

Neighbourhood

PROPERTY & LIFESTYLE



Buying or selling consider an auction

During the pandemic, auctioneers went online, now that the threat of infection has eased, in-person auctions are back and better than ever

2 SANDTON CENTRAL, SA'S 15 MINUTE CITY | 4 PET-FRIENDLY LIFESTYLE ESTATE | 6 IN-PERSON PROPERTY AUCTIONS

Sandton Central, the 15-minute city



Offering an unbeatable quality of life, the Sandton Central precinct offers remarkable opportunities for work, life and everything in-between

WORDS: SUPPLIED IMAGES: SUPPLIED

The Sandton Central precinct has long been admired as SA's business capital, housing not only the JSE and numerous listed companies, but also many of Africa's most prolific thinkers and highly sought-after retail experiences.

Now, the public have even more reasons to enjoy the 15-minute city's diversity of offerings and remarkable features for leisure time too. A new project launched by the various property owners in the area titled #WFHSandton poses the question: Why work from home, when you can work from here? It's a tough one to answer if you think about it.

While South Africans hunkered down for lockdown, Sandton Central surged forward, making improvements to the 15-minute city for when brighter days returned, and they have.

Roads were widened to accommodate universal access, security enhanced, batteries fitted to traffic lights at selected intersections, sustainable architecture pursued, new retail stores polished, trendsetting

restaurants opened, art galleries expanded and office buildings renovated, all to cater to shifting trends and stay at the forefront of innovation.

The result is that there has never been a better time to live, work, dine, shop, stay and play in Sandton Central, and this core message is at the heart of the campaign.

Furthermore, Sandton Central truly is a 15-minute city, offering an impressive quality of life for all who spend time in this precinct.

For those not familiar with the concept, the 15-minute city is one in which everything you need for daily life can be accessed either on foot, or via public transport, within 15 minutes, and Sandton Central exemplifies exactly that. Whether it is workspace, retail, healthcare, professional services, dining, education, sport or leisure, you'll find them all in Sandton Central within the space of a short stroll.

Many a shopping dream has come true as people have access to landmark retail destinations such as the iconic Sandton City

and beloved Nelson Mandela Square, to more convenience-orientated offerings such as The Wedge and Morningside Centre, to boutique centre The Marc, which opens up onto the street, and everything in between.

Sandton is a restaurant haven, with several new restaurants having made their debut in the precinct in the past few years, already highly rated. Few are able to refuse an invitation to dine at Tang, Saint, Zioux, The Butcher Shop & Grill, Aurum, or Big Mouth. Alto234 recently opened atop The Leonardo building, and is officially the highest urban bar in Africa, providing breath taking 360-degree views from an open-air setting.

Refreshingly, additional to its prolific developments, Sandton Central is also one of the most-wooded cities in the world. Streets are lined with lush green trees and several green spaces provide for tranquillity and safe outdoor leisure. Mushroom Park boasts an interactive children's play area, an earth garden, amphitheatre, outdoor gym, duck pond, is dog-friendly and a perfect spot for picnics.



For the African business community, Sandton Central is unrivalled in its superiority and remains an incubator of excellence that puts businesses in a position to flourish.

Home to the sharpest minds, businesses not only have access to a broad spectrum of office space or workspace platforms, but are also situated in proximity to the country's top accountants, auditors, attorneys, insurance providers, advertising agencies, information technology

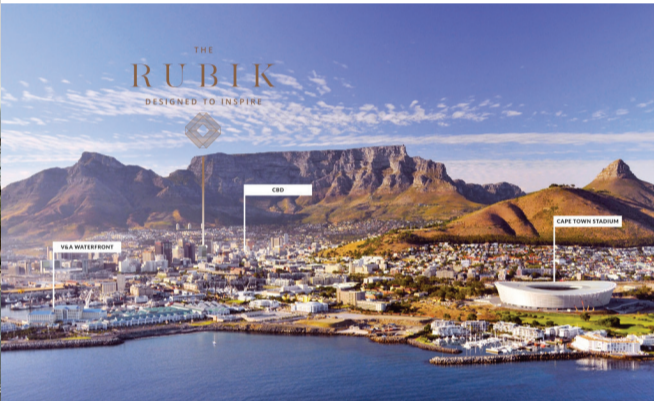
service providers, stockbrokers, investment bankers and more. Whether it's for business or pleasure or both, there has never been a better time to be in the epicentre of African business and leisure.

SEE YOU IN SANDTON!

For more information, visit www.WFHSandton.co.za and <https://SandtonCentral.co.za>

Now under construction

THE
RUBIK
DESIGNED TO INSPIRE



Living designed to inspire

World class mixed-use building offering residential, office and retail space.

