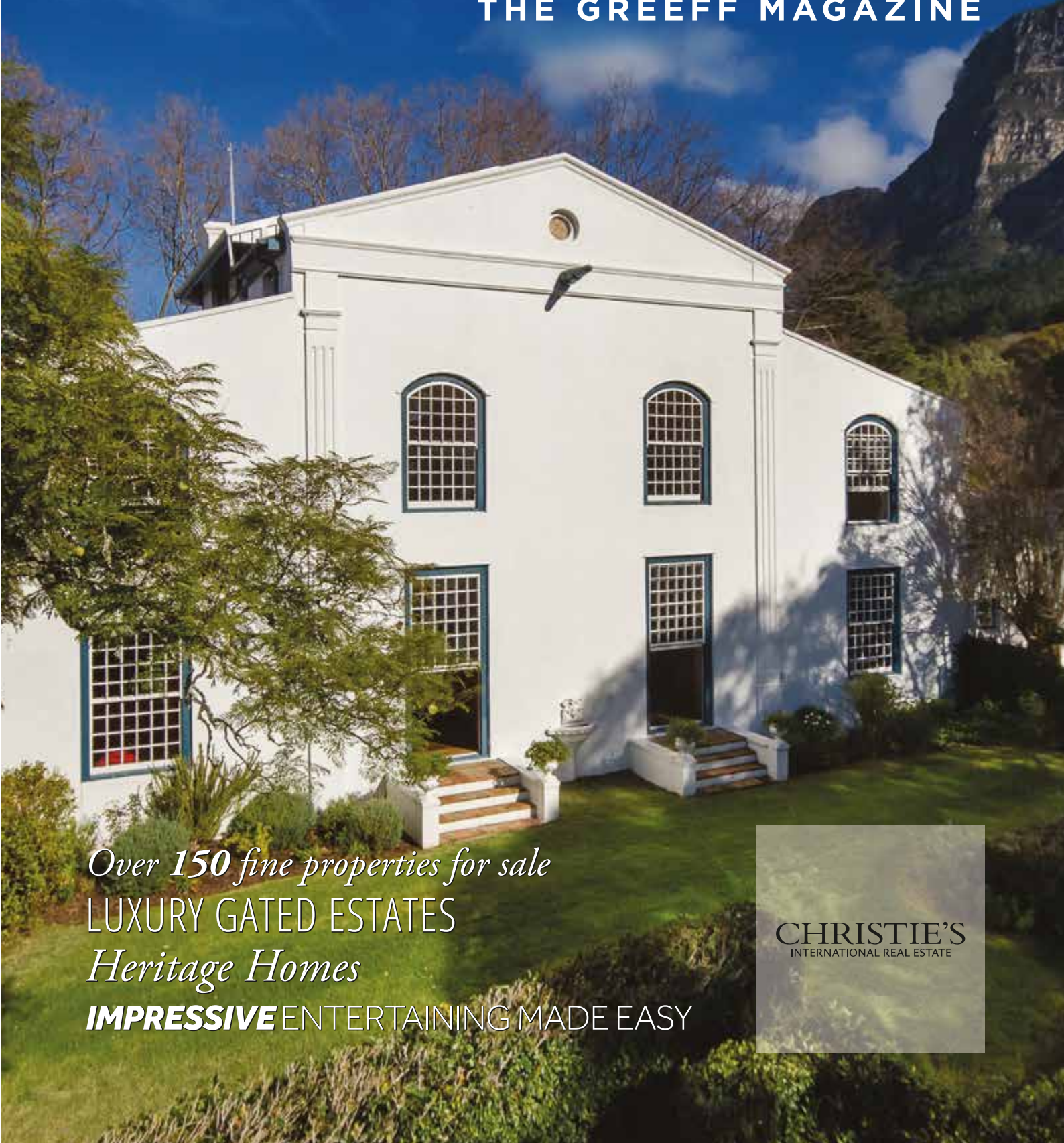


ISSUE 31

OUTLOOK

THE GREEFF MAGAZINE



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conserving a vanishing way of life



No signs of a seasonal slow down

By MIKE GREEFF

The Old Cannon Brewery in Newlands, which dates back to the 18th Century and has seen guests such as George Bernard Shaw and Princess Alice (see page 31).

Also on sale through Greeff, is the oldest licensed inn in South Africa, Houw Hoek Inn, a place most Capetonians will have fond memories of. While Houw Hoek Inn has been in continuous operation for longer than any other hotel in South Africa, it is a thoroughly modern, three-star facility with substantial infrastructure, staff and goodwill. The hotel is in excellent condition and currently comprises 49 rooms with 120 beds, conferencing facilities for 120 people, an a la carte Restaurant and the salubrious 'Hitching Post' pub. Other amenities include a squash court, two swimming pools, a tennis court, volleyball court, putt-putt course, three boreholes and a generator with more than adequate spare capacity.

Houwhoek Inn is zoned as a resort and the property includes loads of vacant land, so there is significant potential to increase the scale and profitability of the business. Currently hosting more than 100 weddings and conferences a year, Houw Hoek Inn is for Sale by Tender – the optimal vehicle for the effective sale of a facility of this nature, as the process creates potential for a premium price through buyer competition. The finite time frame for a tender process adds to the urgency and prompts serious investors to act. (See page 53)

Also firing on all cylinders is our development division; Chapman's Bay Estate has, as predicted, proved to be a jewel. I cannot stress enough that this is a never-to-be-repeated opportunity. Bordering a nature reserve with magnificent ocean views, here is a security estate with affordable modern luxury homes situated minutes from all that Noordhoek has to offer and just 10 to 15 minutes away from Reddam House School and the Westlake business hub. (See page 61)

Our latest exciting development, New Court at Steenberg is unique in its conception.

Located in the exclusive and tranquil area of Zwaanswyk, it is aimed at a 50 to 65 age group – baby boomers in the empty nest phase, who are energetic and affluent and finally able to embrace a newfound independence now that the hands-on parenting phase has ended and grown up kids have

“We are currently marketing extremely valuable heritage properties of particular historic significance.”

left home. For this group, the spectre of a retirement village is still a way off. While a rambling home with multiple bedrooms has become a yoke, this group still requires space; space for fine furniture, fine art and antiques, and treasured memories, a spare bedroom for when the grandchildren sleep over or friends from out of town visit.

New Court at Steenberg offers a rare opportunity to own a dream home with sufficient space, while enjoying the benefits of a landscaped garden and pool but without the maintenance hassle. There will be a full time estate manager and a generator so load-shedding hassles become non-existent. There will also be a clubhouse and a small vineyard — residents plan to make their own wine! New Court at Steenberg is bound to fill a need hitherto unmet in the Constantia Valley and surrounds. (See page 52.)

So don't get cold feet this winter. We're keeping the home fires burning and the property market is healthy and active, and clearly there is confidence in Cape based property as a long-term investment.

We're well into a typical wet, windy and chilly Cape winter, and traditionally, in our industry, there is an expectation that sales figures might decline as both buyers and sellers instinctively switch into hibernation mode. At Greeff Properties, however, winter of 2015 has been nothing like that – in fact quite the opposite – Greeff Properties sales figures indicate that we have enjoyed a year-on-year increase of 55% on May sales figures and 85% on June sales figures. At the end of June, sales figures for the first half of the year were 32% up on those of 2014.

Greeff's stellar performance can be attributed to a multi-pronged approach, which starts with a highly effective team of motivated and well-trained agents, each of whom operates within a culture of excellence and either is, or aims to be, a market leader in his or her area.

Our marketing strategies set us apart from every other agency in the Cape in terms of our notably unique creative campaigns and our carefully planned media placements. Our online presence has increased dramatically, in line with current research, which indicates that the overwhelming majority of buyers search primarily for their new homes online.

The increasing variety of properties in our portfolio reflects that the Greeff “point of difference” is being noticed and acknowledged. We are currently marketing a number of unique properties, including extremely valuable heritage properties of particular historic significance – for example:



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SALE BY TENDER - 53

A unique opportunity to acquire the oldest operating hotel in South Africa, *the historic Houw Hoek Inn.*

On the cover

A MONUMENT TO A BYGONE ERA

– The Old Cannon Brewery in Newlands – a grand residence for sale by Greeff Properties.



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WE'VE GONE DIGITAL!

View this issue of OUTLOOK - the Greeff Magazine, as well past issues, on your computer, smart phone or tablet from anywhere. Visit this address: greeffmagazine.borndigitalmedia.com





The City Walk

Starting in the Company's Gardens, continuing down St George's Mall to Waterkant Street, and progressing up the Fan Walk to St Andrew's Square, the City Walk connects significant places and offerings in the urban heart of Cape Town through storytelling, wayfinding, public art, walking tours and retail offerings to bring our public spaces to life.



#CelebrateCapeTown with Taj Cape Town

In celebration of the hotel's unique location, in the heart of the Mother City, and on the new City Walk route, Taj Cape Town has launched an anniversary **#CelebrateCapeTown Instagram competition**. You could win an unforgettable luxury Taj Cape Town experience.

The new City Walk route offers endless visual opportunities, from the beautiful historic hotel architecture, to secret culinary finds along St George's Mall and the diverse locals who roam the city sidewalks. Competition categories include: architecture, arts and culture, people, nature and elements of design that showcase line, shape, pattern, form, texture and perspective.

First prize, valued at more than R75 000 includes a one-night stay for two people in Taj Cape Town's famed two-storey Presidential Suite and a gourmet dinner party for six friends prepared by a private chef and served in the suite. Prizes for five category winners are valued at more than R25 000 each and

include a two-night stay in a Luxury Mountain-view room and a three-course dinner with wine pairing at Bombay Brasserie. The photographic entry that receives the most Instagram Likes will also be awarded, with a one-night stay in a Luxury Mountain-view room plus a three-course dinner at Mint, the Local Grill.

To enter, upload your inner-city image to Instagram and tag #CelebrateCapeTown with #TajCapeTown. There is no limit to the amount of photographic entries submitted, so snap away for more chances to win. The competition closing date is 21st August. For competition terms and conditions and more information, visit www.tajcapetown.co.za.



Take 5

Celebrating its fifth year, Taj Cape Town offers refined Indian hospitality while remaining integral to an authentic Mother City experience.

*Something for everyone
at Taj Cape Town's
TWANKEY BAR*

TWANKEY BAR BREAKFASTS

Breakfast on the run at Twankey Bar, Truth Coffee, fresh croissants, pastries, fruit, yogurt and muesli.
Monday to Friday, 07h00 – 11h00.

DAILY CLASSIFIEDS

CRAFTY MONDAYS

Chicken Tikka with rice or naan plus a flight of three craft beers or three wines. Every Monday from 18h30 – 22h00. Cost R85 per person.
Live jazz musician from 18h30.

TOUCAN TUESDAYS

Enjoy a Guinness for R33, plus two-can-chew for the price of one from our bar snack menu.
Every Tuesday from 16h00 – 22h00

WINE DOWN WEDNESDAY

Join us every Wednesday evening at the Twankey Bar for bin end specials with prices reduced by up to 50%.
From 16h00 - 22h00.

MOJITO MADNESS

on Thirsty Thursdays. Five varieties of Mojito's to choose from. From 12h00 - 22h00. Cocktail Specials from R40.

