leave a lasting legacy.

This edition also shines a spotlight on one of the sector's most remarkable growth stories. eXp Realty South Africa has evolved from industry challenger to award-winning powerhouse, demonstrating how technology, entrepreneurship and a people-first culture can disrupt traditional business models and create new opportunities for estate agents.

While global markets continue to navigate geopolitical tensions, energy price volatility and inflationary pressures, South Africa's economy has shown encouraging signs of resilience. First-quarter GDP growth improved to 1.9% year-on-year, supported by the finance, real estate and business services sector, although concerns remain around weak fixed investment and the impact of rising interest rates.
Closer to home, the property market continues to produce pockets of exceptional performance. Retail property remains resilient, Gauteng has reclaimed growth leadership in the latest Clur Shopping Centre Index, lifestyle estates continue attracting demand, and investors remain active despite economic uncertainty.

The common thread running through all these stories is confidence. Confidence in South Africa's long-term potential. Confidence in innovation. Confidence in people willing to invest, build, develop and create opportunities.

The future will not belong to those waiting for perfect conditions. It will belong to those prepared to adapt, collaborate and act.
As always, thank you for your continued support of Real Estate Investor. Here's to finding opportunity where others see obstacles.

Neale Petersen

Founder & Editor-In-Chief



QUOTE OF THE MONTH

The best way to predict the future is to create it.
Peter Drucker

ASK THE EXPERTS

Alternative Property Investing: Can you earn more?



Expert Insight:

NICK MORGAN IS MD AND CO-FOUNDER OF OPPORTUNITY PRIVATE CAPITAL, WITH OVER 25 YEARS' EXPERIENCE IN FINANCE, INVESTMENT BANKING, PROPERTY DEVELOPMENT AND INVESTMENT MANAGEMENT.

INVESTOR QUESTION

I want exposure to property but I'm looking for returns higher than traditional buy-to-let investments without the hassles of owning and managing property directly.

What alternative property investment options should I consider, and how can I assess the risks and potential returns before investing?

Many investors automatically think of buying a rental property when considering real estate investment. However, there is a growing range of alternative property investment opportunities that provide access to the value created during the property development process without the responsibilities of direct ownership.

The key is understanding that not all alternative investments are the same. Investors should focus on opportunities with strong fundamentals, experienced management teams, transparent governance and clearly defined investment structures.

At Opportunity Private Capital (OPC), we specialise in providing access to structured, asset-backed capital investments linked to carefully selected residential property developments. These investments are designed to provide exposure to the value generated through development while offering investors additional comfort through independent trust governance and clearly defined investment parameters.

"The biggest opportunity is not owning property, it's participating in the value created when property is developed."

When evaluating any alternative property investment, investors should assess the quality of the underlying development, market demand, location fundamentals, risk mitigation measures and the track record of the investments.

The Western Cape continues to offer compelling opportunities due to strong semigration trends, infrastructure investment and sustained housing demand. Areas such as Durbanville, Paarl, Somerset West, Sandown, Milnerton, George and Mossel Bay continue to attract both residents and investors.

Bottom line

Alternative property investments can provide attractive risk-adjusted returns and portfolio diversification, but success depends on selecting quality opportunities backed by sound fundamentals, experienced operators and disciplined risk management.

? Got a property problem, investment or legal question? Ask REI's Experts panel.

COVER FEATURE

eXp Realty's Rise: From challenger brand to industry powerhouse

By Khanya Gundwana



Award-winning growth, agent Empowerment and a bold vision for the future of South African Real Estate

"When all is said and done, our business is thriving mainly because of our agents. These awards are actually for them because they are what drive the company. It's our agents who go out there and represent us every day, and they have been doing so with such pride. We have an unbelievable agent team that really carries this company. This growth is not my doing, but rather our agent community who caught the vision and carried it forward. We are an agent-owned and agent-centric company, and we want to thank our 1,400+ agents across South Africa for building our company. I really want to thank the entire eXp agent community for all their hard work, trust, and dedication." **Andrew Thompson**

Few real estate brands have disrupted the South African property landscape as rapidly and as decisively as eXp Realty South Africa.

In just a few short years, the cloud-based real estate company has evolved from an industry newcomer into one of the country's fastest-growing real estate businesses, attracting top-performing agents, embracing technology-driven innovation and challenging many of the traditional assumptions around agency ownership, leadership and entrepreneurship.

That momentum was recognised on one of the industry's biggest stages in 2026 when eXp Realty South Africa claimed a major accolade at the prestigious Reside Awards, further cementing its position as one of the most influential and progressive real estate brands operating in South Africa today.

At the centre of this growth story is Andrew Thompson, Head of eXp Realty South Africa, whose leadership, vision and unwavering focus on agent success have helped drive the company's remarkable expansion.

A different kind of real estate company

The real estate industry is changing. Technology is reshaping how property is marketed, buyers and sellers are becoming more informed, and agents increasingly want greater flexibility, ownership and control over their businesses.

eXp recognised these shifts early.

Rather than building a traditional bricks-and-mortar network, the company embraced a cloud-based model that places agents at the centre of the business while providing them with the technology, training, support and collaborative culture needed to succeed in an increasingly competitive market.

This approach has resonated strongly with South African property professionals.

From experienced industry veterans to ambitious next-generation agents, more professionals are looking beyond the traditional agency model and seeking opportunities that allow them to operate as true business owners.

For many, eXp has become that platform.

Growth that has turned heads

While many companies talk about innovation, few can point to the kind of measurable growth eXp has achieved.

Over the past few years, the company has consistently expanded its footprint, attracted leading agents and established itself as a serious force within the residential property sector. Its success has not gone unnoticed.

The recognition received at the 2026 Reside Awards reflects more than just growth in numbers. It acknowledges a business that has successfully combined innovation, leadership, technology and culture to create a compelling value proposition for both agents and consumers.

In a highly competitive industry, where reputation and performance matter, such recognition sends a powerful message to the market. eXp is no longer viewed as a disruptor on the sidelines. It has become one of the industry's leading growth stories.

Putting agents first

One of the defining characteristics behind eXp's success has been its unwavering commitment to agents.

In an industry where recruitment is often driven by commission structures alone, eXp's value proposition extends far beyond financial incentives.

The company focuses on empowering agents through:

- World-class training and mentorship
- Advanced technology and digital tools
- Collaboration and knowledge sharing
- Business ownership opportunities
- Revenue-sharing incentives
- Global networking opportunities

The result is an environment where agents are encouraged not only to sell property but to build long-term businesses and sustainable careers.

As the industry continues to evolve, this entrepreneurial approach is becoming increasingly attractive to top-performing professionals.

Technology as a competitive advantage

Technology sits at the heart of the eXp model. The company was built for a digital-first world long before many traditional real estate businesses fully embraced remote working, cloud collaboration and virtual engagement.

Today, artificial intelligence, automation, data analytics and digital marketing are transforming the way property professionals operate. For eXp, these technologies are not future ambitions, they are already embedded in the way the business functions.

From agent support systems and collaboration platforms to virtual training environments and marketing solutions, technology has become a key differentiator.

As AI continues reshaping industries globally, eXp appears well positioned to remain at the forefront of innovation within South African real estate.

A market full of opportunity

Despite ongoing economic challenges, South Africa's property market continues to present significant opportunities.

Improving sentiment, stabilising interest rates, growing demand for quality housing and continued semigration trends are creating opportunities for both agents and investors.

Andrew Thompson believes the future belongs to professionals who embrace change, leverage technology and continually invest in their own growth.

The industry's next decade is likely to look very different from its last. Those who adapt will thrive. Those who don't risk being left behind.

Leadership through change

Building a high-growth business requires more than strategy.

It requires leadership. Throughout eXp's journey, Andrew Thompson has remained focused on creating a culture built on collaboration, innovation and opportunity.

His leadership philosophy reflects a broader shift taking place across the real estate profession, a move away from rigid corporate structures towards more entrepreneurial, people-focused business models. That vision has helped position eXp as more than simply another real estate brand. It has become a platform that enables agents to unlock their potential and participate in the growth they help create.



The road ahead

The South African property sector is entering a new era. Technology, artificial intelligence, shifting consumer behaviour and changing expectations from property professionals are transforming the industry at an unprecedented pace.

eXp Realty South Africa is betting heavily on that future. With strong momentum, growing market share, industry recognition and an expanding network of entrepreneurial agents, the company appears well positioned to play a leading role in shaping the next chapter of South African real estate.

The Reside Award may recognise what eXp has achieved so far. But for Andrew Thompson and his team, it may ultimately be remembered as just another milestone on a much larger journey.



COVER FEATURE

Key Takeaways

- Reside Awards 2026 Winner
- Recognition for innovation, growth and industry impact.
- One of South Africa's Fastest-Growing Real Estate Brands
- Rapid expansion driven by an agent-centric business model.
- Technology-Led Future
- Cloud-based operations, AI and digital innovation at the core of the business.
- Empowering Entrepreneurs
- Providing agents with the tools, support and opportunities to build long-term businesses.
- Positioned for the Next Decade
- Strong leadership, growing market share and a clear vision for the future of real estate in South Africa.





Driving Growth with Future-Forward Technology

As a forward-thinking real estate agency, eXp Realty leverages cutting-edge technology and AI to empower agents, boost productivity and spark creativity in the metaverse. This is just one of the reasons why eXp Realty South Africa has grown from zero to more than 1,300 agents in less than four and a half years. At eXp, we're not just building careers - we're creating a community where the best in the business can thrive.

Truly, it's #WhereTheProsGoToGrow!

eXp REALTY

expsouthafrica.co.za

POLICY, LEGAL & REGULATIONS

Property rights: The foundation of investment and growth

By Mpiyakhe Dhlamini



- **Secure property rights remain one of the most important factors influencing investment, economic growth and long-term capital formation.**
- **Investors need certainty that assets cannot be taken without fair compensation or subjected to excessive legal and regulatory risk.**
- **South Africa's future prosperity depends on attracting private capital, which requires stronger protection of ownership and investment rights.**

South Africa's ability to attract investment, stimulate economic growth and create sustainable prosperity is closely linked to one fundamental principle: the protection of property rights.

For investors, developers, entrepreneurs and business owners, few risks are greater than uncertainty around ownership and control of assets. Whether investing in property, businesses, factories or infrastructure, investors need confidence that what they build, buy or create cannot be arbitrarily taken away or rendered unusable.

History consistently demonstrates that countries with strong property rights tend to attract more investment, create more jobs and generate greater prosperity. Private capital is not compelled into an economy. It must be attracted.

That investment only occurs when investors have confidence that they will be able to enjoy the benefits of the risks they undertake. Secure property rights therefore become a critical foundation for economic development and wealth creation.



South Africa's property rights debate extends beyond ownership itself. The practical ability to exercise ownership rights has increasingly become a concern for many property owners, landlords and investors.

For many investors, particularly smaller property owners, prolonged disputes can create significant financial pressure and increase the perceived risk of investment.

Another issue that continues to attract attention is the ongoing debate surrounding expropriation and compensation.

Uncertainty surrounding property rights and compensation frameworks can influence investor sentiment, particularly in long-term investment sectors such as property, infrastructure and agriculture.v

There is often a belief that countries rich in natural resources can rely on those resources to drive economic growth regardless of the investment environment.