17 Loop Street, Cape Town City Centre

Spacious 1-or-2-bedroom apartments, perfect locality, 20 min away from the airport, surrounded by vibrant nightlife, historic buildings, art galleries and a wide variety of restaurants, bars and cafes.

Prices:

- Apartment selling from R 2 299 000
- Remaining Penthouses selling from R 7 999 000

Unique selling points:

- Excellent investment opportunity
- Exquisite city, Table Mountain and ocean views
- Perfectly located, in close proximity to the air port, V&A Waterfront, Clifton beach, CTICC
- Long and short term rental friendly
- Communal rooftop sundeck and pool
- Luxurious penthouses
- Unique, modern architecture and finishes

Charles 071 419 0200 | Tash 072 080 9144 | www.therubik.co.za



You are invited to book an appointment at our new sales office



Pet-friendly homes at the price of a flat

An exciting new concept in residential living near Stellenbosch, the Viognier, with its 204 single-storey units, offers a new concept in residential living near Stellenbosch. Set within the established 50ha Aan de Wijnlanden Estate, it will offer all the amenities of a lifestyle estate with prices starting from R1.295m

WORDS & PHOTOS: SUPPLIED

Nestled in a corner of the popular Aan de Wijnlanden Estate and bordered by De Wijnlanden Estate opposite the Meerlust Wine Estate in the Western Cape, the Viognier complex offers designer two- and three- bedroom garden homes, where residents can enjoy all the benefits of a lifestyle estate at a

competitive price and costing less than a similar sized apartment.

Pet friendly garden homes

Each home, whether two- or three-bedroom, will be inclusive of an enclosed landscaped garden, open patio, surrounded by lawns which can be enjoyed by the whole family as well as pets. Solidly built

side boundaries to the homes are designed for privacy and safety.

Access to Aan de Wijnlanden Estate facilities

Being a Viognier resident affords full membership of the Aan de Wijnlanden Estate Homeowner's Association, giving residents use of the estates modern clubhouse which includes a large entertainment area, kiddies clubhouse as well as tennis courts and a fully equipped gymnasium and swimming pool.

All members will have access to kilometres of walking trails, a 5ha conservation area as well as a network of estate dams, designed to attract a variety of bird life. Equally as important is every resident's safety, guaranteed by Aan de Wijnlanden's state of the art security system. The estate's entire 3km electrified solid wall perimeter with biometric access control is monitored by CCTV backed up by security staff who are on call 24/7.

Modern homes with world class finishes and amenities

Each home has been thoughtfully designed to maximise space, enhanced by introducing increased ceiling heights throughout.

Fitted kitchens with granite tops, high quality sanitary ware and taps are included. A central fibre network will ensure that every home is internet ready, with a number of internet providers available to choose from.

Location and access

Viognier residents will enjoy Aan de Wijnlanden's central location and easy access to Stellenbosch, Somerset West, Strand's beaches and the Cape Town International Airport. Set within minutes of some of the Western Cape's best schools and universities, Aan de Wijnlanden is attracting interest from



across the country. The magical Stellenbosch mountain views and fresh country air is a priceless asset that comes with every home.

A good investment

Viognier offers potential investors a projected 8.2% per annum return on rental investment with a 5% deposit paid and a capital growth of 16.1% is projected in the first year. All the homes have been planned and designed with economy of running costs, as well as reduced maintenance in mind.

All of Viognier's security and the facilities provided by the Estate are taken care of in the Estate levy. Energy usage will be minimized by the provision of a central hot water system - allowing homeowners to pay only for the hot water that they use. Groundwater from the estate is utilized to irrigate common property landscaped areas, and to supplement water to the dams, ensuring a naturally green estate at no additional cost to homeowners.

Competitive levy

A levy of R1,400 per month will be applied to the Viognier complex. This competitive levy covers all the costs of security, common property landscaping, estate management as well as normal sectional title costs, which include exterior maintenance of the complex homes, homeowner's insurance and other statutory sectional title costs.

Prices and plans

Four basic plans are provided that vary from a two-bedrooms one-bathroom home for R1,295,000, two-bedrooms two-bathrooms for R1,385,000 and a three-bedrooms two-bathrooms home for R1,495,000.

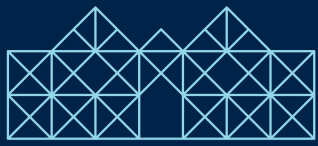
The Purchase Price includes: VAT; attorneys transfer costs and open parking bay.

