

— ISSUE 35 —

OUTLOOK

THE GREEFF MAGAZINE



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Gifts, feature furniture and outdoor décor - Renovating a fixer-upper for profit
Your guide to over **130 properties** for sale across the Cape Peninsula

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OUTLOOK

As the year heads into its final lap, the pace invariably increases as the traditional “*selling season*” gets underway.

2016 is no different; this issue of OUTLOOK, is as always, a showcase for fine real estate across the Cape Peninsula. There are over 130 properties for sale featured in these pages and a visit to our website www.greeff.co.za will reveal even more.

Apart from exclusively marketing our seller’s homes in this magazine, in a variety of daily and weekend newspapers, extensively online, and at monthly expos in leading shopping malls, Cavendish and Blue Route, Greeff is taking seller’s homes where no other agency has gone before – **The Cape Town Flower Show at The Castle of Good Hope**. This is the most anticipated calendar event of the year and is expected to draw tens of thousands of interested visitors.

Please do come and visit us at the Cape Town Flower Show, which is being held from the 27th to the 30th October 2016. View our portfolio of fine properties and feast your eyes on our beautiful horticultural showcase — **The Greeff Cape of All Seasons Garden**. Please see page 21 for more details.



For seller’s whose homes have been lingering on the market, there is sound advice to be found in our feature “Get it sold” — see pages 34 and 35 which offer numerous tips to assist in achieving a faster sale.

In “How to find the perfect “fixer-upper” for a profitable resale” we cover many of the essential things to consider when looking for a home to renovate and sell on for profit. It’s an invaluable read. **See pages 32 and 33.**

As usual, we’re proud to present the glossy lifestyle features on home entertaining and décor, our readers have come to expect. I hope you enjoy the read.

This time of year is always very much about family, but at Greeff, we aim to instill a culture which embraces family and caring all year round. In a time when numbers and bottom lines preoccupy minds and populate headlines, it’s important to find a balance. While we seek out the best in the real estate field, to be part of the Greeff team, we don’t lose sight of the fact that as leaders we are entrusted to enable our people to be the best they can be, and this is only achievable if we genuinely care. I have always believed in a people-first approach to leadership, and it is, in my opinion, the single most defining element of Greeff Properties, where our motto, since inception has been “putting the personal back into property”.

Wishing you a blessed and safe festive season.

Mike



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ON THE COVER

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COVER PHOTO BY MAT VAN NIEKERK
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Garden Route Glory



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products ensure, not only a wonderful sensory journey, but also an authentic African experience.

Guests may also stroll along Herolds Bay Beach and watch the sun set, or picnic on the deck and spot the whales and dolphins frolicking in the majestic Indian Ocean.

Ideal as a venue for everything from romantic weddings to stylish conferences, the personalised service of Oubai Hotel Golf & Spa ensures that every event is a resounding and unforgettable success.



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A Seaside Paradise!



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Perched above a pebbled beach at the foot of Chapman's Peak, and overlooking the Cape's iconic Sentinel mountain, Tintswalo Atlantic sits sheltered by the Table Mountain National Park. As the only hotel permitted to operate within the boundaries of this world-renowned Heritage site, the lodge enjoys the very best of magnificent, panoramic ocean views, as well as access to the natural beauty found along the mountainside's winding hiking trails.

Enjoy sundowners on the deck beside the heated pool and share cooking tips with the charming Executive Chef, venture out to the quaint Hout Bay village, or take a drive to the nearby Cape Winelands for an unforgettable wine-tasting adventure.

Having been described as the most dramatic and romantic destination in Southern Africa, Tintswalo Atlantic promises to remain an idyllic location to rejuvenate oneself, away from the stresses and distractions of modern living.

Managed by a host of dedicated staff, Tintswalo Atlantic offers guests nothing less than true Tintswalo hospitality, from the moment that they arrive at this seaside paradise. Tintswalo Atlantic welcomes you!



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‘Tis season to *dazzle* your diners

These recipes might start out as special occasion selections but will soon become oft repeated favourites.

RECIPES, STYLING AND PHOTOGRAPHS BY **HEDI LAMPERT KEMPER**

Cheesecake flavoured icecream

Spoonfuls of heaven – it’s that simple — *Serves 4*

Ingredients

Cream, 300ml
Vanilla bean, 1
Sugar, 125 ml
Salt, one good pinch
Egg yolks, large 4
Buttermilk, 300ml.

Method

Split the vanilla bean and scrape out the seeds. Combine seeds with cream, salt and sugar and heat in a saucepan just till simmering point. Stir frequently to ensure that the sugar has completely dissolved. Remove from heat, cover and leave for twenty minutes so that the vanilla can infuse. In the meantime, place the egg yolks in a bowl and beat lightly. Place the bowl on a damp kitchen towel, which helps to keep the bowl cool so the eggs do not cook when you add the warmed cream. Drizzle the cream mixture slowly over the beaten eggs, whisking constantly. Return the mixture to the saucepan and heat over a low flame, stirring all the time just until the mixture begins to thicken and coats the back of

a spoon. Immediately pour in the buttermilk, as this stops the cooking process and prevents the egg from scrambling. Strain the mixture through a fine mesh sieve and pour into a suitable container for freezing. Place in the freezer, but stir every 30 minutes with a fork, until solid, to maintain creaminess and avoid an icy texture.

If you have an ice cream machine, chill the mixture in the fridge for four hours, then churn and freeze until the desired consistency is reached.

Cheese tart with walnut-thyme streusel & plums

I found this recipe on www.epicurious.com, and adapted it slightly. It's too good not to share.

Made with ricotta and goats cheese, this is equally at home as a dessert or alongside an after-dinner cheese platter.

— *Serves 4 generously.*

Ingredients

CRUST — Flour, 1 cup | Castor sugar, ½ cup | Walnuts, ½ cup | Salt, ¼ tsp
Chilled unsalted butter, 105g | Egg yolk.

STREUSEL — Flour, ½ cup | Walnuts, 1/3 cup | Brown sugar, 3Tbs | White sugar, 3 Tbs
Salt, ¼ tsp | Cinnamon, ¼ tsp | Nutmeg, ¼ tsp | Fresh thyme leaves, 1 tsp | Chilled unsalted butter, 60g.

FILLING AND TOPPING — Soft goat cheese, 200g | Ricotta cheese, 1 cup | Honey, 3 Tbs
Olive oil, 3 Tbs | Sugar, 1Tbs | Ground nutmeg, ¼ tsp | Coarse sea salt, 1/8 tsp | Black pepper, freshly ground | Plums halved, pitted and sliced, 4 or 5.

Method

CRUST — Mix flour, walnuts, sugar and salt in a food processor until nuts are finely ground. Add butter and blend until the mixture resembles coarse meal. Add egg yolk and mix until clumps form. Work the dough by hand into a soft mass and press into a 20 cm round or square, greased, loose-bottomed baking tin. Chill in the fridge for one hour.

STREUSEL — In the meantime, preheat the oven to 180°C. Blend flour, walnuts, both sugars, coarse salt, cinnamon and nutmeg in the processor until nuts are finely ground. Add thyme and blend for a few seconds. Transfer the mixture to a bowl, work the butter in with your fingers until small crumbly clumps form. Spread the mixture on a baking sheet lined with baking paper. Bake for 8 minutes, stir, continue baking for another five to eight minutes until mixture starts to brown. Remove from oven and cool, so streusel can become crisp.

Remove crust from fridge and bake blind, using baking paper and beans, at 180°C for 15 minutes. Remove paper and beans and bake for a further 10 to 15 minutes until crust is cooked through and starting to turn golden. Cool completely.

FILLING AND TOPPING — Combine both cheeses, 1 Tbs honey, 1 Tbs oil, sugar, nutmeg, coarse salt, and a grinding of pepper in a large bowl; stir to blend well. Refrigerate while the crust is baking. Spread the filling into the cooled crust, top with sliced plums and streusel and drizzle over remaining oil and warmed honey. Refrigerate for at least an hour before serving. Remove the sides of the pan, and serve cut up into wedges. Excellent with a good coffee or port.



Pumpkin fettuccine *with* red pesto, parmesan & chorizo

Tasty, spicy, satisfying and low-carb! — *Serves 4*

Ingredients

Red peppers, 2 | Cashew nuts, 2 Tbs | Parmesan, freshly grated, 2 Tbs | Garlic, 2 cloves | Onion, 1 | Tomatoes, 2
Olive oil, 2 Tbs | Worcestershire sauce, 4 tsp | Salt, to taste | Basil, a handful of fresh leaves | Extra olive oil to garnish
Parmesan to top | Chorizo, 6cm | Pumpkin pre-cut into fettuccine-style ribbons, 500g (available at Woolworths.)



Sticky plum chicken
with crunchy Asian slaw.

Pumpkin fettuccine with red pesto, parmesan and chorizo



Method

Place the peppers under a hot grill and turn regularly until the skins are evenly charred. Remove from the oven and place in a bowl covered with plastic wrap. Allow peppers to “sweat” for 20 minutes. Score the tomatoes with a cross and place in boiling water for a five minutes. Peel away the skin, chop the tomatoes and combine with the sliced onion, sliced garlic and one tablespoon of olive oil in a hot pan. Cook until onion is soft and translucent. Remove from heat and allow to cool while you peel the “sweated” red peppers. Scrape out seeds and slice the flesh. Combine the pepper flesh with cashew nuts, parmesan, onion and tomato mix, Worcestershire sauce and one tablespoon olive oil and blitz in a food processor. Season with salt.

Slice chorizo and fry in the same pan as the onion and tomato.

Prepare pumpkin fettuccine ribbons according to the package instructions. Toss in a drizzle of olive oil and sprinkle with salt. Divide pumpkin into four portions and top with pesto, parmesan shavings, chorizo sausage and fresh basil leaves. Drizzle with a little more olive oil and serve immediately. Omit chorizo for a vegetarian option and add freshly ground black pepper.

Sticky plum chicken *with* crunchy Asian slaw

Tasty tender chicken portions with a refreshing, zingy side. A lovely summer meal. — *Serves 4*

Ingredients

FOR THE CHICKEN — Free-range chicken thighs, 8 | Onion, 1 | Plums, 2 | Soft brown sugar, 4 heaped tsp | Garlic, 2 cloves | Ginger, 2 tsp freshly grated | Sesame oil, 4 tsp | Soya sauce, 4 tsp | Lemon or lime juice, freshly squeezed, 2 Tbs.

FOR THE ASIAN SLAW — Baby bok choy, 4 heads | Carrots, 2 large | Firm plums, 2 | Lemon or lime juice, freshly squeezed, 3 Tbs | Soya sauce, 2 tsp | Ginger, 2 tsp freshly grated | Honey, 1 Tbs | Sesame oil, 1 Tbs | Salted peanuts, ½ cup.

Method

CHICKEN — Place chicken portions in an oven-proof dish. Slice onions and plums, crush the garlic cloves and combine with sugar, ginger, oil, soya sauce and lime juice. Pour the mixture over chicken portions and marinate for an hour. Preheat oven to 180°C and then bake chicken in its marinade until golden brown and tender – plus minus 40 to 50 minutes, depending on your oven.

SLAW — Rinse and slice the bok choy into vertical strips, slice plums into strips, grate carrots. Mix the remaining dressing ingredients, pour over the slaw and toss. Sprinkle with peanuts and serve with the chicken portions.

Cook's note: Replace plums with apples if preferred





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Top right. Industrial set of 12 drawers — R18 995.

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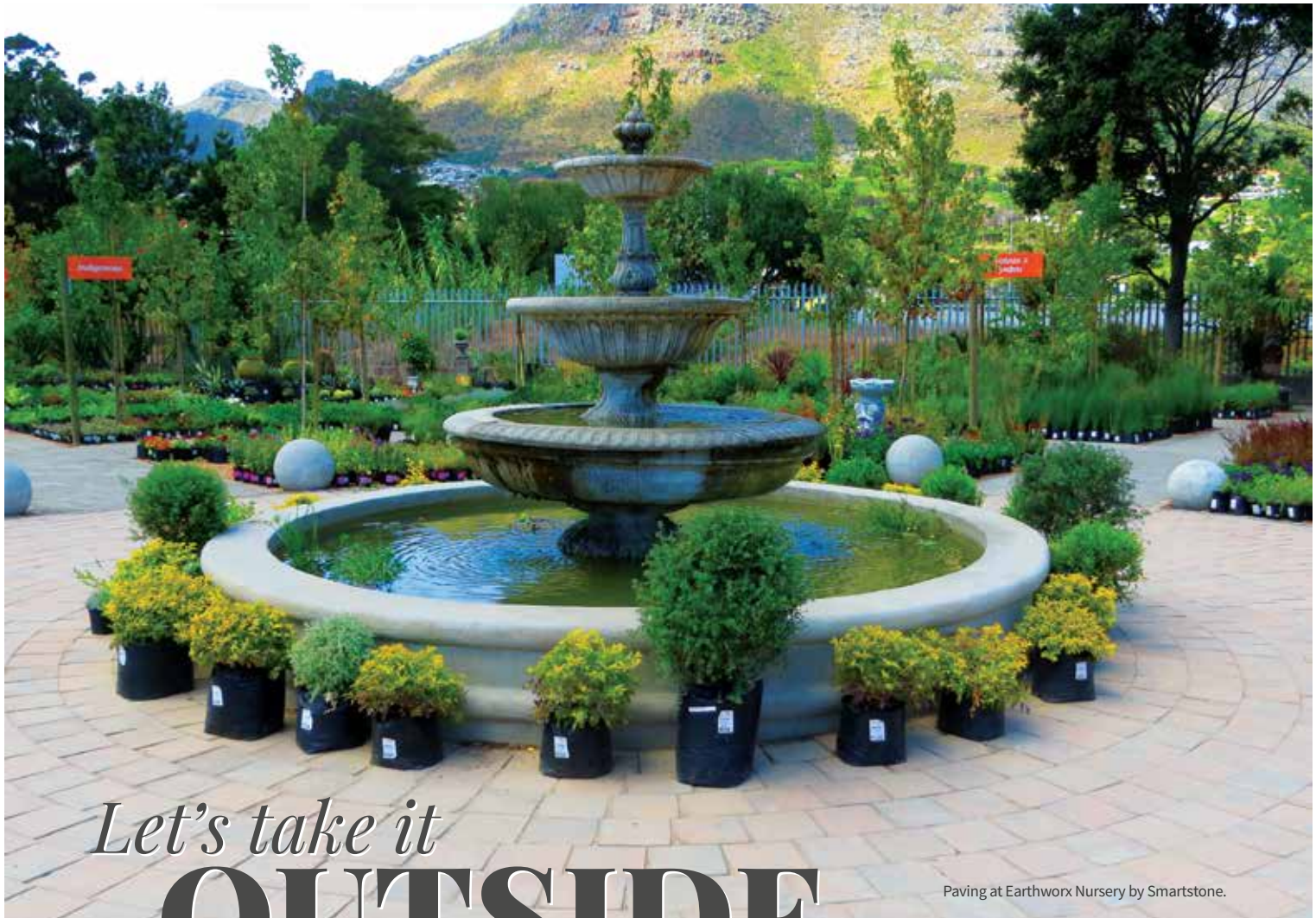
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Left. Louis-style oak chest of two drawers — R14 995.

