



CHOICE OF 6 INDIVIDUAL OFFICE SUITES AT GREAT PRICES – WILL SUIT YOUR BUSINESS.
Rare opportunity to own your own first class office suite. Various sizes and layouts allows you a real choice in price range – all very affordable. Ideal time to move from renting to owning. With current low interest rates the cost of buying is not much more than renting and after 10 years you won't have a bond. Come find out how! Jodi 061 315 4274 your expert in commercial & industrial property.

DEVELOPERS TAKE HEED – METRO IS COMING FOR YOU UNLESS YOU MOVE FAST!

METRO is on the warpath. They are being pressed hard, VERY HARD, by Bloem Water and many other service providers over non-payment. Now they are trying to play catch up with their credit control in order to find money to pay – anyway, anyhow. To show how desperate they are body corporates have received letters threatening to disconnect their water if any individual owners have unpaid rates and taxes. Totally illegal, but bullying tactics to try to pressure Trustees and Managing Agents into paying these accounts on behalf of owners. This is totally illegal and should be resisted. Just because their long-term credit control is in a shambles, they are now trying to pressurize complying body corporates to help them collect their money.

However, developers should take care. When building new properties, developers connected an electricity and water supply for building purposes. Very frequently the account remains in the developer's name after the body corporate opened because the body corporate had no funds to connect it in the body corporate's name. Now metro is looking for outstanding accounts either from the developers time – you would be surprised how many developers owe money years after the body corporate opened – or is outstanding by the body corporate. Because the body corporate owes the money, but the account is in the developer's name Metro will go after the Developer.

Developers are strongly advised to ask Metro for a copy of all accounts that are in their company's name and sort out any outstanding accounts they find. Take care with the outstanding balances because any amount that has been handed over will not appear on the current account and that could be the biggest outstanding account. Need help talk to Mike Spencer; mike@platinumglobal.co.za

The Commercial Landlord

Newsletter for
Commercial &
Industrial Landlords



September 2019

Need to Let/Sell Then Price Right

We have given this advice before – the market sets the price – not you! While there is some vacancy in the commercial rental market, it is far from being a crisis, except to the individual owner with the empty offices. Platinum are still receiving enquiries for office space though not from the major players. Those looking for space are picky about what they are prepared to look at and are definitely price conscious. If you are serious about letting/selling, testing the market is the last thing to do. It won't work, will make your property stale in the market and lose you money. Do the calculation on how long it takes to recover the lost rental from unoccupied premises. Want advice on the right rental – talk to Platinum!

Talk Shop

by Platinum Global

GOOD SOLAR SUPPLY COULD MAKE YOUR PROJECTS ATTRACTIVE.

The situation with the Metro is going from bad to worse. As the result of years of poor and incompetent administration they are in a predicament over their lack of funds. Much of this has been to do with the lack of collections and it can be seen by the number of letters of demand for arrear rates that are being sent to managers of body corporates for onward sending to owners in arrears. I wonder if the same effort is being put into unpaid accounts for properties on the eastern side of town?

Ensuring that your next development has full on site solar could eliminate the problem of unsure electricity supply. The effectiveness and cost of solar supply has come down considerably but avoid at all cost grid tied systems. When the power fails so does your solar. With careful planning you can be fully off grid. Add to this a borehole and water tanks to make your building even more independent. Buyers will be enthused to buy into your scheme if you offer these options in your next scheme.

Recommended Solar Installer

My first solar installation was a disaster, cost me a poop lot of money and did not work! The panels are fine and give me about 3 kw per hour and with an average usage of 1.5 kwh by late morning my 7-kw set up is full. I am wasting about 50% of the energy so I am going to put in another 7 kw of batteries to make use of this lost energy. Jaun, from VLT Solar was most impressive and sorted out my system in a day. He has gone out of his way to explain the system and bring me the manual. I now have all my plugs, TVs, and appliances except my A/C units, stoves and plates, connected and even the iron did not make any practical difference this morning. Even the swimming pool motor is connected onto the system!

Just coincidentally, Centlec want to change my meter to a pre-paid one despite never being in arrears. I don't like the inconvenience of prepaid and am quite happy with my old post paid meter.

If you would like to contact Jaun, phone him at;

VLT Solar
vltolarbfn@gmail.com
083 587 8667

YOU SHOULD BE THINKING OF JOJO TANKS.

The water problem with Bloem Water is far from over and commercial landlords should be thinking of means to prevent problems in their buildings.

Have you thought of installing a JoJo tank for water? At least you would have water to flush toilets and via a purification system some drinking water. Water can come from the mains when water is available but longer term a borehole to supply the JoJo tanks may be a better option.

Tanks need to be properly situated with roof top sites giving better pressure, but care must be taken regarding the weight of the full tank. Alternatively, a pump can be installed, but the electricity supply does not seem so reliant either. Perhaps installing a solar system to provide energy to use the pump would also be necessary. Think about checking your gate motor batteries. You don't want a power failure and for your tenants to be stuck in the building for hours.