Optional extras for sale include: Lock up garages, storerooms, built braai area, enclosure of the patio with aluminum sliding doors.



EXPERIENCE IT FOR YOURSELF

For further details visit www.viognier.aandewijnlanden.co.za or phone Nicho on 072 601 1772 or Hannes on 066 476 1890



WYTHAM ESTATE

Managed By

Developed By

MANOR *life*

VIEW

SHOW UNITS NOW AVAILABLE TO VIEW



RETIREMENT DEVELOPMENT IN KENILWORTH

"There are very few sites around which offer the natural protection which Wytham does. Surrounded by other properties and hidden from the street, Wytham overlays this prime position with state-of-the-art security systems, CCTV and 24/7 security guards. Safety is our priority."

Wytham Estate offers an assortment of exclusive facilities for residents

- Enjoy the Highwick House clubhouse, restaurant, coffee shop, cinema, library, gym and wellness center
- 24hr security
- Secure parking
- Home based care provided by full-time care staff on-site
- Solar power and battery backup provided. Back up generator for essential power supply. Water treatment plant means no reliance on council grid
- Communal library and communal lounges



Only 27 apartments remain, for anyone over 65

Levies from R11'000 include - building insurance, internet, communal staff and facilities, security, primary healthcare, grounds keeping and site maintenance.

City Council Municipal Rates from R950 depending on property size.

Pricing

- 1 Beds from R3'000'000
- 2 Beds from R5'500'000
- Mews Homes from R13'000'000



"Walking the line between attentive service and the feeling of home - Wytham offers an unmatched hospitality function. The exciting food and beverage line-up is focused on value, quality and consistency. We simplified your options around home cleaning, maintenance and laundry - meaning you get the service and we manage it."

CALL FOR A SITE TOUR AND A MEETING FOR FURTHER INFORMATION ABOUT THIS MAGNIFICENT ESTATE

+27 63 707 2886 sales@wytham.estate www.wytham.estate 8 Wytham Avenue, Kenilworth, Cape Town

In a digital world, in-person property auctions play an important role

The Covid-19 pandemic disrupted the commercial real estate industry in a variety of ways, leaving many buildings empty, affecting demand in some sectors, creating an uptick in ‘virtual showings’ and, crucially — putting a temporary stop to in-person auctions. This was a blow to the industry that had shown exponential growth before the pandemic — having grown by 40% in 2019 alone

WORDS: SUPPLIED IMAGES: SORA SHIMAZAKI

From 2020 to 2022, auctioneers pivoted to online auctions, underpinned by game-changing mobile apps to facilitate the bidding process. However, now that the threat of infection has eased, in-person auctions are back and better than ever.

“Online auctions continue to play an important role in the buying and selling of commercial property as they are particularly useful in reaching a wider pool of international buyers,” says Guy Downing, joint MD of Galetti Corporate Real Estate’s Auction Division. “However, nothing beats the energy and excitement of an in-person auction environment which often results in the optimal outcome for both the buyer and seller.

“The renewed popularity of these types of auctions is a strong indicator of the sector’s recovery post-Covid-19.”

This trend has led to Galetti announcing its inaugural live auction event to be held at Summer Place, Johannesburg on November 30 2022. “We are bringing more than 30 properties valued in excess of R500m to market.”

Auction outperforms seller expectations

“We’re looking to ease the barriers to entry that prevent many would-be auction bidders from participating in this process. We are simplifying our registration process and extending time frames for buyers and sellers alike,” says Ricardo da Silva, joint MD of Galetti Corporate Real Estate’s Auction Division.

“Outdated requirements to participate in an auction exclude a lot of the market. We’re hoping to disrupt this and make auctions more accessible and easier to participate in,” they say.

Once these barriers are removed, the true potential of the auction process is realised, and sellers reap the benefits of this method of selling — with auctions

often exceeding their original expectations. “We believe that often an auction is the way for a property to see its true value, potentially selling for 10%-20% more than what the traditional market would pay,” says Da Silva.

At an auction, the highest offer is accepted, not the first offer, which is a major differentiator between auction and private treaty. “Live auctions create a deadline for buyers to transact on the property which benefits the sellers.”

Auction as an experience

“No-one could have prepared for the affect that Covid-19 would have on the commercial property industry and auctions in particular,” says John Jack, CEO of Galetti Corporate Real Estate. “However, the silver lining of in-person auctions being on pause for so long is that it gave the sector time to go back to the drawing board and reposition the auction process in a way that gives participants the best possible experience.”