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Above: Caledon Riven cladding for indoor or outdoor use by Smartstone. **Left:** Wellington Coping Paver.



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Above: Wilsonstone Cube Planter available in a variety of sizes and colours.



Above. Aberdeen 1100 by Wilsonstone is available in four sizes and a variety of colours.



MARLANTEAK is South Africa's premium outdoor furniture retailer specialising in truly exceptional quality and style. As purveyors of the latest contemporary designs from the likes of Tribu, Kettal, Roda and Gloster, Marlanteak is always at the forefront of the latest trends in outdoor living. www.marlanteak.com

Top. Kettal's BITTA range of outdoor lounge and dining pieces are characterised by their lightweight aluminium tubular frames and braided polyester arms and back rests – all totally weatherproof.

Above. Tribu's PURE SOFA is designed by Andrei Munteanu whose signature style encapsulates the purest and simplest design aesthetic. The PURE modular sofa collection embraces this uncluttered

design ethos perfectly, with all five elements in the range available in high-quality teak and a choice of upholstery.

Below. Tribu's MOOD collection is epitomised by its slatted teak table tops and curvaceous edged legs and frames. Teamed with MOOD's dining chairs they create an airy and sophisticated ambience on your patio or deck.



Visit the exhibitions of **Smartstone**, **Wilsonstone** and **Marlanteak** at **The Cape Town Flower Show** from the **27th to the 30th of October 2016** at *The Castle of Good Hope* — www.capetownflowershow.co.za

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Come and see how our garden *grows*

Visit *The Greeff Cape of All Seasons Garden* at the most anticipated calendar event of the year, The Cape Town Flower Show at The Castle of Good Hope.

For the first time ever, The Castle of Good Hope, in the heart of Cape Town, is to host The Cape Town Flower Show from Thursday 27th–Sunday 30th October 2016. Greeff will be there with a very special show garden, designed by landscaper Paul Paarman for Afrilandscapes.

The Greeff Cape of All Seasons Garden is a celebration of indigenous flora. The selection and design seek to capture the floral diversity of the Table Mountain range, based on the unique micro climates and soil conditions

occurring on different slopes. One side of the garden, therefore, features low-growing, wind- and drought-resistant, hardy fynbos – typical of the harsh west-facing slopes, which are exposed to salty ocean sprays – while the other side showcases lush, shade-bathing plants which flourish in the kloofs and fertile ravines above Newlands.

The overall design seeks to highlight not only how these contrasting species have adapted to their surroundings, but indeed that they blend seamlessly together in a harmonious partnership only nature could engineer.

About Paul Paarman.

Paul Paarman grew up on the slopes of Table Mountain, in Camps Bay. He studied Landscape Design and Horticulture and has been landscaping gardens since 1991. Paul has travelled extensively and says he

tries to incorporate into his designs, the various styles of gardens he's encountered, while using our local indigenous plants and materials. "My best teacher has been nature," says Paul.



THE CAPE TOWN FLOWER SHOW

This long anticipated event brings together gardens and gardening. It will showcase planting trends and designs for living outdoors. Here the notions of beauty, sanctuary and sustainability will unite; The show promises to tap into a gardening culture that's young and vibrant and most importantly, identifies with a universal awareness for the need to care for the environment. Visitors can also expect a celebration of local food, culture and community.

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www.capetownflowershow.co.za / TICKETS CAN BE PURCHASED AT COMPUTICKET

Unwrapped

— fabulous festive gifts

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1. Give a bouquet of ceramic flowers on fragrance stick stalks from Tribute - R70 per stick. **2.** You have to have a Bao Bao Prism Tote by Issey Miyake from Callaghan Collezione - R12 995. **3.** Alessi Kaleidos Castino Basket from Spilhaus - R1 759. **4.** Handmade from fairtrade, wild-harvested ingredients, fresh and lovely soaps from Rain - R58. **5.** The perfect companion for summer concerts or beach sundowners. Ted Baker Hip Flask and Shot Cup from Spilhaus - R799. **6.** Slip into these Carvela mules from Spitz - R2 395. **7.** Icy cool ring by Jangi from Tribute - R740. **8.** Do the twist in this prom style skirt from Forever New - R1 199.

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Salt, Surf and Sport

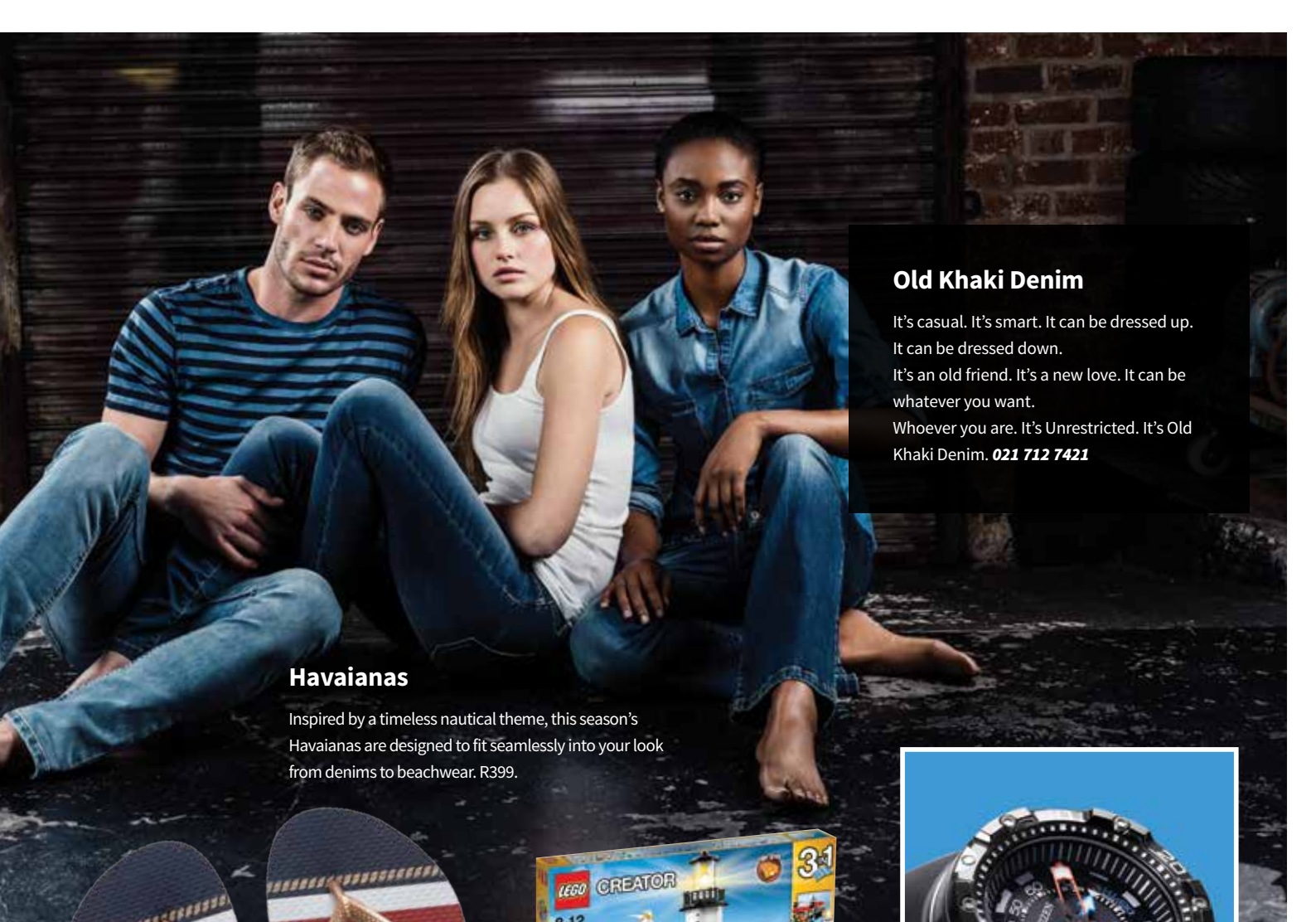
The go-to emporium for anyone who adores the outdoors, is Salt, Surf and Sport, whether your passion is for land or watersports, plains or mountains. Expect popular international lifestyle brands such as Quiksilver, Fox, DC Shoes and Roxy.

021 712 1449



PRIMI Caffe proudly serves **Pasta LIGUORI** – made in Gagnano, Italy's Bay of Naples, by generations of master pasta makers with recipes dating back to 1795. Savour the Salmeone with slivers of smoked salmon trout in a mild curry, white wine, garlic, cream and tomato sauce, or opt for a Carbonara with crispy bacon, pecorino folded with an egg, a dash of cream and spring onion. Mouthwatering choices abound.

WHEAT & GLUTEN FREE PASTA AVAILABLE. **021 713 3000**



Old Khaki Denim

It's casual. It's smart. It can be dressed up. It can be dressed down. It's an old friend. It's a new love. It can be whatever you want. Whoever you are. It's Unrestricted. It's Old Khaki Denim. **021 712 7421**

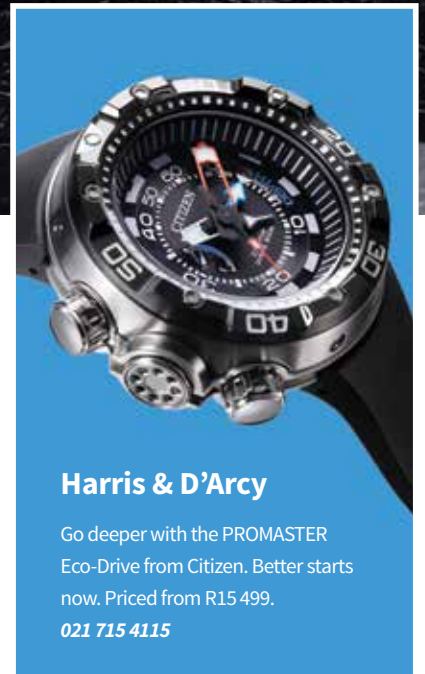
Havaianas

Inspired by a timeless nautical theme, this season's Havaianas are designed to fit seamlessly into your look from denims to beachwear. R399.



Kiddiwinks

Create your own seashore adventures with this amazing 3-in-1 LEGO® Creator set, featuring an orca, a cozy lighthouse and lightkeeper's cottage with a detailed interior, including a table, chair, lamp and a painting. Price R711. **021 712 5202**



Harris & D'Arcy

Go deeper with the PROMASTER Eco-Drive from Citizen. Better starts now. Priced from R15 499. **021 715 4115**

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TRADING HOURS - Mon – Sat: 9am – 7pm / Sun & Public Holidays: 9am – 5pm / Food court open till late



The Power Up control system takes up about the same amount of space as a PC desktop tower. It does not emit any heat, gas or radiation, and the batteries don't pop like some of the older ones. This makes the system completely safe to install in individual offices or apartments.

Get *off* that grid

CAPTURE, STORE AND DISTRIBUTE SOLAR AND WIND ENERGY
TO POWER YOUR HOME – **NOW WE'RE TALKING!**

A new 'green' alternative power system is now available on the South African market, for both large and smaller users; The advanced In Charge system searches for energy being generated from solar, wind, hydro-electric, grid and generator sources, and is generally pre-programmed in the factory to search for the cleanest energy sources first. It will draw solar (or other renewable energy depending on the source) during the day, and use the power in the battery system at night before it uses power from the grid or a generator — making these the 'last resort' options, can effectively take a property off-grid.

“This smart and seamless system works like an inverter, uninterrupted power supply solar controller and Crystal charge controller all in one, giving the user complete power control...”





Available through the specialist procurement company, Build Africa, the system is reliable, high-quality and competitively-priced, according to CEO, Miles Oates.

This smart and seamless system works like an inverter, uninterrupted power supply solar controller and Crystal charge controller all in one, giving the user complete power control, and preventing them from losing power when the grid power goes down, he explains.

The Power Up system produces two to three times more power daily than the traditionally used deep-cycle systems using acid and gel battery systems, and is significantly cheaper than the modern lithium-based systems, according to Oates, who adds that the Power Up system's crystal battery technology will last approximately 3 100 cycles, which equates to about 8.4 years if it is used daily. These claims are backed up by tests independently conducted by Bureau Veritas in the EU.

THE TECHNICAL STUFF

Depending on the requirements of the client, it is possible to install anything from 1KVA to 30KVA per power phase – that is, up to 90KVA in a single distribution board. The battery storage facility itself ranges from 4,800Wh upwards and can be added to at any stage. Summing up, the system is “scaleable” from KVA, battery bank size and solar configuration at any stage.

Build Africa will provide full solar installations and will also supply LED lights, solar geysers and insulation (if required) at below wholesale cost, to any customer installing the Power Up system.

Developers are able to create additional income streams and differentiate their projects with a green energy offering making their product more attractive to buyers or tenants, the end user wins because they save on power costs, and the owner or landlord benefits from the value that has been added to the development. The system is currently being installed in a 480 unit development in Somerset West which will make the development the largest green energy residential development in Africa.



Top left: Ceiling at Spier Restaurant. Top right: Ceiling at private residence in Camps Bay. Below: The re-roofing of Grootte Schuur.

