



# The Landlord

Newsletter for  
Sectional Title  
Trustees & Landlords



September 2019

**Well Loved Building.** Within a very short distance of UFS. This is simply a building that owners hang on to. But we now have fine examples of one 1 & 2 bedroom units that have recently come on to the market. Many of these units are occupied by students as the building is quiet and well managed (limit 2 per bedroom) but many working young people live here to. Prices range from R550,000 to R670,000 and worth every penny.

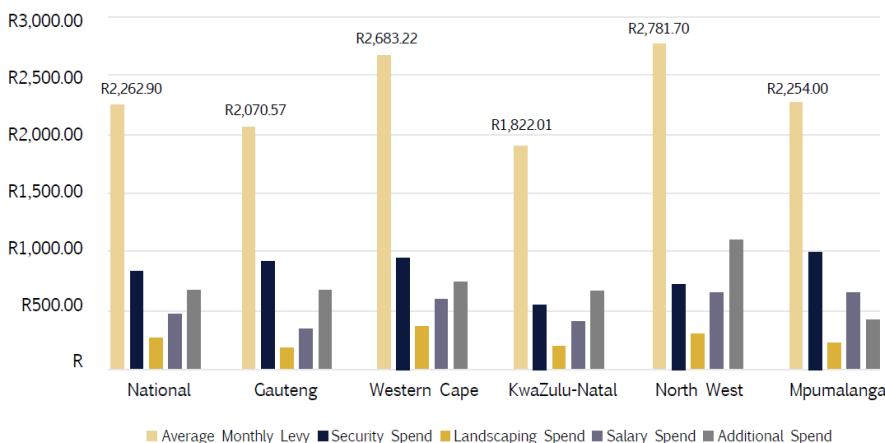
## LEVIES ON THE RISE BUT STILL FAR BELOW OTHER PROVINCES.

In a recent newsletter or the Association of Residential Communities it is obvious that monthly levies in the Free State are way below the averages of other centres. With the exception of KwaZulu-Natal, they are all over R2,000 pm with the highest in in the Western Cape at R2,683 average levy per month, with a national average of R2,263 pm. Taking the Platinum Global portfolio with a range of unit from student flats to top of the range northern suburb townhouses, average levies would be close R1,000 pm. Even small up market schemes which tend to have more expensive levies because of limited numbers of units are still below the national average with a few individual levies approaching this level.

Interrogating the levy diagram below it seems that security and salaries are the major contributors and the lower security spend in the Free State may be one reason for lower levies in the province.

Contact ARC at their web page [www.hoasupport.co.za](http://www.hoasupport.co.za)

Average Monthly Levies and Budget Spend Split



## Metro Service

### Standards Declining

I am not sure that it is much of a surprise to anyone that the service that you are receiving from Metro is going downhill fast. Last month it was days without water for large parts of the city because council have not paid their bills. If we don't pay we get jumped on but if Metro don't pay they plead poverty! That story is far from over as they have until the 15<sup>th</sup> of this month to make major payments – and it isn't going to happen.

Now the rubbish trucks are the problem. Rubbish

maintenance and planning has resulted in the new trucks not being able to pass the roadworthy and the trucks have been pulled off the road. That is why the rubbish is stacked up because Monday's collection in Westdene still has not happened by Wednesday. The bags are all broken, and the August winds are starting.....

# Talk Shop

By Platinum Global

## Investment Opportunities

They say that every cloud has a silver lining – so true. I have previously written about the opportunities that are available to save when building your next dream home. One of the suggested methods was to become part of the development you want to buy into. Not easy to organise usually but from time to time these opportunities do arise.

Recently we have been doing a valuation on a sought after new development and giving advice on the overall marketing strategy for the owner. With new developments taking upwards of 10 years in getting to the stage of being able to put spades in the ground the cost per stand or sectional title opportunity remains high. By investing into the development itself you not only receive a proportional dividend but have the opportunity to buy an erf of HOA/sectional title stand at a discount price. Being a base line investor could also give you an opportunity to influence the layout and design of stands that are going to be sold.

By becoming your own developer, it can mean a substantial saving on the ground of between 25 and 33 %. Additionally, you are able to choose your presale stand and choose the right one to suit your personal tastes.

Pre-Launch investors in this particular development are guaranteed the best sites in town with wonderful view. All the work is done, township is approved, and only services need to be installed. The property is totally bond free, so risk is minimal as the value of the property well exceeds the cost of servicing.