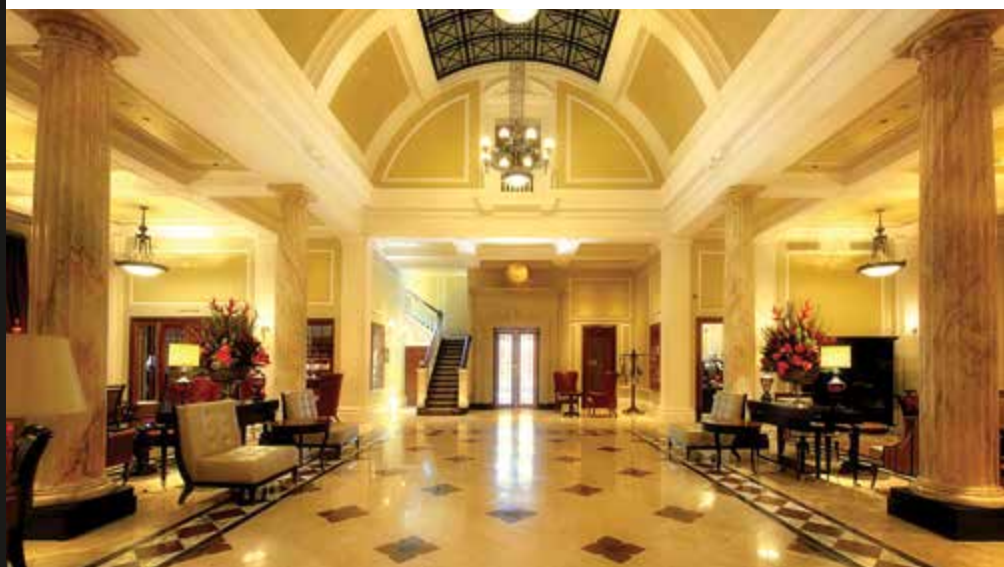
REWIND FRIDAYS

After a long week, unwind to some great lounge house music at our Live DJ evening. Every Friday from 17h30.
Cocktail Specials from R40.

SPORTING SATURDAYS

Three large screens, a beer bucket of three craft beers or ciders.
Every Saturday from 14h00 – 22h00.
Cost R105 per bucket.

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One of Cape Town's most stylish and successful heritage conversions, Taj Cape Town first opened its doors in 2010 following a sensitive and meticulous conversion of two important historic buildings – the original South African Reserve Bank and the old BoE building – formerly the Temple Chambers, built in 1890. Hotel GM, Michael Pownall has been there from the start, in 2008 when the conversion process began.

Given the cultural importance of Taj's structure and indeed location, Pownall explains that a huge part of the hotel's raison d'être is the role it plays in Cape Town's inner city experience. Taj's doors open to a precinct that includes the national and provincial parliaments, Government Avenue leading through the 350-year-old Company Gardens from St George's Cathedral, the cosmopolitan crafts of St George's Mall and Greenmarket Square and a diversity of culture, art, entertainment and cuisine.

Working closely with the Cape Town Partnership, who have put the inner city squarely on the map by ensuring that the City Walk is one of Cape Town's Big 7 essentials to see and do, Taj now offers customised city walking tours based on your interest, be it history, politics, places of interest or trendy foodie spots and cafes, all in close proximity to the hotel. "Our intention is not just to provide a tourist attraction but to facilitate a Cape Town inner city experience for Capetonians who seldom or never visit the city," says Pownall. "It's a stirring experience, and we invite you to come and be part of the DNA of your city – it's lively and inspiring, so why not come and spend the night with us?"

DURATION: 1½ Hours

COST: Complimentary to in-house guests. (Check website for special weekend rates)

TIME: 10h30; Tues - Sat. Meet in the Lobby of the Taj at 10h20.

FOR INFO & BOOKINGS, contact: concierge.capetown@tajhotels.com

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Imhoff Farm *idyll*



Brimming with offerings catering for all ages, tastes and interests, Imhoff Farm Kommetjie offers a grand day out. Words by Hedi Lampert Kemper

It had been years since I'd been to Imhoff Farm and my memories of the place extended to the snakes – substantial, scaly chaps. In fairness, I also had a fond recollection of a charming little chameleon doing his damndest to masquerade as a leaf in the prevailing South Easter. A recent visit to Imhoff Farm, however, presented me not only with a kaleidoscope of bright new images, but also an array of other sensory delights;

Top of my list has to be **Pépé Charlot's goat's cheese**. His *Buche Affinée Chevrin*, a semi soft cheese, with its distinct and surprisingly buttery flavour, is definitely something to drive over *Ou Kaapse Weg* for. The cheese-master also crafts a selection of other varieties all made from rich and delicious milk courtesy of Imhoff Farm's resident herd of goats. The obliging nannies are milked daily in the parlour next to the *Fromagerie*, so the cheese is always fresh, 100% natural, free of colourants and preservatives, and the milk is unpasteurized. Tel: 083 333 9418



freshly cut protea. Then, sit down and enjoy a bite in the adjoining **Free Range Coffee Shop**, with its crackling fire and enticing aromas. Tel: 021 783 4545

Kids of all ages are truly spoilt for choice at Imhoff Farm; if the fuzzy lemon hued ducklings or the fluffy baby bunnies of *Higgledy Piggledy Farmyard* aren't enough to move you, your icy heart cannot but melt when those sassy piglets come-a-trotting, their curly tails a-wiggling. And the alpaca's! Word is that they are #fabulous! The ultimate selfie pal for teens.

Imhoff Farm's original old Cape Dutch farmstead, dating back to 1743 is now home to **Blue Water Café**. Relax on the dining terrace, overlooking the rolling lawn where kids can play in safety. The uninterrupted vistas extend across stretches of verdant farmland and unspoilt wetlands to the ocean and mountains beyond.

A contemporary Cape style menu covers all bases from gourmet sandwiches or tartines to linefish and grills with mouthwatering salads, pastas and legendary wood-fired pizza in between. (Gluten free bases are available too.)

Open Tuesdays from 9.00am until 5.00pm and Wednesday to Sunday from 9.00am until late. Breakfast (until 11:30). Takeaway meals are available as is catering for special gatherings held at Blue Water Café. Tel: 021 783 4545

Painters, ceramicists, and various craftspeople have set up creative and retail spaces at Imhoff Farm and these make for an interesting shopping experience.

www.imhofffarm.co.za

Homebaked breads, including wheat and gluten free loaves as well as olive and herb ryes are staples at **The Free Range Farm Shop**. You'll also find quiches, rusks, biscuits and cakes, salad dressings, pestos, jams, preserves, honey and olives. Here too, freshly prepared deli type fare is on offer, as are a heterogeneous community of gingerbread people, clad in vivid sugar frosted fashions. This is also a great place to shop for quirky gifts or glorious bunches of

IMHOFF FARM ALSO OFFERS

Old Cape Wine Shop / Umami Sushi / Camel Rides / Cart Rides / Face Painting / 4x4 / Horse riding on the beach / Paintball & Lasertag / Snake Park
THE FARM IS OPEN SEVEN DAYS A WEEK WITH AMPLE, SAFE PARKING AVAILABLE.

Eating in — & — loving it

Packed with flavour, these four courses are crafted to delight.

Hearty gem squash potage

Beyond a soup – a velvety thick creation with crispy bacon bits and crunchy roasted cashews.

Serves 8.

— INGREDIENTS —

Gem squash 4 large — **Sweet potato** 2 (350g) — **Onions** 2
Dried thyme 1 tsp heaped — **Avocado oil** 2 Tbs plus 1 tsp
Garlic 2 cloves — **Chicken stock** 2 cubes — **Water** 1 litre boiling
Bacon 8 rashers — **Smoked Spanish paprika** to season
Freshly ground black pepper to season — **Spring onions** 4
Natural yoghurt (full cream or low fat) 125 ml
Cashew nuts 125 ml coarsely chopped

— METHOD —

Halve the gems, peel the sweet potato and steam both until tender. In the meantime, chop the onions and garlic and place in a pot with the dried thyme and 2 Tbs avocado oil. Fry onions till soft and transparent. Once gems and sweet potato are cooked, remove seeds from gem and scoop out the flesh, and add together with sweet potato into pot with the onion mixture. Add boiling water and chicken stock cubes and stir until cubes have dissolved. Allow mixture to simmer on low to medium heat for 10 minutes. Fry the bacon in 1 tsp of avocado oil. Remove from the pan when crispy and drain on paper towel. Place cashew nuts in the hot pan, and sprinkle with smoked paprika and toss for about twenty seconds. Remove from heat and set aside.

Puree the potage /soup mixture. (If too thin, steam an additional gem squash and add to the mix, then puree again.) Season to taste with salt if required.

Ladle mixture into bowls and garnish each serving with a heaped teaspoonful of yoghurt, a sprinkle of chopped crispy bacon, chopped cashews and some slices of spring onion. Finish with a fresh grinding of black pepper. **Serve immediately.**



RECIPES, STYLING & PHOTOGRAPHY BY HEDI LAMPERT KEMPER



Sweet potato falafel salad

*The addition of sweet potato makes
delicious falafel utterly irresistible.*

Great as a light lunch too.

Serves 8.

FALAFEL INGREDIENTS

Orange flesh sweet potato 700g

Olive Oil 2 Tbs

Eggs 2

Avocado oil 4 tsp

Lemon juice 30 ml

Coriander freshly chopped 1 Tbs

Parsley freshly chopped 1 Tbs

Garlic clove 1 large

Salt and pepper to taste

Ground cumin 1 tsp

Red chilli freshly chopped 1 tsp

Chickpea flour 2/3 cup

Baking Powder 1 tsp

Olive or avocado oil for frying

SALAD INGREDIENTS

Baby gem lettuce three small heads,

Israeli cucumbers 2

Tomatoes sliced 1½ cups

Red spring onions

TZATZIKI TYPE DRESSING

Full cream natural yogurt 2 cups

Mint freshly chopped 2 tsp, plus a few
whole leaves to garnish

Coriander freshly chopped 2 tsp

Juice of half a lemon

***Cook's note:** Use two teaspoons to shape the
falafel mixture into cylinders or "quenelles"
or just scrape dollops off the spoon with your
fingers – don't be overly concerned about
form, this is a rustic, wholesome dish.*



METHOD

Set oven to 200 degrees Celsius. Peel and slice sweet potato into chunks, toss with 2 tablespoons olive oil and roast in the oven until tender and starting to caramelize (about 20 to 30 minutes – keep checking).

When ready, remove sweet potatoes from oven and cool to room temperature. Place cooled sweet potatoes with the remaining falafel ingredients into a food processor, and whizz until combined and fairly smooth – chunky bits of chilli or herb here and there are fine, but there should not be lumps of flour. Refrigerate the mixture for thirty minutes.

Heat a good glug of avocado or olive oil in a pan and fry teaspoonfuls of chilled falafel mixture until golden and crispy on the outside. Add more oil as required. Drain on a kitchen towel.

SALAD

Prepare a salad from lettuce, sliced peeled cucumber and chopped tomatoes. Reserve half a cucumber, chopped for the Tzatziki.

TZATZIKI

Mix half a cucumber chopped into the yoghurt along with mint, coriander and lemon juice.

TO SERVE

Assemble the salad and place falafels on top. Spoon over a few dollops of Tzatziki and garnish with sliced red spring onions and a few mint leaves. Serve remaining Tzatziki in a bowl on the side.

Ostrich and Aubergine Burgers



Ostrich & Aubergine Burgers

Delicate, yet packed with flavour and high in protein.
Serves 8.

— INGREDIENTS —

Ostrich mince 500g
Aubergine chopped 300g
Red onion 1 finely chopped
Garlic 1 large clove chopped
Eggs 2
Whole grain mustard 2 heaped tsp
Coriander freshly chopped 1 Tbs
Worcestershire sauce 2 Tbs
Soya sauce 1 Tbs
Chutney 2 Tbs
Salt, pepper and smoked Spanish paprika to taste.
Olive oil or avocado oil for frying

— METHOD —

Heat a glug of olive oil in a pan and fry the onions, garlic and aubergine until the latter is tender. In the meantime combine mince with eggs and the remainder of the ingredients except oil. Add the cooked onion and aubergine and mix in. Refrigerate the mixture for thirty minutes.

Heat oil in a pan and cook burgers by placing 1 tablespoon of mince mixture into the pan, gently pressing it down with the back of an egg lifter and then, using two egg lifters, gently push the circumference of the patty inwards compacting the mince towards the centre. Flip the burgers very gently as they are delicate. Drain on paper towel and serve as suggested below.

Cooks note: Fry two or three patties at first, and if they are so delicate that they are falling apart, add a heaped tablespoon of chickpea flour or all-purpose flour to the remaining mixture, and continue frying up the remaining patties.

TO SERVE: Plate burgers with sliced avocado, purple shiraz mange tout, micro greens, red spring onion, sliced tomatoes and vegetable crisps.

Nutty chocolate & date bon bons

The naturally sticky toffeeness of dates mixed with chocolate and nuts makes for winning and elegant after-dinner friandises with freshly brewed coffee. Quick and easy - no baking required.