The mining sector provides a clear example. Before a single ounce of gold, platinum or other mineral is extracted, considerable capital must be invested in identifying, evaluating and developing those resources. Private capital remains essential to this process.



Global experience offers numerous examples of the relationship between property rights and economic performance.

Economic development ultimately depends on creating an environment where investors are willing to take risks, commit capital and build businesses with confidence.

The central message is straightforward. There is no sustainable alternative to private investment.

Private investors, entrepreneurs and businesses remain essential to economic growth, job creation and innovation. Governments can create the policy environment, but they cannot replace the role of private capital in driving economic activity.

As South Africa seeks solutions to unemployment, poverty and slow economic growth, attracting investment must remain a priority.

Strengthening confidence in property rights, improving legal certainty and creating a more predictable investment environment will be critical components of that effort.

The debate around property rights will undoubtedly remain one of the most important policy discussions facing South Africa over the coming years.

For investors, developers and business leaders, the message is clear: secure property rights are not simply a legal principle. They are a cornerstone of investment confidence, economic growth and long-term prosperity.

A country that protects ownership, rewards investment and provides legal certainty will always be better positioned to attract the capital needed to build a stronger and more prosperous future.

About the author

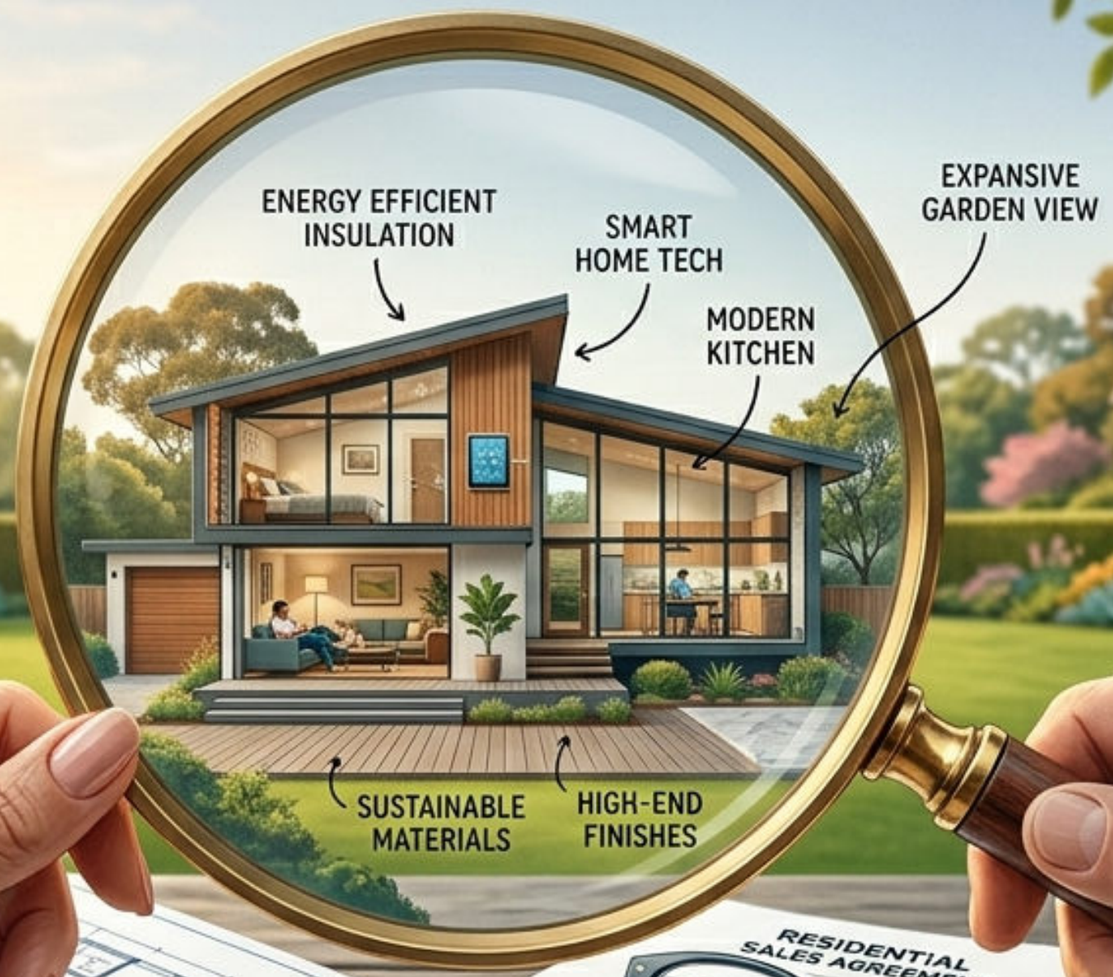
Mpiyakhe Dhlamini is a libertarian, writer, programmer and Associate of the Free Market Foundation.



Six Sectional Title checks before you sign the deal

By Nicole Nel





- **A beautiful unit can hide a financially stressed body corporate and costly future special levies.**
- **AGM minutes often reveal disputes, maintenance backlogs and financial risks buyers overlook.**
- **Understanding the scheme's rules, finances and governance protects both your lifestyle and investment.**

But when buying into a sectional title scheme, you're purchasing far more than four walls and a title deed. You're becoming part of a community, a governance structure, and a shared financial ecosystem. What you don't know before signing an Offer to Purchase could result in unexpected costs, disputes or restrictions long after transfer.

One of the most important documents to request is the scheme's latest audited financial statements together with its current approved budget. These documents provide valuable insight into how well the body corporate is being managed.

A weak reserve fund or ongoing budget shortfalls are often early warning signs that owners could face substantial special levies in the future.

Request a copy of the levy clearance certificate and establish whether the seller's contributions are fully paid up.

While transfer cannot proceed without a levy clearance certificate, prospective buyers should still understand the financial position of the unit and the broader scheme.

A body corporate struggling to collect levies is often a body corporate under financial strain.



Many buyers only discover scheme restrictions after moving in. Before signing, carefully review both the management and conduct rules. These documents govern daily living within the scheme and may affect issues such as pet ownership, short-term letting, Airbnb activity, parking arrangements, renovations, home-based businesses and visitor access. What appears to be your ideal property may not align with your intended lifestyle or investment strategy once the rules are applied.

If there is one document that often reveals the true state of a sectional title scheme, it is the minutes from the most recent Annual General Meeting.

These discussions provide valuable insight into the issues owners are facing and how effectively the trustees and managing agents are addressing them.

Deferred maintenance is one of the fastest ways for property values to deteriorate.

A well-maintained scheme generally reflects proactive governance and sound financial management. Conversely, neglected infrastructure often signals future costs waiting to surface.

Prospective buyers should establish whether the body corporate is involved in any Community Schemes Ombud Service (CSOS) matters, legal disputes or pending litigation.
A body corporate struggling to collect levies is often a body corporate under financial strain.

Ask whether the scheme has a PAIA manual, an appointed Information Officer and appropriate measures in place to protect owner and resident information.

Strong governance and compliance practices are increasingly becoming indicators of a professionally managed scheme.

Beyond reviewing documents, buyers should apply a healthy dose of common sense.

Levies that appear unusually low may not always be a positive sign. In many cases, they indicate years of underfunding, inadequate reserves and future special levies waiting around the corner.

Ask about historical levy increases, future maintenance plans and the scheme's arrears levels. These factors provide a clearer picture of the long-term sustainability of the body corporate and the likely future costs of ownership.

Buying a sectional title property requires more than falling in love with a unit.

The quality of the body corporate, the financial strength of the scheme, the effectiveness of its governance and the condition of its infrastructure will all influence your future experience as an owner.

A little due diligence before signing can save thousands of rand and countless headaches later. The documents tell the story. The key is knowing which questions to ask before you commit.



SAPOA | 60 Elevating Property. Elevating South Africa. 1966 - 2026
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EMPOWERING YOU THROUGH OUR FLAGSHIP PROGRAMME *where distinction begins*

PDP
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FACE-TO-FACE
2 WEEK COURSE

26 JULY – 07 AUGUST 2026

DEVELOPING LEADERS FOR A CHANGING PROPERTY LANDSCAPE

The **Property Development Programme (PDP)** is a premier executive education initiative designed to equip property and real estate professionals with the knowledge, tools, and networks needed to drive impactful development in South Africa and beyond.

Jointly presented by the **South African Property Owners Association (SAPOA) and the University of Cape Town Graduate School of Business (UCT GSB)**, the PDP combines academic excellence with real-world industry insight. Participants engage with expert faculty, seasoned practitioners, and peers from across the property value chain—gaining a deep understanding of development principles, financial structuring, sustainability, and innovation in the built environment.

COST FOR 2026

» **SAPOA Members: R 47,000 excl. VAT**
» **Non-Members: R 68,000 excl. VAT**

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ENTRY REQUIREMENTS

The PDP attracts professionals shaping the future of the real estate and property development sectors. Whether from the private or public sector, participants bring diverse experience and perspectives that enrich the learning experience.

WHO SHOULD APPLY:
The programme welcomes participants from across the property ecosystem, including:

✓Developers	✓Architects	✓Quantity Surveyors
✓Investors	✓Engineers	✓Project Managers
✓Financiers	✓Urban Planners	✓Policy Specialists

IDEAL CANDIDATES:

- Have **7 to 10 years of relevant industry experience** in property, construction, finance, or related sectors.
- Operate at a **middle to senior management level** or hold positions involving strategic or project decision-making.
- Hold a **tertiary qualification** (degree or diploma) in a relevant field. Candidates with substantial practical experience may also be considered.
- Demonstrate a commitment to **professional growth, leadership**, and contributing to a **sustainable property sector**.

CONTACT AND REGISTRATION
For more information or to register, contact: SAPOA Education Officer – Mafonti Morobi
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Community Schemes | Rental Portfolios | RedRabbit

ASSET MANAGEMENT

The Shift is Happening

From Admin to Asset Management



WeconnectU™

Community Schemes | Rental Portfolios | RedRabbit



The start of a new year always brings a sense of renewed energy and focus, along with a drive to create meaningful change.

In the property management industry, this has been especially evident in Q1 2026, with record levels of engagement at WeconnectU events, ongoing constructive conversations, and positive feedback all pointing to an industry that is paying attention and looking ahead.

Across these engagements, one thing that really stood out for us is the clear shift in how property management is being approached.

There's a growing focus on moving beyond day-to-day administration and towards something more strategic – **a more deliberate focus on performance, structure, and long-term value.**

It's a shift that reflects where the industry is heading, but it also raises an important question: what needs to change to support it?

WeconnectU's approach to supporting change

At WeconnectU, that question sits at the centre of everything we build.
For us, it comes back to our four core pillars: helping property management professionals become more compliant, more manageable, more scalable, and ultimately more profitable.

These aren't abstract ideas.

They reflect the day-to-day pressures property managers face -increasing regulatory complexity, growing portfolios, rising client expectations, and the need to deliver more without simply adding more workload.

Addressing these challenges isn't about adding more tools.

It's about creating an environment where workflows are structured, information is accessible, and the right processes happen consistently without requiring constant manual intervention.

That's what starts to create capacity. And with that capacity comes the ability to focus on the work that actually ***drives value.***

Progress in Practice: Q1 Launches

This is the thinking that has shaped what we've delivered over the past quarter.

