



CHOICE OF TWO BUILDINGS FOR BIG OFFICES

Need affordable offices for a big staff compliment? Don't want to spend a fortune? Need it for temporary or long term? Might want to buy rather than rent? We have the places for you. Choice of two easy find premises with lots of parking. Come see
Contact Jodi 081 315 4274

A FUNNY OLD MARKET – THE GOOD, THE BAD AND THE REST.

With the easing of lock down the market has definitely improved and Platinum Global has been surprisingly busy. And it is not only in the small market that office and commercial has been active and many of the offers that are being received are for substantial premises.

Yes, rentals are a bit negotiable and with low interest rates there is a tendency for lower escalations, but interest is there. Even the commercial buying market is becoming more active. Recent offers on blocks of flats, mini shopping centres and factories indicate that there is a demand that needs to find a home.

Yes, there are weak spots in the commercial and industrial market with many tenants really struggling, not only with the lock down restrictions but with the slow market. A good sign is that interest rates are at a historically low level, somewhat similar to those in the market in the mid-1970s and the banks are willing to give high percentage bond to buy, providing they can be convinced that it really is a good business proposition. When making offers on commercial property remember that it can take a couple of months for bond approval to be given as most of the banks valuers are based out of Johannesburg.

The one weak spot at this stage is the office market, where many smaller businesses are now running almost entirely from home. Having to work from home has shown that many of these businesses can easily work away from a formal office situation. The recently laid fibre optics network in the town came just in time. Even meetings no longer need to be held in a formal setting and Zoom, Skype and Microsoft Teams are fantastic. In fact, these electronic meetings have better attendance than physical meetings because out of town owners can attend. Just today I had a meeting with clients in Australia! How business is done has changed forever!

The Commercial Landlord

Newsletter for
Commercial &
Industrial Landlords



Sep 2020

OPPORTUNITY KNOCKS – THE EXCEPTION TO THE NORM

When times are tough the tough get going. Despite the economy, we have the offer of a lifetime for you. An elderly inventor has been running a factory of the future but age is now catching up and the time has come to retire. This opens an incredible opportunity for you. This offers you the chance to own your own factory producing headstones and artificial marble flooring at an fantastically competitive price. We are so convinced about this product we undertake to help you with marketing. Profit margins are really wide and already we have buyers in the building industry that are interested in taking large quantities for their new buildings. Slabs can be used for flooring, walling, and countertops and help create low to no maintenance finishes. I personally believe in this product and would be proud to show you around. Set-up and training included.

Call Mike 082 881 4711

Talk Shop

by Platinum Global

PLATINUM GLOBAL IS THERE FOR YOU.

It's tough being a landlord and often not worth the effort. Why not relax and let Platinum Global take care of your properties for you?

Platinum Global has a fully staffed residential letting department with dedicated letting agents and accounting staff. We currently look after nearly 1500 rental properties.

There is also a very competent Body Corporate management team of 8 people looking after the 2000 sectional title units in our schemes. This department is especially set up to handle larger buildings from 50 unit upwards – our largest building is nearly 700 units!

KISS reporting means that landlords and trustees receive easy to read monthly reports on income and expenses from a company that runs your building proactively. AGMs are usually held in the second month of the new financial year. The bigger the better as far as we are concerned. Talk to us.

The Tenant is King – Treat them like Royalty!

For many property owners times ARE tough. Unlike a residential block where having one vacancy in a block is not a train crash, owning single tenant commercial property can be a feast or famine situation. When your property is full things are great and you get nice returns, but when it is empty you get nothing but still have all the expenses.

It is important to remember that you are in a competitive market. How many sets of offices are vacant? What are the few potential tenants looking for? While rental can be important, are they looking for something extra? Parking would come to mind. Tenants are likely to rent a more expensive property if the parking suits them better.

Condition is so important. Leaving your offices trashed from the previous tenant will not encourage a higher rental. If your competitors are offering clean move in ready offices, you could be left struggling. Don't sweat the small things. If a new air-conditioning unit in the boss's office will make the deal, then go for it. A R10,000 a/c unit is only half a month's rental. If you don't do the deal you will lose R20,000 pm!

