

# THE GREEFF

MAGAZINE

PROSPERITY THROUGH PROPERTY

own this view

STONEHURST SPLENDOUR

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WINTER SUPPER / NEW WAYS WITH SUSHI  
AND 101 PROPERTIES TO CHOOSE FROM

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Stonehurst Splendour

Photo by Valentina Gianfranco

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# Help Greeff save the rhino *One house at a time!*

*“We are all horrified by the relentless and barbaric attacks on these extraordinary animals and believe that the majority of our clients share in our outrage. We therefore feel that Forever Wild is a most worthy outreach programme” says CEO of Greeff Properties, Mike Greeff.*

Greeff Properties has added its voice to the public outcry against the unspeakable cruelty of rhino poaching and donates a portion of commission on sold properties to the Forever Wild – Rhino Protection Initiative, a well-established anti-poaching project launched by the Wilderness Foundation in May 2011. It is focused on maintaining the populations of free-ranging rhino within state and privately managed conservation areas. Forever Wild uses funds to help raise public awareness of the poaching crisis through information billboards, displays, radio and media campaigns. It also purchases essential equipment for on-the-ground anti-poaching teams, and offers logistical and operational support for conservation agencies responsible for rhino security.

**My Rhinos** will be on sale at Greeff Properties expos at Cavendish Square and Blue Route Mall. For a list of expo dates, please email [bianca@greeff.co.za](mailto:bianca@greeff.co.za). **Proceeds of sales go to Forever Wild - Rhino Protection Initiative.**



The Greeff Rhino is a *life-size resin model* and has been designed by My Rhino and hand decorated by *artist Clement Mkhize*.

## Putting the personal back into **PROPERTY**

*We never lose sight of the importance of old-fashioned integrity, trust and reliability and always strive to remain focused on the most important element in our mission which is **putting the personal back into property.***



Greeff Properties has been built on referrals from satisfied customers whose expectations have not only been fulfilled, but exceeded, which is why more and more people choose Greeff Properties to sell or let their properties. We attract the Cape's top agents too – and what Mike Greeff started as a one-man show from his home dining room table in 2001 has now grown to a substantial company with a staff complement of 76.

While we may have grown, our ethos has remained the same; we are a boutique agency servicing a niche market and as such, we specialise. Our handpicked, qualified and professional agents don't just know their

areas; they are immersed in the very culture of their turf. Each of our agents prides himself or herself on having a thorough understanding of their particular suburban market and brings strong negotiating skills to the table as well.

These highly motivated and hard working individuals receive thorough and intense training and are all FETC Real Estate qualified and are thus equipped with all the necessary knowledge to provide a professional service at all times. Indeed, this is something for which Greeff is recognised and it is the reason we deliver the results you'd expect.

# Hitch a ride on the Rand

*It's a bumpy road but that means highs as well as lows.* By Mike Greeff

As we moved into the second half of 2013, the Rand strengthened slightly against the US\$, the Pound and the Euro, apparently because the GDP's of the US and UK were not as high as expected. Strange how we all take our turns to benefit from one another's downfalls, but that's how money makes the world go around! At the time of writing this, the Rand is still weak enough to generate excitement among foreign investors looking to snap up a Cape real estate gem. As I stated in recent press interviews, "the falling Rand is a windfall for foreign investors" and the drop in the value of the Rand versus the big three currencies has put an extra R2 million on average into the pockets of investors who have one million in these foreign currencies to spend! Owners of luxury homes in Cape Town's exclusive suburbs would be wise to take advantage of this and market their homes abroad. To put things into perspective, in June 2012, US\$1million would have yielded R8.45 million – in June 2013, that same US\$ 1million would have put R10.16 million into the investor's pocket. Sterling and Euro holders have enjoyed even bigger value boosts; Last year in June, £1 million would have yielded R13.1 million, while in June 2013 it was worth R15.76 million. Last June €1million bought R10.56 million, but in

June 2013, the Euro holder scored R13.4 million. In Cape real estate value terms, with the profit margin earned on the year-on-year drop in Rand value on just one million in any of these foreign currencies, a foreign investor could happily purchase a spacious family home in the Southern Suburbs of Cape Town. We are starting to receive interest from the Eurozone, the US and the UK and are actively marketing our properties to foreign investors through our affiliation with Christie's International Real Estate, linking us to affiliates in 40 countries around the world, with an agent network of 25 000 agents.

Locally the market continues to speak loud and clear in terms of pricing. Unrealistically priced homes are sitting on the market for months on end, however if one looks at the PropStats for the first six months of 2013, properties in Constantiaberg which were listed for 0 to 14 days before being sold, achieved a selling price that was only an average of 5.7 percent lower than the asking price. Several properties sold for the full asking price, and Greeff recently sold a property which generated so many offers, it fetched more than the original asking price (and in the record time of just a few weeks.) What we learn from these statistics is



that properties which spend longer periods of time being listed, are selling for at least ten percent or more below asking price. Remember, a home is at its most saleable when it first makes its appearance on the market. Buyers are tuned into looking at new listings, which is why showhouses are at their busiest during the first few weeks on show, and those priced right from the start get snapped up.

## How your home is valued

When valuing a home, our agents look closely at comparative selling prices of houses in the neighbourhood and particularly, in the same street, and break this down to a price per m<sup>2</sup>. If your home has any additional features, such as extra bathrooms, a brand new kitchen or more garaging, for example, these are added to the comparatively derived price. If by comparison your home lacks some of the features neighbourhood houses have, then these values are subtracted from the comparatively derived asking price. These are the objective criteria. Subjective elements such as street appeal, heritage value and perceived charm will increase the value, but this is far from an exact science and will be dictated largely by buyer sentiment.

## On the home front

Our agents report that the overall picture for the Southern Suburbs and Constantiaberg is that there is actually a healthy amount of activity in the market, and we at Greeff have recorded a year-on-year increase in sales turnover of just under 40 percent for the first half of 2013. It remains to be seen how the latest financial tremors will affect the market, but it's advisable to channel as much as you can into your bond now before the repo rate is adjusted – experts are predicting a rise in 2014.

## PREPARING FOR A SHOW DAY

*If you're preparing to sell, then you're preparing to move, so the decluttering you're doing to make your home show-house ready saves you huge effort when you have to pack to move. Remove bulky old furniture, paperwork and even out-of-season clothing. It's worth organising a temporary storage facility, that way, you'll think twice before paying to store something you truly have no use for. Decluttering experts live by the rule that anything you haven't had a need for in the past six months or longer should go.*

*Staging your home is an effective and increasingly popular tool. It usually involves decluttering, moving furniture around to maximise space and flow, and adding warmth and colour by bringing in some new scatter cushions, a throw or two and possibly some plants and artwork. Mostly, it's about looking at your space with a new set of eyes, which is why a professional or even a décor savvy friend might see solutions where you, who are used to seeing your home in a certain way, may not.*

# Netting the Sushi Market

*With its unique lure, Rock Sushi Thai has customers all over the peninsula hooked.*

Mine is the generation which came of age in the absence of television, cell phones, laptops and... sushi! Today we are the bridge between our geriatric parents who are, largely bewildered by technology and wouldn't dream of swapping a fried fish cake for some cold, raw, watermelon pink salmon; and our children, who are at risk for developing a repetitive strain injury commonly known as "blackberry thumb," and virtually salivate while watching bears on Animal Planet wading through streams of leaping salmon and tucking into the still wriggling, wild delicacy.

So, just as technology has revolutionised the way we work, study and communicate, sushi must take credit for irreversibly changing the way many of us think of, and indeed eat fish. So great is our demand for it, that sushi, in all its forms is now available at virtually every retail food outlet from supermarkets to takeaways and fine dining establishments alike. As a purveyor, then, how do you differentiate yourself in a world where all fashion sandwiches would appear to look and taste identical? "Beyond fresh ingredients and immaculate presentation, you have to provide a complete sensory experience," says Francois Barnard, owner of Rock Sushi Thai, a restaurant chain which prides itself on out-of-the-ordinary takes on the traditional array of sushi offerings. Their menu includes rocket and cream cheese maki, as well as unique constructions such as "cucumber screw," "strait jacket prawns" and "snow rolls." Equally as much thought and planning has gone into creating the perfect canvas for these edible art forms – a backdrop which makes its own clear statement, without upstaging the food. "The very reason we go out is to satisfy social and visual needs, or we'd stay in and order takeaways," says

designer Ali Kemali, the man behind the interior look and feel of the Rock Sushi Thai restaurants.

In the Deane Street, Newlands venue, Kemali began by deconstructing what he calls the "given Asian elements" then reconstructing them "to accommodate a good experience." Kemali's solution; "controlled design without being intimidating." This has been achieved with a blend of bold but restrained horizontal and vertical lines, incorporating the dark, smooth timber of the bar, juxtaposed with the apparently random dappled effect of the timber cladding on the service area



walls. Then there's the collection of individually turned, wooden, hanging light fittings, each one unique and an eclectic mix of chair designs in greys and browns; "It mustn't look like a Holiday Inn breakfast room," and the "flying carpets" – suspended rectangular panels – each upholstered in a different patterned fabric. The latter function as light fittings and acoustic dampeners, absorbing kitchen clatter and allowing for comfortable conversation. Of course, they might not be necessary if there were ceiling boards, but Kemali insists that the raw, exposed concrete ceiling was

a conscious design choice. "The concrete is sealed, and the contrast between slick, contemporary interior design and the industrial surface is intended – I call it controlled negligence," he says. A prominent supporting pillar, visible from all angles has been painted in a vivid jungle green – an accent carried through to the menu covers – and finds its resolution in the jasmine creeping across the geometric patterned trellis hugging the floor-to-ceiling glass walls, and creating an additional, softer layer between the restaurant and the street, allowing for a happy balance between the need for diners to feel secluded, yet not entirely cut off from the street buzz.

Looks aside, the grub has to hit the spot, and Rock Sushi Thai gets full marks. Like the sushi menu, the choice of Thai offerings is extensive, and includes the traditional array of starters, curries, stir-fries, rice and noodle dishes. Every plate is prepared from scratch under the watchful eye of head chef Louis Jiang, whose name is synonymous with exceptional oriental dishes.