Not as isolated features, but as practical steps towards enabling more consistency and cohesion in how property management is approached, and unlocking more capacity as a result.

Community Schemes

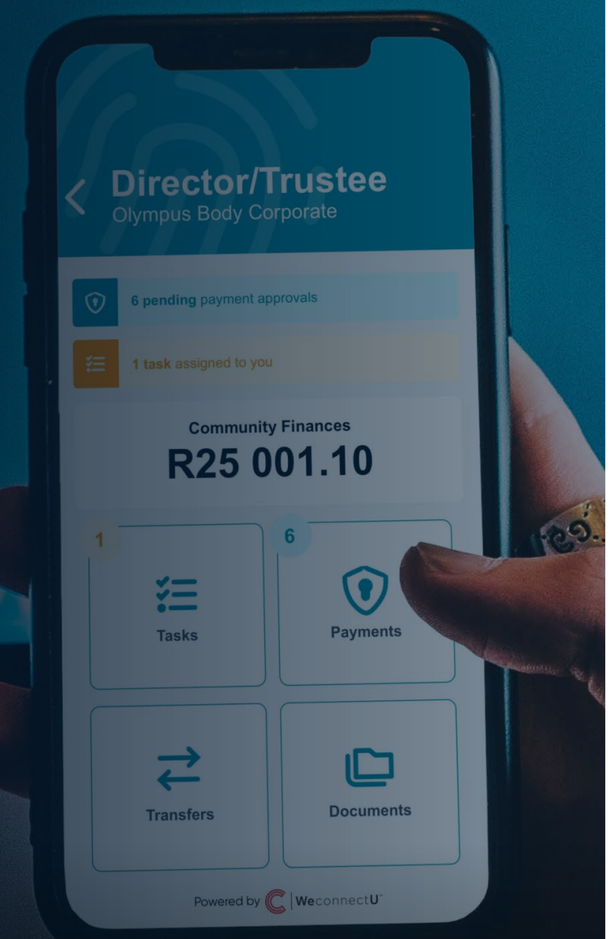
Community App
for Trustees & Directors

In community management, governance is frequently slowed down by fragmented communication and long email chains. This makes it difficult for trustees and directors to access the right information at the right time, and stalls decision-making.

The introduction of our dedicated app for trustees and directors creates a more structured environment for governance.

Information is centralised, decisions are easier to review, and engagement becomes more consistent.

This is already leading to faster decision-making, improved transparency, and a more manageable and compliant governance process for WeconnectU users.



Live Demonstration:
The Community App for Directors & Trustees
Alize van Vuuren

Community App Launch | WeconnectU

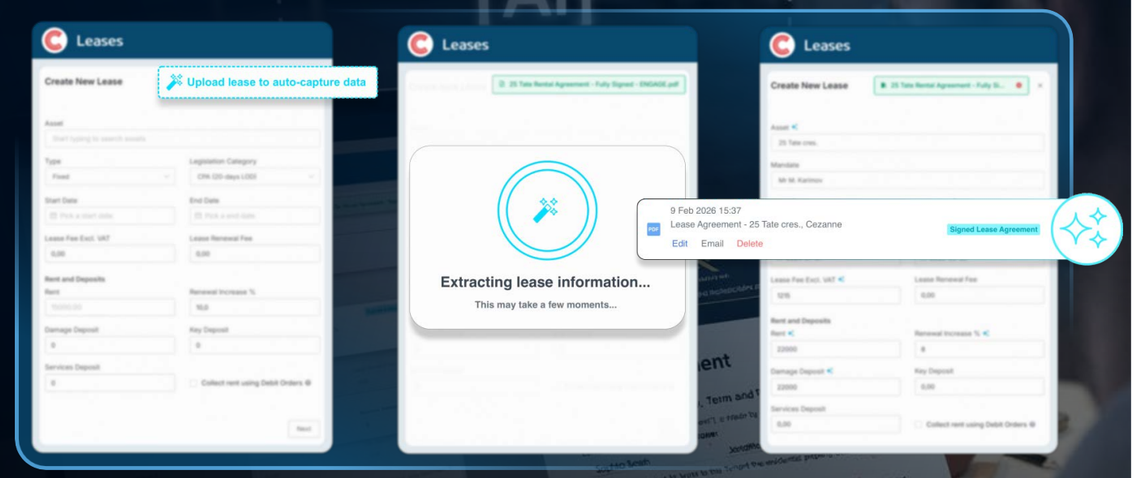
Find Out More

WeconnectU™

Rental Portfolios

AI Invoice Parser
& AI Lease Capture

In rental portfolios, one of the biggest constraints has been the volume of manual capturing required to keep operations running. Processing invoices and capturing lease information are essential tasks, but they take time and limit the ability to focus on investor engagement and performance.



With the introduction of our new AI-driven invoice parsing and lease capture features, data can now be automatically extracted and structured as part of the workflow – significantly reducing the need for manual input.

As a result, information can be processed more quickly and accurately, improving efficiency, strengthening data integrity, and enabling operations to scale without increasing administrative pressure – directly supporting both scalability and profitability.

Find Out More

WeconnectU™

RedRabbit

RedRabbit Connect
Contractor Workflow Integration

On the inspections and maintenance side, inefficiencies often arise in the way work is coordinated between stakeholders, particularly when contractors are involved. Communication gaps and lack of visibility can slow down resolution times and create unnecessary friction.

The introduction of RedRabbit Connect addresses this by bringing contractors directly into the workflow though live task cards and real-time updates, accessed via secure links using OTP, WhatsApp, or email. This means contractors can receive instructions, provide updates, and stay aligned without needing to switch between platforms or rely on back-and-forth communication.

By structuring the entire process in one place, maintenance tasks become easier to track, manage, and complete. The result is improved coordination, faster turnaround times, and a workflow that is both more manageable and easier to scale across growing portfolios.



Find Out More

RedRabbit powered by WeconnectU™

While each of these innovations addresses a specific challenge, they share a common purpose – reducing friction, creating capacity, and enabling property professionals to operate at a higher level.

This is where technology starts to shift from being a tool to becoming a true enabler of value.

One Ecosystem, Complete Industry Support

These feature releases may seem simple in isolation, but their impact is cumulative. Each one removes a point of friction, introduces more structure, and creates a bit more capacity within the business.

That impact becomes even more meaningful when it extends across community management, rental portfolios, and inspections and maintenance – covering the full scope of property management.

That level of coverage is what sets an ecosystem like WeconnectU apart from a set of connected solutions. It ensures that every part of your business is supported in a consistent way, reducing fragmentation, creating more structured operations, and making it easier to manage, scale, and grow.

Introducing

LEVEL UP

With technology providing structure and improving capacity, property professionals are showing an increasing desire – and readiness – to keep moving forward.

This has been clearly reflected in the level of engagement across WeconnectU events, and in our ongoing conversations with industry players. Property professionals are actively looking to up skill, stay relevant, and take a more active role in shaping what comes next.

This is what led to the introduction of Level Up – an ongoing journey facilitated by WeconnectU designed to support growth beyond day-to-day operations. Because while technology creates capacity, it's ultimately property professionals who decide how that capacity is used.

And optimal growth requires **using that capacity with intention.**

Find Out More

WeconnectU™

Looking Ahead

As administrative pressure reduces and workflows become more structured, something important starts to shift:

Property professionals are able to spend more time where it matters most – engaging investors more strategically, supporting trustees with clearer insight, and improving the experience for everyone involved – tenants and contractors included.

These conversations were always required, but not always possible - **until now.**

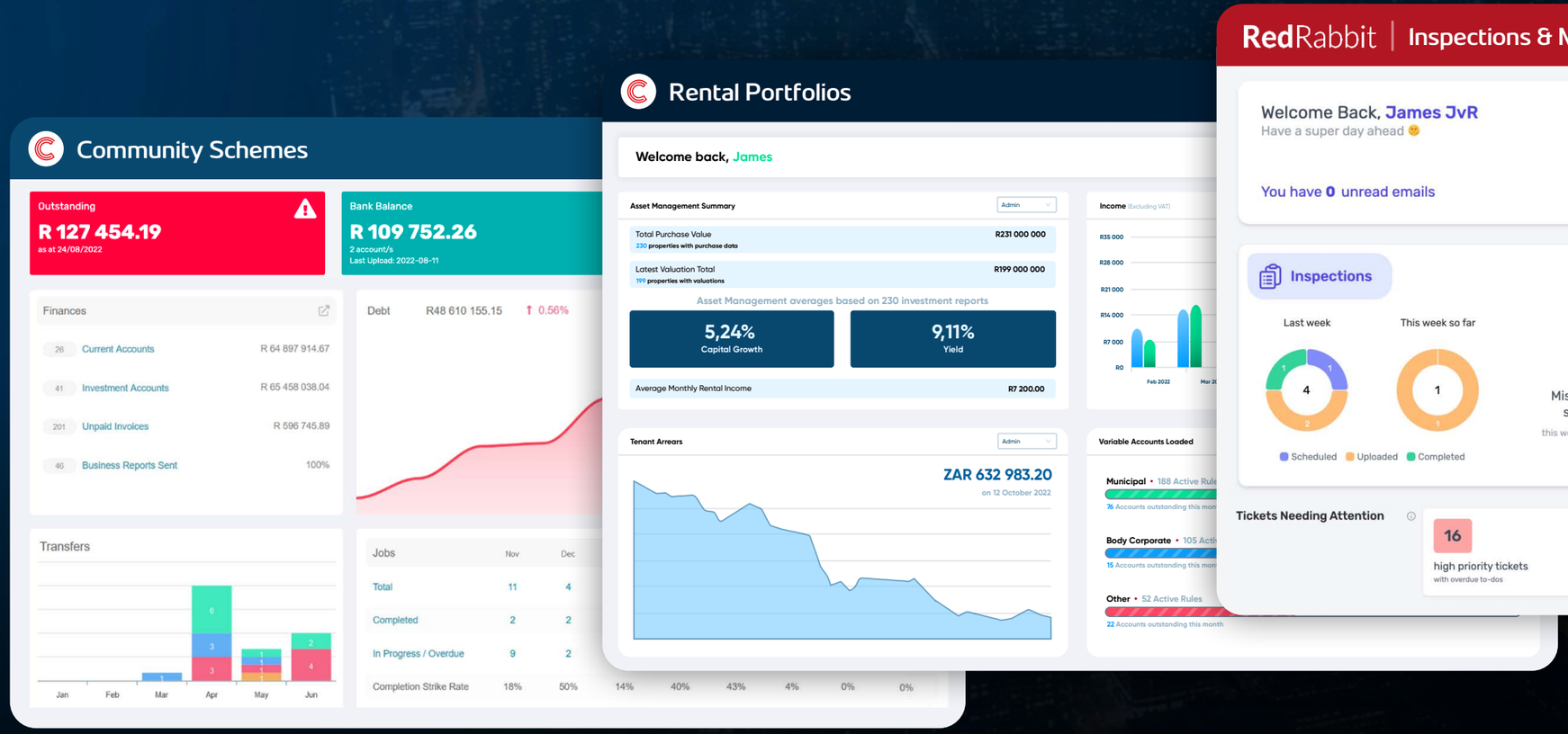
With technology rising to the challenge, we're finally seeing an industry with the capacity to step into those conversations more confidently. One that is becoming more professional, more structured, and better equipped to deliver consistent outcomes at scale.