Serves 8.

— INGREDIENTS —

Fresh dates pitted and chopped 200g
Dark chocolate 100g
Butter 60g
Castor sugar 50g
Vanilla essence 1 tsp
Cashews chopped 60g
Ground almonds 40g
Cherries 1 cup
Gooseberries 1 cup
Cashew nuts whole 1 cup

— METHOD —

Heat butter, chocolate and castor sugar in a glass bowl placed over a pot of boiling water and stir until chocolate and butter have melted. Remove from heat and mix in dates and chopped cashews. Form into balls and roll in ground almonds. Refrigerate for 30 minutes. Plate with fruit and additional cashew nuts and shower with a snow of icing sugar. Serve with a good quality freshly ground coffee or a cognac.



Nutty chocolate & date bon bons



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THE CULTIVATION *of a legacy*

“Just as in wine, our fragile ecosystem is wholly dependent on balance, harmony, continuity and longevity. It truly is the case of ‘the sum of the parts’ when it comes to farming sustainably and responsibly. When we practice environmentally responsible viticulture and winemaking, we not only ensure the quality of our product, we guarantee the future of our planet as well.”

— ERIKA OBERMEYER —

Enjoy a glass of red or white and leave a lasting legacy for generations to come with the **Graham Beck Wines The Game Reserve range** – environmentally responsible conservation inspired wines to delight every palate.

The Graham Beck Private Nature Reserve extends to the eastern slopes of the Rooiberg. The area was set aside in the 1990s shortly after the Becks purchased the neighbouring farm. In the hope of reversing the devastating effects of 200 years of over-utilisation of the natural resources, alien vegetation was cleared, eroded areas stabilised and indigenous flora re-established.

For every one hectare of land utilised for producing wine or stud horse farming on the Graham Beck Estate at Robertson, 4,5 hectares of land are presently conserved. Thanks to these initiatives, various endangered animal and plant species are currently enjoying a new lease of life.

Toast your “pet project”

Crafted by Graham Beck Wines’ award winning Cellarmaster, Erika Obermeyer, The Game Reserve range comprises seven wines, each with an animal or plant endemic to the region and nature reserve, depicted on the label, offering wine lovers a captivating glimpse into this very special realm of indigenous fauna and flora. In addition to buying a premium quality wine, then, when you select one of the Graham Beck wines, you’re supporting South Africa’s rare ecology in a tangible way.

In September 2006, one of the first glimmers of hope emerged with the miraculous sighting of Riverine Rabbits, a critically endangered species once thought to be extinct, residing in the endangered Breede Sand Fynbos section of the Graham Beck Nature Reserve. In July 2007, 27 neighbouring landholders pledged to join the conservation effort and The Rooiberg Breede River Conservancy was born, comprising no fewer than 13 500 hectares of natural vegetation.



The Game Reserve Cabernet Sauvignon – *The Cape Leopard 2013*

As an apex predator, this big cat is critical to the sustainability of many other species. The farm plays a vital role in maintaining the genetic diversity and distribution of these majestic animals.

The wine has a great complexity of black berry fruit, dark chocolate, plums and tobacco spice on the nose with a rich, juicy entry supported by a dense fruit core and firm tannins. An elegant creamy palate leads to a long lingering finish.

The Game Reserve Sauvignon Blanc – *The Fish Eagle 2014*

These splendid birds of prey scare small birds away, thereby preventing damage to the ripe grapes before harvest.

Oozing gooseberry and passion fruit, with notes of ripe figs, lemongrass and capsicum, this seductive Sauvignon Blanc follows through with a delicious concentration of tropical fruit, nettles and cut grass flavours on the palate.

The white wines retail for around R60 per bottle and the reds for around R85 and are available from wine shops and restaurants across South Africa, as well as the Graham Beck Signature Wine Club. For more information, please visit www.grahambeckwines.com.

Let's go shopping

Creamy



f.

& Chunky

Head out into the cold in these cosy mid-winter musts.

a.



Most
Wanted

d.



b.



c.



e.



a. Pick of the bunch: Cataline Cape in Crystal Cream from Forever New. R1 299 / www.forevernew.com.au.

b. Just right with boots, slip on this gorgeous cable knit cowl dress from Poetry. R650 / www.poetrystores.co.za.

c. Cool and cosy – these clever fingerless gloves have a detachable mitten cover so you needn't sacrifice your dexterity for warmth. From Accessorize. Gloves R349 and matching scarf R699 / www.accessorize.co.za.

d. Stay toasty underneath this chunky hand-knitted beige throw from Loads of Living. R1 199 / www.loadsofliving.co.za.

e. No need to be timid in these soft mouse grey lace-up wedges from Vince Camuto. R1 999 / www.vincecamuto.com.

f. Oh so hot. Specs by Miu Miu from Sunglass Hut R2 990 / www.sunglasshut.co.za.

All items available in stores at Cavendish Square. www.cavendish.co.za



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Photo By HEDI LAMPERT KEMPER



The

LONG GAME

*25 Years in Cape Town has not only fortified **Ian Kilbride's** love for the land, but cemented his belief in Cape Town property as a very worthwhile investment.*



habitat.” Having earned his LLB, Ian was working amongst six CA’s in a corporate finance team, and says he gave up the job in favour of the African adventure.

Two and a half decades on, elephants are still roaming the continent and Kilbride still has his recognisably northern English twang, and he’s remained in Cape Town. Married to Jooles, he has two sons and two step children, all committed South Africans and devoted Springbok supporters.

“My eldest son told to me only last week that SA had been voted the most beautiful country in the world – well I thought the same thing 25 years ago and I still believe it today,” says Kilbride, adding that he has always found the vast majority of the diverse population to be friendly and welcoming, “even to a pom in Cape Town.”

Firmly entrenched in the Constantia Valley lifestyle, Kilbride has kept offices at the Alphen Farm Estate for the past 21 years. “I breakfast daily either at La Belle or just down the road at Greens – where else would I go?”

He has resided all over the peninsula, starting in Wetton, then moving to Oranjezicht, Camps Bay, Hout Bay – where he had two homes, Constantia – three homes – and to Camps Bay again. Currently he and his family live in Bishopscourt. “The kids refer to themselves as gypsies, but I believe we’ve finally found home. Bishopscourt is paradise and the property we live on is really lovely,” says Kilbride. However, another move is on the cards; “We have recently bought an empty “old lady” of a house, only three minutes away, and are currently converting her with the help of architect, Michael Dall. We hope this will be a home we never leave, and I want to have a flock of grandchildren playing on the lawn.”

Clearly, Kilbride is putting his money where his mouth is when he says that he remains convinced South Africa is a land of opportunity with huge investment potential. In spite of the current strong growth Warwick Wealth is enjoying internationally, Kilbride insists that the pull of SA is too strong to keep him and Jooles away for too long.

“Since my arrival, I have never spent more than a month or two out of South Africa. To me the country is a drug, it is home, it is the land of our children and it is where we have our roots.”

As an established investment professional, Kilbride is of the opinion that one should buy quality listed companies or funds, and by the same token only invest in a top quality property. “Position, position, position might sound like a clichéd mantra, but it remains a truism, and it

applies at all ages and levels of value; if you are choosing a home or an office, go with the one in the best position you can afford. As a well-travelled gypsy, I can say that it really does work.”

When it comes to timing, Kilbride believes there are some positive returns to be made in the short-term if you’re buying

into new developments, especially products such as gated estates which have historically shown themselves to be profitable especially if you buy in at the start directly from the developer with no transfer duty.

“In my opinion if you are buying property for the long term it is very hard for you to lose money. I remember buying a flat in the Cape Town City Bowl for £10 000 and at the time that translated into R50 000. Today that flat is worth, R1 500 000 which even at an exchange rate at 20:1 translates back to £75 000, that is a 7.5 x return. We often grumble about the weakening Rand but even with the local currency’s slow decline, property has given us a real return – even in international terms,” says Kilbride, adding that for good property there is always demand. His grandmother’s wisdom in this regard is priceless, she once said: “They are not making any more land, Ian!”

“You need only draw a graph of property values to discover that notwithstanding boom and bust years, ultimately you come out with what looks like one ever-rising line of value – and that’s something to believe in – that’s playing the long game!”

“Even with the local currency’s slow decline, property has given us a real return — even in international terms.”

www.warwickwealth.com

In 1990, Ian Kilbride climbed into a 30-year old Bedford truck, and along with a few friends, set off from London for Cape Town. 20 Countries and seven months in, having lost a few passengers to homesickness along the way, Kilbride was the last man standing, and travelled the last part of the journey from Zimbabwe to Johannesburg by bus. A rowdy month of partying in Rocky Street and Hillbrow behind him, he caught the old “milk” plane to Cape Town and hasn’t looked back since.

Chairman and CEO of Warwick Wealth, one of the fastest growing investment houses in South Africa, Kilbride says his original motivation for the great trek to the Cape was elephants. “I was convinced they were approaching extinction and was determined to see them in their natural

Good to know

Photo By HEDI LAMPERT KEMPER

THE ALL-NEW MINI 3 SERIES SEDAN
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Heading up A WINNING TEAM

Auric Auto's new dealer principal, Adriano Folsch is no stranger to setting and achieving goals.

The son of an Italian mother and a German father, Folsch inherited passion along with a strong dose of goal orientation, and these, combined with an uncanny talent for the beautiful game, led him into an early career as a professional footballer during which he played for York City, Crystal Palace and Bradford City. All in all, after matriculating from KES in Johannesburg, he spent eight years in the United Kingdom, many of which were in York City.

Knee injuries and homesickness saw him returning to South Africa, where he began a new, post-professional football career path in the motor vehicle industry. He spent 16 years working for BMW South Africa, before he moved into the retail side of the motor-vehicle industry. He spent time in regional and national dealership management for Mercedes Benz and Land Rover and did some consulting work for Eric Scoble, head of Auric Auto and Mekor. Today he's the dealer principal at Auric Auto where life revolves almost completely around BMW and of course, Mini.

Folsch is currently driving a BMW 435i Grand Coupé, which, he says, epitomises luxury and power, good looks and efficiency. "I need to be a bit in love with my car as I spend a fair portion of my day commuting". Presently living in Somerset West, near the beach, Folsch who grew up with a father in the shipping business, spent his childhood in a number of different major ports around the world. He was schooled in, among other places, Alexandria, Egypt. "I suppose that's why I need salt in my veins," he adds. So when he's not on the road, he's either surfing or yachting. He's sailed the

Cape to Rio, and closer to home navigated the Mossel Bay to Cape Town route. And yes, he's still crazy about football and is an avid Manchester United supporter.

Strongly defined by team ethics, Folsch's management style emphasises the importance of team roles among the dealership staff and he is big on rewarding efforts and building morale. "The motor vehicle market is a tight one and competition against other dealerships is high," says Folsch. "The bottom line is, it's a hassle to come back to a dealership for a service after you've bought your car, but it's unavoidable, and we know we have to go out of our way to be welcoming and to make the experience as pleasant as possible for the 60 to 70 car owners who come in daily." Courtesy, punctuality and of course impeccable service can never be taken for granted, adds Folsch. "Auric Auto has a good reputation, but we can never rest on our laurels and I'm determined to keep building and keep improving on the current experience we provide," he says. Auric Auto customers can expect free Wi-Fi, cappuccinos, sandwiches and daily newspapers in a relaxed environment to the track of vibey music. "After sales service is the pool we largely must fish in for our next sale," says Folsch.

Beyond the borders of the dealership, Auric Auto remains very involved in outreach projects and sponsorships which include schools rugby, golf days and the sponsorship of sporting personalities such as Stormer's no. 8, Nizaam Carr, BMW's latest brand ambassador.



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Legendary denim brand, Lee boasts more than 120 years of passion in craftsmanship. Having started as a practical-and-durable workwear manufacturer, the contemporary-and-trendy fashion giant continues to make history with its product innovations, such as the world's first-ever zip fly jeans in 1926, the iconic 'Hair-on-Hide' leather label and 'Lazy S' back pocket stitching.



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Go on, flash!

By Valentina Gianfranco

A smile should be the one thing you're not afraid to flash.

What's in a smile?

