

Professionals and developers are catering to a growing demand for secure living in convenient locations, across all segments of the market. While migrants from upcountry are increasingly seeking to replicate top end lifestyles in estates close to good schools, buy to let investors and tenants in the student and retirement sectors are also showing a preference for secure and convenient living.

Andrew Golding, of Pam Golding Properties, says: Buyers who want to relocate to the Western Cape are drawn to private estates in the Boland because of the security and the lifestyle, as well as close proximity to Cape Town and top schools in the areas. He says relocating buyers from upcountry favour estates such as Boschenmeer Golf and Country Estate and Val de Vie Wine and Polo Estate, both which are located on the outskirts of Paarl. Samuel Seeff says property sales in primary areas in the Cape metropolitan areas have improved year on year by about 25%. A resurgence of activity in the Cape Winelands, Boland and West Coast areas this year has seen turnover climb by 54%. He says demand for residential property within secure private estate lifestyles in and around the city has significantly increased during the past 12 months. As a result, a lesser demand is seen for large freestanding properties in exclusive southern suburbs, due to buyers moving to estates close to good schools and facilities. However, when it comes to retirement facilities, although the top end of this market has been well catered for, growing demand is seen for secure retirement housing both in the middle and lower ends of the market.

Charles Robertson of Visual Property Development says: A significant trend is seen among senior citizens with a preference for downscaling into affordable, yet secure lifestyle estates in Cape Town's northern suburbs. He says Visual is planning the development of apartment suites at the My Place retirement facility, which will be located within the secure environment of Stellendale Village, along the Stellenbosch Arterial in Kuilsriver. My Place will offer buy-to-let opportunities to members aged 50 years and older, of lower income level communities and monthly rentals ranging between R3,000 to R4,000. Robertson says longterm investment opportunities in an integrated lifestyle will cater for the different stages of retirement, from independent and assisted living through to frail care. Although a steady demand for student accommodation in Stellenbosch and Rondebosch continues, increased demand is noted for rentals and sectional title purchases within secure developments. Rawson Property Developers, which has made its mark through prolific development of the student, buy-to-let and young professional market in Rondebosch, has recently entered the Stellenbosch market. CEO Paul Henry says this is due to growing demand for welllocated student housing in secure complexes, and convenient access to public amenities.

He says parents who buy secondary properties to accommodate children at tertiary institutions, as well as buyto-let investors and young professionals, show a strong preference for 24-hour security and close proximity to amenities. Louise Varga, PGP director Boland and Overberg, says: Demand for secure and convenient living options is driving sales activity in the Stellenbosch student and private estate markets. She says an uptick in the buyto-let student accommodation market since September indicates a good season. Varga says good resale value is seen at luxury

estates located just off the R44 which are located within short commuting distances to public amenities, such as at Brandwacht Aan Rivier Country Estate, which was launched in 2011. However, as demand for secure living from buyers and tenants in the middle and lower income groups rises, so does the need for public transport between the workplace and schools. Robertson says negotiations with the Passenger Rail Agency of SA are under way for the development of a train station at Stellendale village, where Phase 1 is being built.

Stellendale was recently rated in second position in Cape Town's top suburbs by Lightstone in the R500,000 to R1 million category, showing 47% growth in three years, 54% in five years and 23% in one year, with an average price of R559,781. Also on the cards is the integration of private schooling into the estate, where facilities catering for the first nine years of primary schooling from Grade Pre-R through to Grade 7, will form part of the village within a village. Rabic Property Development has traditionally catered to demand from owner occupiers of secure residential properties. However, says CEO John Chapman, An uptick is seeing demand from buy-to-let investors who are showing a preference for good locations where sectional title purchases are available in secure complex developments, which are also close to good schools.