The impact is far-reaching, influencing everything from day-to-day operations to investor outcomes, business performance, and long-term sustainability.

In this context, technology plays a critical role, both in supporting operations and enabling progress in a practical and consistent way. Our goal at WeconnectU is to help make that progress achievable – not simply as a provider of systems, but as a partner in shaping the future of property management. The first quarter of this year marks meaningful progress, but it's only one of many steps ahead of us.

Because becoming more valuable and more valued is not a destination, **it's a journey.**

Get in touch to join us in leading the way



WeconnectU™

RETAIL

Gauteng surges as retail growth shifts

By Neale Petersen



- **Gauteng overtakes the Western Cape as the fastest-growing retail property market, recording 5.6% year-on-year trading density growth**
- **Super-regional malls reclaim growth leadership, marking their strongest performance since late 2024.**
- **Rental growth remains inflation-beating across all major retail formats and provinces, underlining sector resilience.**

South Africa's retail property sector entered 2026 on a stronger footing than many anticipated, with Gauteng shopping centres and super-regional malls emerging as the standout performers in the first quarter, according to the latest Clur Shopping Centre Index.

The results point to a notable shift in retail property performance patterns across both shopping centre formats and South Africa's major economic regions, highlighting changing consumer behaviour, evolving tenant demand and the importance of diversified retail strategies.

The index, derived from the Clur Collective, South Africa's leading early-warning performance, strategy, analysis and benchmarking platform built exclusively for shopping centres, tracks more than 5.4 million square metres of retail space across listed and unlisted property funds in South Africa and Namibia.

Retail sector continues to defy expectations

Despite persistent economic uncertainty, rising living costs and ongoing geopolitical tensions, South Africa's retail property market continued to demonstrate remarkable resilience during the first quarter of 2026.



"Gauteng shopping centres and super-regional malls outperformed as growth shifted across formats and the three key provinces in the first quarter of 2026, underlining the need for a diversified approach in strategy. The quarter saw ongoing retail property sector resilience, supported by continued trading density and base rental growth as well as a persistently stable base rent to sales ratio.

This came as consumers showed a desire for an authentic heartbeat, underpinned by a strong need for empathy, value and honesty in customer relationships and management, within the continuing Belief Economy context. The need for these elements is expected to intensify in ongoing tumultuous times highlighted by the Iran war, evolving energy crisis, rising living costs and overall global geo-political tensions.

This authentic heartbeat concept reflects a critical new strategic sensitivity and connection point which brands need to embrace to drive optimal consumer engagement, loyalty and hard-earned spend."



Belinda Clur
Founder & Managing Director
Clur International (Pty) Ltd

Clur International is a gold standard retail asset management support house, which produces the Clur Shopping Centre Index, spanning over 5.4 million square metres of prime space. The index is derived from the Clur Collective, South Africa's leading early-warning performance, strategy, analysis and benchmarking platform built exclusively for shopping centres, to optimise returns.

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The national Clur Index for All Centres closed the quarter at an annualised trading density of R43,340 per square metre, reflecting year-on-year growth of 5.2% and outperforming March 2026 CPI by 2.1%.

According to Belinda Clur, Managing Director of Clur International, the performance reflects a sector that remains fundamentally healthy despite a challenging operating environment.

“Sector resilience in the first quarter was supported by ongoing trading density and base rental growth,” says Clur.

“Continued controlled market risk was indicated by a persistently stable base rent-to-sales ratio.”

Big malls regain momentum

One of the most significant trends emerging from the first-quarter data was the return of large-format shopping centres to the top of the growth rankings.

Super-regional malls delivered year-on-year trading density growth of 5.6%, making them the strongest-performing retail format nationally. February 2026 marked the first time since November 2024 that super-regionals outperformed community and smaller shopping centres.

Regional centres followed closely with growth of 5.4%, continuing a recovery trend that has steadily improved since April 2025. Community and smaller centres recorded growth of 4.9%, although this represented a decline of 0.5% compared with December 2025 levels.

The improvement in larger-format malls suggests consumers are increasingly returning to destination retail environments that offer a broader mix of shopping, entertainment, dining and lifestyle experiences.

Super-regionals also recorded the strongest growth expansion compared with December 2025, rising by 0.7%.

Trading density leaders

While growth rates shifted towards larger centres, actual trading density volumes continued to be dominated by both ends of the retail spectrum.

Super-regional centres remained the country’s highest-performing retail assets with trading densities of R53,225 per square metre. Community and smaller centres continued to demonstrate exceptional competitiveness, generating trading densities of R49,131 per square metre.

This dual performance underscores the continued relevance of convenience-based neighbourhood retail alongside destination shopping centres.

Gauteng reclaims the crown

Perhaps the most notable provincial development during the quarter was Gauteng’s return to the top of the retail growth rankings.
For several years the Western Cape has consistently led retail property performance, supported by semigration, population growth and strong consumer demand. However, the first quarter saw Gauteng reclaim leadership with year-on-year trading density growth of 5.6%.

The Western Cape followed closely at 5.2%, while KwaZulu-Natal delivered 4.4% growth. Although Gauteng led on growth, the Western Cape maintained its position as the province with the highest trading density volumes at R50,262 per square metre, reinforcing the region’s status as South Africa’s strongest retail market by value.

KwaZulu-Natal achieved trading densities of R45,278 per square metre, while Gauteng recorded R41,842 per square metre.

The shift suggests retail growth is broadening geographically, creating opportunities across multiple regional markets rather than being concentrated in a single province.

Rental growth remains strong

Rental fundamentals remained one of the strongest aspects of the retail property market during the quarter.

The national Clur Index recorded average base rentals of R246.21 per square metre, reflecting year-on-year growth of 5.5% and outperforming inflation by 2.4%.

Importantly, the sector's base rent-to-sales ratio remained stable at 6.6%, a level that has held since mid-2024 and indicates a balanced relationship between tenant affordability and landlord income growth.

Among centre formats:

- Super-regional malls achieved the highest rentals at R333.88/sqm and growth of 5.9%.
- Regional centres recorded rentals of R239.87/sqm with growth of 4.9%.
- Small regional centres delivered strong rental growth of 5.7%, reaching R195.21/sqm.

Provincially, KwaZulu-Natal emerged as the rental growth leader, recording growth of 7.1% to R257.01/sqm.

The Western Cape retained the country's highest rental levels at R269.76/sqm, while Gauteng achieved rentals of R245.72/sqm with growth of 5.4%.

The rise of the "Authentic Heartbeat"

Beyond the numbers, Clur believes a deeper consumer shift is shaping retail performance.

The concept of the "Belief Economy" continues to gain traction, with consumers increasingly rewarding brands that demonstrate authenticity, empathy, honesty and value.

According to Clur, consumers are seeking meaningful connections with brands and businesses as they navigate ongoing economic pressure, geopolitical instability and rising household costs.

"Consumers are increasingly rewarding brands that demonstrate authenticity, empathy, honesty and value in a rapidly evolving Belief Economy." Belinda Clur

"Ongoing hard times, further exacerbated by the Iran war and associated energy and living cost increases, are central to this consumer position," she says.

"As consumers seek a more heartfelt approach, they continue to fight the fake through pursuing raw honesty in all interactions, whether business or personal."

She notes that respect, dignity, transparency and genuine engagement are becoming increasingly important drivers of customer loyalty and spending decisions.

"This authentic heartbeat concept reflects a critical new strategic sensitivity and connection point which brands need to embrace to drive optimal consumer engagement, loyalty and hard-earned spend."

Looking ahead

The first-quarter results confirm that South Africa's retail property market remains remarkably resilient despite a volatile economic backdrop.

The resurgence of super-regional malls, Gauteng's return to growth leadership and continued inflation-beating rental performance all point to a sector that continues to adapt successfully to changing consumer preferences.

At the same time, the significant shifts across provinces and centre formats serve as a reminder that retail success is becoming increasingly nuanced. Investors, landlords and retailers will need to remain agile, diversify their strategies and pay close attention to evolving consumer sentiment.

If the first quarter is any indication, 2026 is shaping up to be a year where adaptability, authenticity and strategic positioning will separate the winners from the rest of the retail property market.

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MY STUDENT HOUSE

STUDENT ACCOMMODATION

From one house to many: Lessons from six years in student housing

By Retha van Rooyen



STUDENT ACCOMMODATION

When people look at My Student House today, they see a group operating across multiple regions, housing thousands of students and managing accommodation in places I never imagined I would one day be working.

At the time, I thought success would come from finding the right property. Later I thought it would come from finding the right investors. Then I thought it might come from finding the right systems. Twenty years later, I know something different. Success in student housing has very little to do with buildings. It has everything to do with people, consistency, and a relentless commitment to students.

In the early years, I knew every property intimately. If a geyser burst, I could drive there. If a student had a problem, I could sit across the table from them.

If something went wrong, I was close enough to fix it myself.
Then one day I realised I had a property in a town I couldn't reach before the end of the day.

That sounds like a small thing. For me, it was a turning point. I realised the business had quietly changed. The question was no longer whether I could solve the problem. The question was whether the person on the ground would solve it the way I would have.

Could students still receive the same level of service when I wasn't there? Could we maintain the same standards across multiple towns, provinces, and teams?

People often assume scaling a student housing business is about acquiring more properties.

In my experience, that is the easy part. Buildings can be purchased. Rooms can be renovated. Furniture can be installed. What is much harder is creating an organisation that delivers the same experience everywhere.



Over the years, I've learned that consistency becomes more difficult with every property you add. Growth constantly pulls against standards. Every opportunity looks exciting.

Every new region promises potential. But if your people and systems are not ready, growth can become a liability instead of an achievement. Some of the best decisions I've made were the opportunities I chose not to pursue. Growing slower than I wanted often protected the standards I had worked so hard to build.

Most of our students are funded students. That reality has shaped our business in ways I only fully appreciate now.

In the beginning, I sometimes viewed the limitations as challenges. There were strict rules. Tight budgets. Payment structures outside our control. Very little room for unnecessary extras.

Over time, I realised those limitations forced us to focus on what truly matters. A student funded by NSFAS cannot absorb unnecessary costs. Nor should they have to. That means every decision becomes very simple. Does this help the student succeed?
Or does it not?

When you strip away all the noise, student housing becomes remarkably clear. Students need safe accommodation. They need reliable services. They need stability. And they need an environment where they can focus on building their future. Everything else is secondary.

One of the biggest lessons I've learned is that adding beds and creating impact are not the same thing. Anyone can increase capacity.

Those questions become harder to answer as organisations grow. They also become more important. I've come to believe that operational excellence is not separate from student wellbeing.



In many ways, it is wellbeing. A student living in a clean room. A student whose maintenance issue gets resolved quickly. A student who feels safe walking into their accommodation. A student who knows someone will answer when they call.

Those things create peace of mind. And peace of mind allows students to focus on studying, building relationships, and pursuing opportunities.

The systems we build may seem administrative on the surface, but they have a very human impact.

The future of student housing in Southern Africa will require stronger partnerships than we've had in the past.

Universities, private providers, government institutions, and accommodation operators all serve the same students. Yet too often we operate as though we are working separately.