Find bliss in the Tom Yum soup, each wondrous spoonful delivering a massive flavour explosion, yet individual ingredients are delightfully distinct – fresh ginger, lime, coconut, prawn, mushroom and just the right hit of chilli to warm the back of the throat. The Angry Duck, my choice from the Angry Birds selection (which includes Cranky Ostrich and yummy, crispy Bang Bang Chicken) is a winner too, and so delicious, I can't resist trying it in a steamed bun off the dim sum menu – sweet, hot, yeasty bliss - it's poetry!

My recommendation: go with a crowd and share! You will want to try everything, so why hold back? That's my plan anyway.

**PRICE:** Around R150 to R180 per head for three courses. Rock Sushi Thai is licensed to serve liquor, and is the ideal Christmas / year-end party venue. The group will also cater in private homes for unique dining-in experiences or you could attend Rock Sushi Thai's cooking classes, where the chefs impart their skills.

[www.rocksthithai.co.za](http://www.rocksthithai.co.za)

**ROCK SUSHI THAI NEWLANDS** Newlands Quarter, Corner of Dean & Main Streets. t: 021 685 9692 e: [rst.newlands@gmail.com](mailto:rst.newlands@gmail.com)

**ROCK SUSHI THAI MEADOWRIDGE** Park & Shop, Firgrove Way t: 021 712 2921 e: [rst.meadowridge@gmail.com](mailto:rst.meadowridge@gmail.com)

**HARBOUR ROCK RESTAURANT + GECKO BAR HERMANUS** New Harbour, Hermanus: 028 312 2920 e: [harbourrock@hermanus.co.za](mailto:harbourrock@hermanus.co.za) [www.harbourrock.co.za](http://www.harbourrock.co.za)

*“Straight-Jacket” Prawns*





# Winter Family Feasts at Catharina's

*Gather round the table for a traditional home-cooked Sunday roast with all the trimmings and the yummy leftovers too!*

*Words by Valentina Gianfranco. Photography by Shane Powell*

Few things can be more heavenly than a leisurely lie-in on a Sunday morning and upon finally surfacing, remembering that you have a glorious Sunday roast to look forward to, particularly on a cold, blustery and wet Cape winter's day. So on this particular Sunday, with a secure booking for the Winter Family Feasts at Catharina's, Steenberg in my grasp, the grisly, cold front hanging over the Constantia valley couldn't have been more welcome.

Named for Lady Catharina Ras, the somewhat unconventional first owner of Steenberg, the restaurant is a testament to Catharina's hospitality and culinary reputation. History reveals that 'radishes and freshly baked bread and beautiful cabbages', regularly featured upon her luncheon menu. Today, however, I'm looking forward to a menu with all the gravitas of the wine farm's noble history, including the freshly baked bread and I'll be happy to accept a crunchy suspicion of radish and a cabbage leaf or two, as long as it all comes blended with the contemporary flair resident Chef Garth Almazan is renowned for.

Brimming with expectation, my family in tow, I'm shown to table near the window with a spectacular vista across a manicured lawn to the vast Steenberg vineyards beyond. The restaurant is abuzz with families, a birthday party of teenage girls teetering about on towering heels, adult groups and couples anticipating a nostalgic treat. There's a crackling fire and a laid-back jazz trio complete with double bass and trombone.

Drinks orders taken, we munch on freshly baked bread and butter before receiving our starters – a choice of autumn vegetable minestrone with parmesan or snoek pate with lemon atchar and toast. The minestrone is just right – chunky without being too thick, and packing a fresh herby, tomatoey punch. The paté is luxurious and rich, but space must be reserved... and

here come the mains! Presented on large platters at the table, everything looks utterly divine and we can't wait to get stuck in. The atmosphere is thick with 'oohs' and 'ahhs' – it's everything you'd expect from Sunday lunch at home – roast beef, lamb, deboned stuffed chicken, complete with crispy golden potatoes and traditionally prepared cauliflower and broccoli au gratin, green beans, carrots, salad and happily – gravy and mint sauce! There's a vegetarian option too which includes a gorgeous crumbed roast aubergine with a selection of prepared veggies and slaw. (Fish is available on request and is served roasted with fennel, lemon and parsley butter, a spicy Cape Malay sauce, rice and a green salad.)



Full as a tick, I was, however, powerless to resist the dessert – who could? Sticky toffee pudding with a kumquat centre and ginger ice cream. Alright I had to admit defeat a few deliciously rich mouthfuls in, but having wolfed down vanilla crème brulee, my children, with spoons brandished set to finishing the job I had so bravely begun.

And the best part about Sunday lunch? The leftovers, served as a snack reheated for supper, and in new and delicious combos in weekday lunch boxes. Rare roast beef with barbecue mayo and a smear of mustard with crisp lettuce and tomato on rye makes Mondays a whole lot better! The staff at Catharina's will gladly package all leftovers for you — in fact they'd be horrified if you left empty handed.

At just R240 per person (R120 for kids under 12) for this three-course extravaganza of culinary nostalgia, the Winter Family Feasts offer unbeatable and somewhat nostalgic value for money. This menu will be available until October 2013. Select your wine from the Steenberg cellar's extensive selection. (Wines and other beverages are billed on consumption.)

*Pre-booking is essential and can be made on 021 713 2222 | [www.steenberghotel.com](http://www.steenberghotel.com)*





# Come in FROM THE COLD

THREE PERFECT COURSES FOR A WINTRY DINNER PARTY



*Production, styling and photography by Hedi Lampert Kemper*

## SWEET CHILLI, PUMPKIN & PARMESAN PUDDINGS

*Perfect as a starter for a mid-winter supper or as an accompaniment to a robust roast.*

**Serves 8**

▶ **Pumpkin** 700g peeled and cubed ▶ **Potatoes** 350g peeled ▶ **Eggs** 3 large separated ▶ **Ricotta** ½ cup ▶ **Cream** ½ cup  
▶ **Parmesan** freshly grated 2/3 cup ▶ **Sweet chilli sauce** 2 T ▶ **Nutmeg** 2 t level ▶ **Chives** 6 snipped ▶ **Garlic** 1 clove crushed  
▶ **Olive oil** 3 T ▶ **Butter** 2 T ▶ **Salt & pepper** freshly ground ▶ **Roasted pumpkin seeds** 2 T

**1.** Set oven to 200°C. Place pumpkin in a baking tray with olive oil and garlic, and sprinkle with salt and pepper. Toss to coat, and bake until pumpkin is tender. **2.** In the meantime, steam the potatoes until soft. **3.** Mash cooked pumpkin and potato together with the butter and add the ricotta, cream, parmesan, nutmeg, snipped chives and sweet chili. Mix well and season with salt and pepper to taste. **4.** Add egg yolks, beating well after each addition. Beat egg whites until stiff peak stage. **5.** Fold half of the beaten egg whites into the pumpkin mixture and when combined, add the rest, mixing in gently until all combined. **6.** Pour into greased, large muffin tins and bake for 12 to 15 minutes. Remove when puddings are puffed up and tops are turning golden brown. **7.** Serve immediately with a baby leaf salad, fresh Rosa tomatoes and a sprinkling of roasted pumpkin seeds.

## PAN-FRIED DUCK WITH PEACH & SHERRY REDUCTION

*Juicy, tender, sweet, gamey, heavenly...*

**Serves 8**

▶ **Duck breast** 8 deboned ▶ **Onion** 2 large ▶ **Olive oil** 2 T ▶ **Peaches** tinned 2 x 410 g cans drained ▶ **Chutney** 4 T  
▶ **Chicken stock** 3 cups ▶ **Sherry** ½ cup ▶ **Salt & pepper** freshly ground

**1.** Finely chop the onion and fry in the olive oil until transparent and beginning to caramelize at the edges. **2.** Add chutney, canned peach slices (cut into thumbnail sized blocks), sherry and stock and simmer for about 15 minutes, stirring regularly until mixture reduces and thickens. **3.** In the meantime, pat dry duck breasts dry with paper towel and score the skin in a criss-cross pattern. Season with dried thyme, salt and pepper. **4.** Place in a hot pan, skin side down and fry for 8 to 12 minutes. **5.** Turn over and brown the other side for approximately 4 minutes. **6.** Remove from pan and allow meat to rest before slicing and drizzling with the reduction. **7.** Serve immediately with a selection of seasonal vegetables, lightly steamed, then flash fried in the duck fat remaining in the pan.



*Sweet chilli, pumpkin and parmesan puddings*



*Pan fried duck with  
peach and sherry reduction*

### RICCOTA DATE TARTLETS IN PHYLLO CASES

*Creamy, chewy, buttery and crispy in each extraordinary mouthful.*

**Serves 8**

► **Phyllo pastry** 8 sheets ► **Butter** 3 T melted ► **Ricotta** 500g ► **Eggs** 2 extra large ► **Castor sugar**  $\frac{3}{4}$  cup ► **Vanilla essence** 5 ml  
► **Cream** 1 cup ► **Dates** 4 large, fresh

**1.** Set oven to 180°C. Grease a large muffin tin. Unroll phyllo sheets, and with all eight sheets in one pile, cut into quarters. You will now have 32 individual squares of phyllo. **2.** Working with four squares at a time, brush each on one side only with melted butter, and gently press one on top of the other into the muffin tins, making each pastry case 4 layers thick. **3.** Beat ricotta, sugar, eggs and vanilla until smooth, then stir in the cream. **4.** Pour filling into the muffin cases. **5.** Slice the dates lengthwise, remove the stones and place a half date, sliced side down in the middle of each tartlet. **6.** Bake for 15 to 20 minutes, remove from oven, sprinkle with icing sugar and serve warm with a good espresso.