No sooner have the smiling muscles in your face contracted, a positive feedback loop whizzes to the brain, reinforcing neural pathways associated with feelings of joy. Little wonder then that without teeth or with constraints on your ability to smile, these "happiness" pathways may become roads less travelled, and as a result your personality and indeed your outlook on life is likely to be altered. Clearly then, the line between the cosmetic and the functional is beginning to blur.

"The line between the cosmetic and the functional is beginning to blur."



"Most people will require cosmetic dentistry at some point in their lives, even if it's mostly for maintenance reasons," says Dr Gustav Hefer of the Smile Studio in Kenilworth Cape Town. "We have to maintain the functionality of our teeth and cosmetic work buys you time; for example, many people grind their teeth and cosmetic dentistry can rebuild the eroded sections. Continued grinding will obviously erode away at the new surfaces, but cosmetic dentistry can conceivably give you another twenty years of optimal function," says Hefer.

With much of his work focusing on the science of smile design, Hefer says positioning, proportions, shape, colour and translucency of the front teeth on display in a smile, as well as the shape and position of the lips must be taken into account, and improved on when 'designing' your smile, hence the introduction of Hyaluronic acid fillers and Botox into the equation. Additional tools of the aesthetic dentist's trade include: Orthodontics (braces), porcelain veneers and crowns, dental implants, tooth-coloured fillings and of course, tooth whitening.

While bleaching is a conservative approach to achieving a whiter smile, in that it works on the enamel, of the teeth, Hefer says one shouldn't be unrealistic about the outcome. "Bleaching results are all about expectations – the younger the teeth, the better the results, but be aware that Hollywood smiles in the over 40s are invariably not due to bleaching alone – they're more likely to be a result of crowns or veneers."



Six Steps to a Sparkling Smile

- Rinse your mouth out with water after meals and particularly after drinking fizzy colas – even diet or sugar free versions – they are very acidic.
- Use a fluoride mouthwash before going to bed as this helps to protect your teeth against acid produced by reflux which many people suffer from without even realising. Men aged 45 and over are particular prone to reflux.
- Brush your teeth at least twice a day, floss at least once a day, see your dentist regularly, and avoid smoking or chewing tobacco.
- Brush your teeth for at least one and a half to two minutes. "Many people don't brush their teeth for long enough to allow the fluoride to penetrate," says Hefer who advocates the use of an electric toothbrush "It slows you down and there's less temptation to scrub wildly, which can damage the gums and lead to gum erosion and sensitivity."
- Cheese after dinner is better than sweet things as it neutralises acid.
- If you're drinking fruit juice, dilute with two thirds water to a third juice.

Smile Studio

The team at the Smile Studio in Kenilworth, are renowned for helping patients achieve their ideal smile. With 25 years of experience in aesthetic dentistry Dr Gustav Hefer specialises in dental implants to replace missing teeth as well as ceramic crowns, conveniently made while you wait. Dr Alex Cornell has 12 years of international experience and focuses on aesthetic dentistry, orthodontics, Botox and fillers.

Dr Gustav Hefer — B.Ch.D.(Stell) Dental Surgeon

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"Photography is my passion, I take great pride in my work and love seeing a happy client. It is incredibly rewarding to see a photograph you have taken in print – I try hard to do justice to the magnificent houses I shoot," says Boden.

"Each house tells its own story and requires something different from me," says Boden who specialises in most photography and virtual tours, as well as classic interiors and exteriors. He says that most photography affords him the opportunity to take an elevated photograph highlighting the house from a unique angle, which often provides the viewer with a much more inclusive overall view of the property. 360 Degree virtual tours allow the viewer to "walk around" the property with a click of the mouse.

"I always attempt to work very closely with the agent and homeowner to ensure the readiness of the property – this is paramount; It is a huge responsibility to take the best possible picture of the property, since a published photograph competes with countless other images and you only have a few seconds, if that, to draw potential buyers in," explains Boden.

He advises that daylight is best for shoots to maximise on publicity opportunities as daytime shots work across all media. Darker dawn or dusk shots can be used as hero shots in glossy media, but newspaper print is usually unkind to darker images.

Packages of all Harry Boden's services are available, offering sellers the benefit of completing all the necessary marketing photography in one go, thus avoiding the inconvenience of preparing the property for several different shoots and various photographers.



Photography by **Harry Boden** / 082 600 9861 / harry@boden.co.za

WWW.BODEN.CO.ZA



The Old Cannon Brewery

- A unique opportunity to own a spectacular heritage property

Dating back to the 19th century the Old Cannon Brewery in Newlands harks back to an era when solid structures built from sunbaked bricks were designed to extravagant specifications — an era when grandeur, dignity and endurance were paramount.

Guided by these principles, Gwelo Goodman, an amateur yet inspired architect set about renovating and altering the Old Cannon Brewery in Newlands, with the vision of transforming it into a residence where notable guests such as Nobel prizewinning playwright George Bernard Shaw and Queen Victoria’s granddaughter, the Princess Alice have since been hosted.

A number of elegant and generously proportioned reception rooms lead off the entrance hall, and these boast teak and yellowwood parquet floors laid out in large contrasting squares. Massive floor-to-ceiling teak-framed windows allow sunshine to flood in, while original antique fireplaces are still in place in several of the rooms. There are also deco-style fittings and many of the doors are set within elegant moulded lintels beneath attractive and sizeable fanlights and have their original brass fittings.

The home boasts various studies and sitting rooms, including a gentleman’s study, a huge family room opening onto

the pool area, and a playroom / office off the large family kitchen. Upstairs, the home enjoys eight well-proportioned carpeted double bedrooms, all of which are en-suite, and look over to the mountains or tree top canopy of Newlands. Additional accommodation includes: a formal dining room, a breakfast room, a wine cellar, pantry and a magnificent loft studio flat with its own kitchen and bathroom, plus a private balcony with breathtaking views of Table Mountain.

Various additional outside buildings and rooms form part of the property, including the recently converted gatehouse into a one-bedroom, one-bathroom guest cottage, as well as staff quarters and a substantial space that would be perfect as a pottery, woodwork or general craft studio. There is also a separate laundry and parking for 15 cars. The property may be accessed via two different gates.

The Old Cannon Brewery deserves to be viewed. This gracious property has every potential to serve as a singularly beautiful guesthouse, hotel or corporate headquarters or a magical residence for a large family.

Price on application

8 Bedrooms - 8 Bathrooms - 15 Parking Bays
Web Reference: GFHO-1206

Set on a sprawling 5928m², the 1059m² home overlooks secluded park-like grounds with immaculate lawns, citrus trees and idyllic water features and a large pool. Here cork trees and flowering shrubs thrive, while birds and squirrels abound.



Upon entering the reception hall, one is struck by the massive volume – almost 14 metres from polished quarry-tiled floors to exposed trussed ceiling. A grand staircase, rises from both sides to a corbelled balcony which forms a gallery overlooking the central entrance space. Notable too are the hand hewn stone steps, said to originate from the slopes of Table Mountain, and the wrought iron balustrade, crafted at the hand of Perow the Wynberg Blacksmith.

A number of elegant and generously proportioned reception rooms lead off the entrance hall, and these boast teak and yellowwood parquet floors laid out in large contrasting squares.



FOR ENQUIRIES PLEASE CONTACT - Donna Norgarb - 071 602 7518 - donna@greeff.co.za



BISHOPSCOURT

R38 million

Refined chateau

The perfect combination of grandeur and simplicity. Thoughtfully designed reception areas maximising flow between American-shutter enclosed terrace and level lawn. Upstairs bedrooms boast balconies with imposing mountain views. Be charmed by the roof-top lemon orchard. Sublime main en-suite with his and hers dressing-rooms and bathrooms. Air-conditioning and underfloor heating throughout. Temperature controlled wine cellar, floodlit tennis court, borehole irrigation, copper oxygenated swimming pool, surveillance cameras and guardhouse. Double staff accommodation.

5 Bedrooms - 5 Bathrooms - 4 Garages - Web Ref: GFHO-1206

FOR ENQUIRIES PLEASE CONTACT - Debbie Woods - 082 578 4181 - debbie@greeff.co.za



For more information - Debbie Woods - 082 578 4181 - debbie@greeff.co.za



BISHOPSCOURT

R35 million

Eclectic European-style home

Situated in an enviably elevated position in Bishopscourt, this home has extensive accomodation and is beautifully appointed with a wonderful quirky touch. A self-contained guest wing adjoins, ideal for dual living or bed-and-breakfast option.

7 Bedrooms - 7 Bathrooms - 4 Garages - Web Ref: GFHO-1188



For more information - Debbie Woods - 082 578 4181 - debbie@greeff.co.za



KENILWORTH UPPER

R16,9 million (Incl VAT)

Beautifully restored Victorian Guest House

Circa 1897, this unique Victorian residence is nestled in an excellent location. Gracious reception rooms, six en-suite bedrooms with fire-places and private cottage with en-suite bedrooms. High ceilings, crafted mahogany cupboards and perfect Victorian bathrooms.

8 Bedrooms - 8 Bathrooms - 3 Garages - Web Ref: GFHO-0099



For more information - Debbie Woods - 082 578 4181 - debbie@greeff.co.za



CLAREMONT UPPER

R8,25 million

Enviably position in prime Eyton Square

Modern and open-plan home with effortless flow between kitchen, dining room and lounge. Manageable garden and fashionable pool. Plush upstairs suites, wine store, American-shutters, direct access garaging and top-notch security.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFHO-1254



CONSTANTIA UPPER

R19,5 million

Majestic family home with breath-taking views

Glorious thatch homestead elevated with panoramic views of mountains and False Bay, set on two acres with the option of developing a registered one-acre plot. Two completely self-contained cottages add to the versatility of this property.

A thatched pool pavillion with built-in braai and a wet bar features a wonderful alfresco dining area, a gym room with exposed thatch ceilings and a Jacuzzi. Additional features include a shower room, steam room and sauna. There is also staff accomodation.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Reference: GFHO-1183

FOR ENQUIRIES - Cheryl Teubes - 082 457 9980 / Ashley Barnes - 083 261 3996 / Sari Raz - 072 926 2604



CONSTANTIA UPPER

R19,5 million

A sensational property that has it all

Space, views, privacy and magnificently positioned. This exquisite property captures the magic of Constantia at its best. Handsome gates open to a beautifully landscaped elevated acre with panoramic views. Custom built six years ago to the ultimate quality, this impeccable property has broad terraces, a luxurious pool, entertainer's pool pavilion and several features to enhance your lifestyle. Underfloor heating, gas fireplace, borehole and generator.

4 Bedrooms - 4 Bathrooms - 3 Garages - Web Reference: GFHO-1096

Cheryl Teubes - 082 457 9980 / Ashley Barnes - 083 261 3996 / Sari Raz - 072 926 2604



CONSTANTIA UPPER

R13,5 million

Sophisticated sanctuary

This stunning residence nurtures all of the senses thanks to the breath-taking beauty of the surrounding landscape. Located on an elevated view site, the remarkable outdoor living features a pool pavilion that echoes the main home's stylish design. The versatile bedroom wing will cater for the larger family or can be split to provide dual living. Additional loft accommodation includes a studio/office and en-suite bedroom. The sleek kitchen design incorporates a sunny eating area and garden atrium.

6 Bedrooms - 5 Bathrooms - 3 Garages - Web Reference: GFHO-1176

Ashley Barnes - 083 261 3996 / Cheryl Teubes - 082 457 9980 / Sari Raz - 072 926 2604



Cheryl Teubes - 082 457 9980 / Ashley Barnes - 083 261 3996 / Sari Raz - 072 926 2604



CONSTANTIA UPPER

R12,75 million

A lifestyle of seductive privacy

Situated in a quiet cul de sac, this extravagantly proportioned double storey is only minutes away from the popular Constantia Village Shopping Centre, Virgin Active Sport Centre, fabulous restaurants and the historic triangle of the famous vineyards of Constantia.

6 Bedrooms - 6 Bathrooms - 2 Garages - Web Ref: GFHO-1039



Ashley Barnes - 083 261 3996 / Cheryl Teubes - 082 457 9980 / Sari Raz - 072 926 2604



CONSTANTIA UPPER

R12,5 million

Elegant homestead in prestigious Avenues position!