'Tis the season to replace your *roof*.

IF YOU WERE ONE OF MANY HOME OWNERS WHO SPENT THIS LAST WINTER ENDURING PERPETUALLY LEAKING ROOFS, DRIPPING GUTTERS AND RESULTANT SLEEPLESS NIGHTS, NOW'S THE TIME TO TAKE ACTION.

"Regular monitoring and conscientious maintenance of your roof coverings certainly goes a long way towards ensuring peace of mind during the winter months," says Scheltema's Residential HOD, Mr Jaco Rademeyer. "But if your home was built over 40 years ago, and still boasts its original roof covering, the chances are, it has suffered continual damage, wear and tear and corrosion. If this is the case, it may be expedient to replace the roof covering entirely, since ongoing maintenance costs may exceed that of replacement."

EXPERT ASSESSMENTS

Operating extensively within the residential roofing market, since 1931, Scheltema offers to assess the condition of the roof, and supply a quotation if required. They also advise as to the type of new roof coverage required – whether clay, cement, slate tile or steel sheeting – as well as the capacity of the existing roof structure to accommodate the load.

"Our experience within the commercial and industrial sectors, and our extensive heritage work, means that we are able to replace roof coverings all year round, in wet and dry condi-

tions, and with little or no disruption to tenants," says Jaco Rademeyer. "This is demonstrated by our recent roof replacements to maternity and out-patients department roofs at Grootte Schuur hospital, while these departments remained fully occupied and operational."



A FULLY COMPLIANT CONTRACTOR

Re-roofing is not only technically challenging, it is also subject to extensive regulations, particularly with regard to asbestos removal, insulation, and materials. Scheltema is a certified asbestos removal contractor and therefore qualified to remove and correctly dispose of asbestos slate and Big Six Profile roof-sheets. The company also guarantees its work for a minimum two-year period, and all products used are both SABS approved and environmentally sustainable.

Re-roofing involves working at heights and can therefore be dangerous. What many residents are unaware of, is that when undertaking renovations, they are ultimately responsible for the safety of the workers on site, and that unless the building contractor has the

correct workman's compensation insurances in place, the home owner may be liable for costs and claims should anyone be injured during the roofing or construction process.

Scheltema is governed by the rules and regulations as stipulated by the Building and Industrial Bargaining Council (BIBC) with respect

to minimum wages, pension schemes, holiday pay and staff training, while their affiliation with FEM means that all Scheltema employees are registered for workman's compensation. Furthermore, Scheltema's longstanding MBA membership provides the homeowner with an additional measure of assurance to quality and standards of excellence.

ph. 021 638-3121 / www.scheltema.co.za.

We supply all roofing & related material,
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Step 2.
QUOTE

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Step 3.
DELIVER

We'll deliver a roof package to your site.

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ROOF-KIT
DIY made easier



PRIME EXAMPLE

This two-bedroomed, one-bathroomed duplex in Kenilworth was originally sold by **Greeff** for R1 100 000. The purchaser spent around R300 000 on renovations and a few months later, **Greeff** resold the property for R1 750 000.

LEFT - BEFORE: The living room and kitchen were separated by a wall.

BELOW - AFTER: The renovated, contemporary, open-plan kitchen to living space with beautiful wooden floors and a revamped feature staircase.



How to find the perfect “fixer-upper” for a *profitable resale*

WHILE IT MAY BE EASY TO FIND A HOME THAT IS IN NEED OF A FACELIFT, THERE ARE QUITE A FEW THINGS TO CONSIDER WHEN LOOKING FOR A HOME TO RENOVATE AND SELL ON FOR PROFIT.

When buying real estate, it's almost always going to be about location, but there's more to this in the context of renovating to sell; the suburb in which you ultimately buy will have a huge influence on whether or not you'll make a profit on resale. Look for a suburb, which is known to comprise similar properties at widely varying prices. To this end, a qualified agent with experience will be able to help you with research to reveal the selling prices of properties in the suburb you've pinpointed. Research selling prices going back at least 24 months, as this will also reveal if there are seasonal peaks and troughs in prices achieved. In order to get specific data, you need to research the selling prices of both renovated and unrenovated properties of similar size and accommodation within a defined pocket of the suburb – this will usually cover a few streets. You will, hopefully find that renovated properties are selling for more than unrenovated ones of a comparable size and type.

USE THIS CHECKLIST TO ASSIST IN CLARIFYING THE PROPERTY COMPARISON PROCESS.

1 Compare properties with the same number of bedrooms, bathrooms and reception rooms. The erf should be of a similar size, as should the area under a roof.

2 Take into account any additional features, which may add value, such as swimming pools and or a tennis court. Significant value adders are self-contained flatlets with own entrance, and garden cottages as well as garages.

3 Study your target market if you're going to sell. A suburb that is already home to parks populated by parents with young children is obviously a good location for a perfect family home. The same is true for an area close to schools and sporting facilities. If you're targeting young executives, you should be looking in a more urban location with a predominance of apartments and easy access to public transport or motorways.

4 Having settled on the area, you need to search for a home, which can be cosmetically renovated within the existing rules and regulations, and you should always check with the local council whether approval is required. Of course, adding another storey might create a remarkable new home, but you'll definitely require approval, which could impact on timing issues, and you'll need to

weigh up the cost against the possible profit you'll make. If the area is not already proliferated with multi-storey homes, you are unlikely to get a significantly higher price for yours.

5 Your renovations will have to be compliant. Ensure that you have the property inspected, and from the start of the renovation, work hand in hand with reputable plumbers, gas installers and electricians, so that compliancy certificates are available at the time of sale. You don't want to complete the renovation only to find that wiring or piping is not compliant and has to be completely redone, costing you way more than you budgeted for.

6 Old homes invariably have a number of separate rooms. You might want to update the floor plan by making it more open plan. Ask for the original blue prints and seek the advice of an architect before making a decision on which wall to demolish. It may sound obvious, but it's not always easy to see which walls are functioning as vital supporting structures.

7 Go with your gut on potential buyer objections. If you think the main road that the house is positioned on is too busy and will put buyers off, it probably will. Renovating in such a position might be a waste of time and money. A home in the shadow of power lines or cell phone masts is also likely to be a slow starter.

8 When it comes to putting in an offer, a savvy renovator will have calculated his budget in order to sell for a profit. It's a subtle balance though, since seeing amazing potential in a property can lend an emotional element to an offer to purchase, but if you do the research as suggested above, you are likely to come up with an informed decision on the right price for your offer to purchase.

9 When calculating your projected profit, consider the purchase price and renovation budget. Include council scrutiny fees for approval of plans, compliance certificates, estate agent's selling commission and Capital Gains Tax. Subtract these from your selling price. (Remember that the cost of any enhancements will be offset against the CGT you'll ultimately be required to pay, so ensure that you keep a record of all services acquired and products purchased to that end.)

10 If you're buying at an auction, you need to keep your calculations firmly in mind and remember that there is a ceiling beyond which you will not bid.

SOLD

Get it **SOLD**



Property been on the market forever? Here's how to turn things around.

History is backed up by statistics, which indicate that a house which is sold within the first four to five weeks of being listed, is likely to achieve its optimal selling price. This is particularly true of a seller's market which is defined by high demand. The more buyers there are, the more offers there are likely to be and the greater the competition, thus pushing selling prices up.

Unrealistically high asking prices, even in a market with high demand, will take longer to sell and can, as time passes, prove to be quite costly in many ways.

- Buyers soon learn market value by comparing your property with others they have seen. If your house is priced too high they are likely to dismiss it.

Tips towards a faster sale

- Avoid over exposing a home. A home which is seen for month after month in the media, or on show, can make the competing and more appropriately priced properties look more attractive. The result is that as time passes, offers to purchase can start dropping in value.
- Try out some new photographic angles. Exchange an outside hero shot with an indoor one or shoot at a different time of day.
- Think of more interesting ways to describe your property, and in doing so, focus on your ideal buyer and the lifestyle your property offers. Add something interesting and attractive about your area and its convenience to amenities such as sporting facilities, schools, public transport or greenbelts.

Go comparison shopping

A trained and experienced estate agent will advise you on how your property measures up against similar properties in the vicinity. You could also attend show days of other homes in your area and chat to buyers in order to gather insight into what they're looking for.

- Listen and learn. If interest is low, and offers have been paltry, ask your agent for a frank commentary on what people have said about the property. If it's possible to act on any of the suggestions, such as a clean up, a damp damage repair, or a quick facelift thanks to a lick of paint, then do so. If the work required is beyond your budget, you might have to lower your price to allow a buyer to budget for renovations.
- Take a holiday from the market. A property which lingers on the market starts to send negative messages to buyers – they assume something is wrong with it, so many might not even look at it after seeing it advertised time and time again. A buyer might even take advantage of the situation and use the extended time your home has been on the market to negotiate a lower price. When you re-enter the market, a new crop of buyers will be looking at properties so you get to have a fresh new chance.



Boost your chances of selling



< STAGE IT

Consider home staging before your next show day. Staging professionals can increase the universal appeal of your property. Often the money you spend on the exercise more than pays off when your home sells quicker and you achieve your asking price.

ADD A ROOM >

If you have a study, think about setting it up as a bedroom. Listing an additional bedroom is always a draw card.



< FIRST IMPRESSIONS COUNT

Freshen up your front door with a coat of varnish or a glossy, bright colour. Polish up ironmongery or replace badly tarnished or rusted knockers and door handles. Place healthy, attractive shrubs on either side of the entranceway.

STORAGE SPACE SELLS >

In the big tidy up prior to show day, don't simply stuff the clutter into cupboards. Buyers will open cupboards, so pack yours neatly, but don't overfill them. This will showcase how much space they're able to provide. This also gives you the chance to throw out things you don't need in the run up to packing for your big move.





Residence of distinction

Set in one of Bishopscourt's most prestigious roads, this prominent home is gracious and stately. An impressive and spacious forecourt showcases "La Montagne's" sash windows and shutters. The entrance floor is an open-flowing entertainment level with a superb view and chef's kitchen, scullery and pantry. Unique layout perfectly configured to complement both a guest house and relaxed family lifestyle. Reception areas open up onto a crowd-pleasing covered terrace with heaters and built-in braai. The sumptuous suites are air-conditioned and a beautiful expansive master suite with sitting room, boasts his and hers bathrooms and private balcony. Downstairs entertainment pad with media and cinema room, wine cellar and treatment room/salon with bathroom and sauna. Lush level garden with floodlit tennis court, dramatic mountain views, swimming pool and changing room en suite.

BISHOPSCOURT

R49 million

Web Reference: 1875105

Bedrooms - 7

Bathrooms - 7

Garages - 4

Parking Bays - 6

FOR ENQUIRIES - Debbie Woods - 082 578 4181 - debbie@greeff.co.za | Rob Maspero - 083 447 6660 - rob@greeff.co.za



One of Bishopscourt's finest properties

Rich in history, distinguished in character and perfectly situated, this unpretentious and private villa is nestled in a verdant paradise of over two acres, overlooking Cape Town and a sweep of mountains. The main house is tastefully decorated in a nostalgic yet sophisticated way. Glorious washed parquet floors, high ceilings and open-plan reception areas, roomy eat-in kitchen, cosy TV lounge with fireplace and sunny studio filled with natural light. In addition, the property encompasses an upstairs sitting-room and kitchenette, two-bedroomed staff cottage, tennis court and large Hollywood style pool, all beautifully maintained. **Sub-divisible.**

BISHOPSCOURT

R45 million

Web Reference: 1812225

Bedrooms - 4

Bathrooms - 3

Garages - 3

FOR ENQUIRIES - Debbie Woods - 082 578 4181 - debbie@greeff.co.za | Rob Maspero - 083 447 6660 - rob@greeff.co.za



BISHOPSCOURT

R29 million

On top of the world

Executive home with world-class views of the mountain. Superb indoor / outdoor entertainment areas complete with bar, wine cellar and gym. Sizeable kitchen with walk-in pantry and Gaggenau appliances plus laundry / scullery. Large reception rooms lead to extensive tiled patios — all set in an outstanding landscaped garden with swimming pool and floodlit tennis court. En suite staff accommodation with kitchenette and separate gardener's toilet. Gym, sauna and bathroom. Good security and solar hot water system.

4 Bedrooms - 4 Bathrooms - 5 Garages - Web Ref: 1559466



BISHOPSCOURT

R25 million

Awe-inspiring views

Refined, architect designed home with fabulous accommodation and American Oak floors, tucked away in a treed Garden of Eden. Family room open plan to attractive working kitchen with glass seamless windows, opening out to extensive entertainer's patio. Pantry, larder and laundry offer useful extra spaces and lead to a drying yard — ideal for herb enthusiasts. Downstairs cellar suite, mezzanine staff accommodation and beautifully appointed separate cottage with bedroom en suite, sitting room and balcony.

5 Bedrooms - 6 Bathrooms - 3 Garages - Web Ref: 1747436

FOR ENQUIRIES - Rob Maspero - 083 447 6660 - rob@greeff.co.za | Debbie Woods - 082 578 4181 - debbie@greeff.co.za



A strikingly beautiful and historically significant home

This 700m² Sir Herbert Baker manor house, circa 1893, is situated within a secure enclave in sought-after Kenilworth Upper. Originally part of a larger estate, which was ultimately subdivided, the property comprises a 1 748m² erf. The historically important house was once home to Sir De Villiers Graaff, and it was here that Jan Smuts, a regular guest, penned some of his memoirs.

The home offers endless possibilities, and the entertainer will be spoilt for choice; The piece de resistance is the original grand ballroom with its polished teak floors, majestic ceiling, high, arched, lead-paned windows and a raised stage – the perfect spot for a stylish quartet!

This very private home is conveniently located, close to many leading schools. A quintessentially elegant family home or an ideal property for an enviable corporate flagship headquarters.