*Riccotta date tartlets in phyllo cases*



# Look who's come to Cavendish...

*With all their fabulous new tenants, Cavendish has just hit a new level of **WOW!***



## GET TEMPTED

Cavendish Square now has an **iStore!** Staffed by fully trained experts, who also happen to be Apple enthusiasts, you can expect insight, personal experience, tips and tricks, all of which help you choose the product that best suits your needs, lifestyle and pocket. iStore offers exclusive services to get you up and running. With the free set-up, they'll activate your Apple product, install your software and set up your email, so you leave with a fully functional dream machine. Get the most from your Apple product with free, hands-on, in-store training. Apple products are really easy to use, but if you need a little help, book yourself into a complimentary workshop on [www.myistore.co.za](http://www.myistore.co.za). After just one hour, you will walk away a confident Apple user.



## WHOPPER® Fever

Cavendish Square shoppers will soon be able to sink their teeth into the world famous WHOPPER® Sandwich, when **BURGER KING®** South Africa opens its third store in the country. The first of BURGER KING® South Africa's stores, located in the city centre, has seen headline-making queues since it opened its doors in May, selling more than a ton of WHOPPER® Sandwiches a week. Capetonians have queued patiently to experience the quality and freshness that has made BURGER KING® the second largest fast food hamburger restaurant in the world, and now southern suburbs customers can enjoy the convenience of having a store within easy reach. Cavendish Square will be the first BURGER KING® location in the southern suburbs and the store, located at shop F36 in the food court, will open its doors towards the end of July. Visit [www.burgerking.co.za](http://www.burgerking.co.za) or [facebook.com/BurgerKingSouthAfrica](https://www.facebook.com/BurgerKingSouthAfrica).



## GOOD ENOUGH TO **EAT**

Swoon into the **LUSH** fresh, handmade cosmetics emporium at Cavendish and you'll be forgiven for thinking you're in a Willy Wonka wonderland. Everything looks and smells good enough to eat: fruity berries, vanilla macarons, chocolate chunks and honeycomb are just for starters. But they're all body products so feed them to your face and immerse yourself in a heavenly scented bubbly version. All 100 percent vegetarian and not tested on animals.

**Find Lush at L207, Lower Ground Floor and on Facebook**



## The Hip Shop

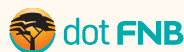
This glamorous new boutique stocks eye-catching, edgy fashion in styles which synchronise with European seasonal trends, using fabrics that accommodate our local climate. The first summer collection, in September, will kick-off with designs from Switzerland. All the garments are assembled overseas under highly qualified designers as well as the scrutinizing eyes of Berinda and Madelaine Rademann, who travel overseas every six weeks, ensuring that the final products meet the set standard. The Hip Shop prides itself on garments that are affordable, off-the-peg and wearable. **Find The Hip Shop at F62, on the first floor and check them out on Facebook.**



MANY MORE WAYS TO SPOIL YOURSELF.



layer'd



CAVENDISH SQUARE



the perfect excuse to go shopping

# can't wait for **summer!**

*Inspired by Italy's Amalfi coast, Danela Conti of Resort Lifestyle and Malibu Interior Design reveals their hottest fashion and décor trends for the coming season. All available in store.*

I love the Amalfi coast, its steep hillsides dotted with pastel houses — and the sheer cliff faces along that cobalt stretch of ocean! This season, we are walking these cobbled streets in our glamorous flats, wearing gorgeous yellows from vivid canary to palest whipped butter, in billowy kaftans and rope dresses. Markets with cratefuls of queen pineapples in the shade of blue and white striped umbrellas have inspired our chic racer back dresses and we're taking the fruit to a whole new level of lovely in the form of accessories from clutches to necklaces.

After a morning's shopping for key pieces, like a classic Jacqui O, three-tier necklace, linger for a snack on a sun-drenched terrace, before retreating back to splendour of the 60's inspired hotel décor, its buttery walls the perfect canvas for the flourish of violet velvet found in a sofa and the grape-like pendant chandelier suspended above an elegant marble coffee table — just the spot to relax in and reminisce over a luxurious sun-soaked day's adventure.



## **Hello yellow**

Yellow has been prolific on the fashion stage, so be prepared for this super-nova colour to find its way into all sectors of the market from clothing to textiles and home décor, and find the shade that works for you.

Besides the warmth and cheer that yellow brings, there is no doubt it evokes a sense of nostalgia. It has been sprinkled, in its various hues, through the decades; I've traced it back to the 1960's when the palest pastel yellow was in vogue, as seen in one of my favourite images on the mood board, the lounge at Sunnylands in Palm Springs, under the caption "West Coast minimalism" — this room epitomises a functional aesthetic, with luxury and space.

Yellow is also a high-octane attention-seeking colour — sure to cause a stir. In fashion it separates the bold from the timid, while in interiors, it highlights a larger-than-life energy, drawing inspiration directly from the sun.

Use with caution, however! The yellow mix must be just right; too much will evoke feelings of anger and frustration. In fashion, select just one item — the shoes or the dress, not both! With interiors, let one couch be hero, or a feature wall, lamp or console table. Flesh out the rest with nudes, white, purples, black or grey.

Resort Lifestyle at The Cape Quarter is the breathtakingly beautiful showroom of The Malibu Interior Design Studio which offers a full spectrum turnkey solution for residential, commercial and corporate interiors and stocks interior furnishings, decoration, homeware, lifestyle accessories and apparel to compliment glamorous, easy living.

The last 18 years have seen the company complete projects in prominent resort homes and hotels in South Africa, the UK and Europe. Achievements include the design of an African inspired home-ware collection which was stocked in The Conran Shop, Harrods, Selfridges and Takashimaya in Japan.

**At the Helm** are mother and daughter team, Leigh Samson and Danela Conti. Leigh established the company in 1992. Danela, with a BA honours in Interior Architectural Design has brought the added skills of space planning, ergonomics and architectural detailing.



Find us at The Cape Quarter on Waterkant Street, Cape Town.

t. 021 419 3533 / e. design@malibu-resort.co.za / www.resortlifestyle.co.za / www.malibu-resort.co.za





*Fragranced with all the heavenly spices of an island breakaway, and impeccably styled with elegant nautically themed décor and accessories reminiscent of beach villas and tropical paradise, this emporium is exquisite enough to transform your ordinary day into an extraordinary mini dream vacation!*



# blue route mall

*Blue Route Mall welcomes a host of fabulous new shops and eateries to match its super-trendy revamped image.*

## *Green Cross*

has managed to offer excellent fit, comfort and unquestionable quality while showcasing the latest designs and fashion trends. Green Cross is now open at Blue Route Mall.

## *Joe's Easy Diner*

The much-loved retro-American diner that brings that 50's story to life, Joe's Easy Diner is the place to flip your lid with the best char-grilled burgers and creamiest shakes in town.



## *Winhall & De Stadler*

Manufacturing jewellers, Winhall & de Stadler are designer goldsmiths and gemmologists as well as retailers. They specialise in re-design, with cash offers and trade-in options on your broken and unfashionable old gold jewellery. Go on, give your trinkets a new lease on life and fall in love all over again.



***DUE SOUTH*** Whether you're heading into the rainforest or planning a trip to the Savannas, Due South has everything you'll need for the journey, from flasks to high tech GPS navigational tools. Manned by expert staff, Due South is a one-stop destination for outdoors and camping gear, as well as sports equipment for activities such as trail running and mountain biking.



*Forever New. A contemporary, luxurious space for women where elegance, relevance, fashion and femininity meet. Australian in design but universal in appeal, experience the store's exquisite and extensive variety of apparel, footwear and accessories.*

## **GUESS**

is the global brand of a young, sexy and adventurous lifestyle, with a complete line of apparel and accessories. Defined by high fashion, the gear is always wearable and quality is the focus.



## **VIDA E CAFFÈ**

Located in the centre of the food hall on the upper level, the Vida e Caffè kiosk is the very pulse of the mall. Permanently abuzz and staffed with the inimitable Vida baristas you'll find it difficult to walk past and remain indifferent. Get your preferred caffeine fix and treat yourself to a handmade pastry – freshly baked daily.

## **Monsoon Clothing**

With new ranges in every week at affordable prices, Monsoon is the preferred boutique for a dance dress, a little cocktail party number or something casual and comfortable, but always stylish. Visit [www.facebook.com/MonsoonClothing](http://www.facebook.com/MonsoonClothing)



## **Mugg&Bean**

is the quintessential meeting place. Delicious coffee and gargantuan signature muffins never fail to delight. Generous portion sizes have garnered satisfied customers countrywide. Pop in and enjoy the homely welcoming vibe.

# ...and click!

*A professional website designed not just for users, but search engines too, is probably more important for your business than a telephone.*

Words by Lampert Kemper. Photography by Valentina Gianfranco

Just because you have a website, doesn't mean people will flock to do business with you, particularly in a world where billions of sites, like virtual flashing neon signs jostle for space on your screen in any given millisecond. And if, like the growing global majority, you are surfing with a smartphone, the challenge for marketers to grab your attention on a small screen is even greater – it's not unlike a gushing army of sperm in their millions jockeying for position to hit that one target egg. Put less anatomically, "It's like building a house in the middle of the desert, not telling anyone and assuming people will pitch up in their droves for a show day," says Shaune Jordaan, CEO of Synergize, a digital marketing agency, which in plain speak, seeks to ensure that your business is flashed right in front of people's eyes as often as possible, making it the first choice for them to click on. "When your website opens, it should be user-friendly enough and sufficiently interesting to keep the punters there," says Shaune, but he hastens to add that there's the all-important bottom line – the issue of generating leads.

"It's no good having a beautiful, easy-to-navigate site if it doesn't bring in business. You have to start by ensuring it's aimed at your target market, then ensure that you're getting the customers to the relevant area of your site, and directing them to your email address or phone." Not surprisingly, this is a job best done by a generation whose need for airtime is synonymous with that for oxygen, and where better to find them than in trendy, revived Woodstock at the Synergize offices, with its punchy motivational murals, an open plan layout, a

foosball table and an arcade game console? It could just as easily be a mini film set for The Social Network II. Here is the hub of hipsters getting "viral" on behalf of their clients. There's a content creation



*Synergize is the Search Marketing category winner of the 2012 Bookmarks Awards – the "Oscars" of digital marketing in South Africa.*

group beaver away at new copy, there's a social gang who spend their days tweeting, poking, blogging and updating statuses to spread your marketing message and encourage discussion about your brand, and there are also website designers and development coders. "These are not space cadets," says Shaune, "think of the guys who started Google – they are in essence architects and engineers, the difference is that they build virtual structures."