I believe the next chapter for our sector is collaboration. Sharing ideas. Sharing standards. Learning from one another. Being honest about what works and what doesn't.

The students moving through private accommodation today are the same students attending our universities tomorrow. Their success is a shared responsibility.

As I reflect on twenty years in this industry, I find myself feeling grateful. Grateful for the students who trusted us. Grateful for the landlords who partnered with us. Grateful for the staff who carried the vision further than I ever could alone. Most of all, I'm grateful for the lessons.

Because the buildings have changed. The scale has changed. The industry has changed. But the purpose remains exactly the same as it was on day one. To create places where students can live, learn, and build better futures.

About the author

Retha van Rooyen is an author, entrepreneur, property investor and the founder and Managing Director of My Student House, one of South Africa's leading student accommodation management companies.

She authored a book, How to Create Wealth with Student Accommodation in South Africa, sharing the practical strategies and lessons that have helped investors build successful student housing portfolios. Through My Student House, Retha assists investors nationwide in generating sustainable, passive income through professionally managed student accommodation assets.



RESIDENTIAL

Borehole Boom: The legal risks property owners ignore

By Cor van Deventer





- **Drilling a borehole without complying with municipal rules can result in fines, legal action and costly liability claims.**
- **Property owners, not contractors, carry primary responsibility for borehole compliance and registration.**
- **A compliant borehole can increase property value, but an illegal one can derail a property sale.**

As water tariffs continue to rise and concerns around municipal supply reliability intensify, South Africans are drilling private boreholes at a pace not seen in years.

For many property owners, a borehole offers water security, reduced utility costs and increased property value. Yet a growing number of installations are taking place without the necessary legal approvals, exposing property owners to significant financial and legal risks.

Homeowners also mistakenly believe that ownership of land automatically gives them the right to drill wherever and whenever they choose. That assumption is increasingly proving costly.

“There is a common misconception that because you own the property, you can simply drill a borehole wherever you like,” van Deventer.

Groundwater is not private property

“However, groundwater is a national resource regulated by legislation. Both the National Water Act and municipal bylaws impose specific obligations on property owners, and many people are simply unaware of what is required.”

The growing compliance problem has become evident as municipalities tighten enforcement and infrastructure authorities pursue legal action where negligence causes damage.

When things go wrong: The Gautrain Case

One of the most public examples occurred in February 2025 when an illegally drilled borehole above a section of the Gautrain tunnel in Killarney caused structural damage and significant service disruptions.



RESIDENTIAL

According to reports, the drilling proceeded without the required approvals, without proper investigation of underground servitudes and within a restricted zone.

The resulting soil instability and water seepage led to the temporary suspension of services between Park and Rosebank stations and repair costs estimated at more than R1 million.

The incident highlighted a critical reality: drilling a borehole is not simply another home improvement project.

“When drilling interferes with underground infrastructure such as tunnels, sewer lines, fibre networks or stormwater systems, the liability can be enormous.”

“Municipalities and infrastructure operators are becoming increasingly willing to pursue legal remedies where negligence is involved.”
What does the law require?

While the National Water Act regulates groundwater nationally, the practical requirements homeowners must follow are largely governed by municipal bylaws.



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These requirements vary from city to city. Examples include:

City of Cape Town
Property owners must submit notification at least 14 days before drilling commences.

City of Johannesburg
Written approval is required before drilling begins. Additional restrictions may apply in dolomitic areas or near critical infrastructure. Since October 2025, Johannesburg has also implemented a digital application process requiring engineering and environmental approvals.

Tshwane, eThekwini and Nelson Mandela Bay
Boreholes must be registered with the municipality once drilling has been completed.

Many homeowners incorrectly assume that drilling contractors will handle these requirements.

“The legal responsibility ultimately rests with the property owner. While a contractor may assist, compliance remains the homeowner’s obligation.”

Understanding water use licensing

A domestic borehole used solely for household purposes generally falls under Schedule 1 of the National Water Act and does not require a water-use licence.

However, licensing may become necessary where water is used for:

- Commercial irrigation.
- Industrial activities.
- Supplying multiple dwellings.
- Water usage exceeding Schedule 1 limitations.

Property owners should therefore establish how the water will be used before proceeding with installation.

Compliance goes beyond permission

Obtaining approval is only one part of the process.
South African National Standards (SANS) prescribe technical requirements relating to:

- Borehole casing.
- Sealing and protection.
- Pump installation.
- Aquifer protection.
- Safe distances from buildings and boundaries.

Failure to comply with these standards can lead to contamination, structural damage and long-term environmental consequences.

Hidden risks beneath your property

One of the most overlooked aspects of borehole installation is the presence of underground infrastructure and servitudes.

Sewer lines, stormwater systems, fibre networks, electrical cables and transport infrastructure may all lie beneath private property. “Many homeowners simply do not know what is underground.”

A reputable driller should investigate servitudes and underground services before work begins, but homeowners must ensure that these checks are completed. If infrastructure is damaged, both the owner and contractor may face liability.

The health factor

Water security should never come at the expense of water quality. It must be noted that failing municipal sewer systems can contaminate groundwater in urban areas, creating serious health risks. A borehole is not a 'set-and-forget' solution. Water quality should be tested regularly to ensure it remains safe for household use.

Annual testing is particularly important in built-up urban environments where groundwater contamination risks are elevated.

The financial case for boreholes

While compliance comes with costs, the long-term financial benefits remain compelling. With municipal water tariffs reaching record highs in many municipalities, a compliant borehole installation can significantly reduce household utility expenses.

According to van Deventer, many households could save in excess of R30,000 per year on water costs. Over time, those savings may offset installation expenses while also improving the property's marketability. A compliant borehole can potentially increase a property's resale value by as much as 15%.

Who is liable when something goes wrong?

The short answer is: the property owner. The law places primary responsibility on the owner. Property owners must ensure:

- Municipal approvals were obtained.
- Registration requirements were met.
- SANS standards were followed.
- No servitudes were infringed.
- Infrastructure was not damaged.

However, drilling contractors may also face liability where negligence can be demonstrated. This may occur where a contractor:

- Fails to investigate servitudes.
- Ignores municipal requirements.
- Drills in restricted areas.
- Causes avoidable infrastructure damage.

Fails to advise the homeowner regarding legal obligations.
In many situations, liability may ultimately be shared between both parties.



Boreholes and property transfers

As boreholes become increasingly common, they are also becoming a key consideration during property transactions.

Banks may request documentation
Some lenders require:
- Borehole certificates.
- Water quality reports.
- Municipal registration confirmation.

This could be requested before approving home loans.

- **Sellers must disclose boreholes**

An unregistered or non-compliant borehole can delay transfer, trigger disputes and potentially result in claims of misrepresentation.

- **Buyers should demand proof**

Buyers often view boreholes as valuable assets, but an illegally installed borehole may become a significant liability.

A borehole adds value only when it is compliant. Buyers should insist on seeing all supporting documentation before signing an offer to purchase.

A growing need for awareness

With water security concerns unlikely to disappear anytime soon, demand for private water solutions is expected to continue growing. Yet the biggest challenge may not be the law itself, it is awareness.

“Most homeowners want to comply.”

The problem is that many simply do not know what is required. Taking the correct steps upfront is far less expensive than dealing with disputes, penalties or legal claims later.

Borehole Compliance Checklist

Before drilling, homeowners should:
Notify or obtain approval from the municipality.
Appoint a reputable and experienced drilling contractor.
Confirm compliance with SANS standards.
Investigate underground services and servitudes.
Register the borehole where required.
Conduct water quality testing.

Keep all documentation for future property transactions. For homeowners seeking water independence, the message is simple: drill responsibly, comply fully and protect your investment.

About the author

Cor van Deventer is a Director at Van Deventer Dowlath & Marx Incorporated (VDM Attorneys), and an admitted Attorney of the High Court of South Africa, Notary Public and Conveyancer. He advises leading developers, financial institutions, investors and property professionals on property law, conveyancing, development and commercial property matters.

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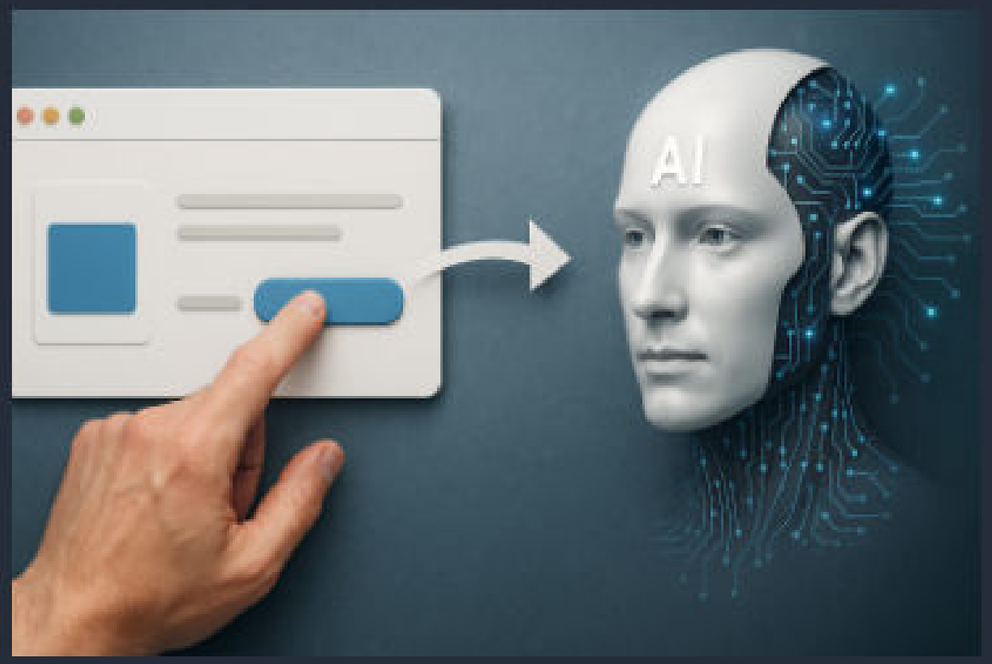
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INVESTOR INTELLIGENCE

Inside the Deal:
How smart residential property investments are structured

By Daniel Lombard



In a changing market, successful investors are focusing on cash flow, risk management and smart deal structuring to build lasting property wealth.

INVESTOR INTELLIGENCE

Despite economic pressure, infrastructure constraints and global uncertainty, South African property remains attractive because the market appears to be moving into a new cycle. FNB says 2026 marks a turning point, with demand broadening and nominal house price growth expected to remain above inflation, implying modest real house price appreciation.



INSIDE THE DEAL

From a macro perspective, National Treasury expects South Africa's economy to grow by 1.6% in 2026, with medium-term support from lower inflation, gradual interest-rate easing (if the current inflation stay low and is not escalating due to the war in Iran), a more stable power supply, and infrastructure reform. This does not remove risk, but it improves the environment for patient investors buying correctly priced, cash flow positive income-producing assets.

Wealth Assist's own positioning is focused on low-risk, fixed asset-backed residential real estate investments with attractive risk-adjusted returns (which stay consistent during the various interest rate increases and decreases, as well as other property-related cost increases) and makes a social and financial impact.