GOOD BUSINESSES COULD USE THE CURRENT MARKET TO BUY

Does that sound crazy? Actually, it makes sound sense. When the market is down then it is the right time to buy for your own use or investment. How is it possible to buy rather than rent? Firstly, landlords are more eager to sell. They want to sell to reduce their risk exposure. Commercial letting is mainly about single landlords letting to comparatively large tenants. When the property is vacant then there is no rental income, but the bills still come in. Many smaller landlords can not afford to be in this position and are forced to at least consider selling.

Tenants on the other hand can take advantage of this situation. If you are paying R20,000 pm this is equivalent to a R1.5 million commercial bond. The only difference being that you need to pay the rates and taxes and insurance. It would give you an opportunity to upgrade and expand to suit the needs of your business and any increase in costs is offset by the rental no longer escalating each year. One of the really great aspects is that the bond repayment period is only ten years, after which you are bond free and don't have a bond or rental payment to make. Quite an advantage in my mind. Buying also prevents you having to moves at the end of your lease – at great expense to you and your company. Maybe not such a dumb idea after all. Selling to your tenant gives you unencumbered free capital. Talk to us today.

THE MARKET



MULTI – SHOP/WORKSHOP PREMISES WITH HIGH VISIBILITY AND LOTS OF PARKING.

Workshop/Shop premises for service shop/spares/spares centre. Great little investment property. Can house 4 separate businesses or one larger one. High visibility site in great location. Nice neat well looked after property. Come view today.

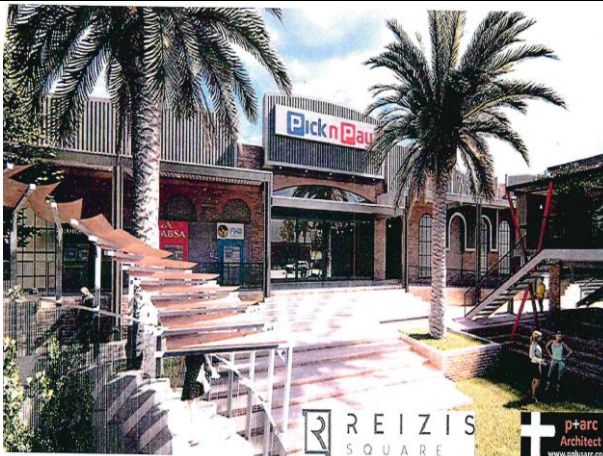
Jodi 081 315 4274, Mike 082 881 4711



BRANDWAG -OFFICE PARK – CHOICE OF 3 UNITS

Buy or let. Choice of three units differently sized office suites to suit your needs. Some to buy, some to rent. Rentals from R11,500 pm plus VAT. 4 – 7 offices, 3 – 5 allocated parkings. Boardroom with larger unit. One unit for sale for R1,350,000 which is a great price. Really well priced, super position – walking distance to 100 plus businesses. Very easy to find centre – just right for your company. Definitely a property to be proud of.

Jodi 081 315 4274, Mike 082 881 4711



NEW NORTHERN SUBURBS CENTRE BRAND NEW SHOPS TO LET R280 SQ M.

Not often you get an opportunity to be first in a new building. But here you can. Choice of premises as shops or ideal for smart offices, dentists, doctors and the like. Northern Suburb Waverley location to be central to up-market clientele. Early occupation of nearly fully let premises. Come and view with Jodi and make your choice.

Jodi 081 315 4274, Mike 082 881 4711



MODERN HAMILTON WAREHOUSES

Choice of two modern neat and clean warehouses with good quality internal offices. Secure perimeter. 2.x 230 sq m units to let separately or as one at R15,000 pm each.

Early occupation available to qualifying tenants. Good truck parking and delivery yard. Very desirable buildings. Definitely one to see.

Jodi 081 315 4274 or Mike 082 881 4711



HI VISIBILTY – HIGH FOOT TRAFFIC – POPULAR CENTRE

Immediate occupation shop in popular centre. Neat shell. Suits a wide range of shop-based businesses. 118 sq m open plan space. Good student population in area. Good security in and around centre. Good in and out parking. If shop keeping is your business this is the right one for you.

Jodi 081 315 4274



MID-CITY SHOP WITH IMMEDIATE OCCUPATION

Very affordable rental for this neat and clean premises. Big 230 sq m shop very close to Appeal Court, City Centre, Government Office and many ore potential clients. Easy find street from location. Double bathroom and kitchen.

Great place to be. Call Jodi

Call Jodi 081 315 4274 or Mike 082 881 4711



ITS GOT EVERYTHING! WORKSHOPS/SHOP/OFFICES/YARD/OFFICES

Would suit motor workshop/dealer service centre, distributor, specialist sales distribution centre. You name it and it is just right for what you need.

For sale. 3500 sq m site. 294 sq m offices, borehole, 6 kw solar panels on roof for generation of own electricity.

Call Jodi 081 315 4274 or Mike 082 881 4711



REALLY CHEAP WAREHOUSE R25 SQ M

Great value basic warehouse. 300 sq m with kitchen and three bathrooms. Reception plus manager's office. Nothing fancy but great working place.

Serious landlord – not sure if the old car is available.

Come visit with Jodi

Call Jodi 081 315 4274 or Mike 082 881 4711

Platinum Global is looking for BODY CORPORATES to manage 40 plus units