A classic entrance hall leads to the gracious living room and a dining room. Conveniently located off the gourmet kitchen, a comfortable family room leads to sheltered terrace. North-facing garden includes a tennis court and two self-contained apartments.

4 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: GFHO-1175



Cheryl Teubes - 082 457 9980 / Ashley Barnes - 083 261 3996 / Sari Raz - 072 926 2604



CONSTANTIA UPPER

R9,95 million

State-of-the-art and no load shedding

One of three homes set in a small gated estate, tucked away in a quiet, leafy cul de sac. Enclosed patio over-looking sparkling pool, and an indoor gas braai and built-in bar for easy entertaining. A double garage, plus a staff room. This gem is a rare find.

4 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: GFHO-1138



CONSTANTIA UPPER

R11,5 million

North-facing in the Avenues

Gorgeous views from this elevated, sun-drenched home, nestled in a quiet close. Easy flow from lounge, TV room and dining room onto a covered wind-free patio for year-round entertaining.

4 Bedrooms - 3 Bathrooms - 3 Garages

Web Reference: GFHO-1233

For more information: Ashley Barnes - 083 261 3996 /

Cheryl Teubes - 082 457 9980 / Sari Raz - 072 926 2604



CONSTANTIA UPPER

R9,6 million

Accommodation galore in this versatile home

This seven-bedroom, seven-bathroom property has plenty to offer. The home boasts open-plan lounge, dining and kitchen area, stepping out onto a large entertainment/ family room with built-in braai overlooking the pool for easy entertaining. Generous bedrooms lead out through pretty French doors onto a covered balcony overlooking the mountain. A peaceful and tranquil place to be.

7 Bedrooms - 7 Bathrooms - 4 Garages - Web Ref: GFHO-1205

Cheryl Teubes - 082 457 9980 / Ashley Barnes - 083 261 3996 / Sari Raz - 072 926 2604



CONSTANTIA UPPER **R8,5 million**

Priced to sell

Put your personal stamp on this Nova Constantia home. Versatile with so many options for the extended family. Six-car garaging for the collector or hobbyist.

Cheryl Teubes - 082 457 9980 / Ashley Barnes - 083 261 3996 / Sari Raz - 072 926 2604 4 Bedrooms - 3 Bathrooms - 6 Garages - Web Ref: GFHO-1220



CONSTANTIA **R5,9 million**

Savour the silence

Magnificent mountain views are the backdrop for this stylish and efficient home set in a quiet street.

For more info - Anthony Snyman - 083 621 1279 / Jean Kerr - 082 975 8427 3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFHO-1243



CONSTANTIA **R5,25 million**

Modern clean lines

Tucked away in a quiet position. A stylish and immaculate home with many extras.

For more info - Jean Kerr - 082 975 8427 / Anthony Snyman - 083 621 1279 3 Bedrooms - 2 Bathrooms - 3 Garages - Web Ref: GFHO-1242



CONSTANTIA RURAL **R10,25 million**

Beautifully presented residence in upmarket security estate

Sense of light and space throughout, with excellent indoor/outdoor flow to covered entertainment patio overlooking garden and pool with awe-inspiring mountain views.

4 Bedrooms - 3 Bathrooms - 2 Garages
Web Reference: GFHO-1069

For more information - Anthony Snyman - 083 621 1279 or Jean Kerr - 082 975 8427



CONSTANTIA RURAL **R9,9 million**

Entertainer's dream with dual-living options

Set in rural surroundings in a delightfully secluded, quiet cul de sac, this magnificent home offers unique accommodation and spectacular mountain views. Generous reception rooms flowing to outside garden.

6 Bedrooms - 7 Bathrooms - 2 Garages
Web Reference: GFHO-0965

For more information - Anthony Snyman - 083 621 1279 or Jean Kerr - 082 975 8427



For more info - Mariella Peretti - 082 357 4602 / Charles Silbert - 082 555 4286



CLAREMONT UPPER *R7,95 million*

Timeless Victorian elegance meets inspired contemporary design

A sense of grandeur and grace defines this exceptional property, liberally peppered with interior details that effortlessly transcend eras. The home has been meticulously restored and expanded.

4 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: GFHO-1201



COMPLETION DUE SEPTEMBER 2015

For more info - Mariella Peretti - 082 357 4602 / Charles Silbert - 082 555 4286

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFHO-1225

CLAREMONT UPPER

R5,8 million

Trendy "New York" style townhouse

Gorgeous chic home with up-to-the-minute finishes, comprising a mixture of warm natural products and cool industrial elements! This definitely has the WOW factor!



COMPLETION DUE SEPTEMBER 2015

For more info - Mariella Peretti - 082 357 4602 / Charles Silbert - 082 555 4286

2 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: GFHO-1226

CLAREMONT UPPER

R6,2 million

Sexy New York style penthouse... only better

With panoramic, uninterrupted, stupendous views of the mountain, this trophy penthouse is either a great investment opportunity or a perfect pad!



For more info - Donna Norgarb - 071 602 7518 - donna@greeff.co.za



NEWLANDS

R10,9 million

Fall under the spell of this truly gorgeous home

This large family home truly encapsulates the best aspects of living in Fernwood. Brimming with the beautiful ambience and aromas of the forested mountain. With double-volume areas, the house is spacious, yet warm. Spanning two erven with the house and a large rooftop garden.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFHO-1198



For more info - Donna Norgarb - 071 602 7518 - donna@greeff.co.za



NEWLANDS

R7,6 million

The perfect family home

This perfect Fernwood family home was designed and built for the current owner by award winning architect, Lionel Edwards. Light flows abundantly in this spacious well-kept home. The home opens to various external living spaces, from a courtyard to the pool area.

4 Bedrooms - 3 Bathrooms - 2 Parking Bays - Web Ref: GFHO-1272



For more info - Mariella Peretti - 082 357 4602 / Charles Silbert - 082 555 4286



CLAREMONT UPPER

R6,4 million

Industrial chic

A stylish blend of natural elements including floor-to-ceiling glass sheets, aluminium, concrete, travertine and wood combine the best of contemporary design.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFHO-1124

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For more information - Geraldine McKay - 083 450 6643 - geraldine@greeff.co.za



RONDEBOSCH

R4,1 million

Versatile family home

This much-loved, solid family home boasts new wooden floors, blinds on all of the windows, many French doors and lots of cupboard space. There is a feeling of openness and light throughout this house. It is a well maintained, neat home, positioned in Rondebosch near leading schools.

4 Bedrooms - 3 Bathrooms - 3 Garages - Web Ref: GFHO-1279



For more info - Val Petzold - 083 625 0433 / Mark Shagam - 083 272 4004



CLAREMONT

R3,998 million

Brand new release

Set in a quiet street in popular Lynrae and close to everything. West-facing aspect offers lovely views. Generous accommodation of three bedrooms and two bathrooms. Warm sitting room with a separate dining room, family room and studio. Lovely garden with pool.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFHO-1270



For more information - Mark Shagam - 083 272 4004 / Val Petzold - 083 625 0433



CLAREMONT

R2,85 million

Safe and secure in this modern 'lock-n-go'

Low maintenance, practical and offering a comfortable lifestyle. Living room, open to unusual atrium dining room, TV lounge, direct-access double garage, central airconditioning, small patio garden, computerised irrigation and so much more. A clever buy!

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFHO-1224



BERGVLIET

R4,5 million

One of Bergvliet's hidden gems

Securely tucked behind walls and feature portico entrance, this elegant and well-planned contemporary homes offers premium indoor/outdoor flow and first class entertainment options. An open-plan "great room" is divided into dining room with stack-back wood and glass doors to an east-roofed patio and the generous lounge, flows to patio for entertaining or enjoying as a family. Set comfortably in private gardens and positioned in the heart of Bergvliet – Dreyersdal. A must see.

5 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFHO-1256

More info - Liz Robertson - 082 895 3417 / Roz van der Walt - 083 278 7269



BERGVLIET

R4 million

Contemporary classic in Sweet Valley

This home is the perfect option for extended family living, home office or income generating flat. From the beautiful beech wood floors which are a feature, the dark wood doors and windows, to the steeply-pitched roof with its deep overhangs, this home epitomises quality and comfort. Located within Bergvliet, proximity to Sweet Valley School would guarantee zoning! The generously sized living room with stack doors on the west and French doors on the north aspects is sunny with views of the leafy garden and pool.

5 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: GFHO-1274

More info - Liz Robertson - 082 895 3417 / Roz van der Walt - 083 278 7269



PLUMSTEAD

R1,495 million

If you've been looking, here is your Unicorn

A remarkably rare opportunity to create your own dream home on what must be one of the last plots available in the Timour Hall area. This 500m² erf situated on a prestigious road on the border of Constantia previously formed part of a double plot dwelling which has been separated. The property has a designer swimming pool and entertainment area on it and consists of a large grassed area on which to plan your home, designed to your specification. This is a fantastic opportunity which will not wait for those who hesitate.

Web Ref: GFHO-1203

More info - Kurt Wucherpennig - 082 897 6130 - kurt@greeff.co.za



WYNBERG

R2,25 million

Light-filled generous lock 'n leave

Ideally positioned between Chelsea and Constantia Village, a modern and immaculate north-west facing apartment, three generous rooms, open-plan living leading to a delightful garden and entertainment area. Character parquet flooring in excellent condition, top quality carpets and tiles complete this inviting apartment. The ideal kitchen overlooking the treed communal garden, is equipped for dish-washer and washing machine. Full neutral colour bathroom with separate cloak room.

3 Bedrooms - 1 Bathroom - 1 Garage - Web Ref: GFHO-1280

For more info - Lana Holt - 071 035 9458 - lana@greeff.co.za



For more information - Lana Holt - 071 035 9458 - lana@greeff.co.za



WYNBERG

R2,8 million

Classic European chic

Situated in the heart of Chelsea Village, this lock 'n leave offers two levels. Downstairs: Enter into the inviting hallway where the elegance is immediately apparent with high ceilings, classic tiled black and white floors and a carpeted staircase.

2 Bedrooms - 1 Bathroom - 1 Parking Bay - Web Ref: GFHO-1228



For more information - Lana Holt - 071 035 9458 - lana@greeff.co.za



WYNBERG

R5,85 million

Own a piece of history

Magnificent heritage home 'Kleine Oude' circa 1798. Character filled, original wooden floors in excellent condition, four generous rooms, open-plan living with feature fireplace, Provençale country-style kitchen with built-in gas stove. An enchanting landscaped garden.

6 Bedrooms - 1 Bathroom - 2 Garages - Web Ref: GFHO-1196



For more info - Michael Greenwood - 076 070 5551 / Tim Greeff - 083 642 4848



KENILWORTH

R3,2 million

Perfect family home

This stylish and homely residence is a gem just a stone throw away from the hustle and bustle of Harfield Village. Boasting three generously sized bedrooms and two beautiful bathrooms (main en-suite). Front entrance opens up into an inviting and cosy living space.

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: GFHO-1266



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— Neville Owen



TOKAI

R6,475 million

Quiet perfection

Impeccable secure executive residence, styled with flair and attention to detail, top quality finishes throughout, with emphasis on space and flow for entertaining indoor/outdoor, with a north-facing undercover patio with drop down blinds. Open-plan kitchen with breakfast bar for family meals and formal dining area for dinner parties, man cave for the boys and ladies 'study' for the girls. A magical garden for the kids with sunken trampoline and jungle gym surrounded by astro-turf, plus sparkling pool and garden for ball games.

5 Bedrooms - 3 Bathrooms - 2 Garages - Web Reference: GFHO-1208

For more info - Karen Little - 083 261 8849 - karen@greeff.co.za



TOKAI

R5,595 million

A toast to good taste

Impeccable classic executive family residence, open-plan formal and informal living and entertainment areas plus beautifully appointed kitchen with walk-in pantry and separate laundry. Four good sized bedrooms, main en-suite, plus study and extra bathroom. The flat is extra spacious, and designed for comfort, with a large bedroom plus fitted study. This home boasts a magical garden and lake pool, plus borehole and irrigation, great security throughout.