KENILWORTH UPPER

R24,9million

Web Reference: 1559429

Bedrooms - 5

Bathrooms - 5

Garages - 4

FOR ENQUIRIES - Rob Maspero - 083 447 6660 - rob@greeff.co.za | Debbie Woods - 082 578 4181 - debbie@greeff.co.za



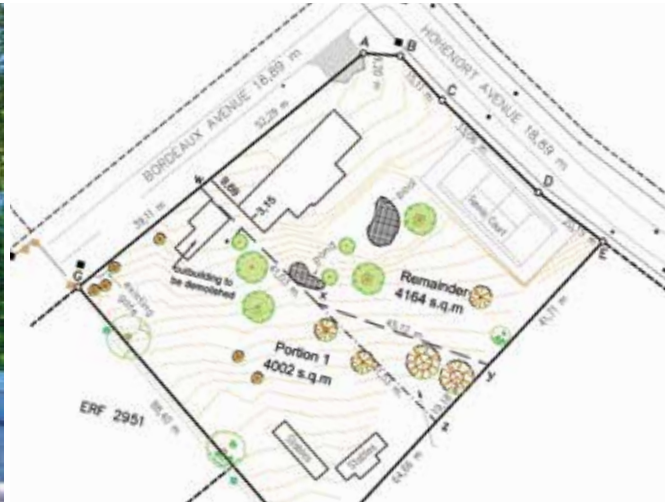
CONSTANTIA UPPER

R27 million

Ambassadorial residence in Upper Constantia

This remarkable property, situated in a quiet cul-de-sac, epitomises elegance and modern family living. A double-volume entrance hall leads to generous living rooms with seamless flow to an enclosed patio, allowing for year-round entertainment. The home offers the very finest fixtures and fittings, and is surrounded by beautiful grounds. Five reception rooms, nine en suite bedrooms, gym, study, wine cellar, pool, sauna and a six-car garage for the motor enthusiast, complete this fine picture.

9 Bedrooms - 9 Bathrooms - 6 Garages - Web Ref: 1607753



CONSTANTIA UPPER

R12,5 m & R7,5 m

Opportunity knocks in Upper Constantia – endless options

Stunning canvas set on two acres in a prime position with mountain views.

Option 1: Beautifully landscaped with mature trees, tennis court and stylish 200m² space. This is a dream opportunity to further develop this site. Erf size: 4164m².

Option 2: Second acre adjacent ideal for the horse lover. Existing stables, arena and paddocks. Enough space to build your dream home. Erf Size: 4002m².

Option 3: Purchase the entire property and create your own estate. The choice is yours!

3 Bedrooms - 2 Bathrooms - Web Ref: 1891598 / 1891632

FOR ENQUIRIES - Cheryl Teubes - 082 457 9980 - cheryl@greeff.co.za | Sari Raz - 072 926 2604 - sari@greeff.co.za



The one and only!

This spectacular residence, with 360° vistas of mountain and ocean, will get your pulse racing. Set on approximately one hectare of land with magnificent mountain and sea views, the home offers world-class design, as well as an unsurpassed level of comfort. This exclusive property comprises five en suite bedrooms, five sumptuous reception areas, and three garages. Glass stack-back doors open to beautifully landscaped lawns and pool, from where the lovely surrounding scenery can be fully appreciated. Hot summer days can be enjoyed alongside the outdoor pool with its soothing water feature or in the private Jacuzzi, located on the balcony of the main suite, encapsulating breathtaking views. This is by far one of the finest properties Constantia has to offer.

CONSTANTIA UPPER

R33 million

Web Reference: 1588742

Bedrooms - 5

Bathrooms - 5

Garages - 3

FOR ENQUIRIES - Sari Raz - 072 926 2604 - sari@greeff.co.z | Cheryl Teubes - 082 457 9980 - cheryl@greeff.co.za



CONSTANTIA UPPER

R21 million

Silverhurst Estate - SA's most upmarket security estate

This family entertainer's home, in the heart of the one of Constantia Upper's most prestigious and sought-after estates, offers you modern-style living, whilst enjoying formal living spaces and an outside pool and covered wraparound verandah overlooking garden area. Secure and tranquil, with established trees, this property offers a rare opportunity.

5 Bedrooms - 5 Bathrooms - 3 Garages - Web Ref: 1813962



CONSTANTIA UPPER

R14,9 million

Heritage home abutting Groot Constantia vineyards

This unique property is a welcome retreat for those who cherish mountain and vineyard views, all in a beautiful acre garden with pool and rolling lawns. Wraparound verandahs and balconies optimise the beautiful surroundings. Features include authentic wooden floors throughout, fireplaces, eat-in kitchen, plus many more charming features. The property offers exceptional accommodation with teenage flat and an income-producing guest cottage with its own pool.

5 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: 1887323

FOR ENQUIRIES - Cheryl Teubes - 082 457 9980 - cheryl@greeff.co.za | Sari Raz - 072 926 2604 - sari@greeff.co.za



CONSTANTIA UPPER **R12,9 million**

A stylish home for the entertainer in Nova Constantia
 This beautiful, recently renovated, single-storey home, in a quiet tree lined cul-de-sac is a must see. Perfect for the entertainer, with two large undercover patios flowing from an open-plan modern kitchen / dining room and entertainment room.

5 Bedrooms - 3 Bathrooms - 3 Garages - Web Ref: 1727225



CONSTANTIA UPPER **R16,25 million**

Exclusive High Constantia
 Situated in one of Constantia's most desirable positions, this sleek, ultra-modern home offers a refined lifestyle within an exclusive and highly secure residential estate with 24-hour guarded security. Complete with beautiful detail and superb finishes

4 Bedrooms - 5 Bathrooms - 2 Garages - Web Ref: 1559549

FOR ENQUIRIES - Sari Raz - 072 926 2604 - sari@greeff.co.za | Cheryl Teubes - 082 457 9980 - cheryl@greeff.co.za

Three new double-storey homes, plus one single-storey are to be built on this prime piece of land in Deurdrift and The Vines – a sought-after area with park-like open spaces and a strong sense of community.



COMING SOON...

A development of four newly-built free-standing homes on a verdant erf in the highly sought-after Constantia Deurdrift and The Vines area.

Set on the corner of Old Kendal Road and Weltevreden Avenue, a prime piece of land is about to be transformed into four valuable properties, each comprising a three-bedroomed, two-bathroomed home with an open-plan living area, and under cover patio space leading onto a level garden. Each 268m² house will boast top-quality finishes, excellent security and great views.

LAUNCH DATE: 4TH NOVEMBER 2016

FOR ENQUIRIES - Jean Kerr - 082 975 8427 | Anthony Snyman - 083 621 1279 | Morgan Morris - 082 445 4293



CLAREMONT UPPER

R8,25 million

Understated chic in desirable area

A rare find. A combination of superior accommodation, good orientation and stylish, trendy finishes, all packaged together. Exceptional designer home, offering superb spaces, excellent floor plan, great indoor/outdoor flow, and mountain views! Situated in a desirable pocket, close to all major private schools, Cavendish CBD, medical suites, shul and churches.

4 Bedrooms - 3 Bathrooms - 2 Garages - 2 Parking Bays - Web Ref: 1849986



ARTIST'S IMPRESSION



ARTIST'S IMPRESSION

CLAREMONT UPPER

From R8,995 million

“56 on Bowwood” — luxury security homes

Four luxury, three-bedroomed, all en suite, with double garage townhouses measuring 273m² and 266m² under roof.

These units have LED lighting, water storage units, heat pumps, double-glazed windows throughout, high-tech audio visual system and the option to select your own finishes and fittings in consultation with leading kitchen and bathroom designers.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1810795

FOR ENQUIRIES - Mariella Peretti - 082 357 4602 - mariella@greeff.co.za | Charles Silbert - 082 555 4286 - charles@greeff.co.za



CLAREMONT UPPER R7,25 million

Magnificent bespoke unit, best position, best view

Spacious and uber-stylish unit situated in a small security estate in the centre of Upper Claremont. The estate is positioned close to the major popular schools, Claremont CBD, private clinics and is within walking distance of the Claremont Shul, and the Newlands Rugby Stadium.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1837583



BISHOPSCOURT VILLAGE R5,35 million

A home in the village with views

Your opportunity to own a home in Bishopscourt Village. Take advantage of mountain views. Easy access to M3. Flow from lounge to patio where you can hear the sound of the birds. Easy-to-maintain-pool in private garden. Gas fireplace in lounge and open-plan kitchen.

4 Bedrooms - 2 Bathrooms - 2 Parking Bays - Web Ref: 1831584



CLAREMONT UPPER R4,95 million

Spacious, pristine lock-and-leave with mountain views

Views, light and north-facing, immaculate lock-and-go, townhouse-style home, conveniently positioned and nestling in a quiet verdant road, close to Claremont CBD, private hospitals, best schools and business park. Ideal as a starter home or scale-down home.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1773093



NEWLANDS Asking price R8,5 million

Fernwood at it's best

A perfect family home in Fernwood, ideally positioned for mountain and river walks and leading schools. With the main lounge and bedrooms all leading onto the spacious garden, this property has fantastic flow. Enjoy the many benefits of a heat pump, solar electrical unit and a grey-water system. A well-structured home with further potential for a second storey or a penthouse. It boasts a splendid mountain view, staff quarters and a separate guest suite. This property has it all.

3 Bedrooms - 2 Bathrooms - 3 Garages



NEWLANDS R6,95 million

Contemporary family home

Conveniently positioned for schools, UCT and town, this superbly renovated property has much to offer. The open-plan dining, living and kitchen all flow onto the substantial garden, which easily accommodates a large jungle gym, pool and plenty of lawn area for playing. There is also a spacious study which connects to the main living area via American Shutters. Beautifully maintained with modern finishes and plenty of accommodation, this home has much to offer.

4 Bedrooms - 2 Bathrooms - Web Ref: 1806954



NEWLANDS R6,4 million

Tranquil Fernwood

Set off Boshoff Avenue, this tree-lined street is a haven of green and peace from the metropolis. A classically styled property with elements of Cape Dutch. This carefully maintained, solid home boasts a glorious garden from where one can relax in the gazebo and enjoy the mature Weeping Willow and Bottle Brush trees and swimming pool. With three double bedrooms, study, excellent security and staff quarters, this well-appointed home has much to offer.

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: 1896364



NEWLANDS R5,8 million

Village life

Enjoy village living from this well-appointed, north-facing cottage in the heart of Newlands. This sunny cottage offers three bedrooms and a patio with a remarkable mountain view. Within easy strolling distance of Melissa's, SACS and the village hub. With the added potential to add further value to this cottage, it is simply the best location and also a great investment.

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: 1731810

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



RONDEBOSCH **R7,75 million**

Upstairs, downstairs... keep your teens at bay...

Tucked away in a secret cul-de-sac – the quaintest, substantial ‘British Arts and Crafts’ home. Hidden behind established trees, with the added bonus of back access to school playing fields and tennis courts. An upstairs main suite, with adjacent ‘Laatlammetjie’ bedroom, is completely separate from the downstairs children’s bedrooms and own games room / TV lounge. Elegant open-plan living room with modern combustion fireplace, to generous central dining room, with flow to north-facing patio and open-plan kitchen. Dual-living option.

5 Bedrooms - 3 Bathrooms - 3 Parking Bays - Web Ref: 1851897



CLAREMONT **R6,5 million**

For ultimate contemporary living

This luxurious gracious home, transformed with no expense spared, boasts a formal living/dining room with a state-of-the-art Spartherm wood-combustion fireplace and a children’s TV lounge with a Morso wood-burner. The ultra-slick, huge kitchen with fine finishes, granite surfaces, and seating area incorporated into the imposing bay window, houses an old hearth with modern Morso wood-combustion fireplace. Double doors open onto the covered stoep, wonderful for family indoor-outdoor living. Double garage with storage, and separate laundry.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1716942



CLAREMONT - LYNFRAE **R4,795 million**

Enjoy a piece of gorgeousness!

Bursting with character, this old-world charmer offers a modern lifestyle. A welcoming wide entrance and passage with vintage beech floors, leads to central open-plan living room and dining, and stylish kitchen – the perfect entertainers’ space! Double doors open to a private, covered back patio and garden. Positioned as catchment for Rondebosch Boys! A short stroll across to Keurboom Park.

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: 1713938



CLAREMONT - LYNFRAE **R4,2 million**

The PERFECT “fixer-upper”... I’ve got it!

Just what you’ve been asking for – situated on 917m². Built in 1928 and Heritage graded 3B, sprawling and spacious, unspoilt, boasting a wonderful and imposing facade, and ready for you to awaken this beauty. Offering livingroom with fireplace, inter-leading to large entrance hall-cum-diningroom, to eat-in kitchen, plus study. Wooden strip floors under carpet, high ceilings, and tandem garage, suitable to transform into a cottage/work studio. This property is a blank canvas, in need of upgrading. Great potential for a magnificent garden, offering good west-and north-facing aspects.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1866932

FOR ENQUIRIES PLEASE CONTACT - Mark Shagam - 083 272 4004 - mark@greeff.co.za



PARK ESTATE - RONDEBOSCH R3,95 million

Modern, pristine home close to UCT & leading schools

This 1930s family home has been lovingly simplified and modernised. Open, light and ready to move into. Positioned with leading schools and UCT on its doorstep. The lounge is spacious with an anthracite fireplace.

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: 1819153

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



RONDEBOSCH R4,15 million

Low maintenance — dual-living — lock and go

A secure three-bedroomed home with spacious lounge, interleading dining room and outdoor patio. Tiled bathroom (main en-suite), three secure off-street parkings. Generous, two-bedroomed, income-producing cottage.

3 Bedrooms - 2 Bathrooms - 2 Parking Bays - Web Ref: 1872389

Val Petzold - 083 625 0433 - val@greeff.co.za

GREEFF PROPERTIES IS PROUD TO WELCOME ANNE WILKINSON



With extensive experience in sales, and a deep love of homes and interiors, Anne has joined Greeff Properties in the Rondebosch area. She is an accomplished and highly successful estate agent who prides herself on an uncompromisingly high level of professionalism, dedication and integrity to buyers and sellers alike.

Anne Wilkinson - 073 035 6461 - anne@greeff.co.za



WYNBERG UPPER R5,995 million

Nestled in the heart of Chelsea Village

A wonderful heritage home situated in an enchanting garden. Elegant living and dining area, a beautifully appointed chef's kitchen. AI fresco entertaining areas, excellent security, garage, parking and pool.