Be nice to your letting agent – after all they are human too!

Let us Know if it is Empty!

We cannot let your investment property if we do not know it is available. Just give us a call and tell us what you have, and we will pop over to have a look.

We manage residential blocks of flat or townhouses, commercial and industrial properties of all types from offices, to shops, to warehouses and factories.

Platinum Global offers you a Valuation service which can be used when confirming property value for finance, transfer valuations to Trusts and Companies or for divorce or estate purposes. Any type of property, except farms, anywhere in the country.

Remember we consult for Body Corporates in management difficulty and on the practical management aspects of new developments.

If you just need a shoulder to cry on and ask a few property related questions, Platinum Global are the people to talk too.

RENTAL MARKET SOFT – STUDENTS NOT BACK AT VARSITY TILL 2021

After many years of continuously rising rentals the current residential rental market is quite soft with a fair number of vacancies. Much of this is caused because both the UFS and CUT universities have sent students home, almost certainly until the start of next year. With close to 40,000 students coming to varsity in the city, this must influence the rental market. Not much can be done about it at present, though I think that it will improve in February next year when the students return. Some of the vacancy has been taken up by non-student residents and this can be seen in traditional student buildings such as Willow Glen and Bains Game Lodge. Students are likely to find it difficult to get flats next year. Some new building will start shortly with a 47 and 240 unit 2 bedroom (some 1 bedrooms too) schemes are being planned for Vista Park. These new buildings are being designed as low to no maintenance buildings and will compete strongly with existing, and frequently quite old buildings. We will also be announcing a new 66 bachelor/1 & 2 bedroom new development close to the N1 which is being designed and built by a well-known young developer. The quality of all the buildings that he has built in the past has always been at a high level with interesting design. These units will, unusually, be fully furnish complete with fridge and TV. Such a pleasure to market well-built new properties.



R3,500,000 HIGH VISIBILITY MODERN PROPERTY
 Exceptional 7 offices plus reception premises with 5 x garages for secure storage. Warehouse + overhead crane. Really good price for excellent business spot.
 Contact Jodi 082 315 4274



Hilton – 2 Buy or 2 Let is 4 Sale
 Buy for R1.85 million or let for R17,000 pm plus. The choice is yours! Large Boardroom, 3 offices, training/call centre. Small warehouse. Great value.
 Contact Jodi 081 315 4274



Hey? May Not Be Pretty – But only R7,000 pm + VAT
 One large and 2 smaller offices with great parking in central Westdene. Just around the corner from lots of restaurants for lazy afternoons! Really great value
 Call Mike 082 881 4711 mike@platinumglobal.co.za



COMMERCIAL 205 m2 MAIN ROAD PREMISES
 Not often available, off central city premise as shop or showroom. In motor town – ideal motor related business. Makes a great show room for a wide range of products and services.
 Contact Jodi 081 315 4274



LOVELY SET OF OFFICES R15,000 pm + VAT
 Now this is a nice set of offices for professional business, insurance brokers etc. Big open plan office plus set of individual office plus secure parkings and more. Really great value for money. Worth a viewing.
 Contact Jodi 081 315 4274



RAYTON OFFICES & WAREHOUSE – JUST R12,000 + VAT
 Now this is value for money. 300 sq m warehouse with high roller doors. Two modern office sections either one can be used as 1 bedroom townhouse. Well situated for easy access across town. Lots of place to park. Great atmosphere for clients & staff alike.
 Contact Jodi 081 315 4274

An opportunity to invest in off-shore property. This one is a new development in the UK. Contact me for more information.



Your 5 year investment scenario

1 Bedroom apartment from	£135,950
Assured 2 year NET annual income*	£8,157
Anticipated NET income over 5 years*	£57,538
Anticipated 5 year capital appreciation*	£53,576
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Total projected 5 year return*	£111,114

*Annual income fixed at 6% NET for the first 2 years, assuming 3% annual rent increase thereafter. Capital growth based on Savills 2020 North-West forecast of 24.1% by 2024. Please note these financials are for indicative purposes only and may be subject to change.

**REQUEST
INVESTMENT
DETAILS**



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