The best opportunities are not necessarily in speculative capital growth, but in assets with reliable tenant demand, defensive pricing, and sustainable positive cash flow.
The most attractive opportunities are:

1. Affordable and mid-market residential rental property. These assets serve a deep tenant market and benefit from persistent housing demand. Rental growth remains positive, but affordability still matters, so investors must buy at the correct yield.

2. Well-located sectional-title units, townhouses and smaller homes. FNB has noted increased supply activity in flats and townhouses, while demand is improving. These property types often offer lower entry prices, broader tenant demand, and easier resale liquidity than large luxury homes.

3. Residential properties in nodes with strong employment, schools, transport access, and service delivery. Location quality is increasingly important because infrastructure reliability, municipal performance and lifestyle convenience now directly affect tenant retention and resale value.

4. Specialised defensive property themes in the Residential Investment Market: Wealth Assist's recent research indicates that the alternative structured residential property investments have proven to be one of the most consistent residential real estate investments over the last 13 years (through various challenging cycles). Other real estate investment models like Multi-Lets and Student Accommodation have also performed well over this term when purchased at the correct price and managed well. Buy-to-Let only performed well when purchased at below market value with high rental yields from the start, and in areas where capital growth is consistent.



The first mistake is to enter the market without surrounding yourself with a team of professionals, and or a team who have all the resources to ensure that when opportunities are presented, they are thoroughly researched, due diligence is conducted, and risk is mitigated as far as it is possible.

The second mistake is buying for emotion or capital growth only, rather than cash flow. In the current market, the correct question is not only "Will this property grow?" but "Can this property carry itself under pressure?"

The third mistake is underestimating operating costs. Rates, levies, maintenance, insurance, vacancies, compliance costs, and managing-agent costs can quickly reduce the real return.

The fourth mistake is over-gearing. Even if interest rates improve, investors should not structure deals on optimistic assumptions. A property investment must remain viable if rates stay higher for longer, vacancies increase, or repairs arise.

The fifth mistake is ignoring tenant quality. Rental growth is positive, but consumers remain under pressure. TPN's rental data shows resilience, but also highlights the importance of risk management and collections.

The sixth mistake is treating all property as equal. The market is becoming more selective. Good assets in good nodes with strong rental demand will outperform, while poorly located or over-priced properties may remain stagnant.

The bottom line

Now is not a market for reckless buying, but it is a good market for disciplined investing. Investors who focus on income, affordability, tenant demand, location quality, conservative gearing and proper structuring in cooperation with a residential real estate investment team can still find attractive risk-adjusted opportunities in South African property.

Join us live online on Tuesday, 23 June 2026 @ 19:00 for a focused Webinar discussion on how smart residential property investments are identified, structured and managed in today's market.

The webinar will explore what sits behind quality opportunities, including how deals are sourced, researched, negotiated and structured before investors ever transact.

It will also give a taste of the key questions shaping investor decisions:
What due diligence matters most

How opportunities should be stress-tested for risk and cash flow
Why specialist collaboration and trust are increasingly important
How referral partnerships create value for property professionals and their networks.

WEBINAR



INVESTING

The 7-Step Formula for smarter property investing

By Jaco Grobbelaar





One of the biggest mistakes I see new property investors make is that they buy property with emotion instead of numbers. They walk through a property, fall in love with the kitchen, admire the location, imagine the future potential, and then make an offer.

While there is nothing wrong with being excited about a property, successful property investment requires far more than enthusiasm. Professional investors understand that property is ultimately a numbers game.

The difference between an amateur investor and a professional investor is not necessarily experience, capital, or access to opportunities. More often than not, it comes down to how they analyse deals.

Professional investors do not buy properties because they “feel right.” They buy properties because the numbers justify the investment.

If you want to build a profitable property portfolio, you need a framework that allows you to evaluate opportunities objectively and consistently.

Here is a practical step-by-step process that professional investors use when analysing property deals.

Before you open a spreadsheet or reach for a calculator, ask yourself one critical question: What is the purpose of this property in my portfolio?

Every property should have a specific role. Generally speaking, properties fall into one of three categories:

- Cash flow assets
- Growth assets
- Strategic assets

A cash flow asset is designed to generate positive monthly income. A growth asset may not generate strong monthly cash flow but is purchased because of its long-term capital appreciation potential. A strategic asset may be acquired for refinancing opportunities, tax planning, portfolio balancing, or leveraging future acquisitions.

If you do not understand the purpose of the property, it becomes almost impossible to analyse it correctly. Many investors skip this step and then become disappointed when a property fails to perform according to expectations that were never clearly defined in the first place.

For the purpose of this example, let us assume we are analysing a buy-to-let property primarily aimed at generating monthly cash flow.



One of the most common mistakes investors make is focusing only on the purchase price. Professional investors know that the purchase price is only one part of the investment.

The real question is: How much capital will I have invested once everything is complete? Your total acquisition cost should include:

- Purchase price
- Transfer duties (where applicable)
- Conveyancing fees
- Bond registration costs
- Initial repairs
- Renovation expenses
- Compliance costs

For example:

Purchase price: R1,000,000
Additional acquisition costs: R80,000
Total investment: R1,080,000

This figure is critical because every return calculation should be based on your total investment, not merely the purchase price.

Ignoring acquisition costs can result in significantly overstated returns and unrealistic expectations.

The next step is to determine how much income the property can realistically generate. Notice the word “realistically.”

Many investors make the mistake of calculating returns based on the highest possible rental amount they believe they can achieve. Professional investors take a different approach. They ask: What rental income can I consistently achieve and sustain over time?

Suppose the market rent for a property is R10,000 per month. Many investors would simply multiply that by twelve months and assume an annual income of R120,000.

The problem is that real life does not work that way. Properties experience vacancies. Tenants move out. Maintenance needs to be completed. Repairs occasionally require units to stand empty.
A conservative approach is to assume at least one month per year of vacancy and maintenance-related downtime. Using that assumption:

- Monthly rent: R10,000
- Annual rent received: R110,000

This translates into an average monthly income of approximately R9,167. Being conservative at this stage protects you from overestimating performance and making poor investment decisions.



This is where many investors underestimate the true cost of ownership. Amateur investors often focus solely on the bond repayment. Professional investors evaluate the total monthly holding cost. Common monthly expenses include:

- Bond repayments
- Rates and taxes
- Levies
- Insurance
- Maintenance provisions
- Property management fees
- Utilities (where applicable)

Even if you manage the property yourself, your time has value and should be factored into the equation. Consider the following example:

- Bond repayment: R8,500
- Rates and taxes: R800
- Insurance: R250
- Maintenance provision: R500
- Total monthly expenses: R10,050

Understanding the complete expense picture is essential because this forms the foundation of your cash flow analysis.



Cash flow is one of the most important numbers in property investing. Using our example:

- Monthly rental income: R9,167
- Monthly expenses: R10,050
- Monthly cash flow: Negative R883

At this point, many investors either panic or ignore the problem entirely. Professional investors do neither. Instead, they ask intelligent questions: Can the rental income be increased? Can the property be improved to justify higher rentals? Can expenses be reduced? Would a different financing structure improve cash flow? Could a longer bond term lower monthly repayments?

If the property was specifically acquired as a cash flow asset and still produces negative cash flow after realistic adjustments, the deal may not meet the investment criteria. The purpose established in Step 1 now becomes incredibly important.

A negative cash flow property might still make sense if it offers exceptional long-term growth potential. However, it would be unsuitable if the primary objective is monthly income.



Once cash flow has been analysed, investors should evaluate overall returns. One of the simplest calculations is gross rental yield. The formula is:

- Annual Rental Income ÷ Total Investment × 100
- Using our example:
- Annual rental income: R110,000
- Total investment: R1,080,000
- Gross rental yield: 10.2%

This provides a quick snapshot of the property's earning potential relative to the capital invested. However, professional investors go a step further. They examine net returns after accounting for expenses. A property that generates a yield below inflation, struggles to cover financing costs, or consistently produces negative cash flow must offer compelling strategic benefits to justify the investment.

Returns should always be evaluated within the context of the investor's overall goals and portfolio strategy.

Perhaps the most overlooked step in property analysis is stress testing. Professional investors understand that the future is uncertain.

- Interest rates change.
- Maintenance costs increase.
- Vacancies occur.
- Unexpected events happen.

Before committing to a purchase, ask yourself:

- What happens if interest rates increase?
- What happens if the property stands vacant for two or three months?
- What happens if a major maintenance issue arises?
- What happens if rental growth slows down?

A strong investment should be able to withstand reasonable levels of pressure. If a deal collapses the moment circumstances become slightly challenging, it may not be the right investment. Remember, there will always be another property. Patience is one of the most valuable skills an investor can develop.

Property investment is not inherently risky. Buying the wrong property is risky. The most successful investors are not necessarily those who buy the most properties. They are the investors who consistently buy the right properties.

Every deal should be analysed carefully, conservatively, and objectively. Know the purpose of the property. Calculate the true acquisition cost. Estimate realistic rental income. Understand all expenses. Measure cash flow. Evaluate returns. Stress test the investment.

When you follow this process consistently, property becomes one of the most powerful wealth-building tools available. The goal is not simply to buy property. The goal is to buy property that advances your financial objectives and strengthens your portfolio over the long term. The numbers will always tell the story. The key is learning how to read them.





FINANCE

Stop Overpaying: The bond rate mistake costing you thousands

By Jason Lee



While saving R20,000 or R30,000 on a purchase price feels like a victory, negotiating a lower interest rate on your bond can save hundreds of thousands of rand over the life of the loan. Yet surprisingly few buyers realise that bond rates are often negotiable and that banks compete aggressively for quality borrowers.

The lesson is simple: don't just negotiate the property price. Negotiate the money.

Many buyers assume the rate quoted by their bank is final. It isn't. South Africa's major lenders, including Standard Bank, Absa, FNB, Nedbank and Investec all compete aggressively for home loan business.

Each institution has lending targets, growth objectives and changing risk appetites. As a result, the rate initially offered is often simply the starting point of the negotiation, not necessarily the bank's best offer.
The difference between the first offer and the final offer can be substantial.

Banks price risk. The lower the perceived risk, the better the potential interest rate. Before applying for a bond, Jason Lee recommends focusing on three critical areas:

Obtain a credit report and resolve any outstanding issues, including old accounts, incorrect listings or historic judgments that should have been removed.

Demonstrate stable income and responsible spending patterns over at least three months.

A deposit immediately changes the risk profile.
A 10% deposit improves negotiating power.
A 20% deposit can significantly strengthen your position and potentially improve pricing.



One of the smartest moves a buyer can make is to submit a bond application to multiple lenders simultaneously. Using a bond originator such as BetterBond or similar services allows buyers to access multiple offers from competing banks at no additional cost.

The results can be eye-opening. According to Lee, the same buyer, applying for the same property in the same week, can receive vastly different offers depending on each bank's appetite for lending at that particular time.

Competition works in the borrower's favour.

Once multiple offers have been received, the negotiation process begins. Rather than simply accepting the best offer, take competing quotes back to each lender and ask them to improve their pricing. Many banks will respond positively. Why?

Because a performing home loan represents decades of future interest income. Banks understand the value of acquiring quality borrowers and often have room to improve their initial offer.

Many buyers dismiss small differences in interest rates.
That is a mistake. On a R1 million bond over 20 years, reducing the rate by just 0.5% can save approximately R82,000 in interest over the life of the loan.