*Founded by Chris Corbett, Synergize has been at the forefront of innovation in the digital marketing space for 12 years and counting. The company includes a growing portfolio of clients, with a combined annual turnover in excess of a billion Rand. The client list includes Greeff Properties, Property24, Sanlam, Ramsay Media, Careers24 and Frank.net among others.*

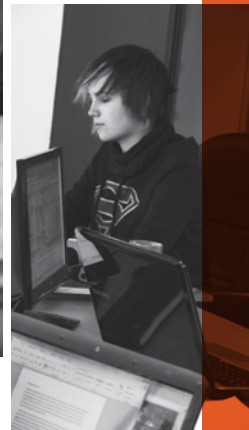
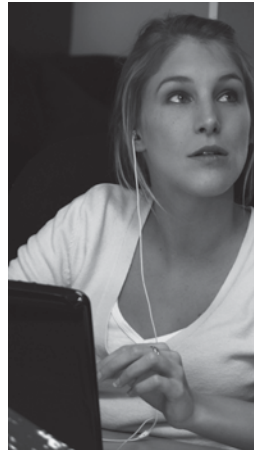
Synergize employs over 40 staff, most of whom are recruited through an active internship programme. Candidates spend three to six months working in a specific department, but "Google is where everyone starts," says Shaune, adding that interns are required to write three Google exams and one internal exam. "We look for smart, innovative, confident candidates – most of whom are grad students majoring in disciplines such as psychology, English, finance or banking systems.

"Of course, all of this comes at a cost; entry level is at least R25 000 for web design. When it comes to the on-going maintenance and optimising your website's position with universal search engines – well, the sky's the limit; it can cost anything from R5 000 to R500 000 a month – it all depends on the amount of leads you require; do you just want to fill five rooms in a guest house, or are you a giant insurance provider seeking thousands of new contacts? If that's the case you have to be spending big money, and constantly, in order to jump the queue and be the first name to come up on every man and his uncle's search. This is search engine optimisation in its essence, and it would appear it's now beyond essential for a business, it's critical. "A professional website designed for users as well as search engines is more important for your business than a telephone," says Shaune. He insists, however, that there's a clear return of investment too. "With an online presence, you can compare your monthly figures – it's highly analytical and difficult to compete with as an advertising medium, for example, PPC (pay per click) advertising gives your website prominence for the keywords you choose and lets you control your advertising budget, offering a measurable return on investment.

"Still hankering for the good old-days? Well, once the digital lure has been dangled and taken, you can reel in your catch and then, if you like, do business in the old-school way – **close the deal in person!**

*CEO, Shaune Jordaan, who put aside aspirations of playing for The Sharks, following a serious head injury, then moved to Cape Town, joined a car rental company and discovered the power of online marketing. He chose Synergize as his search engine provider and went from being a client to a business owner.*

*For more information visit [www.synergizeonline.net](http://www.synergizeonline.net) or find Synergize on Twitter @synergizeonline / @jordaanshaune*





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Gold Specialist  
2013

# Nashua Limited delivers award winning value to its clients through HP partnership.

***Nashua Limited's partnership with information technology company Hewlett-Packard (HP) over the last four years has already reaped noticeable rewards, by adding significant value to both Nashua and its clients.***

Nashua's HP Divisional Manager, Ford Spies notes that the partnership, which has been in place since 2009, has already made a noteworthy difference to Nashua's customers.

"Our partnership with HP has enhanced our product portfolio and offering, and has given us the opportunity to provide further solutions to the market in terms of providing the best product fit for our clients. In return HP acquired a new and larger sales and service footprint. Together we are now able to offer our clients enhanced services and an improved return on investment."

Spies explains that Nashua's reason for partnering with HP was due to the fact that the company is considered a world leader in the IT environment. The relationship was originally established based on a need from Nashua's franchise channel to further enhance its product range, especially in terms of its printing options.

In addition to the success of the partnership, Nashua has also been awarded two leading industry accolades. These include the 2011 award for Highest Growth Imaging and Printing Company in South Africa, and the 2013 International DesignJet (Large Format Printers) Top Partner Award for the Middle East, Mediterranean and African region.

Spies concludes that Nashua intends to maintain and grow its relationship with HP and to build on the successes already realised to date.

"In the short time that we have been partners, Nashua and HP have developed a sustainable and mutually beneficial relationship that has allowed Nashua to offer our clients an extended product range, thereby closing the loop on full service office automation solutions. Moving forward, we are confident that HP will continue to play an important role in Nashua's sustained innovative product and service offering."

***For more information, visit Nashua's website [www.nashua.co.za](http://www.nashua.co.za).***





**BISHOPSCOURT**

**R29 million** (excl VAT)

**Future family history in the making.** This proud French Villa set in a verdant, user-friendly garden with beautiful, established trees and a majestic mountain backdrop boasts the finest finishes and meticulous attention to detail. **Web Reference - GFHO-0218**

*Debbie Woods* 082 578 4181 *Liza Snijman* 082 805 7005



**BISHOPSCOURT**

**R17.5 million**

**Well-appointed home in beautiful garden.** Magnificent mountain views from this superb property. South-entry/north-facing with rolling lawns, two swimming pools and a floodlit tennis court, all set in an established landscaped garden.

**Web Reference - GFHO-0378**



*Debbie Woods* 082 578 4181 *Liza Snijman* 082 805 7005



**CLAREMONT UPPER**

**R9 million**

**Grand Edwardian.** Lovingly restored, this gracious home offers captivating charm and a tranquil lifestyle for any modern family. Set in a beautiful English garden, with majestic mountain views and original features. A separate, private guest/granny cottage.

**Web Reference - GFHO-0410**



*Debbie Woods* 082 578 4181 *Liza Snijman* 082 805 7005





**BISHOPSCOURT**

**R10.5 million**

**Contemporary single-storey in lush garden setting.** Open-plan spaces, great for entertaining, good indoor/outdoor flow and top security. Perfect for family living plus a separate guest/staff suite. **Web Reference - GFHO-0401**

*Debbie Woods* 082 578 4181 *Liza Snijman* 082 805 7005



**BISHOPSCOURT**

**R10.9 million**

**Modern woodland retreat.** Tucked away in a magical garden setting, this understated but luxuriously finished family home offers wonderful entertainment opportunities plus excellent scope for living. A child's paradise. **Web Reference - GFHO-0451**

*Debbie Woods* 082 578 4181 *Liza Snijman* 082 805 7005



**CLAREMONT UPPER**

**R8.75 million**

**Great opportunity in sought-after location.** Unique single-storey home or development opportunity in the popular 'Hen & Chicken' Estate. Beautiful treed garden, situated in a lovely, leafy road. **Web Reference - GFHO-0379**

*Debbie Woods* 082 578 4181 *Liza Snijman* 082 805 7005





**CLAREMONT UPPER**

**R9.8 million**

**Light and luxurious.** Beautiful home boasting high ceilings and generous proportions. Every area is designed to make the most of the plentiful natural light and breathtaking views. The terrace offers extensive space for outdoor entertaining in any season. **Web Reference - GFHO-0426**

*Debbie Woods* 082 578 4181 *Liza Snijman* 082 805 7005

4 4 2



**CLAREMONT UPPER**

From **R4.6 million**

**The ideal lock and go.** Secure, large townhouses within walking distance of Cavendish Square and close to all the cricket and rugby action. Energy-saving technology. Near completion. **Web Reference - GFHO-0322**

*Heather Cape* 083 320 6302 *Mariella Peretti* 082 357 4602 *Charles Silbert* 082 555 4286

3 3 2



**CONSTANTIA UPPER**

**POA**

**Silverhurst Security Estate - spacious seclusion.** Steps away from Groot Constantia in a prestigious gated community, this dream family home boasts an impressive double-volume entrance hall and open-plan large reception spaces to patio and garden beyond. **Web Reference - GFHO-0317**

*Arie Kadé* 083 448 0488 *Angie Bloom* 083 678 7876 *Cheryl Teubes* 082 457 9980 *Christiaan Steytler* 082 658 0071

7 4 2



**CONSTANTIA UPPER**

**R17.5 million**

**On top of the world.** Seldom does such an opportunity present itself for such an amazing tract of residential land. South entry, north-facing, elevated, with superb 360 degree views. **Web Reference - GFHO-0371**

*Angie Bloom* 083 678 7876 *Cheryl Teubes* 082 457 9980 *Christiaan Steytler* 082 658 0071 *Arie Kadé* 083 448 0488



**CONSTANTIA UPPER**

**R16.5 million**

**Idyllic home in a magical setting.** This colonial styled home is framed by an exotic garden, sprawling lawns and a sweeping driveway. Open plan, versatile spaces offer scope to re-configure if necessary. **Web Reference - GFHO-0396**

*Cheryl Teubes* 082 457 9980 *Christiaan Steytler* 082 658 0071 *Arie Kadé* 083 448 0488 *Angie Bloom* 083 678 7876  4  4  3



**CONSTANTIA UPPER**

**R12 million**

**Solid investment with superb dual-living cottage.** Situated on an acre of ground, this renovated, spacious home with separate self-contained cottage, pool, storage barn, plus superior staff quarters makes for an ideal income-producing or dual-living property. **Web Reference - GFHO-0458**

*Christiaan Steytler* 082 658 0071 *Arie Kadé* 083 448 0488 *Angie Bloom* 083 678 7876 *Cheryl Teubes* 082 457 9980  5  5  2



**CONSTANTIA UPPER**

**R29 million**

**Elegant family living in elevated private position.** This rambling family home with copious reception rooms flowing out to undercover patio and landscaped garden with feature pool, offers options for a self-contained guest wing and work-from-home offices. **Web Ref - GFHO-0459**

**Angie Bloom** 083 678 7876 **Cheryl Teubes** 082 457 9980 **Christiaan Steytler** 082 658 0071 **Arie Kadé** 083 448 0488 🛏️ 5 🚿 5 🚗 4



**CONSTANTIA UPPER**

**R12.5 million (VAT Inc)**

**Exclusive three-home security development.** Brand new, north-facing, sunny home with fluid floor plan, high ceilings, open-plan kitchen, porcelain tiles and under-floor heating. Patio and sparkling pool set in landscaped garden for year-round enjoyment. **Web Reference - GFHO-0224**

**Christiaan Steytler** 082 658 0071 **Arie Kadé** 083 448 0488 **Angie Bloom** 083 678 7876 **Cheryl Teubes** 082 457 9980 🛏️ 5 🚿 5 🚗 3



**CONSTANTIA UPPER R6.75m**

**Modern country living.** Located in a cul de sac close to the greenbelt, this family home offers fabulous entertainment spaces, total seclusion and a relaxed lifestyle.