4 Bedrooms - 4½ Bathrooms - 4 Garages - Web Ref: GFHO-1100

For more info - Karen Little - 083 261 8849 - karen@greeff.co.za



TOKAI

R4,95 million

Beautifully renovated - Move right in

Your dream home! Designed for maximum enjoyment, formal and informal living areas. Doors leading from the lounge with fireplace and dining area to the north-facing undercover entertainment patio, solar heated pool and spacious garden, for kiddies fun! Quality modern fittings throughout. Office/domestic quarters and / or guest suite with own entrance. Positioned in leafy Morningside, ideal for Reddam School and all local amenities.

3 Bedrooms - 3 Bathrooms - 3 Parking Bays - Web Ref: GFHO-1216

For more info - Karen Little - 083 261 8849 - karen@greeff.co.za



TOKAI

R4,5 million

For the entertainer! Prime position

This charming immaculate home is deceptively large, set in a beautiful leafy garden with access to the greenbelt. Pretty entrance hall leads to the spacious dining area with doors to the upstairs entertainment balcony with built-in pizza oven.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFHO-1093

For more info - Karen Little - 083 261 8849 - karen@greeff.co.za



TOKAI

R4,425 million

Designed for happy living

A truly special home, enjoy family meals in the eat-in kitchen or dine in the formal dining room/ lounge which has a wood-burning fireplace, and there is a separate TV room for the kids. Guest suite with separate entrance or work from home/ teen-pad! Sparkling pool with water feature and magical garden for the children. All in the heart of Dennendal!

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFHO-1184

For more info - Karen Little - 083 261 8849 - karen@greeff.co.za



TOKAI

R3,95 million

Home sweet home - generous living

Perfect for the larger family, offering informal TV room and formal dining room and lounge, doors lead to the deep undercover veranda and big garden for the kids, come play ball! Fully fitted kitchen and breakfast bar, with separate scullery/ laundry and drying yard. All bedrooms have fitted cupboards and main en-suite plus family bathroom.

5 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFHO-1227

For more info - Karen Little - 083 261 8849 - karen@greeff.co.za



KIRSTENHOF

R2,795 million

Entertainer's delight!

Jackpot for the quick buyer, nestled in the heart of Kirstenhof close to all amenities, offering a fun-filled bar with built-in braai, flowing to the undercover outdoor entertainment patio, sparkling pool and pretty garden.

4 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFHO-1110

For more info - Karen Little - 083 261 8849 - karen@greeff.co.za



TOKAI

R1,645 million

Starting out or scaling down – the perfect lock 'n go

This lovely duplex is located in a much sought-after complex, close to all amenities, perfect for the first-time buyer or those scaling down. Spacious lounge/dining room with doors to the front entertainment patio, fully fitted kitchen with doors to the backyard and drying area.

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: GFHO-1217

For more info - Karen Little - 083 261 8849 - karen@greeff.co.za



KLEIN WASSENAAR

R1,29 million

The perfect starter home

Beautifully presented townhouse in a much sought-after complex. Light, bright and airy, well laid out kitchen with breakfast bar to open-plan dining area and lounge with French doors to patio and north-facing garden. Well situated for Kirstenhof school, Blue Route Shopping Mall, FoodLovers Market and the beach! One parking bay in addition to the garage.

2 Bedrooms - 1 Bathroom - 1 Garage - Web Ref: GFHO-1262

For more info - Karen Little - 083 261 8849 - karen@greeff.co.za



KIRSTENHOF

R920 000

Sought-after complex in heart of Kirstenhof

Ideal for starting out or scaling down, this lovely duplex is north-facing and is in great condition. Good security, plenty of parking and perfectly positioned for Blue Route Shopping Mall.

2 Bedrooms - 1 Bathroom - 2 Parking Bays - Web Ref: GFHO-1260

For more info - Karen Little - 083 261 8849 - karen@greeff.co.za



SILWERSTEEN ESTATE

R18,5 million

Mountainside family living at its finest

Thoughtful design, painstaking attention to detail and quality finishes combine with architectural inspiration, space and location to create a family home that ticks all the boxes and then some. Perched way above the Southern Suburbs on the slopes of Steenberg Mountain, with uninterrupted panoramic views to the Hottentots Holland Mountains, this covetable property is located in the exclusive high security Silwersteen Estate with 24/7 guarding, cameras and electrified fencing.

6 Bedrooms - 5 Bathrooms - 3 Garages - Web Reference: GFHO-1000

For more information - Bruce Durham - 082 380 1880 - bruce.durham@greeff.co.za



NIEUWE STEENBERG

R7,9 million

Begin your new secure lifestyle

Idyllic lock up and go in a sought-after security estate. Breathtaking views of the mountain and Steenberg vineyards. Close to top schools, golf course, forest, beach and winelands.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFHO-1245

For more information - Mandy Kuhn - 082 600 8846 / Bruce Durham - 082 380 1880



NIEUWE STEENBERG **R9,95 million** (Incl VAT. No Transfer)

Own a piece of historic Cape winelands real estate

Home to a growing community of families, the luxurious and secure Nieuwe Steenberg Estate enjoys a rare and tranquil setting beneath the Steenberg and Constantiaberg mountains. Built on an elevated heritage site with gentle slopes, Nieuwe Steenberg, which neighbours the Steenberg Golf Estate, boasts panoramic views of the wine estate's award winning vines, the exquisitely landscaped Steenberg Golf Estate, the majestic mountain range and the southern peninsula.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Reference: GFHO-1036

For more information - Bruce Durham - 082 380 1880 / Mandy Kuhn - 082 600 8846



NIEUWE STEENBERG **R7,95 million**

Rare opportunity knocks to live in a security development

This elegant north-facing, three-bedroomed, en-suite home overlooking the Steenberg vineyards offers a sparkling pool and sundeck, plus the joys of a low-maintenance lock-up-and-go lifestyle.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFHO-1276

For more information - Mandy Kuhn - 082 600 8846 / Bruce Durham - 082 380 1880



NEW RELEASE
IN ZWAANSWYK

A-*once-in-a-lifetime* opportunity to downsize to a spacious dream home.

Idyllic, semi-rural Zwaanswyk Road, located at the foot of the Constantiaberg range is soon to be home to a top-security gated estate comprising 18 luxury, double-storey, uniquely conceived homes with mountain and valley views.

New Court at Steenberg, will offer stylish and sophisticated real estate with enough space for your antiques and treasured memories, a sleepover space for the grandchildren or visiting friends, beautiful landscaped gardens and a pool, but with none of the maintenance hassle.

Soak up the tranquility of verdant bucolic surrounds on this spectacular 1.6-hectare site, and still enjoy the convenience of shops, restaurants, access to main routes and of course all the delights of the Constantia Valley and its wine farms.

Quality interiors | 3 Bedrooms including luxurious master suite, dressing room, stylish en-suite and balcony | Additional bathroom plus downstairs guest toilet | Top-of-the-range kitchen | Open-plan dining and living room and separate TV room | Patio | Scullery, laundry and storeroom | Single or double garage with direct access to home | Single entry/exit manned 24/7, perimeter electric fencing and CCTV cameras with off-site monitoring | Full-time estate manager living on the premises | On-site generator | Landscaped park-like grounds with pool, fountain court and gardens, plus a vineyard.



Priced from R8.55 million, incl VAT. No transfer duty

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GRABOUW

Sale by Tender

The 'Oldest Licensed Inn in South Africa' is on the market

Houw Hoek Inn is in excellent condition and currently comprises 49 rooms with 120 beds, conferencing facilities for 120 people, an a la carte restaurant and pub. Other amenities include a squash court, two swimming pools, a tennis court, volleyball court, putt-putt course, three boreholes and a generator with more than adequate spare capacity.

With some of its buildings dating back to the 18th century and boasting the first Liquor License (1834) in South Africa, the Houw Hoek Inn has more history than most countries. There are few Capetonians who have not attended a wedding or conference there, or at least stopped off for the famous Sunday carvery.

Just 45 minutes from Cape Town and unmissable from the N2, the Houw Hoek Inn has been in continuous operation for longer than any other hotel in South Africa. Yet this is a thoroughly modern facility with incredible infrastructure, staff and goodwill. A three star hotel that feels like so much more, a shrewd investor will have no difficulty polishing this jewel.

THE TENDER PROCESS CLOSSES AT 5PM ON THE 30TH SEPTEMBER 2015.

FOR ENQUIRIES PLEASE CONTACT - George Joubert - 083 306 0620 - george@greeff.co.za / Web Ref: **GFHO-1265**



MUIZENBERG

R5,2 million

Up in the clouds

This is a rarely available penthouse apartment in the much sought-after apartment block in Muizenberg called Cinnabar. With spectacular views from every window either of the sea or mountains and across to the Sandvlei. Large dining and living spaces and a modern kitchen with mountain views. Each bedroom has built-in cupboards and warm carpets. The main bedroom has an en-suite bathroom and a closed-in balcony surrounds both bedrooms. MUST VIEW!

3 Bedrooms - 2½ Bathrooms - 2 Parking Bays - Web Reference: GFHO-1273

For more information - Heather Cape - 083 320 6302 - hmcape@greeff.co.za



MARINA DA GAMA

R2,495 million

Large family home close to water's edge

In sought-after Marina Da Gama, this family home with triple garaging is very neat and tidy and you can move right in. Although not on water, this west-facing home is across the road from the local slipway. L-shaped garden with a sizeable pool on the one arm and beautifully kept garden on the other with a built-in braai. The best part of all is the spacious family lounge on the first floor which has a patio with 180 degree views of the mountains. Relax and watch the world go by.

4 Bedrooms - 2½ Bathrooms - 3 Garages - Web Ref: GFHO-1113

More info - Heather Cape - 083 320 6302 - hmcape@greeff.co.za



LAKESIDE

R2,095 million

Klein Welgemeend Estate

A superb opportunity to own the best plot of 730m², in the latest security estate on the mountain side. With breathtaking views of the vlei and the mountains beyond, from Cape Town right across to the Helderberg Mountains the sea. This plot has the advantage of being on the north side of the development, and is backed by the majestic Muizenberg mountains. Waiting for a discerning buyer to create a beautiful contemporary mountainside home.

Web Ref: GFHO-1139

More info - Heather Cape - 083 320 6302 - hmcape@greeff.co.za

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SearchWorks, the well-known online data search application providing information to property professionals, now offers a Bridging Finance module.

The new module serves as a financial aid to accommodate and pay sellers and/or estate agents who require funds upfront. Speedy, digitized documentation means simplicity for either client from start to finish.

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- Mortgage Advance (applicable to purchaser)
- Agent Commission (applicable to Estate Agencies / Agents)

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Want more information?

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KENILWORTH

R1,695 million

Affordable renovated gem

This stylish home boasts three bedrooms, one bathroom and a newly renovated kitchen oozing charm, with Oregon pinewood flooring and immaculate finishes. The open-plan living room into dining area allows for a spacious layout as well as a wood-burning fireplace radiating a family feel. Good security with burglar bars on all doors and windows. Secure off-street parking for two cars. Conveniently positioned close to all amenities. This place will go!

3 Bedrooms - 1 Bathroom - 2 Parking Bays - Web Ref: GFHO-1215

More info - Michael Greenwood - 076 070 5551 / Tim Greeff - 083 642 4848



RONDEBOSCH EAST

R2,5 million

Low-maintenance, facebrick double-storey

This well-loved family home on a spacious ± 636m² corner erf offers: A formal reception area to open-plan dining / kitchen with loads of cupboards leading to scullery. Enclosed entertainment area with built-in braai overlooking a sparkling swimming pool. Air-conditioned bedrooms, double automated garage with direct access. A further ± four car parking behind automated secure gates. Excellent security throughout and so much more.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFHO-1237

More info - Shahieda Bardien - 084 512 4845 - shahieda@greeff.co.za



KENWYN

R2,35 million

A brand new release in sought-after neighbourhood

This tastefully renovated family home offers wide and spacious entrance leading to large living area boasting high ceilings. Excellent indoor/outdoor flow to covered patio overlooking a manicured garden. Excellent security throughout and so much more.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFHO-1251

More info - Shahieda Bardien - 084 512 4845 - shahieda@greeff.co.za



ZEEKOEVLEI

R1,695 million

Double-storey facebrick

Minimum maintenance in a good position with loads of accommodation. Three bedrooms downstairs and four upstairs, two en-suites with built-in-cupboards. Floors downstairs laminated, tiles and carpets. Large kitchen with plenty of cupboards. Teak floors upstairs. Lovely views. Small play park, pool and good security. Investors welcome!