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: 1838167

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



WYNBERG UPPER R4,5 million

A very special home PLUS 68m² cottage

A character-filled home boasting decorative filigree trim and a stoep, high ceilings, original stained windows, wonderful wooden floors and doors. Open-plan kitchen and dining with fireplace.

4 Bedrooms - 2 Bathrooms - 3 Parking Bays - Web Ref: 1840862

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



WYNBERG UPPER R3,6 million

Beautifully appointed family home in perfect position

This ideal family home, situated on 563m², offers open-plan spacious living with feature fireplace and wooden floors throughout. A generous wooden deck entertainment area with lush treed garden.

3 Bedrooms - 2 Bathrooms - 1 Garage - 3 Parkings - Web Ref: 1620026

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



DIEP RIVER

R3,55 million

Handsome home for the discerning downscaler

An exceptional Chelsea Village original – entirely remodelled. Dual-living potential.

4 Bedrooms - 2 Bathrooms - 2 Parking Bays - Web Ref: 1889602

FOR ENQUIRIES - Roz van der Walt - 083 278 7269 - roz@greeff.co.za | Liz Robertson - 082 895 3417 - liz@greeff.co.za



DIEP RIVER

R3,3 million

Pretty as a picture

Set in a quiet close in the Chelsea Village. Beautifully presented family home with separate work-from-home facilities.

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: 1890739

Liz Robertson - 082 895 3417 | Roz van der Walt - 083 278 7269



DIEP RIVER

R3,8 million

Prime Pekalmy position

This charming Cape Vernacular home offers generous living with great flow to wraparound verandah, set in lush private garden, a block away from Sweet Valley.

3 Bedrooms - 2 Bathrooms - 2 Garages

Roz van der Walt - 083 278 7269 | Liz Robertson - 082 895 3417



BERGVLIET

R3,295 million

The cutest Gingerbread Cottage brim-full of character

The facade of this Bergvliet home belies the generous accommodation offered. Unlimited potential for dual-living, home office or income generation. Set in sunny established garden, close to schools.

5 Bedrooms - 2 Bathrooms - 5 Parking Bays - Web Ref: 1860231

Liz Robertson - 082 895 3417 | Roz van der Walt - 083 278 7269



PLUMSTEAD

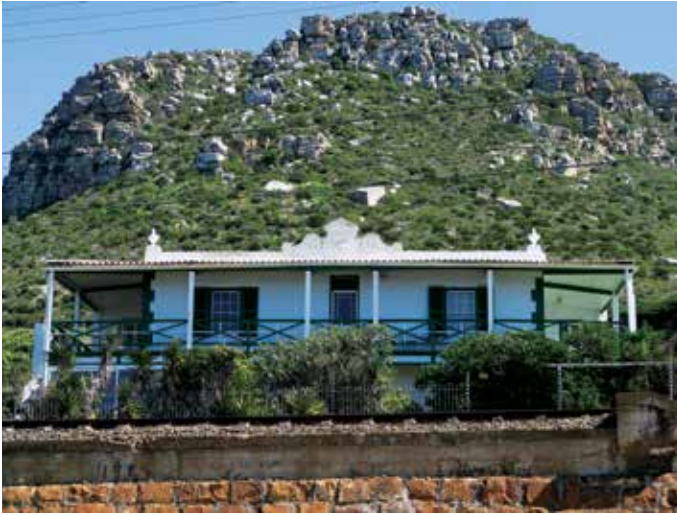
R2,9 million

Perfectly positioned in Upper Plumstead

North-facing family home with pool. Open-plan lounge with fireplace, dining area and granite kitchen. Double-volume pitched ceilings throughout the house, lends a real sense of space. Excellent security and irrigation.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1870874

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



KALK BAY

R10,5 million

Wavecrest — the name says it all

A National Monument with original Victorian features. Views of False Bay and the mountains from this double-storey home. Large garden overlooks the sea. A valuable piece of real estate.

5 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1873942

FOR ENQUIRIES - Heather Cape - 083 320 6302 - hmcape@greeff.co.za | Ashley Barnes - 083 261 3996 - ashley.barnes@greeff.co.za



MARINA DA GAMA

R3,95 million

North on the water

This spacious, sunshine-filled home boasts views down the waterway. It features an extra-large studio room, a lift to the first floor and Rhodesian teak floors.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1679648

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



MARINA DA GAMA

R3,45 million

Family home on the water

Clean lines define this family home which includes a separate flat. Enclosed north-facing courtyard with pool and entertainment area. This home will go quickly.

4 Bedrooms - 3 Bathrooms - 4 Garages - Web Ref: 1891572

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



MARINA DA GAMA

R2,895 million

Move right into this spacious sunny home

Immaculate, clean and tidy home in Park Island, the most sought-after section of the Marina with abundant bird life. Large open-plan kitchen, lounge, dining room, bar / braai room and study. An entertainer's dream.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1803272

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



MUIZENBERG

R1,895 million

Completely renovated family home

Recently renovated with new aluminium doors and windows, plus new bathrooms and kitchen. All new carpets and cupboards in the bedrooms and new laminated timber flooring in the lounge.

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: 1861883

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



ZEEKOEVLEI **R4,85 million**

Spacious living on the water's edge

Beautifully located to take full advantage of the South Peninsula Nature Reserve and the Rondevlei Bird Sanctuary. Generously proportioned, light-filled spaces. Abundant views from the interior and wraparound deck.

7 Bedrooms - 8 Bathrooms - 3 Garages - Web Ref: 1582005

Jordan Beya - 078 346 299 | Terry Pope - 072 419 0070



ZEEKOEVLEI **R4,5 million**

Contemporary gem in a lakeside setting

Contemporary classic, sleek lines and generous, stylish space make this architect designed home unique in its class. Elegantly finished bathrooms and kitchen complement spacious open-plan living area. Right on the water.

5 Bedrooms - 4 Bathrooms - 4 Parking Bays - Web Ref: 1854383

Terry Pope - 072 419 0070 | Jordan Beya - 078 346 2995



ZEEKOEVLEI **R2,75 million**

Beautiful family home with a two-bedroom cottage

Extra-large family room with separate laundry. Sliding door to large garden area, open parking for many. Separate family cottage 120m². Attractive lounge, dining room with spacious open plan.

4 Bedrooms - 2 Bathrooms - Web Ref: 1621764

Jordan Beya - 078 346 299 | Terry Pope - 072 419 0070



ZEEKOEVLEI **R1,85 million**

Vintage, spacious, double-storey, rustic home

Solid wooden floors. Separate portion of house as guest accommodation. Wooden staircase leads to upstairs. Extra-large living room, open-plan kitchen, pantry. Fireplace in family room, wooden ceilings.

4 Bedrooms - 3 Bathrooms - 3 Parking Bays - Web Ref: 1681272

Terry Pope - 072 419 0070 | Jordan Beya - 078 346 2995



SOUTHFIELD **R2,1 million**

Immaculately maintained and much loved family home

Large corner plot, property in good condition with excellent security. Spacious entrance hall, beautifully tiled, recently renovated kitchen, plenty of built-in cupboards. Place for two refrigerators. Large pool.

4 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1800282

Terry Pope - 072 419 0070 | Jordan Beya - 078 346 2995



WYNBERG **R1,595 million**

Old-world charm

Quaint semi in good position. Main bedroom and lounge leading off a long spacious laminated passage. Back-to-back fireplace for main bedroom and lounge. Beautiful large kitchen with wooden floor and recently renovated.

3 Bedrooms - 1½ Bathrooms - 2 Garages - Web Ref: 1810692

Jordan Beya - 078 346 299 | Terry Pope - 072 419 0070



CRAWFORD **R3,45 million**

Prestigious family home in Penlyn Avenue

Porcelain tiles throughout. Wide entrance and passage way. Spacious lounge and dining room. Fully fitted open-plan designer kitchen with scullery. Family room. Huge master bedroom with en suite bathroom.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1846260

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



RONDEBOSCH EAST **R2,995 million**

Executive style family home

This tastefully renovated home offers spacious living areas with porcelain tiles. Light and bright, fully fitted, eat-in kitchen. A bonus is an income-generating flatlet. Landscaped garden with water feature and irrigation system.

3 Bedrooms - 2 Bathrooms - 1 Garage - 4 Parkings - Web Ref: 1880968

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



SYBRAND PARK **R2,95 million**

Golf course lifestyle

This very large double-storey home overlooks the Rondebosch golf course with unobstructed views of Table Mountain. Spacious living room with stack-back doors overlooking the golf course.

5 Bedrooms - 3 Bathrooms - 3 Garages - Web Ref: 1844068

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



CRAWFORD **R2,595 million**

Elegant, yet warm and welcoming family home

Attention to detail best describes this modern, dual-living corner home, set on 613m². Spacious, light and bright with excellent indoor/outdoor flow to solar-heated, salt-chlorinated pool. Fully self-contained flatlet.

3 Bedrooms - 3 Bathrooms - 1 Garage - 6 Parkings - Web Ref: 1850063

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



ELFINDALE **R1,75 million**

A superb opportunity to move into Elfindale

This much loved family home, in prime position is a blank canvas oozing with potential.

3 Bedrooms - 1 Bathroom - 2 Garages - Web Ref: 1857127

Leeann Poggenpoel - 083 662 6484 - leeann@greeff.co.za



RETREAT **R1,25 million**

Brand new home in Allenby Drive

Immaculate new home ideal for starting up or scaling down. Large, open-plan, fitted kitchen and lounge, tiled throughout. Single garage with direct access onto the property. Ample parking for visitors. A must to view.

3 Bedrooms - 1 Bathroom - 1 Garage - Web Ref: 1808178

Leeann Poggenpoel - 083 662 6484 - leeann@greeff.co.za



NEWLANDS

R6 million

Refined, cultured and full of grace

Rare opportunity within one of the most secure and prestigious complexes in the Southern Suburbs. A beautiful and exquisitely decorated open-plan kitchen, dining room to lounge, onto a spacious patio area.

4 Bedrooms - 2½ Bathrooms - 2 Parking Bays

FOR ENQUIRIES PLEASE CONTACT - Brent Farrell - 082 876 4548 - brent@greeff.co.za



CLAREMONT

R3,6 million

Popular, sought-after Intaba

Spacious, generous proportions – a rare find. Open-plan lounge, dining room to kitchen. Two designated parking bays within the complex. A pool and gymnasium to use at your leisure. Two guards on duty 24/7.

3 Bedrooms - 2 Bathrooms - 2 Parking Bays - Web Ref: 1561859

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



KENILWORTH

R2,3 million

Golden oldie

Beautifully renovated, spacious, two/three-bedroomed apartment with full bathroom plus guest toilet. Modern kitchen with oven and hob - plumbed for two appliances. Secure parking and excellent security.

2 Bedrooms - 1½ Bathrooms - 1 Parking Bay - Web Ref: 1836163

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



CLAREMONT

R1,35 million

Two-bed apartment in Claremont

A beautifully designed two-bedroom with one-bathroom apartment in a small complex in Claremont. Perfectly positioned to shops and offices and very easy access to most major highways. It includes a parking bay.

2 Bedrooms - 1 Bathroom - 1 Parking Bay - Web Ref: 1873286

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



ROSEBANK

R1,35 million

In the heart of Rosebank

Set in the heart of Rosebank, and within easy walking distance to either UCT or Damelin College Campus, is this large, elevated, north-facing, two-bedroomed apartment.

2 Bedrooms - 1 Bathroom - 1 Parking Bay - Web Ref: 1752288

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



CLAREMONT UPPER **R4,98 million**

Priced to sell. No transfer duty

Brand new build, great investment opportunity – high demand for rentals in the area. Situated in a quiet, leafy avenue, this penthouse promises a tranquil, bespoke and stylish sanctuary near the buzz of Claremont's shopping centre.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1756731

Michael Greenwood - 076 070 5551 | Tim Greeff - 083 642 4848



KENILWORTH UPPER **R2,7 million**

Premium luxury security apartment

Sectional Title, two-bedroom, one-bathroom unit (73m²) available. Occupation is expected November 2016. Offering a convenient and secure lock-up-and-go lifestyle with easy access to the buzz of Claremont.

2 Bedrooms - 1 Bathroom - 2 Parking Bays - Web Ref: 1786563

Morgan Morris – morgan@greeff.co.za – 082 445 4293



RONDEBOSCH **R2,695 million**

Perfect for student, young professional or investor

This newly renovated, north-facing apartment with mountain views is in a quiet and tranquil block with 24-hour manned security. Open-plan kitchen, spacious living area and double balcony overlooking Rondebosch river.

2 Bedrooms - 1 Bathroom - 2 Parking Bays - Web Ref: 1823767

Tim Greeff - 083 642 4848 | Michael Greenwood - 076 070 5551



CLAREMONT **R2,15 million**

Student / Investor

Modern, ground floor apartment located in the heart of Claremont, on the Jammie Shuttle line. Kitchen with granite countertops is plumbed for two appliances. Open plan with laminated wooden floors throughout.

2 Bedrooms - 1 Bathroom - 2 Parking Bays - Web Ref: 1831190

Michael Greenwood - 076 070 5551 | Tim Greeff - 083 642 4848



CLAREMONT UPPER **R1,85 million**

First-time buyer / investor

This lovely, ground-floor apartment features parquet flooring and a sleek kitchen with ample cupboard space. The spacious lounge allows for a dining room table, which is ideal for entertaining. Good rental yields.

2 Bedrooms - 1 Bathroom - 1 Garage - Web Ref: 1593097

Michael Greenwood - 076 070 5551 | Tim Greeff - 083 642 4848



CLAREMONT UPPER **R1,725 million**

Studio apartment

Situated in the heart of Claremont CBD, this studio apartment is in The Beaumont. This unit is an ideal buy for investors looking to rent, student or first-time buyer. Excellent security and a very nice view from the balcony.