*Web Reference - GFHO-0395*

**4** **2** **2**

*Arie Kadé* 083 448 0488  
*Angie Bloom* 083 678 7876  
*Cheryl Teubes* 082 457 9980  
*Christiaan Steytler* 082 658 0071



**CONSTANTIA UPPER R5.5m**

**Prime Hohenort.** A one-acre subdivision in the upper avenues offers the option of retaining the existing stables and paddock. Awaiting your creative flair.

*Web Reference - GFHO-0372*

*Angie Bloom* 083 678 7876  
*Cheryl Teubes* 082 457 9980  
*Christiaan Steytler* 082 658 0071  
*Arie Kadé* 083 448 0488



**CONSTANTIA UPPER R4.995m**

**Nova Constantia.** Sunny, north-facing family home offers loads of accommodation and a wonderful, easy flow to a pretty, level garden and pool.

*Web Reference - GFHO-0297*

**5** **3** **2**

*Cheryl Teubes* 082 457 9980  
*Christiaan Steytler* 082 658 0071  
*Arie Kadé* 083 448 0488  
*Angie Bloom* 083 678 7876



**CONSTANTIA R5.95m**

**Entertainer's paradise.** Plenty of varied reception areas including an enclosed patio opening onto a large terraced entertainment area make hosting a joy. A luxury guest flat adds exceptional value.

*Web Reference - GFHO-0293*

**4** **2** **3**

*Janine Stevenson* 073 168 4749  
*Jean Kerr* 082 975 8427

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pizzeria






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**CONSTANTIA RURAL R6.47 million**

**Sought-after Airlie Place! Separate cottage and wonderful views!**  
Sense of light and space with easy flow to undercover patio and lush garden.

Web Reference - GFHO-0452  4  3  2  
Janine Stevenson 073 168 4749 Jean Kerr 082 975 8427



**CONSTANTIA R5.3 million**

**Distinctively different in excellent position!** Set on over half an acre with elevated views and a separate cottage, must-view property.

Web Reference - GFHO-0415  4  3  2  
Jean Kerr 082 975 8427 Janine Stevenson 073 168 4749



**CONSTANTIA R5.25 million**

**Classic elegance in park-like setting.** A beautifully presented family home with interleading reception areas overlooking lush garden surrounds.

Web Reference - GFHO-0108  4  3  2  
Janine Stevenson 073 168 4749 Jean Kerr 082 975 8427



**CONSTANTIA R4.995 million**


**So many options.** Character and charm define this unique home with double-volume reception rooms and a wonderful garden setting.

Web Reference - GFHO-0414  4  3  3  
Jean Kerr 082 975 8427 Janine Stevenson 073 168 4749



**CONSTANTIA R3.95 million**

**For the discerning buyer.** Generous proportions on manageable grounds. Excellent flow to deepset patio.

Web Reference - GFHO-0444  3  2  3  
Jean Kerr 082 975 8427 Janine Stevenson 073 168 4749



**CONSTANTIA R3.495 million**

**Much loved family home.** Set in a quiet, leafy neighbourhood, and lovingly maintained, this home boasts an easy flow to an extra-deep patio.

Web Reference - GFHO-0129  4  3  2  
Jean Kerr 082 975 8427 Janine Stevenson 073 168 4749



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**BISHOPSCOURT VILLAGE R4.65 million**




**Charming English style!** This warm home brims with charisma. It offers spacious living and superb views.

Web Reference - GFHO-0435  3  2  2  2  
Charles Silbert 082 555 4286 Mariella Peretti 082 357 4602



**KENILWORTH UPPER R3.5 million**


**And the living is easy...** Excellent floor plan, ideal for any kind of family and for entertaining.

Web Reference - GFHO-0056  5  3  2  
Mariella Peretti 082 357 4602 Charles Silbert 082 555 4286



**CLAREMONT UPPER R3.95 million**




**Spacious townhouse in prime area.** Beautifully well-proportioned home offering high ceilings and an excellent floor plan.

Web Reference - GFHO-0367  4  3  2  
Charles Silbert 082 555 4286 Mariella Peretti 082 357 4602



**CLAREMONT UPPER R3.5 million**

**Endless possibilities in prime pocket.** Solid well-maintained home on single level. Prime position close to Cavendish. Quick access to M3.

Web Reference - GFHO-0350  3  3  1  2  
Mariella Peretti 082 357 4602 Charles Silbert 082 555 4286



**FERNWOOD NEWLANDS R4.999 million**

**Where eagles soar.** Located in the heart of Newlands, majestically poised above the Newlands evening lights, endless mountain views.

Web Reference - GFHO-0418

Mercia Bassett 082 404 7471 Simon Tait 083 261 1562

 4  3  2  2



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*Helen Kruger*

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Contact our BetterBond consultant

**Liz Botha**

Tel: 021 715 7257 Cell: 083 325 0909

E-Mail: [liz.botha@betterbond.co.za](mailto:liz.botha@betterbond.co.za)






[www.betterbond.co.za](http://www.betterbond.co.za)



**RONDEBOSCH GOLDEN MILE R14.95 million**

**Gracious living.** This elegant mansion is on the doorstep of leading schools. Spectacular mountain views, a double erf and modern features throughout

Web Reference - GFHO-0361  6  4  3  
Grant Nupen 083 265 1166 Office number 021 763 4120



**RONDEBOSCH GOLDEN MILE R8.95 million**




**Stately home - tastefully modern.** You will fall in love with this grand home - beautifully maintained with modern finishes.

Web Reference - GFHO-0383  5  4  3  4  
Grant Nupen 083 265 1166 Office number 021 763 4120



**RONDEBOSCH GOLDEN MILE R5.85 million**




**Architectural masterpiece in school territory.** This contemporary home with great mountain views offers a warm, family atmosphere.

Web Reference - GFHO-0360  4  4  3  
Grant Nupen 083 265 1166 Office number 021 763 4120



**RONDEBOSCH SILWOOD R3.5 million**


**Brilliant starter, make it your own!** Take some time to view this opportunity to live in exclusive prime school country, centrally situated.

Web Reference - GFHO-0465  4  3  4  
Grant Nupen 083 265 1166 Office number 021 763 4120



**NEWLANDS R6.25 million**



**Understated elegance.** A dignified, Cape homestead (circa 1929) with all the majesty of a bygone era. A superb address set on over 1800 m<sup>2</sup>.

Web Reference - GFHO-0416  4  2  2  8  
Val Petzold 083 625 0433 Mark Shagam 083 272 4004



**ROSEBANK R3.95 million**

**Have this privilege of owning such a wonderful home!** We're offering you the CEO's house! Fit for a king! Classic and well-appointed.

Web Reference - GFHO-0152  3  2½  2  3  
Mark Shagam 083 272 4004 Val Petzold 083 625 0433



**WYNBERG**

Sale by Tender

**Unbeatable historical village location.** Fantastic opportunity to invest in historical Wynberg Chelsea. **Web Ref: GFHO-0123**

Debbie Kadé 083 264 7007

6 3 2 6



**WYNBERG**

**R1.1 million**

**Starter home.** Spacious living area enhanced by a roaring fireplace. Open plan kitchen. Quaint garden with pond. **Web Ref: GFHO-0462**

Debbie Kadé 083 264 7007

2 1 2



**WYNBERG**

**R2.5 million**

**Soulful and charming.** Graced with charm, sun kissed and boasting seamless flow and an option for dual living. **Web Ref: GFHO-0281**

Debbie Kadé 083 264 7007

3 2 1



**WYNBERG**

From **R1.65 million**

**Sophistication & history.** Three exceptional, modern, two-bed, ensuite, semi-detached cottages, stylish and trendy. **Web Ref: GFHO-0030**

Debbie Kadé 083 264 7007

2 2 1



**WYNBERG**

**R1.695 million**

**Understated - value for money.** Large lounge with original wood-burning fireplace, charming sash windows and shutters. **Web Ref: GFHO-0334**

Debbie Kadé 083 264 7007

3 2 3



**WYNBERG**

**R1.7 million**

**Traditional rustic charm.** Quaint and stylish Victorian style home. Good security and a private garden. **Web Ref: GFHO-0413**

Nick 082 337 4177 Nikki 082 783 8005

2 1 1 1



**BERGVLIT**

**R2.295 million**

**Double-storey 'doll's house' oozing country charm.**

Liz Robertson 082 895 3417

4 2 1 1

Roz van der Walt 083 278 7269 Lisel Blake 083 269 4335



**BERGVLIT**

**R2.395 million**

**Townhouse-style living.** Ideal starter home. **Web Ref: GFHO-0355**

Roz van der Walt 083 278 7269

4 2½ 2

Lisel Blake 083 269 4335 Liz Robertson 082 895 3417



**ZWAANSWYK**

**R12.5 million**

**Gentleman's country home.** Offering panoramic views and a tranquil ambience and only 20 minutes drive from the CBD. For your guests, a two-bedroomed cottage is included. Option to purchase adjoining erf with stables and a three-bedroomed cottage. **Web Reference - GFHO-0010**

*Karen Little* 083 261 8849 *Bruce Durham* 082 380 1880

6 6 3 10



**ZWAANSWYK**

**R11.5 million**

**Tranquil oasis.** Large home office with separate entrance, state-of-the-art kitchen, wonderful entertainment areas and large heated pool. Self-contained two-bed cottage, two stables and paddocks with own entrance. Koi ponds and underground cellar with air-conditioning. **Web Reference - GFHO-0079**

*Bruce Durham* 082 380 1880 *Karen Little* 083 261 8849

4 2 2 6



**ZWAANSWYK**

**R8 million**

**Unobstructed views.** This one-acre plot, is home to a state-of-the-art stable block and a groom's cottage with one or two bedrooms and a bathroom. All it needs is you with plans for your dream home! **Web Reference - GFHO-0404**

*Karen Little* 083 261 8849 *Bruce Durham* 082 380 1880

2 1 10



**KLEIN WELGEMEEND**  
EST.1940



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The ten contemporary townhouses overlooking Lakeside have been designed in earthy tones and textures to complement the natural mountain setting, while the stunning views over False Bay and Table Mountain National Park are maximised by huge picture windows and covered terraces.