7 Bedrooms - 3 Bathrooms - 1 Garage - Web Ref: GFHO-1238

For more info - Terry Pope - 072 419 0070 - terry@greeff.co.za

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NOORDHOEK

R7,495 million

Stylish fresh contemporary with magical views

This seven-year old home is perfectly positioned in Kakapo Close and has both fabulous sea and mountain views. The finishes are exceptional and this home is both warm and inviting, with wonderful flow from the living areas to the patios and the garden and pool area.

4 Bedrooms - 4 Bathrooms - 2 Garages - Web Reference: GFFB-0356

For more information - Dale Gremels - 082 539 9393 - dale@greeff.co.za



NOORDHOEK

R6,195 million

Eco-Friendly family home

This well-designed family home offers excellent sea and mountain views and has been built to a high standard of 'eco-friendliness'. The lounge, dining room and kitchen are open-plan with a large, central slow-combustion fireplace to keep things 'toasty' in winter. In addition, the entire slab throughout the house has been insulated to prevent heat loss and temperature change. The roof space has also been insulated and all windows and glassed doors have been double glazed. There is a separate entertainment room and all living spaces open onto the front patio.

5 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: GFFB-0404

For more information - Dale Gremels - 082 539 9393 - dale@greeff.co.za





For more information - Dale Gremels - 082 539 9393 - dale@greeff.co.za



NOORDHOEK

R6,35 million

Large home, lovely views

This home is ideal for the large or extended family and is perfectly set up to run as a guest house. The sea views are fabulous and the well-established, low-maintenance garden features a secluded, decked, solar-heated pool.

6 Bedrooms - 6 Bathrooms - 2 Garages - Web Ref: GFFB-0389



For more information - Dale Gremels - 082 539 9393 - dale@greeff.co.za



NOORDHOEK

R2,995 million

Brand new release - 5 500m² plot

Set in beautiful Brambledene with a Cape Vernacular Design guideline. No time limit within which to build. Choose your own architect. Rural zoning. Fabulous sea and mountain views! Big enough for a horse or two...

Web Ref: GFFB-0406



For more information - Dale Gremels - 082 539 9393 - dale@greeff.co.za



NOORDHOEK

R2,595 million

Opportunity knocks

Neat and pretty little home with a lovely framed sea view and excellent views of Chapman's Peak. No major renovations to be done. Good kitchen and bathrooms. Three bedrooms, two bathrooms, wide patio, single garage, room to extend. Move right in!

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: GFFB-0409

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Avenue premium unit



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STONEHAVEN

R4,75 million

Immaculate contemporary home

In a sought-after security estate nestled in a cul-de-sac, this home boasts panoramic views, top-end fixtures and finishes and a neat indigenous garden.

4 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFHO-1086

More info - Bruce Durham - 082 380 1880 - bruce.durham@greeff.co.za



FISH HOEK

R3,3 million

Spacious mountside home

Spread yourself out in this wonderful family home comprising three bedrooms and two bathrooms (main en-suite), open plan lounge/dining area and a kitchen with scullery. The large enclosed sunroom leading off the lounge has views across the Fish Hoek valley towards the sea. The pool and entertainment area, one level down, is also enclosed giving off an enjoyable atmosphere regardless of the weather conditions. A large store room leads off from this level.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFFB-0417

More info - Rob Mustart - 083 230 2291 - rob.mustart@greeff.co.za

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R2,695 million

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3 Bedrooms - 2 Bathrooms - 2 Parking Bays - Web Ref: GFFB-0338

For more info - Tracy Munnik - 082 412 8401 - tracy@greeff.co.za



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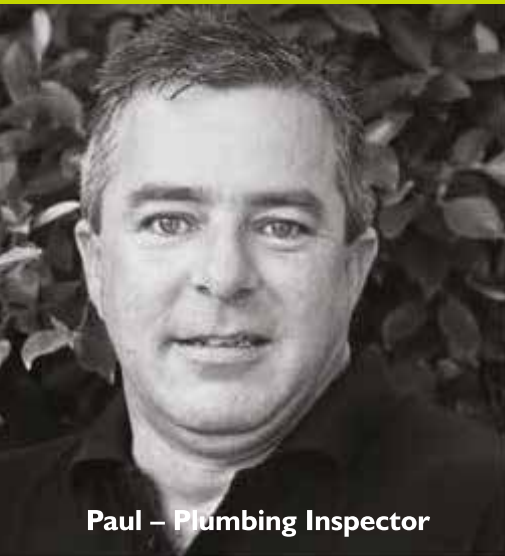
R2,395 million

Modern family home in excellent condition

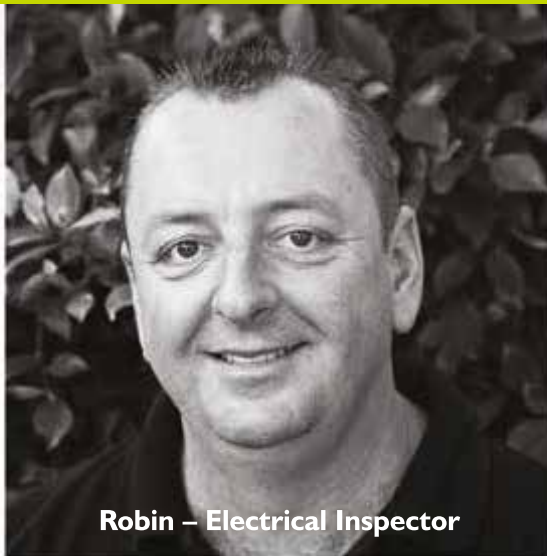
Immaculate, modern and dual-living potential. Situated in a quiet road of Capri Village. This home is perfect to be converted for the extended family or as an income producing flatlet. Downstairs – open-plan lounge / kitchen and dining with three bedrooms and a fourth bed or study. Separate entrance upstairs with a large open space. Tandem garage and undercover built-in braai area.

4 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFFB-0405

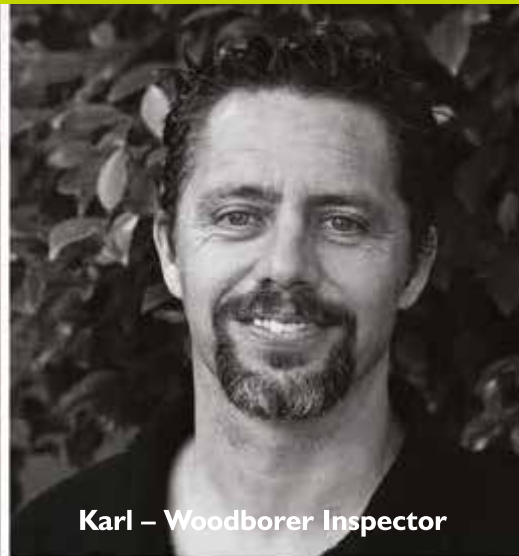
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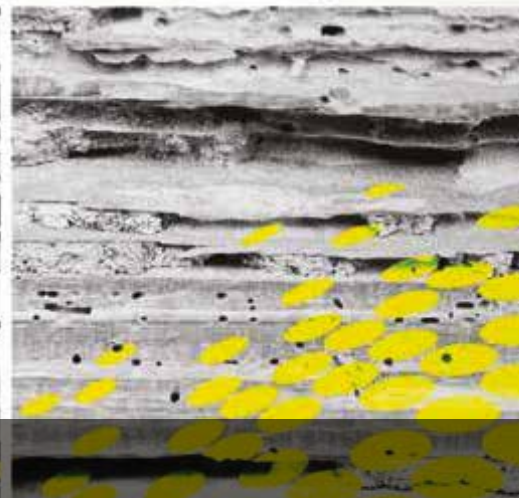
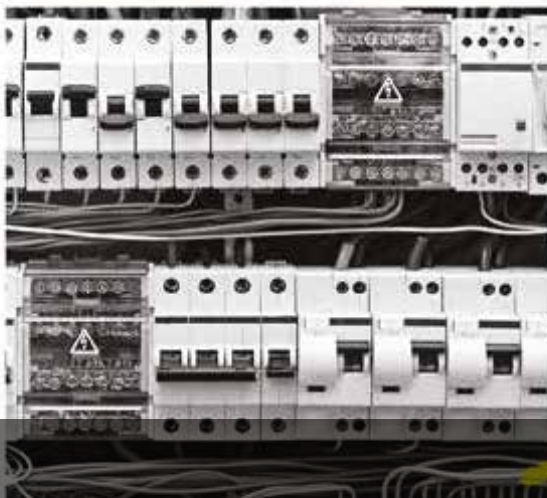
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SELLERS & PURCHASERS: GET TO KNOW YOUR CONSUMER RIGHTS!

WHEN DOES THE CONSUMER PROTECTION ACT (CPA) APPLY TO A SALE AGREEMENT?

- When a Seller and a Purchaser enter into an agreement, the CPA will only find application if the Seller is acting in the course and scope of his business, such as a property developer selling new units. This is because the Act applies to the relationship between a 'supplier', acting in the scope of his business, and a consumer. The purchaser must be a consumer as defined, ie: a natural person or an entity with an annual turnover of less than R2 million.
- Where the Seller enters into a once-off sale (because he is relocating, wants to move closer to schools, is retiring, or similar reasons), he does not qualify as a 'supplier'/'service provider' in terms of the CPA and the transaction will not fall under the provisions of the CPA.

WHEN DOES THE CONSUMER PROTECTION ACT APPLY TO A MANDATE?

- In a mandate agreement, there is a legal relationship between the Estate Agent and the Seller. Because the activity of marketing properties falls within the ordinary course of an estate agent's business, the latter is a 'service provider' for purposes of the CPA. As such the mandate agreement falls within the CPA.
- Note however that the Act excludes legal entities (not natural persons) with a yearly turnover of more than R2 million from the definition of consumer. Therefore, if the Seller falls in this category, the mandate will not fall under the provisions of the CPA.

WHAT CHANGES ARE THERE TO AN AGREEMENT WHEN THE CPA APPLIES?

If the CPA applies, the agreement must comply with the provisions of the Act, the most important of which are:

- (i) it must be in plain, understandable language;

- (ii) the consumer's attention must be conspicuously drawn to clauses in which the consumer accepts risk or liability, grants an indemnity or acknowledges a fact; and
- (iii) (in a sale agreement) the Seller cannot attempt to escape liability for defects by hiding behind the voetstoets clause.

WHEN CAN I EXERCISE THE 5 DAY COOLING-OFF RIGHT?

- A consumer may cancel any agreement (be it a mandate or sale agreement) within 5 days after signing it, if it was concluded as a result of direct marketing.
- 'Direct marketing' occurs when a consumer is approached in person, by ordinary mail or electronic mail to conclude a transaction. For example, if an estate agent approached a Seller directly with the view to obtaining a mandate to sell the property, the Seller may cool-off and cancel the agreement, penalty free, by giving written notice to the agent within 5 days after signing the mandate.

NO MORE VOETSTOOTS?

- The CPA determines that consumers have the right to receive goods that are free from defects.
- As such, if the sale agreement is subject to the CPA, the Seller cannot rely on a voetstoets clause to exclude liability for defects in the property of which he was unaware of. This risk now lies with the Seller.
- If the transaction falls outside the scope of the CPA, then it is still possible for a Seller to include a voetstoets clause in the sale agreement.



For expert support in your sale transaction, contact

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KOMMETJIE

R16 million

Ultimate beach front position with self-contained flat

The splendour of this Kommetjie home is breathtakingly revealed from the moment you step into the open-plan living room and dining area, which is flooded with natural light, and offers spectacular panoramic views of the ocean over the fynbos covered dunes, which are just beyond your garden gate. The sheer spectacle will stop you in your tracks!