Reduce the rate by 1%, and the saving can exceed R165,000. Scale that up to a R3 million bond, and the difference between a strong negotiated rate and a poor one can approach half a million rand over the repayment period.

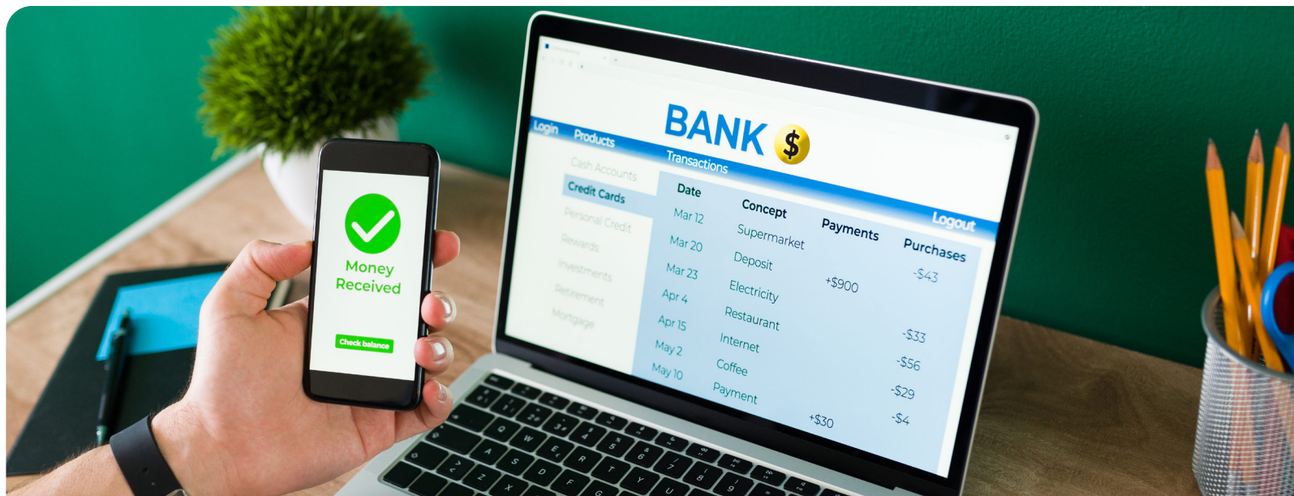
- That is not an insignificant amount of money. It could fund:
- A deposit on your next investment property
- Years of school fees
- Major renovations
- Additional investment capital

In property investing, small percentage differences often produce very large financial outcomes.

Negotiation opportunities don't end once the property transfer is complete. Property owners should periodically review their existing home loan facilities.

Every few years, it may be worth requesting new quotes from competing banks and comparing those offers against the current rate being charged.

In many cases, lenders are willing to improve pricing rather than lose a performing customer to a competitor. The key is understanding your options and doing the maths before making a decision.



Interest rate negotiations are arguably the most overlooked wealth-building opportunity in the home buying process.
Most buyers negotiate hard on purchase price and then accept whatever interest rate is offered.

Successful investors do the opposite. They understand that while the purchase price matters, the cost of money often matters even more. The difference between a good rate and a great rate can ultimately be measured not in hundreds or thousands of rand—but in hundreds of thousands of rand over the life of a property investment.

About Jason Lee
Jason Lee is a property investor, active developer, entrepreneur, and author who specialises in helping South Africans build long-term wealth through property investment. Through his writing, speaking and educational platforms, he shares practical strategies on investing, finance, entrepreneurship and financial freedom.

For more information on Jason Lee's books, speaking engagements and educational resources, visit:

WEBSITE



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Opportunity Private Capital is an investment company based in Cape Town. The firm provides access to structured capital investment opportunities, enabling investors to gain exposure to property development projects that are typically not accessible through traditional investment channels. The investment approach is designed to target attractive, risk-adjusted returns, supported by downside mitigation through development assets.

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www.opportunity.co.za

Opportunity Private Capitals' aim is to provide private investors with alternative portfolio diversification by granting access to targeted residential property development returns, supported by tangible property assets and disciplined capital structures.

Investor Profile

These investment opportunities may be suited to investors seeking:

- Exposure to returns associated with residential property development.
- An alternative to direct property ownership.
- Investment structures supported by underlying property assets.
- Opportunities with an established track record.
- Exposure to developments located in high-demand areas of the Western Cape.

Key Investment Highlights

- Over R600 million in private capital invested.
- Over R1 billion in completed residential project value.
- 27 completed investment cycles across multiple developments.
- Investment activity spanning more than a decade.
- Outcomes achieved across varying market conditions.

R 630 750 264
Total Private Investments

R 1.23 Billion
Total Project Value

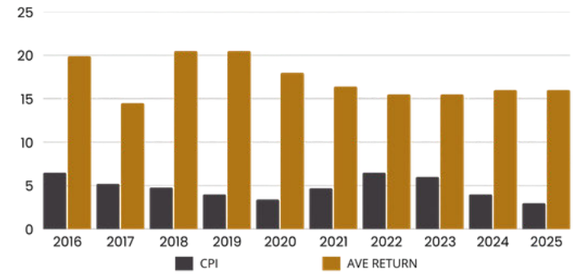
16.3 Months
Ave Investment Timeframe

Key Investment Characteristics

- Targeted returns from 14% to 17% p/a tiered per capital committed.
- Asset-backed downside mitigation.
- Minimum investment from R100,000.
- Targeted investment horizon: 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

Investment in property developments carry inherent risks. These are addressed by:

- Asset-backed downside mitigation supported by property assets.
- Residential projects located within resilient high-demand areas in the Western Cape.

Independent Capital Oversight

- Independent Security Trust governance structures.
- Trust oversight of invested capital and safeguarding of investor interests.
- Trust governing the authorisation of capital use and investor repayment.
- New investment Cycle now open pelase enquire here - reilink inbox for that

New Investment Opportunity Now Open

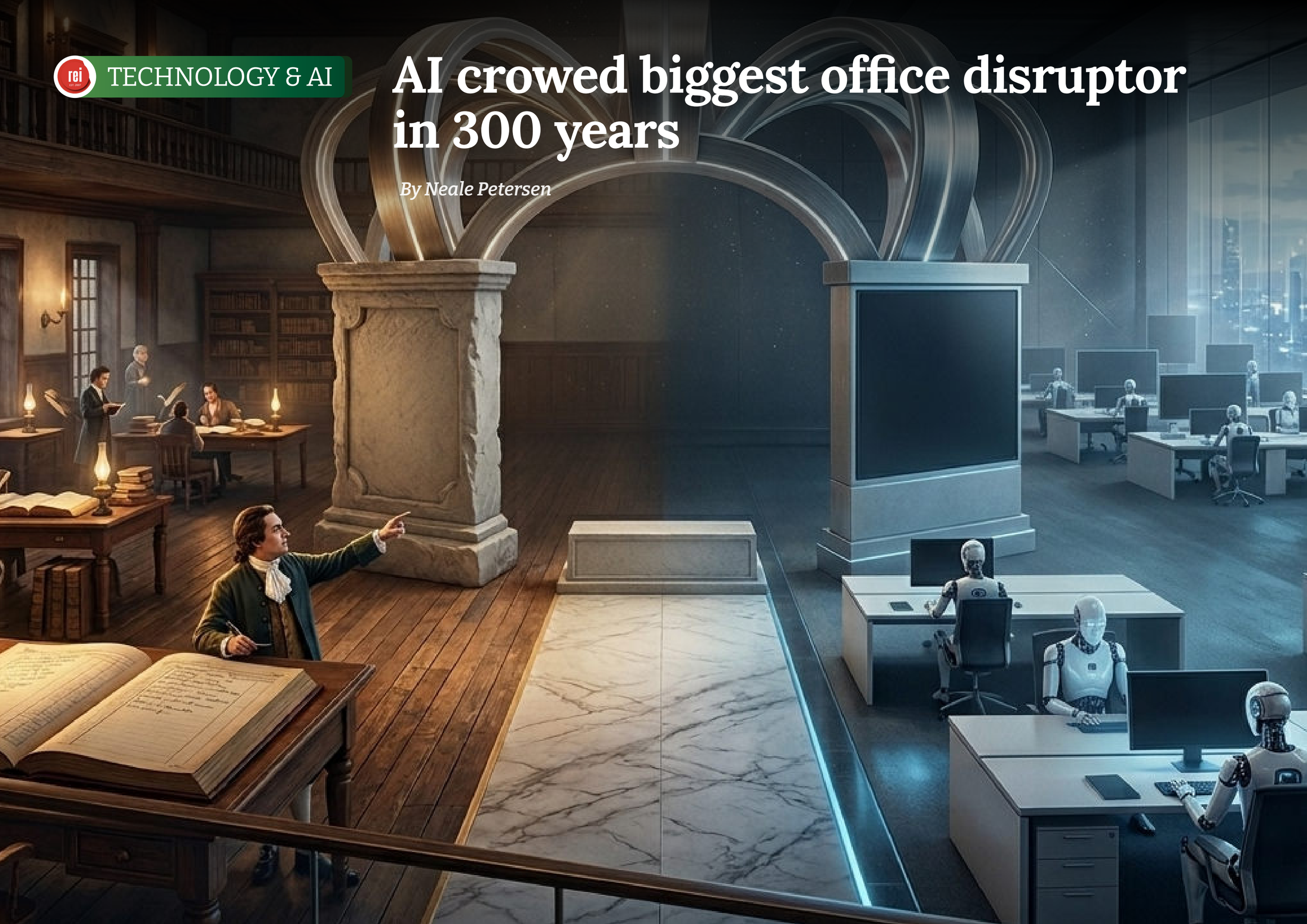
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TECHNOLOGY & AI

AI crowed biggest office disruptor in 300 years

By Neale Petersen



- **CEOs rank AI as the most influential workplace innovation in the past three centuries.**
- **Hybrid working, laptops, video conferencing and Wi-Fi complete the top five workplace game-changers.**
- **More than 80% of business leaders believe today's workplace is more productive and collaborative than ever before.**

Three centuries of workplace evolution

The office has undergone countless transformations over the past 300 years, from ink and paper to cloud computing and artificial intelligence. But according to a landmark new global study, no innovation has had a greater impact on the modern workplace than AI.

Released to commemorate the 300th anniversary of the world's first purpose-built office, the report, IWG: 300 Years of Office Innovation, surveyed business leaders worldwide to identify the technologies that have most profoundly changed the way people work.

The findings place artificial intelligence firmly at the top of the list, highlighting the speed and scale of the technological revolution currently reshaping businesses across every sector of the economy.

AI Leads the New Workplace Revolution

According to the study, 36% of CEOs ranked AI as the most influential workplace innovation of the past 300 years. It was closely followed by:

Workplace Innovation	CEO Ranking
Artificial Intelligence	36%
Laptops & Tablets	35%
Video Conferencing (Teams/Zoom)	31%
Wi-Fi & Bluetooth	29%
Hybrid Working	26%

The rankings reveal that the technologies business leaders believe have transformed work the most are largely those developed or widely adopted within the last two decades.



For many organisations, AI has already become a critical productivity tool, automating routine tasks, enhancing decision-making and enabling employees to work more efficiently than ever before.

The most transformational decade yet

Business leaders identified the 2020s as the most transformative decade in workplace history.