**CONTACT:** Heather Cape 083 320 6302 / Bruce Durham 082 380 1880

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**STONEHURST** - Our cover feature property

**R12.95 million**

**Uninterrupted views from every room.** Spectacular views of Table Mountain and the Hottentots-Holland mountains, this contemporary home is designed with style, flair and exacting attention to detail. Large light-filled rooms and exceptional entertainment spaces. *Web Ref - GFHO-0453*

*Karen Little* 083 261 8849 *Head Office* 021 763 4120

6 6 3



**TOKAI**

**R3.795 million**

**A home for the larger family.** Easy flow to north-facing entertainment areas. Situated in a quiet position, close to all local amenities.

*Web Reference - GFHO-0357* 4 3 2 3

*Bruce Durham* 082 380 1880 *Karen Little* 083 261 8849



**TOKAI**

**R3.5 million**

**Relaxed, modern living, prime position.** Ideally situated for Reddam School and forest walks, large family home offers spacious living areas and pool.

*Web Reference - GFHO-0409* 3 2 2 2

*Karen Little* 083 261 8849 *Bruce Durham* 082 380 1880



**TOKAI**

**R3.395 million**

**Immaculate entertainer's home.** Beautifully presented home offering spacious, open-plan living, pretty garden, water features and patio.

*Web Reference - GFHO-0431* 3 3 2

*Karen Little* 083 261 8849 *Bruce Durham* 082 380 1880



**TOKAI**

**R2.675 million**

**What dreams are made of.** Beautifully presented with a great flow from living areas to undercover entertainment patio, pool and established garden.

*Web Reference - GFHO-0425* 3 2½ 2

*Karen Little* 083 261 8849 *Bruce Durham* 082 380 1880



**TOKAI R1.575 million**

**A lovely little cottage.** Open-plan living leading to garden and pool. Perfect lock-'n-go living. Close to Blue Route Mall and Food Lover's market.

Web Reference - GFHO-0381 3 2 1 1

Bruce Durham 082 380 1880 Karen Little 083 261 8849



**MARINA DA GAMA R1.85 million**

**Calling all nature lovers.** Set in a beautiful, private, tree-filled garden where the wildlife loves to nest and rest. Pool and Jacuzzi.

Web Reference - GFHO-0312 3 2 2

Heather Cape 083 320 6302



**MUIZENBERG R4.5 million**

**Classic, graceful home.** This home enjoys the perfect location on Muizenberg mountainside with views stretched across the valley to the sea.

Web Reference - GFHO-0407 6 4 3

Heather Cape 083 320 6302



**MUIZENBERG R1.65 million**

**Modern apartment for the busy executive.** Geared up for a work-from-home professional. Modern finishes with secure parking.

Web Reference - GFHO-0424 2 2 1

Heather Cape 083 320 6302



**MUIZENBERG From R790 000**

**Elegant beachfront retirement hotel.** Life Rights for these fully serviced apartments in the luxurious redevelopment of four Sir Herbert Baker historic homes. Quality lifestyle with the option of two gourmet three-course meals daily, plus 24/7 nursing care. Gorgeous location on beachfront. Elegant, authentic antique décor and glorious ocean views. Retire in tranquility with all the dignity you deserve.

Web Reference - GFHO-0314

1 1

Heather Cape 083 320 6302





**GLENCAIRN R17 million**

**The Southern Right Hotel and adjacent land is on the market for development.**

Commercial and residential zoning in place. This includes the following:

Hotel Complex which is +- 3250 m<sup>2</sup> zoned business with 996 m<sup>2</sup> parking

+ - 1339 m<sup>2</sup> zoned general residential

+ - 1338 m<sup>2</sup> zoned business including 314m<sup>2</sup> parking

+ - 3003 m<sup>2</sup> zoned single residential (5 plots)

**Web Reference - GFHO-0376**

**Heather Cape** 083 320 6302



**CAPRI**

**R2.75 million**

**Absolute modern perfection.** Newly renovated family home with a self-contained cottage. Stunning sea views and sunsets. **Web Ref: GFFB-0173**

**Gill Shepherd** 082 821 2495



**CAPRI**

**From R2.25 million**

**Dual-living option.** With its wrap-around deck offering gorgeous sea views, this is a great space for the entertainer. **Web Ref: GFFB-0174**

**Gill Shepherd** 082 821 2495

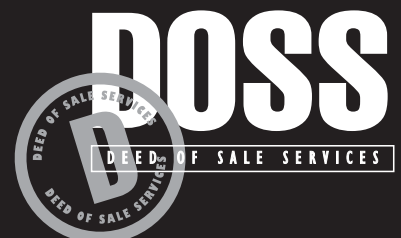


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**Sometimes, however, it pays  
to go the other way.**



**NOORDHOEK**

**R13.5 million**

**The ultimate beach home.** Easy flow from kitchen and dining room to three open-plan living spaces makes this home perfect for entertaining. Panoramic beach views and great finishes throughout. *Web Reference - GFFB-0151*

*Dale Gremels 082 539 9393 False Bay Office 021 785 7222*

4 4 3 2



**NOORDHOEK**

**R7.995 million**

**Equestrian smallholding.** Positioned in the horsey part of Noordhoek. Two acres with six stables, sand arena, lunge area, paddocks and feed room.

*Web Reference - GFFB-0189* 3 2 2 4

*Dale Gremels 082 539 9393 False Bay Office 021 785 7222*



**NOORDHOEK**

**R5.9 million**

**Unrivalled sea views.** Nestled within an ancient Milkwood Grove at the foot of the world-famous Chapman's Peak Drive.

*Web Reference - GFFB-0051*

3 2 2

*Dale Gremels 082 539 9393 False Bay Office 021 785 7222*



**NOORDHOEK**

**R4.5 million**

**Oustanding sea and mountain views.** Elegant, thatched family home with a flatlet in a perfect wind-sheltered position on the mountainside. *Web Reference - GFFB-0112*

*Dale Gremels 082 539 9393 False Bay Office 021 785 7222*

5 4 2

# TAX SEASON JUST GOT A WHOLE LOT EASIER

*Finally an end to the most creative writing exercise of your year – the SARS log book. Bid farewell to the hours of stress, piles of paper and the hit-and-miss affair that is the annual SARS logbook “event”, with one ingenious, small device which simply plugs into the cigarette lighter socket of your car and accurately records the details of each and every trip.*  
*The GPS Log Book .*

## THIS LITTLE MIRACLE RECORDS:

- ▶ Date and time
- ▶ GPS coordinates
- ▶ Maximum and average speeds
- ▶ Position and speed of a vehicle at any point in a journey
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All you have to do is plug it in using a USB port and load the data to a computer, (PC or Mac) using the unique GPS Logbook website [www.gpslogbook.co.za](http://www.gpslogbook.co.za). Here you can view and categorise your trips using Google Maps. Add your own comments and notes and create “zones” to automatically categorise frequent trips as either personal or business.

## AN INDISPENSABLE BUSINESS TOOL

- ▶ Keeps track of daily meetings with convenient email reminders such as: tax year end approaching.
- ▶ Accurately calculates monthly business travel expenses. Provides peace of mind that every detail regarding mileage, fuel, tyres, oil, maintenance, services, car washes and more is recorded electronically.
- ▶ Produces a number of useful business reports as and when required.
- ▶ Provides an accurate and detailed SARS-compliant logbook with the ITR12 Income Tax Return for Individuals to claim vehicle travel tax allowances.
- ▶ Provides easily accessible and highly reliable information based on which accurate corporate income tax returns can be logged.
- ▶ Enhances the quality of your service offering, as consultants can provide solid proof of billable hours and travel costs.
- ▶ Provides proof of vehicle position and speed for insurance claims purposes.
- ▶ Provides an accurate platform for corporate reimbursement to their staff.

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Allows the user to charge a USB device, such as a smart phone, Garmin or TomTom, through the USB port built into the device, converting the



GPS Log Book into a car charger. Data can be accessed from anywhere an internet connect is available.

## REPORTS

Once logged into the web interface a multitude of useful reports can be generated from the data stored in the system

- ▶ Business Travel Claim Report.
- ▶ Business Travel Report.
- ▶ Trip List for all Vehicles.
- ▶ Tax Detailed Report.
- ▶ Tax Summary Report.
- ▶ Weekly Mileage Comparison.

Manual logbooks are unreliable, time-consuming and vulnerable to tampering. If SARS deems a logbook inaccurate in any way, it can reject the travel allowance tax claim, leaving the tax payer with a potential tax liability. Accurate reports are produced in PDF format, which do not allow for tampering or forging, and thus eliminate potential fraud and dishonesty. All records will be kept safe and secure on the GPS Logbook ‘cloud’ servers for the mandatory five-year period as stipulated by SARS so they cannot be lost or destroyed. The data and reports are accessible to users at any time and from anywhere in the world by logging into their user profile.



FOR MORE INFORMATION ON THE GPS LOG BOOK DEVICE VISIT [WWW.GPSLOGBOOK.CO.ZA](http://WWW.GPSLOGBOOK.CO.ZA) OR CONTACT 0861 GPS LOG / 0861 477 564



**NOORDHOEK R3.295 million**

**Lake Michelle secure estate.** Newly built, prime position with neighbours on only one side. North-facing overlooking a waterway, fabulous views.