1 Bedroom - 1 Bathroom - 1 Parking Bay - Web Ref: 1777913

Tim Greeff - 083 642 4848 | Michael Greenwood - 076 070 5551

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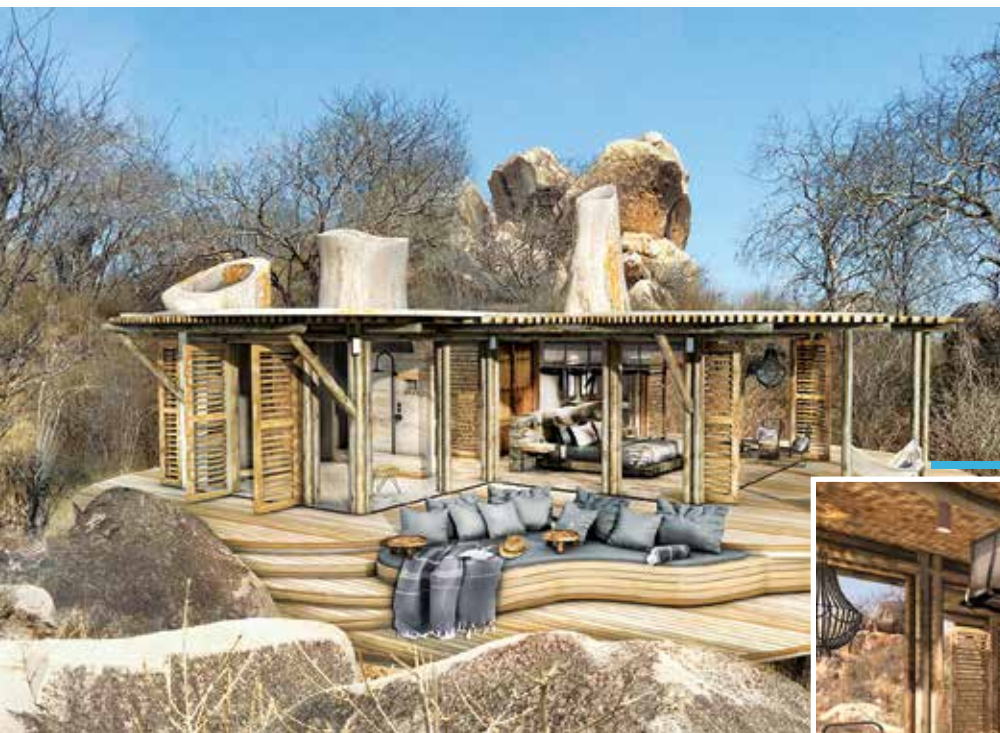
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Sun and splendour in beautiful Zwaanswyk

Without doubt this is the best site in the Southern Suburbs. This impressive, light-filled residence offers what can only be described as mesmerising views. A property of this calibre is rare, and therefore an extraordinary investment, but it also comprises a much loved home surrounded by a Garden of Eden. The property is vast and actually formed by two plots side by side. The first plot of just over 4 700m² has its own entrance, integrated irrigation and lighting. Here you will find a small forest, luscious fruit trees and koi ponds connected to a stream, while borehole with irrigation systems and storage tanks meet all water requirements. The second plot of almost 5 700m² features exceptional landscaping, drawing the eye from the Mediterranean style home to the pools below which are set in exotic and indigenous gardens. The main house has five en suite bedrooms and is wonderfully spacious with ample living and storage space, plus surround sound throughout.

ZWAANSWYK

R28 million

Web Reference: 1767781

Bedrooms - 5

Bathrooms - 5½

Garages - 2

Parking Bays - 6

FOR ENQUIRIES - Mandy Kuhn - 082 600 8846 - mandy@greeff.co.za | Karen Little - 083 261 8849 - karen@greeff.co.za



ZWAANSWYK

R25 million

Sought-after stylish country living

Architecturally designed by Michael Dall, this luxurious home on a secluded plot offers a private retreat, with breathtaking vineyard and False Bay views from every room. Wind-free entertaining is a pleasure on the magnificent, undercover, outdoor patio, with stack-back doors.

4 Bedrooms - 5 Bathrooms - 3 Garages - Web Ref: 1821857



ZWAANSWYK

R13,25 million

A hidden gem! Offers from R11,995 million

This property epitomises the kind of lifestyle that makes the suburb of Zwaanswyk so sought after. Beautiful established gardens offset the superb mountain views and you will feel right at home here in peace and tranquility. Tucked away in a secure and private setting.

4 Bedrooms - 4 Bathrooms - 4 Garages - Web Ref: 1702159



ZWAANSWYK

R10,5 million

Nestling on the foothills of Constantiaberg

This acre plot boasts spectacular views of False Bay, Heidelberg and Table Mountain range. Come and build your dream home.

Web Ref: 1835413



STONEHURST ESTATE **R9,5 million**

Secure estate

An architectural, two-storey, open-plan masterpiece in the exclusive manned security estate of Stonehaven. It capitalises on all the natural surrounding beauty with 180-degree ocean and mountain views.

5 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1825184



STEENBERG **From R2,65 million**

Magnificent north-facing plots

Four magnificent, north-facing plots measuring from 1 194m² and priced from R2 650 000 including VAT in this exclusive mountain estate.

Web Ref: 1748964

FOR ENQUIRIES PLEASE CONTACT - Bruce Durham - 082 380 1880 - bruce@greeff.co.za



FISH HOEK **R6,5 million**

Stunning Clouds End

Situated on the mountainside, this prestigious, two-storey, dual-living home, of generous proportions, is immaculate with high-end finishes. The house has been designed to encompass the spectacular views of the False Bay coastline and Fish Hoek beach from most of the rooms.

5 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: 1824708

FOR ENQUIRIES - Sandra van der Merwe - 083 235 5351 - sandra@greeff.co.za | Hazel Tappan - 072 698 1313 - hazel@greeff.co.za



SIMON'S TOWN **R5,8 million**

Reach out and touch your yacht

Spellbinding yacht, sea and mountain views from this "artfully" interior-decorated home. Position supreme and tucked away from the road, this is a visual feast and needs to be experienced in person.

4 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: 1881934

FOR ENQUIRIES PLEASE CONTACT - Brett M Cooper - 072 277 3308 - brettm@greeff.co.za



SIMON'S TOWN

R16,9 million

Spellbinding views from this bespoke property... Seeing is believing.

This is arguably one of Simon's Towns finest homes, a trophy home to call your own or run a guest house as it currently is - but you've got to see it to believe it. World class!

6 Bedrooms - 5 Bathrooms - 2 Garages - Web Ref: 1559712

FOR ENQUIRIES PLEASE CONTACT - Brett M Cooper - 072 277 3308 - brettm@greeff.co.za



SIMON'S TOWN

R5,695 million

King of the curb

This spectacular home with its outstanding 'curb appeal' should be seen by discerning buyers — owner's loss, your gain. Three reception rooms, gorgeous 'chef's' kitchen and an entertainer's delight with a superb pub leading out to a wonderful sheltered pool.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1889576

FOR ENQUIRIES PLEASE CONTACT - Brett M Cooper - 072 277 3308 - brettm@greeff.co.za



CAIRNSIDE | GLENCAIRN R6,995 million

Beautiful home with breath-taking views

Triple-storey home high on cliff side with uninterrupted views across False Bay, from Cape Hangklip to the Ceres Mountains, from Strandfontein to Town. Large open-plan living, dining, sitting room opens to a 9m infinity pool.

5 Bedrooms - 5 Bathrooms - 4 Garages - Web Ref: 1559705



CAIRNSIDE | GLENCAIRN R7,5 million

Spectacular sea views from this large home in Cairnside

This beautiful entertainer's home boasts uninterrupted views of False Bay across to Simons Town and Cape Hangklip in the distance. It is situated in a quiet, secure cul de sac.

4 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: 1859683

FOR ENQUIRIES PLEASE CONTACT - Bruce Durham - 082 380 1880 - bruce@greeff.co.za



NOORDHOEK R7,995 million

Set on a waterway in Lake Michelle secure eco-estate

This sunny, well-built home faces north and has unsurpassed mountain views. Featuring open-plan living with two lounges, both leading to the outside deck and long, salt-water pool.

5 Bedrooms - 5 Bathrooms - 2 Garages - Web Ref: 1814648

FOR ENQUIRIES PLEASE CONTACT - Dale Gremels - 082 539 9393 - dale@greeff.co.za



NOORDHOEK **R6,495 million**

Set on a waterway in Lake Michelle secure eco-estate
 This is the ideal home in which to raise your family in safety, security and tranquility. The open-plan, double-volume living areas, with a cosy, slow-combustion fireplace, open up onto the protected courtyard as well as the front garden.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1798013



NOORDHOEK **R5,79 million**

Set in beautiful Lake Michelle secure estate
 Double-volume, exposed roof trusses throughout the living areas of this home provide a sense of light and space. The 'beach' washed floorboards lend to the ambience of relaxed country and coastal living. All surface finishes are in Caesarstone.

3 Bedrooms - 2½ Bathrooms - 2 Garages - Web Ref: 1873002



NOORDHOEK **R4,25 million**

Unsurpassed sea and lake views
 4800m² plot of land, levelled, grassed and fenced — with borehole and irrigation system. Included is an impressive entrance and driveway to cabin-style trailer-home with rim-flow pool. Sip your sundowners here as you experience the magic of sunset!

Web Ref: 1812129

FOR ENQUIRIES PLEASE CONTACT - Dale Gremels - 082 539 9393 - dale@greeff.co.za



NOORDHOEK

R3,55 million

Four-bedroomed townhouse in security estate

Brand new townhouse situated in the heart of this exclusive estate. Overlooking natural lake and extensive fynbos. Excellent indoor/outdoor flow onto verandah and manageable garden. Beautiful finishes throughout.

4 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1872615

FOR ENQUIRIES - Bruce Durham - 082 380 1880 - bruce.durham@greeff.co.za | Dale Gremels - 082 539 9393 - dale@greeff.co.za



CAPRI

R2,575 million

North-facing family home plus cottage

Situated at the top end of Bermuda Drive, this lovely spacious sunny and bright north-facing home has good flow for the entertainer. Lounge with fireplace and sliding door leading out to large levelled garden. Extras include: aluminium doors and windows, double garage, PLUS fully equipped cottage.

4 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1882103

FOR ENQUIRIES PLEASE CONTACT - Tracy Munnik - 082 412 8401 - tracy@greeff.co.za

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— Joel Peterson, Chairman JetBlue



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POA

Sheltered and totally private

Nestled at the end of a cul-de-sac, this home marries country and coastal charm. It boasts views stretching from Hangklip across False Bay to Fish Hoek, to Kommetjie and then across Noordhoek's famous Long Beach to Chapman's Peak and beyond. Three perfect bedrooms upstairs, with main en suite and a large family bathroom all leading via French doors to a wide, semi-covered patio, large enough to host a party. Designed for stylish entertaining, the sumptuous, elegant, central dining area features exquisite light fittings.

4 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: 1733420

FOR ENQUIRIES PLEASE CONTACT - Dale Gremels - 082 539 9393 - dale@greeff.co.za

RATES CLEARANCE CERTIFICATE: CITY OF CAPE TOWN MUNICIPALITY

In order to register transfer of a property from a seller to a purchaser, various requirements need to be met. One of these is the applying for and obtaining of a rates clearance certificate (RCC) from the local authority (in this case, the City of Cape Town) by the Conveyancer attending to the transfer.

The RCC certifies that all outstanding rates and taxes on the property, for a period of 24 months preceding the date of application for the RCC, are fully paid up.

HOW THE PROCESS WORKS AT THE CITY OF CAPE TOWN (CoCT)

In order to get the RCC, STBB will do the following:

1. The first step is to apply to the CoCT to issue the "figures" for amounts outstanding and payable in order to issue the RCC in respect of the property. This can only be done once STBB has received all requested supporting documents/information from the seller and purchaser (such as copies of IDs, forwarding addresses for both parties, seller's banking details and proof thereof).
2. The CoCT will revert with figures which will include not only the outstanding rates and services (current and arrears) for the preceding 24 months, but also so-called "advance rates & services". The latter charge is an estimate of future rates and services for a 4-month period after the application date, calculated automatically by the municipality's electronic rates clearance system and based on an average of the most recent billing for the property. The advance amount is mandatory and municipalities collect this to ensure that rates and taxes are sufficiently covered should the transaction and registration be delayed for whatever reason.
3. STBB then approaches the seller to pay the whole of the amount required to the STBB Trust Account and, once received, we make payment to the CoCT and log proof thereof on their system.
4. The CoCT will hereafter issue the RCC electronically on the system, from where our offices access the issued RCC.

ESTIMATED TURN-AROUND TIMES (ELECTRONIC RATES CLEARANCE SYSTEM)

This varies throughout the year and depends on many

factors outside of STBB's control, including technical electronic issues that may arise, public holidays, strikes, CoCT staff shortages, and the like. The current average turn-around times when all is operating optimally are as follows:

- ✓ Issuing of figures: 1 working day from date of acknowledgment of the application by the CoCT.
- ✓ Issuing of RCC: 10 working days from date costs have been paid by the conveyancers and approved/acknowledged by the CoCT.

INSTANCES WHERE RATES CLEARANCE FIGURES ARE SHARED BETWEEN SELLER AND PURCHASER

As indicated above, the seller is liable to pay the full amount of arrear rates and advance collections. In some instances, a seller and purchaser agree in a sale agreement that possession (when the risk and benefit in property passes) or occupation is to pass to the purchaser on a date other than the date of registration of transfer. For example, they can agree that occupation shall take place before transfer. In such instances, it is important that it is clearly set out in the sale agreement how the municipal charges, electricity and water are to be dealt with for the period between the date of possession or occupation and the date of transfer. It must be remembered that the CoCT will always only work with the date of registration of the transfer when attending to the change-over of the accounts.

It remains the responsibility of the seller to collect any refund due from the CoCT, if applicable.

WATER AND ELECTRICITY ACCOUNTS SOMETIMES SEPARATE

It is important that a seller advises the conveyancer how he is billed for the water and electricity supply for the property. For example, the seller needs to advise the conveyancers whether there is a prepaid electricity meter installed at the property; or whether the electricity is on a separate municipal account than the rates account; or whether the electricity account is with Eskom directly. In addition, if the water is not included, whether this is administered as part of Homeowners' Association levies



For assistance with all aspects of your sale agreement, contact

**MARTIN
SHEARD**

(021) 673 4700
martins@stbb.co.za

(if dealing with a property in an estate), or as part of levies in a sectional title scheme (if dealing with a flat).