Interested? Give me a call and I will put you together with the developer.

## Advantages of Cell to Gate

We are all concerned about security and cell to gates offer high security compared to everything except full timed manned gate. This system allows each occupant to open the entrance and exit gates using their cell phone. The systems don't actually use airtime because the result is actually a missed call to the gate, but it does provide much better security.

Firstly, you cannot just phone the gate. Your cell phone must be registered on the system for it to work. Importantly old numbers from previous tenants/occupants are removed each time a new cell number is added. These numbers have to be registered with the controller before they will work – you cannot borrow your friends phone to call the gate – it will not work.

All the old number are removed and the database in the motor removed. Those owners who have sent in the connection forms with the new are added to the system. The rest cannot get in.

As a security method it removes ex owners and ex tenants and their domestics from the system and is an added security feature. Unless you are properly registered on the system, loading your number on your phone will do nothing at all. New systems can be added for about R3,000 each and unlike older systems are not limited as to the number of people who can be added.

Numbers of the gate should be changed once or twice a year as an added security system.

It is good for every body corporate, irrespective of their system, to check whether old tenants and owners are still on the system – you would be surprised.

## Poor Market – Get the Price Right!

In the property industry there is an old adage – Position, Position, Position. Position is important but it should rather be Position, Condition, Price.

Buyers buy what is best for them in their mind – you never see and empty property on a busy main road. While position is important to buyers, condition and price play equally important roles.

Condition tells a lot about a property. If it looks good it probably is. Buyers certainly pay more for a neat and clean home than they do for a dirty and untidy one. Although not part of the price furniture plays a bit role in setting the atmosphere of a property. Old dark furniture will make a place look small and dark. Modern bright furniture will definitely enhance the sellability and price of a property.

Price is the balance that needs to be struck between position and condition. The better the position, the better the home, the higher the price and vice versa. Price is not about what you think your property is worth but rather what buyers are willing to pay. In effect buyers set prices not sellers.

Don't be fooled in to setting your price at those advertised for similar properties, you need to know what prices were actually were obtained for similar properties recently. You also have to be realistic about where your property fits into the market. Just because you replaced the kitchen 10 years ago mean that you will get extra price because of it today. It is no longer a new kitchen but rather a 10 year out of date one. Pricing is about comparing "actual" selling prices and realistically comparing what you have for offer over those sold.



### Willow Glen R260,000

Prices have risen considerably since the beginning of the year. Making this an opportunity to buy one of these yourself. Large bachelor flat with parking bay. Very popular building with very good finances. Well worth looking at.

Christine 081 474 2357

### WANTED – 2 bedroom flat

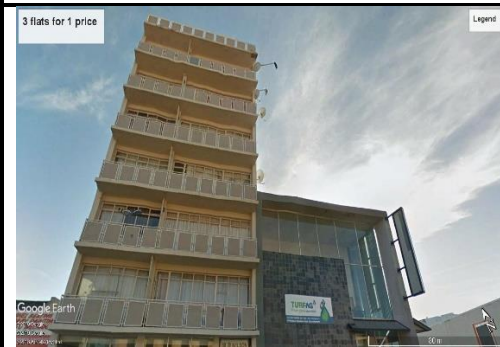
We have buyers for 2 bedroom flats to buy in the R400,000 to R550,000 range. We currently have 3 clients looking for well maintained flats to buy. Think of selling email [mike@platinumglobal.co.za](mailto:mike@platinumglobal.co.za) for free prequalification.

Retha 073 198 2615

### CHOICE OF 11 UNITS!

Yep 11 different units in one building. Prices from R980,000. Westdene townhouses for sale. Body Corporate agree to change to office use if required. 2 and 3 bedroom units from R980,000. Low maintenance facebrick.

Retha 073 198 2615



### 3 FLATS FOR 1 PRICE

Exceptional buy 3 flats in 1 price. For R706,000 you can buy 3 separate flats. Owner left town and clearing his Bloemfontein portfolio. Looking for a small rental portfolio. This could be your first investment buy.

Mike 0828814711

Choice of Two Ideal Retirement Flat. Both very sizeable two-bedroom flats with magnificent views. Garage plus extra parking. Not only that you get an enclosed balcony as an office space. I own a unit here and am very happy with my investment.

Mike 082 881 4711

LANGENHOVEN PARK R 970,000 A special townhouse in a special complex. Not spotless, not immaculate but both at the same time. Vacant occupation October. A really beautiful home to own. Something really special.