*Web Reference - GFFB-0197* 🛏️ 3 🚿 2 🏠 2 🚗 2

*Dale Gremels 082 539 9393 False Bay Office 021 785 7222*



**NOORDHOEK R3.249 million**

**Cosy... and with sea views.** This well-appointed Noordhaven cottage is ideal for those wanting a low-maintenance lifestyle.

*Web Reference - GFFB-0039* 🛏️ 3 🚿 2 🏠 2 🚗 2

*Dale Gremels 082 539 9393 False Bay Office 021 785 7222*



**NOORDHOEK R3.2 million**

**View from Cape to Cairo.** Sip your sundowners around the rim-flow infinity pool and watch those sunsets over the beach.

*Web Reference - GFFB-0191* 4802 m<sup>2</sup> Smallholding

*Dale Gremels 082 539 9393 False Bay Office 021 785 7222*



**NOORDHOEK R2.595 million**

**Well-priced family home.** San Michelle home with ocean views from the well-fitted 'eat-in' kitchen and the spacious upstairs studio.

*Web Reference - GFFB-0181* 🛏️ 4 🚿 3 🏠 2

*Dale Gremels 082 539 9393 False Bay Office 021 785 7222*



**NOORDHOEK R1.295 million**

**Land for Sale.** Choice of two plots, both with sea and mountain views. No time limit within which to build your dream home.

*Web Reference - GFFB-0016 and GFFB-0084*

*Dale Gremels 082 539 9393 False Bay Office 021 785 7222*



**SUNNYDALE R1.425 million**

**Master-built large family home.** Finished to high standards with an abundance of space inside and outside, in quiet, convenient location.

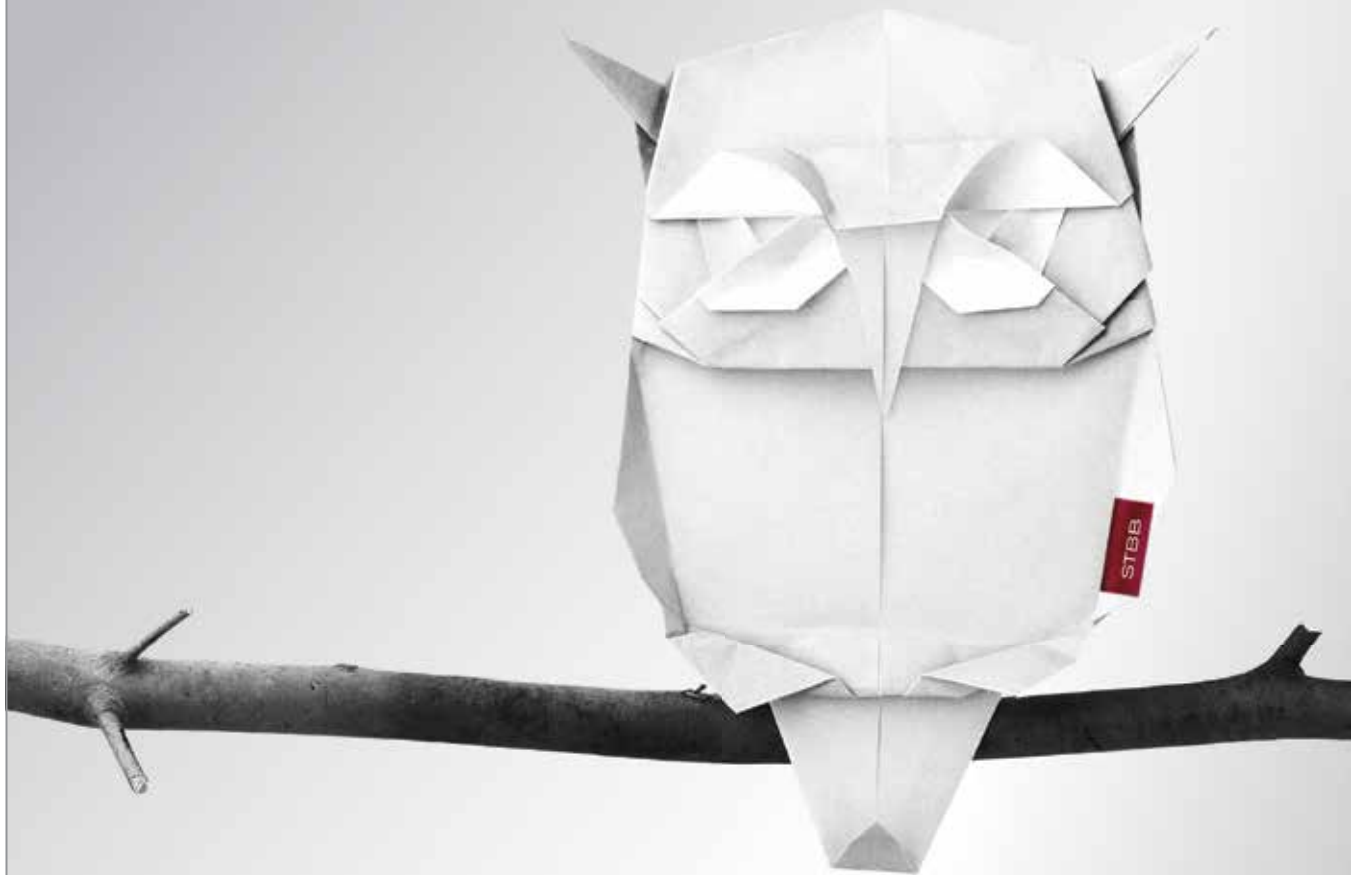
*Web Reference - GFFB-0132* 🛏️ 3 🚿 2 🏠 1 🚗 2

*Julius Darham 072 404 7636 False Bay Office 021 785 7222*

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# THE CAPE'S NEW ZONING SCHEME

The City of Cape Town's new integrated zoning scheme came into effect on 1 March this year, replacing the 27 zoning schemes that were applicable in various parts of the city with a single and common zoning scheme for the entire metropolitan area. It necessarily impacts on all properties in Cape Town and we therefore address some frequently asked questions in the next few paragraphs.

## What is zoning?

Zoning is a method by which land development is managed so that certain pockets of land can be designated for a particular development, use category or zone. Within each zone there are provisions and rules setting out the purposes for which property may be used, and the way in which it may be developed. These rules (which include both rights and obligations for property owners) apply to the land, buildings and structures on the land.

## Practically, what is the effect of zoning on me?

All properties within the municipal area have been allocated into a specific zone and each property in a given zone is subject to the development and use rules that apply to the relevant zone. For example, if my property is in the Single Residential Use Zone (SR 1), the primary use is for a dwelling house; as additional rights, I may (and after complying with relevant requirements) operate a bed & breakfast or child care facility from the property.

## How can I find out what my property's zoning is?

To establish the zoning of a property, you can inspect the zoning map online at [http://map.capetown.gov.za/pbdm\\_viewer/](http://map.capetown.gov.za/pbdm_viewer/) or obtain a zoning certificate from the municipality's Department of Planning and Building Development Management.

## Are other laws involved too?

Yes, usually other laws apply to your property too, such as environmental or heritage regulations, traffic impact limitations or title deed restrictions.

## What if you need to deviate from the zoning rules?

It is possible to apply for approval for rezoning or a departure from the zoning requirements. You will need to submit an application to the municipality and they will then consent thereto or refuse approval. Appeal procedures exist, where required.

## Beware!

The City of Cape Town's Land Use Enforcement Policy was adopted and enforced since the beginning of this year with the purpose to close down on illegal land use. The municipality indicates that since the beginning of 2013, many businesses were as a result closed down or fined. So make sure to obtain the correct approvals if you are using your property for other purposes than those prescribed in the relevant zoning regulations!

For assistance with your zoning issues, contact **STBB** on [info@stbb.co.za](mailto:info@stbb.co.za)



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**FISH HOEK R3.95 million (Inc VAT)**

**Perfect guest house potential.** Magnificent three-storey home offering extensive accommodation. Spacious and immaculate. Sweeping views.

Web Reference - GFFB-0196  7  6  8  
Julius Darham 072 404 7636 Gill Shepherd 082 821 2495



**FISH HOEK R2.995 million**

**Old is gold!** This grand old lady with superb views across the valley has stood the test of time with its quality and charm from a bygone era.

Web Reference - GFFB-0083  3  2  2  4  
Tim Cummins 082 499 6040 False Bay Office 021 785 7222



**FISH HOEK R2.195 million**

**Spacious, entertainer's home.** This north-facing family home boasts excellent outdoor entertainment features.

Web Reference - GFFB-0169  3  2  2  2  
Rob Mustart 083 230 2291 False Bay Office 021 785 7222



**FISH HOEK R1.695 million**

**Quality mountainside family home!** Situated in a quiet street, this home will appeal to a young family and to enthusiastic gardeners.

Web Reference - GFFB-0209  3  2  1  2  
Rob Mustart 083 230 2291 False Bay Office 021 785 7222



**GLEN MARINE R2.695 million**

**Luxury home with magnificent views.** A large family home with plenty of options. Dual-living potential, immaculate finishes and ready to move in.

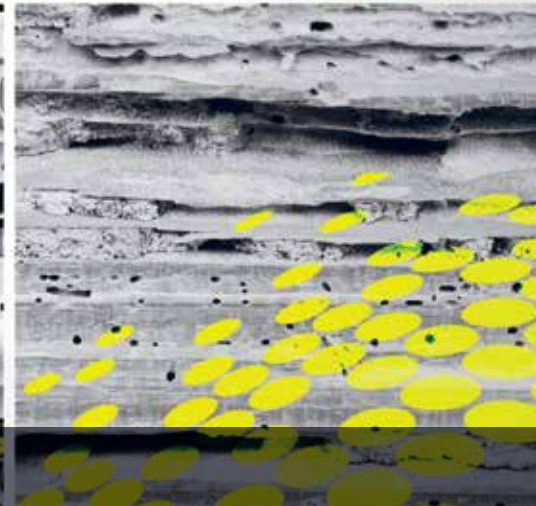
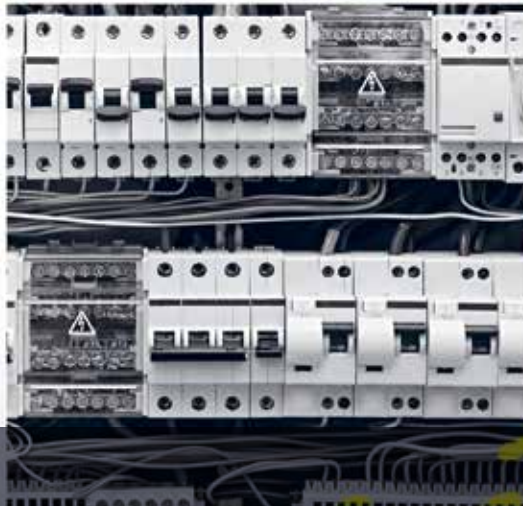
Web Reference - GFFB-0052  5  4  2  2  
Tim Cummins 082 499 6040 False Bay Office 021 785 7222



**KOMMETJIE R2.195 million**

**Exquisite family home in Kommetjie.** Established family home, semi-rural setting, close to Long Beach. Great finishes, superb accommodation.