Auctions aren’t positioned as bank liquidation events instead they are positioned as the best way to extract value for prime assets and distressed assets alike. “The vast majority of properties sold on auction in SA are privately elected for sale by the seller, who chooses to sell property using this method because of the benefits it offers,” says Jack.

“In-person auctions create a fun and competitive atmosphere where sellers benefit from extensive marketing and a wide pool of pre-qualified buyers, and buyers benefit from the possibility of a deal and quick transaction process. These events are also great for networking among industry professionals and property investors.”

Speaking to Galetti’s forthcoming auction, Jack explains that it will be a hybrid experience, with participants who aren’t able to attend in-person given the option to bid online to ensure that no-one misses out on this exciting opportunity.



Guy Downing, joint MD of Galetti Corporate Real Estate’s Auction Division



Ricardo da Silva, joint MD of Galetti Corporate Real Estate’s Auction Division



John Jack, CEO of Galetti Corporate Real Estate

Tips for getting the most out of your in-person auction experience

Attending an in-person auction will, after the pandemic’s hiatus, feel completely new. da Silva shares a few key tips to help ‘seal the deal’ when purchasing on auction:

1. Go in with a game plan: “Going to an in-person auction requires time and effort on your part. Be sure to have a clear idea of what you are looking for and what you are willing to spend. Have a best- and worst-case figure in mind, and the cash to back it up.”

2. Get involved: Auctions are dynamic and are a great place to network and establish yourself as a serious player. “Off the bat, don’t be afraid to put in the first offer. Be gutsy and set the tone for what’s to come.”

3. Do your due diligence ahead of time. “Properties on auction are advertised a few weeks before the auction takes place, and during this time buyers are expected to familiarise themselves with the property on offer, by acquainting themselves with our comprehensive property brochure, and ensuring their financing is in place.”

4. Check the conditions of sale. “Make sure that you understand

the conditions under which the property is sold, which are non-suspensive, as well as any other relevant inclusions and exclusions.”

5. Get pre-qualified. “This involves submitting yourself for credit checks and paying a registration fee to participate in the auction, as it shows the sellers that you are a serious buyer.”

6. Speak to the team “The auction team welcomes interaction from the floor and is there to support you right up to and including the day of the auction. Ask questions where you may not feel familiar or comfortable with the process,” he concludes.



Zanddrift
LIFESTYLE ESTATE

RESIDENTIAL - 75% SOLD OUT

Residential and Retirement Estate • Paarl Winelands

Nestled among the vineyards on the south side of Paarl, Zanddrift Lifestyle Estate appeals to both families in search of a wholesome outdoor lifestyle and elders looking for a scenically beautiful sanctuary. The bucolic setting of this mountain-sheltered estate in the Paarl Valley reflects the harmonious community it strives to achieve with its core vision.

- Bespoke Designer Own Title Plot-and-Plan Homes
- Cottages with Assisted Living services
- The Support Hub: Broad range of support services like Personal Care, Home Based Care, Catering, Laundry and Cleaning
- The Leisure Hub: Lifestyle centre with a multifunctional leisure room, a library, restaurant, swimming pool and gym

OWN TITLE
RETIREMENT
HOMES
NOW SELLING
RESERVE YOUR PLOT!



JOIN THE ZANDDRIFT COMMUNITY

Get in touch to explore the options for your bespoke home among Paarl's vineyards and mountains, in the safe and convenient setting of Zanddrift Lifestyle Estate.

Marcel Hoogebeen | 082 808 3414
Leon Buter | 082 887 7352
info@zanddriftestate.co.za | zanddriftestate.co.za

d. COMBINED
DEVELOPERS

BALWIN EXCELS ONCE AGAIN AT INTERNATIONAL PROPERTY AWARDS!



WATERFALL CITY



WATERFALL | GAUTENG | SOUTH AFRICA

5 STAR AWARDS WON 2022:

Five Star for the Best Architecture South Africa for Munyaka



STUNNING NEW PHASE RELEASED FOR SALES!

1, 2 & 3 BEDROOM APARTMENTS FROM R979 900*

GREEN BOND
MASSIVE 20 YEAR SAVINGS!*

On Show **2-6pm | Wed, Sat, Sun & All Public Holidays**

SCAN ME to view the latest Brochure

Latest Awards

 38 International Property Awards

GREEN BUILDING COUNCIL SOUTH AFRICA

 Excellence in Design For Greater Efficiencies

Jason Heywood

 083 327 6434 | jason@balwin.co.za

 Cnr Maxwell & Waterfall MIA Drive, Waterfall

 www.balwin.co.za

PROPERTIES

 *Terms & Conditions Apply