Mike 082 881 4711

## Wanted Houses, Townhouses, and Flats 4 Sale

We are delighted to announce a new "super team" of real estate practitioners that have just joined us. Many of them are highly qualified with degrees and near completed MBA. As I say the Super Team. My new marketing agents will be working in Westdene, Navalsig, Northern Bloemfontein, Universitas and Universitas Ridge, Langenhoven Park, and the residential small holding areas. They are waiting to hear from you that you would like them to help you sell your residential property.

They are being trained to give you innovative and top notch service and I want to know from you if they don't. Before accepting your house for sale they will meet with each owner and show them what activity has taken place in the area of your home and indicate what price they believe your home will be sellable for. They will leave with you information about recent sales in your area and be able to discuss a range of marketing options. If you are moving out of town they will be able to recommend agencies in your new location. Need information about your home email [mike@platinumglobal.co.za](mailto:mike@platinumglobal.co.za) or call 082 881 4711

# VILLA BAINS has joined Platinum Global

## SPACE FOR LARGER BODY CORPORATES

(45 plus)

We are delighted to let our friends and clients know that we are now managing Villa Bain a 100-unit apartment building in Langenhoven Park. The first meeting of owners was a delight as far from the owners being a bunch of strangers, we knew more than half of them from previous work that we had done for them. Some of our friends at this meeting we met more than 35 years ago!

Platinum Global is currently updating its internal systems to an almost fully automated one. It will allow owners to enter their own contact details and to view online much of the body corporate paperwork including minutes of meetings, sectional plans and rules and much more. Payments are automatically linked to body corporates and individual owners and tenants so that accounts can be produced far quicker and will leave staff open to monitor non payments and to spend more time with Trustees and at the building. If you want the best management – think Platinum Global.

### **EXECUTIVE MANAGING AGENTS – DOING AWAY WITH TRUSTEES!**

I had already written an article about using JoJo tanks in Body Corporates but I found a very important article on Executive Managing Agents written in the professional magazine sent out by NAMA, the National Association of Managing Agents of South Africa. I am sure that you will also agree on how important this article is.

Please read the full article at [https://drive.google.com/file/d/1jxAFDHJowgROm\\_juEX5Zhr9WtFPxi3kd/view](https://drive.google.com/file/d/1jxAFDHJowgROm_juEX5Zhr9WtFPxi3kd/view)

It is a fact that finding anyone who is prepared to be a Trustee, never mind one that know much about the legal requirements of running a body corporate is becoming more and more difficult. The STMA imposes so many legal requirements that it is very difficult for any lay person to comply with them all. I would suggest that many Body Corporate managers also find it very difficult to comply and they run professional management businesses. While I agree that we don't always have all the answers we frequently come across Trustees who run body corporates as if it were their personal property and that they are entitled to make a whole host of decisions that run against the spirit and requirements of the STMA. I am sure that you know what I mean. We have recently been consulting for a game farm development in White River where the trustees were quite happy to sign off on the developers request to substantially enlarge and alter the right of extension and to change the use of existing units and portions of the common property. Also common is for trustees to appoint themselves to do work for the body corporate, insist that one contractor gets all the work without supplying quotations and appoint caretakers and additional workers without reference to the body corporate managers.

While it is quite possible to run a small scheme yourself, the running of a major scheme has become too complicated for many trustees to handle. As you will have seen from the article it is possible for the body corporate to appoint an executive managing agent in place of the trustees and I think that many owners would rather have an outside neutral organisation running their property than trustees who are often personally involved. Platinum Global is happy to give this service as an extension of the way that we currently run body corporates. With modern electronic communication it would be possible to give far better feedback to owners than many currently receive. In terms of the act the executive managing agent needs to report back to owners on a regular basis anyway on the financial situation and the physical condition of the building. Think about it for your body corporate.

**ANY CAPACITY  
ANYWHERE  
WE CAN DO!**



**Go solar.  
Become a power house.**

**Why keep paying the utility more?**

Pay **less** and start saving on your energy bills.  
NO deposit required. NO installation fee. Simply pay **LESS**.  
OR simply decide the term, and we will adjust the Kwh  
rate to enable you to save more in the long term!

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**Contact us: Brian Sinatra in Bloemfontein 0603619044**

[brianbloemfontein@maxenergy.co.za](mailto:brianbloemfontein@maxenergy.co.za)



**PRIME**  
HYBRID ENERGY