IMPORTANCE OF RCC

The RCC must be included in the documents lodged in the Deeds Office and a Registrar of Deeds may not pass transfer without having sight of this document. The RCC reflects the date of validity thereof, whereafter it expires and a new one needs to be applied for and obtained, at an additional cost, before the transfer can be registered. An RCC issued by the CoCT is valid for 120 days from date of issue (the date of issue is also reflected on the certificate).

DELAYS AT THE MUNICIPALITY & REFUND PROCESS

1. A few months after the transfer is registered, the CoCT will receive confirmation from the deeds office of the exact registration date. They will then attend to the accounts change-over. This involves reversing all charges debited to the seller's municipal account for the period from date of registration and billing this to the new owner's municipal account. It is important that the new owner:

a. Budgets accordingly for the first 'big' bill, i.e. he may only receive his first municipal account 3 or 4 months after the registration date but that first account will have back-dated charges on it for the period from date of registration.

b. If any municipal accounts arrive at the property still in the name of the seller, the new owner should not make payment on this account as it will cause great confusion on the side of the municipality regarding refunds to the seller and correct billing of the purchaser.

2. It is advisable that after registration, the seller requests from the CoCT a copy of his municipal account each month to monitor the status. The way to determine whether an account received is the final account is by checking the back page (detailed billing section). Usually the final account will reflect all charges up to the date immediately preceding the registration date. The front page of the final account will then show the total refund due under the field called "Total (a) + (b) above". If a refund is due, a minus sign ("-") will appear before the figure shown.

3. Insofar as the seller overpaid rates, i.e. where transfer was passed before expiry of the 4-month advance rates period, the municipality will reimburse the overpayment to the seller after it has updated its records with regard to the registration of the transfer. This may take a while and

sellers are often frustrated by the delay so caused. It is unfortunately outside the hands of your conveyancer and fully in the realm of the municipality's administration.

4. The CoCT has been undergoing a complete overhaul of the refund application process and is working towards a streamlined electronic process integrated with the conveyancer's rates clearance application process which will result in the quicker processing of refunds for sellers. STBB will ask the seller to fill in and sign an "Instruction to Process Refund" form which STBB will submit on the seller's behalf to the CoCT with its rates clearance documentation at the time of applying for the RCC. It must, however, be noted that it is the seller's responsibility to check with the CoCT a few months after registration of the transfer to ensure that the refund is in fact being processed and to check whether the CoCT requires any further information / supporting documents in order to process the refund. It is also important that the seller contacts the municipality a few months after transfer to ensure that all his/her municipal accounts relating to the property in question are closed off to a nil balance.

IMPORTANT INFORMATION FOR THE PURCHASER (NEW OWNER)

It is advisable for the purchaser (new owner) to contact the CoCT approximately 2 to 3 months after the transfer has been registered to check on the status of the account change-over and to ensure that the CoCT has his/her correct billing address recorded. The paralegal at STBB can furnish the purchaser with the seller's municipal account should the CoCT need it for ease of reference. [It is important to note that even if the new owner does not receive a municipal account, it remains the new owner's responsibility to pay his/her municipal account(s) timeously as failure to pay may result in the municipality cutting services, electricity and water supply to the property and/or instituting legal proceedings.]

CONTACT DETAILS FOR THE CITY OF CAPE TOWN

Should you have queries with regard to your municipal accounts, it is best to deal with the municipality directly. The City of Cape Town can be contacted on 0860 103 089 (choose "Accounts" from the available options). Have the municipal account number and/or your address and Erf number handy to facilitate the enquiry.

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A magnificent, elevated opportunity

This spectacular, large, five-bedroom home, plus a complete, two-bedroom flatlet, makes the most fantastic use of the natural elevation to give you breathtaking beach, sea and mountain views from almost every room in the house. Each bedroom has a full en suite bathroom, and, like the study, a balcony with sea views. The luxurious master bedroom boasts a triple shower from which you can watch the waves at Longbeach. On the upper level you will find a vast, double-volume, open-plan kitchen and living area opening up onto an expansive 82m² deck overlooking the beach — perfect for entertaining. The modern kitchen, with ample storage, a large island and stone counter tops, also has immaculate sea views. A neat, spacious garden, with automated irrigation and large lawn area makes up the lower level along with the flatlet. There is ample built-in storage throughout the home and space to park up to six cars or boats in the garage.

KOMMETJIE

R15,9 million

Web Reference: 1883565

Bedrooms - 7

Bathrooms - 5½

Garages - 6

Parking Bays - 4

Land Size - 724m²

FOR ENQUIRIES PLEASE CONTACT - Jansen Myburgh - 076 572 2406 - jansen@villagehomes.co.za



Artistic home in a spectacular beach position

An artistically compelling, modern home situated on a hill just one house back from the ocean, with 180 degree views of the beach and the Table Mountain range in the distance. The many additional features include: a black fibreglass, saltwater, rim-flow pool; extensive outdoor and indoor lighting on 90% dimmers; waterproof Polk speakers and interior Boston speakers connected to surround-sound system; extensive exterior decking and a large slatted pergola; solid wooden pivot doors to the beach and at the main entrance; a Namibian granite stone clad fireplace; a magnificent floating staircase, central to the living area; four large skylights; one large circular window framing the beach; a dining room bar, plus a large bar in the upper lounge, flowing onto the covered viewing deck; a fully fitted gourmet kitchen with Siemens and LG appliances, central wood island, stainless steel work tops and sinks, filtered tap water, walk-in pantry and four en suite bedrooms.

KOMMETJIE

R14,995 million

Web Reference: 1088868

Bedrooms - 4

Bathrooms - 4½

Garages - 2

Parking Bays - 3

Land Size - 839m²

FOR ENQUIRIES PLEASE CONTACT - Willi Schalk - 072 211 1753 - willi@villagehomes.co.za



KLEIN SLANGKOP

R9,95 million

New modern beach house with unobstructed views

This newly-built home offers all the amenities for a modern lifestyle. Enter the front glass portal, and the lounge with bar area and fireplace lead to dining area and modern fitted kitchen with separate scullery.

5 Bedrooms - 4 Bathrooms - 1 Garage - Web Ref: 1717462

FOR ENQUIRIES PLEASE CONTACT - Willi Schalk - 072 211 1753 - willi@villagehomes.co.za



SCARBOROUGH

R9,8 million

Once in a lifetime!

Few have the chance to live on the front row of the Cape Point Nature Reserve, with a short path leading straight onto the beautiful Scarborough beach. A 450m² designer home set on 806m².

5 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: 1743298

FOR ENQUIRIES PLEASE CONTACT - Marianne Furlong – 060 960 3994 – marianne@villagehomes.co.za



SCARBOROUGH

R9,8 million

The sky is not the limit

Magnificent, multi-storey, Mediterranean dream home, with sensational sea views, situated in the sought-after Northern sector, on a double plot! Sun-filled, easy living, with practical flow throughout the entire home.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1760320

FOR ENQUIRIES PLEASE CONTACT - Marianne Furlong - 060 960 3994 - marianne@villagehomes.co.za



KOMMETJIE

R8,995 million

Location, views, space, exceptional finishes

Lavish, secure and spacious, superbly situated right across the road from Long Beach, in the prestigious Duiker Drive, one of Kommetjie's most sought-after streets. This home is spacious and luxurious.

4 Bedrooms - 3 Bathrooms - 4 Garages - Web Ref: 1758787

FOR ENQUIRIES PLEASE CONTACT - Jansen Myburgh - 076 572 2406 - jansen@villagehomes.co.za



KOMMETJIE

R5,9 million

Old Kom classic close to the ocean

Family home offers accommodation in abundance, perfect as a holiday home or for a large family. Close to the ocean in the very popular Old Kom area. Wonderful Teak wood kitchen with granite counter tops.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1780577

FOR ENQUIRIES PLEASE CONTACT - Birgit Plettenbacher - 079 497 2724 - birgit@villagehomes.co.za



SCARBOROUGH

R5,8 million

Surrounded by mountain, sea and nature reserve views

Here is a great opportunity to create the perfect family home or a fabulous B&B with views. This home is in excellent condition with loads of living area space. Light and airy. This home ticks all the boxes.

4 Bedrooms - 4 Bathrooms - 3 Garages - Web Ref: 1644885

FOR ENQUIRIES PLEASE CONTACT - Marianne Furlong - 060 960 3994 - marianne@villagehomes.co.za



KOMMETJIE

R5,7 million

Private Estate home with ample accommodation & views
Magnificent, large family home with covered, wraparound entertainment patio, salt-water, solar-heated pool, an enclosed, easy-to-maintain, water-wise garden and a seated outdoor braai / fire pit.

5 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: 1857107

FOR ENQUIRIES PLEASE CONTACT - Birgit Plettenbacher - 079 497 2724 - birgit@villagehomes.co.za



KOMMETJIE

R5,6 million

Modern spacious home
Open-plan living area with a gourmet kitchen. A large fireplace and high-beamed ceilings. Salt-chlorinated pool, surrounded by a wooden deck and paved surfaces. A separate 120m² luxury flat.

5 Bedrooms - 4½ Bathrooms - 3 Garages - Web Ref: 1775423

FOR ENQUIRIES PLEASE CONTACT - Willi Schalk - 072 211 1753 - willi@villagehomes.co.za



KOMMETJIE

R5,5 million

North-facing Klein Slangkop splendour
Situated at the end of a quiet close, where children ride bikes and play freely in the freedom of this eco estate, bordering the famous Long Beach and the Table Mountain National Park.

4 Bedrooms - 3 Bathrooms - 1 Parking Bay - Web Ref: 1851778

FOR ENQUIRIES PLEASE CONTACT - Birgit Plettenbacher - 079 497 2724 - birgit@villagehomes.co.za



TODAY'S TOPIC: *The Electrical Certificate*

By law, every homeowner must be in possession of a valid electrical certificate – **without one, you cannot sell your home...**

- **Why is an electrical certificate of compliance (COC) required when selling a property?**

In terms of Regulation 7(5) of the Electrical Installation Regulations (OHS ACT of 1993), a change of ownership cannot take place unless there is a valid certificate of compliance.

- **How long is an Electrical COC valid?**

For the purpose of transfer of ownership, a COC older than two years may not be used. If any electrical work was done after the certificate was issued, a new certificate will be required.

- **How do I get an electrical COC?**

The first step is to appoint an accredited person who will carry out an inspection and test of the electrical installation on your property. If there are no faults or defects, a COC will be issued.

- **What if there are faults?**

A detailed report will be submitted listing the extent of the repairs, together with a quotation. On completion of this work, the COC will be issued.

- **Helpful hint to save you costs:**

The best advice we can give is to have the inspection done early, before a potential buyer is introduced to the property. This may help you to make decisions that will reduce the costs of repairing any defects.

- **Where can I get more information:**

You can ask your estate agent for our booklet "The Seller's Guide to Certificates of Compliance", or download it from our website www.inspecto.co.za. You can also contact our office on 021 5514185.

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Contact us today: 021 551 4185 / www.inspecto.co.za



KOMMETJIE

R5,45 million

Only metres from the beach

Nestled in the popular leafy Milkwood area and only one home back from the famous Kommetjie surfing beach. Fantastic sea views - so close you can almost catch a wave!

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: 1734128

FOR ENQUIRIES PLEASE CONTACT - Willi Schalk - 072 211 1753 - willi@villagehomes.co.za



BLUEWATER ESTATE

R4,95 million

Tasteful and spacious home in lifestyle estate

Situated in a secure, restful lifestyle Estate with controlled access and views of Table Mountain National Park, is this tasteful and spacious home with open-plan kitchen and sea, lake and mountain views.

4 Bedrooms - 2 Bathrooms - 2 Garages

FOR ENQUIRIES PLEASE CONTACT - Willi Schalk - 072 211 1753 - willi@villagehomes.co.za



KOMMETJIE

R4,995 million

Best elevated beach view plot

This very rare, large, elevated plot overlooking the entire stretch of beach, with views of Hout Bay and the surrounding mountains, offers massive potential.

Web Ref: 1088430

FOR ENQUIRIES PLEASE CONTACT - Willi Schalk - 072 211 1753 - willi@villagehomes.co.za



BLUEWATER ESTATE R4,65 million

Beautiful north-facing home with breathtaking views

Set in a tranquil, secure environment, this spacious, family home boasts a designer kitchen with Caesarstone counter tops. Superb open-plan living area with wood-burning fireplace, flows through to the entertainment patio with built-in braai and solar-heated swimming pool. Above the extended double garage is a gym room with guest bathroom easily converted into a bedroom or flatlet. Bonus separate garden flat comprising lounge/dining, kitchenette, two bedrooms and a bathroom.

5 Bedrooms - 3½ Bathrooms - 2 Garages - Web Ref: 1847918

FOR ENQUIRIES PLEASE CONTACT - Willi Schalk - 072 211 1753 - willi@villagehomes.co.za



SCARBOROUGH R4,395 million

Dual living with exceptional views

Exceptional 180 degree views of sea, mountain and nature reserve. This beautiful dual-living home with a cosy cabin feel, includes a separate income-generating studio, which also has incredible sea and mountain views. AND there is more! A pool and double garage with remote control access and loads of secure off-street parking. A must-see home.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1868771

FOR ENQUIRIES PLEASE CONTACT - Marianne Furlong - 060 960 3994 - marianne@villagehomes.co.za



KOMMETJIE R3,75 million

Charming mountain retreat with spectacular views

Immaculately finished, double-storey home featuring an open-plan kitchen flowing to the dining room and lounge. The most wonderful views from the patio and upstairs main bedroom, as well as from the downstairs bedroom. All bedrooms are north facing, with en suite bathrooms. A paved entertainment area is set in an established private garden with pool and rustic gazebo bar. A double automated garage as well as secure off-street parking for an additional two cars.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1785859

FOR ENQUIRIES PLEASE CONTACT - Birgit Plettenbacher - 079 497 2724 - birgit@villagehomes.co.za



KOMMETJIE R3,15 million

Huge potential in the heart of Old Kom

An old-style, single home presents a rare opportunity to create the home of your dreams on a large plot, a mere stone's throw from the sea without the monumental price tag. Various living areas, three garages, loads of vehicle/boat storage, a sizeable front garden and a large paved area at the back of the house with an outside storage room. Situated in quiet Gladiola Way, one road back from the sea, this property has the space and potential to create two separate dwellings for dual living.