Web Reference - GFFB-0212  3  3  1  1  
Tim Cummins 082 499 6040 False Bay Office 021 785 7222



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**FRESNAYE R19 million**

**Terrific investment in a boutique hotel.**

With a backdrop of Lion's Head and spectacular views of the Atlantic Ocean, this boutique hotel, close to Clifton, is the perfect luxury destination. It's a terrific investment opportunity for the next hotelier or developer.

*Web Reference - GFCB-0041*

🛏️ 11 🚿 11 🏠 6

*Oliver Barnett 082 458 2374*

*City Bowl Office 021 426 4848*



**GARDENS R8.9 million**

**See it to believe it.** Magnificently positioned in Gardens, this stunning property is a restaurateur's dream. Currently operating as a restaurant, whiskey bar and function venue with full commercial rights.

*Web Reference - GFCB-0067*

🛏️ 9 🚿 3 🏠 8

*Alan Screen 083 235 0616*

*Jason Paans 082 744 4388*



**SEA POINT R6.9 million**

**Spacious Sea Point home.** This well maintained, spacious Sea Point home is situated on a quiet road, minutes away from the Waterfront and City Centre. Well established garden, plenty of secure parking, open plan lounge and dining room with fireplace, plus six bedrooms all en suite make for a superb lifestyle choice on the Atlantic Seaboard.

*Web Reference - GFCB-0073*

🛏️ 6 🚿 6 🏠 5

*Kerry-Anne Crichton-Stuart 082 464 0823*



**MOUILLE POINT R9.9 million**

**Magical Atlantic views.** Spacious, open, floor-plan, taking up half a floor of the complex. 24-hour security & communal pool. *Web Ref: GFCB-0062*

*Oliver Barnett 082 458 2374*

🛏️ 4 🚿 4 🏠 2



**SEA POINT R5.395 million**

**Great potential.** This sun catcher backs onto the slopes of Signal Hill in a peaceful and private crescent. 643m<sup>2</sup> stand. *Web Ref: GFCB-0053*

*Kerry-Anne Crichton-Stuart 082 464 0823*

🛏️ 3 🚿 1 🏠 1



**GARDENS**

**R1.4 million**

**Live / invest in the City Bowl.** Neat, light, apartment in sought-after Wembley square. 24/7 security, pool, gym and laundry. **Web Ref: GFCB-0068**

*Oliver Barnett* 082 458 2374



**CITY CENTRE**

**R1.25 million**

**Ultimate City Living.** Bright, well-maintained apartment, superb views and rental income of R8.5k till Dec 2013. 24/7 security. **Web Ref: GFCB-0024**

*Oliver Barnett* 082 458 2374



**GREEN POINT**

**R1.295 million**

**Central and secure with ocean views.** Large outdoor braai and entertainment area offering beautiful ocean views. **Web Ref: GFCB-0069**

*Oliver Barnett* 082 458 2374



**ZONNEBLOEM**

**R739 000**

**Great investment opportunity. Serious seller.** Rooftop pool and braai area with mountain views, communal gym. **Web Ref: GFCB-0054**

*Alan Screen* 083 235 0616 *Jason Paans* 082 744 4388



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No venue hire fees*

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**CLAREMONT**

**R4.35 million**

**Modern penthouse with exquisite finishes.** Kitchen and scullery have granite finishes. Fully air-conditioned with under-floor heating. **Web Ref: GFHO-0185**

**Brent Farrell** 082 876 4548



**NEWLANDS**

**R3.5 million**

**Exquisitely stylish.** Immaculate, beautifully displayed, wonderfully presented home in a secure, well maintained complex. **Web Ref: GFHO-0115**

**Brent Farrell** 082 876 4548



**CLAREMONT**

**R2.85 million**

**Contemporary style and flare.** Stylish modern apartment, perfect for entertaining, sheltered balcony, spectacular views. **Web Ref: GFHO-0422**

**Brent Farrell** 082 876 4548



**KENILWORTH**

**R2.6 million**

**Exclusive 'olde worlde' apartment.** Spacious bedrooms, en suite, in park-like garden setting. **Web Ref: GFHO-0110**

**Maureen Grimbeek** 082 892 5456 **Vilma Gruneberg** 082 895 9172



**KENILWORTH**

**R2.5 million**

**Exciting new release.** Enjoy a lock-up-and-go lifestyle. Situated in sought-after security complex **Web Ref: GFHO-0382**

**Vilma Gruneberg** 082 895 9172 **Maureen Grimbeek** 082 892 5456



**WYNBERG**

**R1.995 million**

**Trendy London town apartment living.** Heart of Chelsea Village, two-bedroom lock-up-and-go apartment, open plan. **Web Ref: GFHO-0203**

**Debbie Kadé** 083 264 7007



**WYNBERG**

**R1.995 million**

**Seeing is believing.** Character apartment, beautifully tiled, with laminated floors throughout. Rooms have built-in cupboards. **Web Ref: GFHO-0341**

**Terry Pope** 072 419 0070



**KENILWORTH**

**R1.95 million**

**Character apartment set in lush English country gardens.** North-facing, sunny 121 m² apartment with excellent views. **Web Ref: GFHO-0007**

**Lana Holt** 071 035 9458





**RONDEBOSCH**

**R1.7 million**

**Superb finishes! Excellent location and ground floor.** Beautiful apartment, ideally situated in a small, modern complex. **Web Ref: GFHO-0348**

Lana Holt 071 035 9458



**KENILWORTH**

**R1.395 million**

**Charming ground floor 'cottage' apartment.** Oozes character and offers open-plan living plus spacious bedroom. 66 m<sup>2</sup>. **Web Ref: GFHO-0452**

Lana Holt 071 035 9458



**KENILWORTH**

**R1.295 million**

**Charming in a tranquil position.** Warm and sunny ground floor apartment with beautiful modern kitchen and bathroom. **Web Ref: GFHO-0308**

Lana Holt 071 035 9458



**WYNBERG**

**R995 000**

**Well-positioned block.** Two bedroom apartment with built-in cupboards and carpets. Plumbed for appliances. Excellent security. **Web Ref: GFHO-0391**

Terry Pope 072 419 0070



**RONDEBOSCH**

**R950 000**

**Ideal investment in popular academic location.** Perfect 46 m<sup>2</sup> one-bedroomed apartment with superb views. **Web Ref: GFHO-0455**

Lana Holt 071 035 9458



**WYNBERG UPPER**

**R860 000**

**Modern sensibility!** Cool neutral shades define the interior of this well-designed apartment. Seamless flow of open-plan living spaces **Web Ref: GFHO-0432**

Terry Pope 072 419 0070



**PLUMSTEAD**

**R795 000**

**A cut above.** Stunning 1/2 bedroom loft apartment in modern, secure complex. Perfectly positioned with pool and laundry. **Web Ref: GFHO-0319**

Kurt Wucherpfennig 082 897 6130



**CLAREMONT**

**R700 000**

**Compact two-bedroomed flat.** Central to Cavendish. Good investment. **Web Ref: GFHO-0463**

Maureen Grimbeek 082 892 5456 Vilma Gruneberg 082 895 9172



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# Watts's up

*GET SWITCHED ON TO NEW GENERATION LIGHTING TECHNOLOGY – **YOU CAN'T AFFORD NOT TO.***

It's a given that sky-rocketing Eskom tariffs, an increased need for load shedding and the imperative to decrease our carbon footprint mean that we can no longer waste electricity or indeed any other energy source. Happily, the advantages of moving over to LED (light-emitting diode) lighting technology are numerous and not nearly as pricey as you might fear; in fact, according to Jacques van Rooyen of InfoLED, long-term savings are inevitable. This young, bright spark heads up a small, but rapidly expanding, energy savings solutions company. "In plain speak, what we offer through LED technology is a decrease in costs on several levels: Lower electricity consumption, lower maintenance costs through use of products with an increased lifespan and Eskom incentives to assist South African businesses with capital expenditure," says Jacques. What InfoLED is touting is pretty much irresistible in that their services comprise an initial free-of-charge energy consumption audit, followed by a comprehensive report which includes not only an installation proposal as well as



a range of available Eskom rebate incentives, but a detailed breakdown of future cost savings and the expected resultant return you'll get on your investment (ROI). The InfoLED team state that the average time taken for ROI in large residential apartment buildings is from three to eight months and in office parks/industrial plants, from eight to 18 months. "Our approach is simple: we take great pride in ensuring that our products are geared for long-lasting reliability and achieving the highest possible annual savings for your organisation or home. We are so confident about the quality of our lights that we offer a three-year exchange warranty to all clients for any faults or failures on the LED chip or driver. We also offer an optional five-year warranty at a fractional increase in cost," adds Jacques. InfoLED doesn't skimp on good looks either; gone are the standard unattractive energy saving bulbs which emit cold and grey light, InfoLED supplies a huge range of beautifully designed brighter, more durable, shock-resistant, dust-proof, waterproof and intelligent products.

Advanced LED lighting replacements can effect up to an **80 percent power saving** on current lighting costs with a return on investment of around twelve months.

#### infoLED Contact details:

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