



Prime land available for

Increasing international investor interest in South Africa is fu

THERE are many opportunities for investors and developers to acquire large tracts of prime land or meaningful shares in sizeable "greenfields" property development projects that are potential sound long term investments, says Wayne Wright, business development director for JHI Properties.

"During the economic slowdown over the past three to four years, property developments have been more or less stagnant.

"However, because of low interest rates, increased positive market sentiment and relatively low building costs, there are signs of renewed interest in such projects, as well as the structured release of significant parcels of land.

"We have also noted an

increasing trend for existing landowners wanting to form joint ventures with investors to collaborate and jointly finance and develop projects for tenants, or for investors to become owner-occupiers of developments," says Wright.

"Investors in these profit-structured deals stand to benefit from discounted land values in prime locations, in projects that incorporate a range of mixed-use developments, such as mixed-use industrial, office and hotel projects, shopping centres, office developments, and office and residential projects.

"These can range from an entry level of several million rand for co-investment in development projects, to R50 million for land and developed build-

ings, to billions for acquisition of an overall scheme."

JHI is marketing several such opportunities, including 11ha of prime vacant land in

'Local property owners are interested in a number of deals'

Morningside, Sandton; a prime 114ha development site adjacent to the Cradle of Humankind and only about 10 minutes from Lanseria Airport; as well as sizeable parcels

of land from 5 000 to 10 000m² in size at the Samrand development, mid-way between Midrand and Pretoria.

David Reid, investment broker for JHI Properties, says the 200ha vacant site at Samrand is along the rapidly developing N1, N3 and R24 belts, and it is the last remaining undeveloped land centrally situated at the convergence of Joburg and Pretoria. It is also within easy reach of the East Rand and West Rand.

"These parcels of land provide ideal opportunities for distribution and warehousing type industrial operations, as well as modern office parks."

Wright says it is positive to see that existing property owners and investors are showing increasing interest and are