5 Bedrooms - 4 Bathrooms - 2 Garages - Web Reference: GFFB-0398

For more information - Jill Russell - 082 468 8212 - kommetjie@greeff.co.za



KOMMETJIE

R3,3 million

Lovely sunny family home with views

Solid spacious home centrally situated to school and other amenities and just a stroll to the beach. Lovely sea views to Hout Bay from open-plan living areas with fireplace, leading out to an astro turf private balcony. Large, social, open-plan kitchen with separate scullery and laundry. Beautiful parquet flooring throughout the house.

4 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFFB-0401

More info - Jill Russell - 082 468 8212 - kommetjie@greeff.co.za



FISH HOEK

R2,395 million

Fabulous in Fish Hoek

Mountain high position with views across the valley to the Noordhoek coast. This three-bedroomed, (one en-suite) family bathroom (both bathrooms modernised), built-in-cupboards, large lounge leading onto a great sun/braai room with spectacular views. A dining room with access to the pool area, kitchen, single garage and a large erf of 1100m².

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: GFFB-0411

For more info - Tim Moore - 082 426 9377 - tim.moore@greeff.co.za



SIMON'S TOWN

R12,9 million

Breathtaking beachfront retreat

This beautiful family holiday home has been designed to maximise the splendid sea views and has been elegantly furnished with white washed wooden furniture and decorated with sumptuous wallpaper. The first floor is accessed from street level and features an open-plan kitchen, dining room and lounge all leading out to a large view deck. Also on this level is an en-suite guest bedroom and guest loo. The ground level boasts three en-suite bedrooms, all leading out to a pool and deck.

4 Bedrooms - 5 Bathrooms - 2 Garages - Web Reference: GFFB-0380

For more information - Brett M Cooper - 072 277 3308 - brettm@greeff.co.za



SIMON'S TOWN

R11,5 million

Elegant eco sanctuary

This idyllic mountain retreat is located in Castle Rock Conservation area. The main house offers three bedrooms all with fantastic sea views. From the kitchen enjoy easy flow between the open-plan living areas out onto the wrap-around deck and pool. The gorgeous perfectly renovated original fisherman's cottage which is currently run as a self-catering enterprise was featured in Getaway Magazine's top 10 beach cottages to stay. Land: 14 000 square meters.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: GFFB-0396

For more information - Brett M Cooper - 072 277 3308 - brettm@greeff.co.za

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CLAREMONT

R5,45 million

The Herschel - Penthouse

The only three-bedroom apartment in the complex. Modern and beautifully appointed. Communal swimming pool and entertainment deck with braai area on the roof top. Concierge desk with 24/7 security.

3 Bedrooms - 2 Bathrooms - 2 Parking Bays

Web Reference: GFHO-1044

For more info - Vilma Gruneberg - 082 895 9172



NEWLANDS

R5,75 million

Sophisticated apartment living

3 Bedrooms - 2 Bathrooms - 2 Parking Bays - Web Ref: GFHO-1221

For more information - Brent Farrell - 082 876 4548 - brent@greeff.co.za



PLUMSTEAD

R2,95 million

Beautifully appointed, north-facing apartment

3 Bedrooms - 2 Bathrooms - 2 Parking Bays - Web Ref: GFHO-1234

For more info - Kurt Wucherpennig - 082 897 6130 - kurt@greeff.co.za



DE WATERKANT

R6,9 million

Quality penthouse

Spacious, modern and well-equipped penthouse apartment with spectacular sea and mountain views plus braai area. Set in a trendy, centrally located complex. Storage area included.

3 Bedrooms - 3 Bathrooms - 2 Parking Bays - Web Ref: GFCB-0259

For more information - Oliver Barnett - 082 458 2374 - oliver@greeff.co.za



BO KAAP

R3,8 million

The best of both worlds

Mixed use zoning and a central location make this property attractive for urban professionals wanting to establish themselves. Great use of space and light creates a fantastic working or living environment.

4 Bedrooms - 1 Bathroom - Web Ref: GFCB-0284

For more information - Oliver Barnett - 082 458 2374 - oliver@greeff.co.za



GARDENS

R2,795 million

Historic cottage in the heart of the CBD

This corner property offers the advantages of modern city living with the craftsmanship and luxury of space unique to a bygone era. The reception rooms have high ceilings with original beams and Oregon pine floors.

2 Bedrooms - 2 Bathrooms - Web Ref: GFCB-0283

For more information - Oliver Barnett - 082 458 2374 - oliver@greeff.co.za



CITY CENTRE

R1,95 million

Manhattan style loft in the heart of CT's creative precinct

This chic loft apartment comprises 84m² of space with an additional expansive mezzanine level. The property is ideally suited for creative professionals to utilise as a photographic studio or funky offices.

Studio - 1 Bathroom - Web Ref: GFCB-0279

For more information - Oliver Barnett - 082 458 2374 - oliver@greeff.co.za



GARDENS

R1,895 million

Treat yourself!

This gem is situated in a perfect position for all the local amenities, just off Kloof Street. This two-bedroom apartment with one bathroom, large lounge and a secure parking will not be on the market for long.

2 Bedrooms - 1 Bathroom - 1 Parking Bay - Web Ref: GFCB-0277

For more info - Alan Screen - 083 235 0616 - alan.screen@greeff.co.za



CLAREMONT

R3,3 million

The Herschel

Modern bright and sunny, west-facing apartment with mountain views. Communal swimming pool and entertainment deck with braai area on the roof top. Concierge desk with 24/7 security.

1 Bedroom - 1 Bathroom - 2 Parking Bays - Web Ref: GFHO-1045

For more info - Vilma Gruneberg - 082 895 9172 - vilma@greeff.co.za



CLAREMONT

R3,8 million

Brilliantly positioned and beautiful views

Here is a large, front-facing, two-bedroom, two-bathroom (full bathroom en suite) with an open-plan kitchen to dining room through to the lounge and large patio. Wonderful mountain views. Includes use of a pool and gym.

2 Bedrooms - 2 Bathrooms - 2 Parking Bays - Web Ref: GFHO-1249

For more information - Brent Farrell - 082 876 4548 - brent@greeff.co.za



RONDEBOSCH

R2,2 million

Two-bed, two bath in retirement complex

The secure and desirable Evergreen Retirement complex in Rondebosch is home to this apartment with an open-plan kitchen, dining room to a spacious lounge adjacent to a comfortable patio.

2 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: GFHO-1132

For more information - Brent Farrell - 082 876 4548 - brent@greeff.co.za



RONDEBOSCH

R1,1 million

Safe, secure and well positioned

Situated in a secure environment, a one-bedroom with en-suite apartment at Rondebosch Village. The kitchen, dining room to lounge is open plan with generous cupboard space. Underground parking bay and a storeroom.

1 Bedrooms - 1 Bathroom - 1 Parking Bay - Web Ref: GFHO-1231

For more information - Brent Farrell - 082 876 4548 - brent@greeff.co.za



KENILWORTH

R950 000

Perfect starter home / investment

This newly renovated, double-storey maisonette boasts two bedrooms and one bath with an open-plan kitchen into lounge with ample space for dining table, which is ideal for entertaining.

2 Bedrooms - 1 Bathroom - 2 Parking Bays - Web Ref: GFHO-1267

More info - Michael Greenwood - 076 070 5551 / Tim Greeff - 083 642 4848



WYNBERG

R950 000

Two bed cluster house - Wynberg Lower

Large family room to kitchen, built-in cupboards, hob and plumbed for one appliance. Built-in cupboards in both bedrooms. Full bathroom with shower over bath. Tiles throughout. Good condition.

2 Bedrooms - 1 Bathroom - 1 Parking Bay - Web Ref: GFHO-1257

For more info - Terry Pope - 072 419 0070 - terry@greeff.co.za



WYNBERG

R550 000

Perfect for first time buyer / investor

This one-bedroom fourth floor apartment offers amazing mountain views and has an excellent rental return. Its central location is close to all public transport and amenities. Excellent security with 24-hour manned access.

1 Bedroom - 1 Bathroom - 1 Parking Bay - Web Ref: GFHO-1241

More info - Tim Greeff - 083 642 4848 / Michael Greenwood - 076 070 5551



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Warren Riley is Head of Equities for Warwick Wealth

In 2014, the listed property sector delivered a total return of 26.6% (8% income and 18.6% capital), outperforming equities, bonds and cash. This was driven by above inflation distribution growth, strong rental escalations and aggressive consolidation by the large players within the industry. Can this level of return be sustained, and where does one find value in what appears to be an expensive market?

When valuing listed property, our elements are essentially the same as bonds – price (what we pay for the property today), income stream (the distributions we receive over the life of the investment) and expected future value (the exit value of the property in future years). Unlike government bonds, however, only our initial cost is certain, while our future income stream or rental is somewhat uncertain, being at the mercy of economic cycles and individual market dynamics. Rental is usually secured by a lease agreement and has built-in contractual escalations at, or above, the rate of inflation, making property an attractive inflation hedge.

While these uncertainties make property riskier than bonds, it remains less risky than equities. Given, then, property's ranking on the risk spectrum, our expected return should exceed that of bonds, with the total return compensating investors for taking on increased risk associated with property's future income streams. The minimum return we should therefore accept on a new property investment is inflation plus 3-5%.

Today, the SA listed property sector is trading on a historic yield of 6%, which is a premium of 2% to the long-term government bond yield. This is the largest premium that listed property has traded over government bonds since 2007! This 6% yield, however, excludes various offshore and

capital appreciation focused counters such as Rockcastle, Attacq, Pivotal and NEPI. (Including these, the sector is trading closer to a 5.3% historic yield!)

With interest rates globally at close to zero, there is little room for rates to move lower, which means the capital growth property investors have experienced over the last 10 years could be set to slow or perhaps reverse. With capital growth slowing, investors will have to rely on compensation via the distribution yield they receive. In our opinion, a starting yield of 6%, and low expected capital appreciation, no longer offers an adequate risk premium to investors for taking on the risk associated with certain parts of the market.

IN SEARCH OF VALUE

The South African property sector is heavily weighted toward the large property companies – the top five companies account for over 61% of the index. This has been exacerbated by the inclusion of these index heavyweights in offshore Real Estate indices, passive tracker funds, as well as the fact that these companies are highly liquid, attracting the lion's share of money flows out of developed markets seeking yield.

Warwick is cognisant of these growing risks, and accordingly adjust our allocations towards the mid-cap space where we're still able to find attractive valuations. An example is Delta property Fund, which we have been adding to our clients' portfolios. Delta recently reported full year re-

sults, with a NAV of R10.02 per share and a distribution growth of 15.7% to R84.07c per share. Based upon these results, with Delta trading at R9.00, the share is currently trading at 0.9x NAV and a historic yield of 9.34%, with a forward yield of 10%. The relative valuation is compelling given a market

trading at 1.2x NAV and a historical yield of 6%. Delta achieved these results because they saw opportunity where other listed property participants feared losses and began moving away from the public sector. Delta was able to acquire quality buildings in key nodes and upgrade

them, adding value and receiving positive rental escalations. Furthermore, Delta has a sovereign underpin in that the majority of its tenants are backed by the South African government. In tough times, when business risks increase, Delta should benefit through lower vacancies. There are, in addition, some favourable future events which may occur, including government moving towards longer-term leases of 10 to 15 years and joint ventures with the Public Investment Corporation. These should all result in a re-rating of the counter versus its listed peers.

By adhering to our investment process and avoiding expensive parts of the market, we aim to provide our investors with real risk-adjusted returns which should outperform the market over time. Now, therefore, more than any other time, it is important to be invested in an actively managed property fund.

“Uncertainties make property riskier than bonds, but it remains less risky than equities.”



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The new Audi A6 listens and speaks. With Audi connect you can Google-search a local restaurant and get directions whilst passengers will enjoy seamless connectivity through the high-speed Wi-Fi hotspot. Matrix LED headlights, equipped with an inbuilt camera, automatically dip when you need them to whilst also anticipating corners to give you a wider visual range. Side Assist keeps an eye on your blind spot and Lane Assist keeps you from wandering off. While Adaptive Cruise Control, with the help of radar sensors, will maintain a safe following distance from the car in front of you.

These are just a few of the many intuitive technologies powering the new Audi A6.

Call us on 021 65 77 111 to book your test drive today.

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