3 Bedrooms - 2 Bathrooms - 4 Garages - Web Ref: 1730950

FOR ENQUIRIES PLEASE CONTACT - Jansen Myburgh - 076 572 2406 - jansen@villagehomes.co.za



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KOMMETJIE **R3,5 million**

Sought-after plots in popular Klein Slangkop Eco Estate

This is just the spot to build your dream home or perfect weekend getaway. Close proximity to the beach and surrounded by nature, Table Mountain National Park and the Chapman's Peak Mountain Range in the distance. Low levies and Building Guidelines apply.

Web Ref: 1749816

FOR ENQUIRIES PLEASE CONTACT - Jansen Myburgh – 076 572 2406 – jansen@villagehomes.co.za



SCARBOROUGH **R3,59 million**

Family fun in the sun and sea in Scarborough

Beautiful views from this pristine, loved home with loads of space for your family or the chance to earn an extra income by renting the bottom portion of the home - just move right in!

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1713581

Marianne Furlong - 060 960 3994 - marianne@villagehomes.co.za



KOMMETJIE **R3 million**

Lovely Milkwood Rise plot in new development

A great opportunity to own a piece of tranquility and be close to the beach. One of two lovely plots released from a total of six in Milkwood Rise, within Klein Slangkop Private Estate, with some sea and mountain views.

Web Ref: 1147177

Jansen Myburgh – 076 572 2406 – jansen@villagehomes.co.za



SCARBOROUGH **R3,45 million**

Brand new modern, spacious home close to the beach

Beautiful views from this pristine, loved home with loads of space for your family or the chance to earn an extra income by renting the bottom portion of the home - just move right in!

3 Bedrooms - 2 Bathrooms - Web Ref: 1607356

Marianne Furlong - 060 960 3994 - marianne@villagehomes.co.za



BLUEWATER ESTATE **R2,995 million**

Brand new spacious, open-plan home in secure estate

Newly built, double-storey, contemporary home offers lovely mountain views. Boasting high ceilings, which enhance the spacious open-plan living areas, for the perfect indoor / outdoor living experience.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1842409

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



BLUEWATER ESTATE

R3,15 million

Spacious master-built home

Situated in an exclusive four-home, gated security estate, within the suburb of Imhoff's Gift bordering the Table Mountain National Park, with its abundant birdlife, tranquil lake setting and amazing mountain views.

4 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1601350

FOR ENQUIRIES PLEASE CONTACT - Willi Schalk - 072 211 1753 - willi@villagehomes.co.za



KOMMETJIE

R2,995 million

Low-maintenance home with sea views

Perfectly positioned on the mountainside with sea views, the ideal holiday home with great dual-living potential. Easy-to-maintain double-storey home, open-plan living area, wooden deck with views of the ocean.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1837156

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



SCARBOROUGH

R2,95 million

Comfortable and cosy double-storey home on large plot

Recently refurbished home with new laminate wood flooring and bamboo awnings. Offering an open-plan kitchen and living area and front balcony with sea views on the other side.

3 Bedrooms - 2 Bathroom - 1 Garage - Web Ref: 1770083

Marianne Furlong - 060 960 3994 - marianne@villagehomes.co.za



IMHOFF'S GIFT

R2,65 million

Immaculate with superb finishes

Wake to the call of the resident Fish Eagle and end the day with a walk along the boardwalk of the Wildevoel Vlei and experience the most stunning sunsets. This home offers three bedrooms all with built-in cupboards.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1696144

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



IMHOFF'S GIFT

R1,895 million

Quaint and cosy home in serene surroundings

Enjoy the most remarkable sunsets from the patio, views of the mountains and the distant sea from your double-volume lounge and main bedroom. Enjoy the secure lifestyle and serene surroundings.

3 Bedrooms - 2 Bathrooms - 1 Garage - Web Ref: 1742309

Birgit Plettenbacher - 079 497 2724 - birgit@villagehomes.co.za



ORANJEZICHT

R5,795 million

House Fameux

This light, bright and sunny home was renovated with great flair and style six years ago and is one of the most attractive authentic Victorian double-storey houses in Oranjezicht, overlooking De Waal Park.

3 Bedrooms - 3 Bathrooms - Web Ref: 1792936

FOR ENQUIRIES PLEASE CONTACT - Andre Stassen - 082 928 6139 - andre@greeffcity.co.za



VREDEHOEK

R4,995 million

Cottage perfection

Delightful semi-detached character cottage is renovated with flair and panache. Well positioned in central Vredehoek.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1893684

Andre Stassen - 082 928 6139 - andre@greeffcity.co.za



GARDENS

R4,095 million

Live in Wembley Square

Natural light and iconic views from every angle! The apartment boasts an expansive first floor which has an air-conditioned, open-plan flow, which accommodates both dining and living areas.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1876559

Josh van Tubbergh - 082 716 2062 - josh@greeffcity.co.za



VREDEHOEK

R3,995 million

Last three units released

The Belair offers breathtaking views, impeccable finishes and contemporary design.

2 Bedrooms - 2 Bathrooms - 2 Parking Bays - Web Ref: 1881087

Ryan Greeff - 072 496 9431 - ryan@greeffcity.co.za



CAPE TOWN CENTRE

R3,15 million

Beautiful two-bedroom apartment

This sublime apartment is located in the most sought-after location in the City, close to Bree Street, in walking distance of Long Street where you will find all the best restaurants, bars and entertainment in the city.

2 Bedrooms - 2 Bathrooms - 2 Parking Bays - Web Ref: 1840919

Cedric le Bon - 076 440 7489 | Philip Malan - 083 251 6267



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HOUT BAY

R28 million

Superior splendour in spectacular setting

When only the finest will suffice – set in Ruyteplaats Mountain Estate this exclusive residence has it all! Excellent entertainment flow from all living areas. Luxurious features for a world-class lifestyle.

4 Bedrooms - 4 Bathrooms - 2 Garages

FOR ENQUIRIES PLEASE CONTACT - Jennifer Cluver 082 871 9323 - jennifer@greeff.co.za



HOUT BAY

R12,9 million

Secure, unique lifestyle with breath-taking views

This one-of-a-kind thatch home is perfect for the family who enjoy living in symphony with nature. Breathtaking unspoilt views of the sea, mountains and beyond.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1615991

FOR ENQUIRIES - Louise Reister - 083 226 3775 - louise@greeff.co.za | David E. Miller - 082 820 6166 - davidm@greeff.co.za



HOUT BAY

R11,9 million

Elegant and solid with African flavours

Set in the magnificent surrounds of prime Ruyteplaats Mountain Estate with panoramic sea and mountain views and a two-bedroomed cottage. A beautiful residence offering all a discerning buyer could desire.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1469185

FOR ENQUIRIES PLEASE CONTACT - Jennifer Cluver - 082 871 9323 - jennifer@greeff.co.za



HOUT BAY

R7,35 million

Lovely, sunny family home

Beautiful north-facing home set privately in sought-after Kenrock Country Estate, capturing lovely mountain vistas. Open-plan living with double-volume ceilings, separate study and domestic quarters.

3 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1687054

FOR ENQUIRIES PLEASE CONTACT - Jennifer Cluver - 082 871 9323 - jennifer@greeff.co.za



HOUT BAY

R7,1 million

Beautiful contemporary home

This modern home features a spacious entrance hall which leads to a light, bright, double-volume living area with gas fire place, and flows to the front patio with picture perfect views of the valley and mountains.

3 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1866337

FOR ENQUIRIES PLEASE CONTACT - Louise Reister - 083 226 3775 - louise@greeff.co.za



HOUT BAY

R6,9 million

Charming country-style thatch in secure estate

This charming thatch home oozes character and charm with the main house comprising three bedrooms, two en-suite bathrooms, country kitchen, lounge, dining area and one-bedroomed flatlet.

4 Bedrooms - 3 Bathrooms - 2 Garages - Web Ref: 1586105

FOR ENQUIRIES PLEASE CONTACT - Louise Reister - 083 226 3775 - louise@greeff.co.za



HOUT BAY

R4,85 million

Perfect family home

This sheltered and private family home will capture your heart from the minute you walk through the front door. Spectacular north-facing mountain views capturing all day sun.

4 Bedrooms - 2 Bathrooms - 2 Garages - Web Ref: 1858893

FOR ENQUIRIES PLEASE CONTACT - Friedel McLachlan - 082 320 9473 - friedel@greeff.co.za



HOUT BAY

R4,495 million

Sleek and trendy Scott Estate home with sea views

Ideal lock-up-and-go living close to village and schools. Open-plan living areas, screed floors, wood-burning fireplace and modern minimalistic kitchen.

3 Bedrooms - 3 Bathrooms - 2 Parking Bays - Web Ref: 1784764

FOR ENQUIRIES PLEASE CONTACT - Lindsay E Goodman - 082 638 1758 - lindsay@greeff.co.za



LLANDUDNO

POA

Striking Llandudno beach home

Modern family home just metres from one of Cape Town's best beaches with four en suite double bedrooms leading out onto a vast deck and swimming pool, featuring spectacular sea and mountain views.

4 Bedrooms - 4 Bathrooms - 2 Garages - Web Ref: 500545

FOR ENQUIRIES - David E Miller - 082 820 6166 - davidm@greeff.co.za | Lindsay E Goodman - 082 638 1758 - lindsay@greeff.co.za



Written by

ADRIAN MEAGER
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Taming the *emotional roller coaster* of investing.

All markets go through different cycles creating various psychological effects among investors.

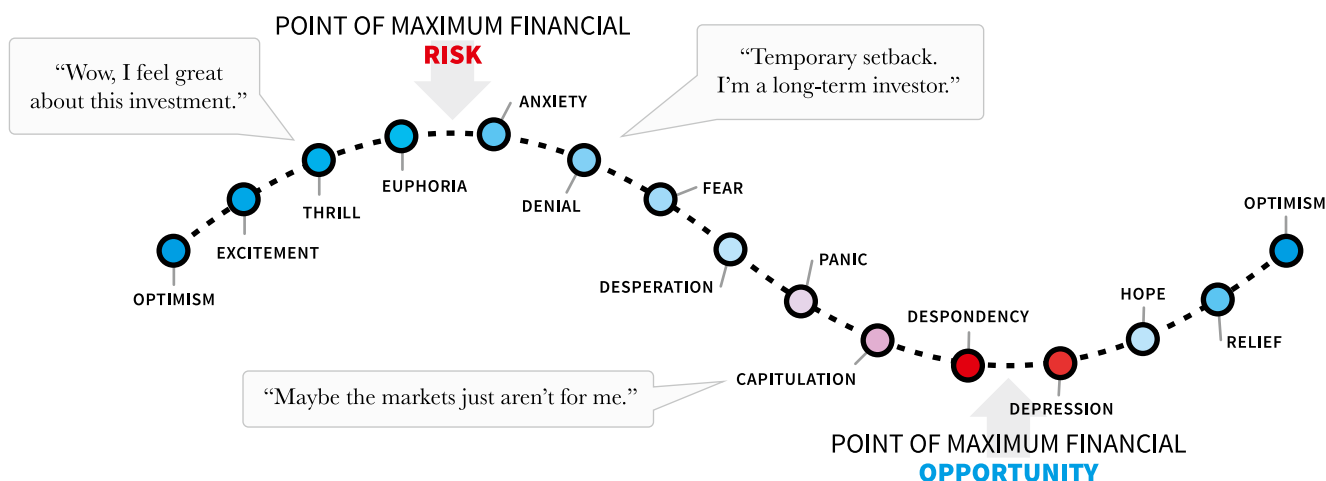
At the top of the investment cycle, exuberance and euphoria accompany the returns. This, however is usually followed by a sense of fear and despair when the cycle begins to decline, and returns slowly turn into losses.

It's no great mystery that extreme emotions can cloud our decision-making capacity and prevent us from acting in a rational way. The range of emotions we experience as investors, is in fact, well documented, since the responses tend to be universal. Taking an analytical approach to the emotional roller coaster

of investing can help to distance one from the immediate emotions – this allows one to remain calm and sit out a storm with the knowledge that sunny skies will invariably return.

When one does not fully understand the risks associated with investing there's a higher likelihood of becoming captive to your emotions; fear and greed often cause investors to sell low and buy high.

The below graphic and cycle depicts the psychology of investment during turbulent times:



- 1. OPTIMISM** – a positive outlook on the market leading to an investment being placed.
- 2. EXCITEMENT** – the initial value of our investment increases and we have complete confidence, with this confidence we invest more funds.
- 3. THRILL** – the investment value continues to increase and we start to feel very clever about our decision.
- 4. EUPHORIA** – this is the point of maximum gain and maximum financial risk with markets flying too high to be sustainable.
- 5. ANXIETY** – the market pulls back somewhat with the investment value declining. Here we need to remind ourselves we are long-term investors.
- 6. DENIAL** – the market continues to decline and we consider selling, however we hope for a short-term improvement in values.

- 7. FEAR** – this is a normal reaction to the market declining as we believe our investment will never increase in value again.
- 8. DESPERATION** – we start to look for any solution to try reverse the losses.
- 9. PANIC** – we are now foundering and feeling completely helpless, selling the investment in panic and locking in the losses.
- 10. CAPITULATION** – after selling the investment we wonder why we did not sell it sooner.
- 11. DESPONDENCY** – we decide to never invest again as investing is not for us. This is often the moment of greatest financial opportunity to invest.
- 12. DEPRESSION** – we start to analyse what went wrong and ask why we invested.
- 13. HOPE** – we ask if the market is stabilising, realising markets move in cycles. We start to

- analyse new investment opportunities.
- 14. RELIEF** – the investment turns positive again and we regain our faith in investing as markets recover further.

We are now back where we started, optimism, as our emotions have gone through the full investment cycle.

It's all about discipline, should we succumb to the emotional roller coaster of investing, we will undoubtedly end up with diminished wealth. Understanding that we may never truly conquer our inherent emotional biases, we should rather understand the emotions experienced and how we react to each stage, in an attempt to tame the emotional roller coaster called investing. So remember; when the market comes down next time, don't overreact because it will surely go back up. ■



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