Unlike previous periods of gradual technological change, the past few years have witnessed the simultaneous rise of:

- Artificial intelligence
- Automation
- Cloud computing
- Flexible work models
- Digital collaboration tools
- Remote and hybrid working

The only decade viewed as coming close was the 1990s, when email, personal computing and the internet first connected businesses on a global scale.

Hybrid working becomes mainstream

While AI may have captured the headlines, hybrid working emerged as one of the defining shifts in how organisations operate.
A quarter of CEOs ranked hybrid work among the most important workplace innovations ever introduced. The impact is already evident:

- 35% of business leaders say technology has made it significantly easier for employees to work from anywhere.
- 30% say meetings are now more likely to be virtual than face-to-face.
- Flexible work models are increasingly embedded into long-term business strategies.

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For the commercial property sector, this shift continues to reshape demand for office space, with businesses placing greater emphasis on flexibility, collaboration areas and employee experience.

Productivity gains continue

One of the strongest findings from the study was the positive impact technology is having on organisational performance.

More than a third of CEOs said AI has delivered the single greatest boost to productivity within their organisations.

Overall:
- 83% believe recent workplace changes have been positive.
- 81% say today's workplace is better designed for collaboration and productivity.

These findings challenge the early scepticism that surrounded remote work and digital transformation following the pandemic years.



Not every innovation survives

History also shows that not every technology lives up to expectations. Among the innovations CEOs expected to revolutionise the workplace but failed to gain meaningful traction were:

- Smart glasses (41%)
- Desk treadmills (39%)
- Interactive whiteboards (35%)

Just as fax machines, floppy disks and dial-up internet eventually disappeared, many of today's emerging technologies may also prove to be temporary trends rather than lasting innovations.

What it means for property

For property owners, developers and workplace strategists, the report reinforces a crucial message: the office is not disappearing, it is evolving. The modern workplace is increasingly becoming a hub for collaboration, innovation, culture and client engagement rather than a location employees simply attend every day.

Artificial intelligence, flexible work models and digital connectivity are redefining what businesses need from office environments, influencing everything from office design and technology infrastructure to tenant expectations and building operations.

Looking ahead

Commenting on the findings, Mark Dixon, Founder and CEO of International Workplace Group (IWG), said:

“For the past 300 years, the office has continually evolved alongside each major wave of technological innovation. With the rapid adoption of AI, we are now witnessing one of the most significant workplace transformations in history.”

As AI becomes increasingly integrated into daily business operations, its influence is likely to extend well beyond productivity gains. It is set to reshape skills, workflows, decision-making and the very nature of work itself.

For business leaders, property owners and investors alike, the message is clear: the next chapter of workplace evolution has already begun. And artificial intelligence is leading the way.



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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)

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

WHAT PROJECT WOULD YOU LIKE TO BUILD WITH US?

Events

Reside Awards 2026 honours the visionaries building South Africa's residential future

Record entries, industry innovation and outstanding leadership take centre stage at SA's Residential Property Sector's biggest night

From left - Founder and Content-in-Chief of REI, Steve Brooks, CEO Balwin Properties, Marius Muller Co-Founder, Soho Properties, Debbie Tagg Reside Chair

EVENTS

South Africa's residential property sector came together in spectacular fashion on 21 May 2026 as developers, investors, property professionals, PropTech innovators, managing agents and industry leaders gathered at the Sandton Convention Centre for the 4th Annual Reside Awards.

More than an awards ceremony, the Reside Awards have evolved into the benchmark for excellence within South Africa's residential property industry, recognising the people, projects, companies and innovations shaping how South Africans live, invest and build communities.

This year's event marked a significant milestone for the programme, attracting its highest number of entries since inception and showcasing the extraordinary depth of talent, innovation and resilience emerging across the country's residential property landscape.

From affordable housing and student accommodation to luxury estates, rental housing, community schemes and PropTech innovation, the 2026 awards reflected a sector that continues to innovate, adapt and grow despite mounting economic, infrastructure and regulatory challenges.







Building through challenging times

Opening the evening, Reside Awards Chairperson and Real Estate Investor Founder and Content-in-Chief, Neale Petersen, highlighted the resilience of an industry that continues to move forward despite difficult operating conditions.

Developers are facing rising construction costs. Investors continue navigating uncertainty. Property managers are dealing with growing compliance obligations, while municipalities across the country struggle with service delivery and infrastructure constraints.

Yet despite these headwinds, South Africa's residential property sector continues to build, innovate and solve problems.

The record number of entries received this year reflected strong growth across affordable housing, multifamily residential developments, rental housing, student accommodation, community living, sustainability-focused developments and PropTech innovation.

Increasingly, success in residential property is no longer simply about constructing buildings. It is about creating communities, solving affordability challenges, embracing technology and delivering scalable housing solutions that improve lives.

Excellence across every category

The evening celebrated excellence across the full residential property value chain, with several projects and organisations standing out for their innovation, impact and execution.

Among the evening's biggest winners was Africrest, which secured multiple Platinum awards, including Residential Interior Design Project of the Year for The Silo and joint Platinum recognition in the Mid-Market Multi-Family Residential Project category for The Maestro.

Yethu City on Sisulu Street claimed Platinum honours for Affordable Multi-Family Residential Project of the Year, demonstrating how underutilised urban spaces can be transformed into vibrant, connected communities that place residents closer to economic opportunity.

In the premium and luxury residential categories, Ellipse Waterfall was named Luxury Multi-Family Residential Project of the Year, while Zimbali Estate and Waterfall Equestrian Estate shared top honours as Lifestyle Estate of the Year.



PropTech innovation shapes the future

One of the defining themes of the 2026 Reside Awards was the rapid rise of technology and innovation across the residential property sector.

The joint Platinum winners in the PropTech Innovator of the Year – Developer category were Preferental and Meta-dology, both recognised for developing solutions that are reshaping the way property is developed, managed and experienced.

Meta-dology was recognised for transforming how developments are visualised and understood long before construction begins, while Preferental's AI-powered Screening & DepositPlus solution is helping redefine tenant screening, risk management and rental administration across South Africa.

Meanwhile, eXp Realty South Africa earned recognition in the PropTech Innovator of the Year Application category for its innovative application of international technology within the local market.

The awards reinforced a growing industry reality: technology is no longer simply supporting property businesses, it is fundamentally transforming them.





Celebrating leadership and industry impact

The evening also recognised individuals and organisations whose contributions continue shaping the future of South African residential property.

Keillen Ndlovu was named Residential Contributor of the Year Individual, while Meta-dology and SAPIN (South African Property Investors Network) shared Platinum honours for Residential Contributor of the Year as a Company.

These awards recognise leadership, innovation and meaningful contributions to the advancement of the residential property sector.

Honouring a legend of Residential Property

The highlight of the evening was undoubtedly the presentation of the Residential Lifetime Achiever Award to Steve Brookes, Founder and CEO of Balwin Properties.

Few individuals have had a greater impact on South Africa's residential property landscape. Over several decades, Brookes has helped redefine large-scale residential development, pioneering lifestyle estate living and delivering thousands of homes that have shaped communities across the country.

His vision, entrepreneurial spirit and unwavering commitment to innovation have helped transform Balwin Properties into one of South Africa's most successful residential development companies and established him as one of the industry's most respected leaders. The standing ovation that followed his acceptance reflected the immense respect and admiration he commands throughout the property sector.

It was a fitting recognition of a remarkable career dedicated to building not only homes, but thriving communities and a lasting legacy within South African residential property.

This was more than an award presentation, it was a celebration of one of the industry's true pioneers.

A sector with momentum

The 2026 Reside Awards demonstrated that South Africa's residential property sector remains one of the most dynamic and innovative segments of the economy.

From affordable housing and social housing to student accommodation, rental housing, lifestyle estates and PropTech

innovation, the winners showcased the diversity and ingenuity driving the industry forward.





As the sector continues navigating economic uncertainty, regulatory pressures and infrastructure challenges, one thing remains clear: South Africa's residential property industry continues to produce world-class projects, visionary leaders and innovative businesses that are helping shape the future of housing.

The Reside Awards 2026 celebrated those achievements and in doing so, highlighted the extraordinary people and organisations building the future of residential property in South Africa.

RESIDE AWARDS 2026 WINNERS

Residential Contributor of the Year – Individual
- Platinum: Keillen Ndlovu

Residential Contributor of the Year – Company
- Platinum (Joint Winners): Meta-dology & SAPIN
- Gold: Prosperity Enterprises Investments
- Silver: Bright Light

PropTech Innovator of the Year – Developer
- Platinum (Joint Winners): Preferental & Meta-dology
- Gold: Modus 10, The Virtual Agent, FindHomes

PropTech Innovator of the Year – Application
- Silver: eXp Realty South Africa

Residential Construction Material/Product of the Year
- Platinum: Uuka Eco-Bricks

Affordable Multi-Family Residential Project
- Platinum: Yethu City on Sisulu Street
- Gold: The Prestige – Africrest Residential
- Silver: Danville Eco Estate; The Cube Residential Apartments

Affordable Single-Family Residential Project
- Gold: Lethabong Lifestyle Estate

First Home Finance Residential Project
- Platinum: Global Dreams Projects
- Gold: New Generation Seedlings

Social Housing Project
- Platinum: The Zuri Apartments
- Gold: Goodwood Station Social Housing Development; Ekhaya Gardens

Breaking New Ground Residential Project
- Platinum: Lethabong Lifestyle Estate

Community Scheme of the Year / Managing Agent
- Platinum: George Rennie & Co

Residential Interior Design Project of the Year
- Platinum: The Silo – Africrest Residential

Mid-Market Multi-Family Residential Project
- Platinum: King's Cross @ Castle Gate; The Maestro – Africrest
- Gold: Herringbone – Divercity Urban Property Fund
- Silver: Seriti Estate

Premium Multi-Family Residential Project
- Silver: The Whisken – Balwin

EVENTS

Luxury Multi-Family Residential Project
- Platinum: Ellipse Waterfall

Premium Single-Family Residential Project
- Gold: Le Coste Lifestyle Estate

Student Accommodation Residential Project
- Platinum: ADOWA Living @ Ravenscraig House
- Gold: Mpumelelo
- Silver: Imam Haron House; Dakalo Student Accommodation

Lifestyle Estate of the Year
- Platinum (Joint Winners): Zimbali Estate & Waterfall Equestrian Estate
- Gold: The Blyde Riverwalk Estate; Seaton Estate-Balwin; Clara Anna Fontein
- Silver: Le Coste Lifestyle Estate; Avec La Terre; The Estate (Fresnaye)

Residential Property Management Company
- Platinum: Preferental
- Gold: Afhco Property Management; Ithemba Property Management; Prosperity Enterprises Property Group
- Silver: Pro Admin Property Managing Agency

Residential Estate Agency of the Year
Large Agency
- Platinum: eXp Realty South Africa

Small Agency
- Platinum: Rawson Properties – The Orchards

Property Practitioner of the Year – Small Agency
- Platinum: Nokuthula Mbatha

Residential Lifetime Achiever Award
Steve Brookes Founder & CEO, Balwin Properties

Celebrating excellence, innovation and leadership in South Africa's residential property sector.



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MAY 26



APRIL 26



MARCH 26



FEB 26



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