

WORKSHOP FOR HOME BUYERS 18 APRIL 2015
ENGLISH PRESS RELEASE WEEK 7 APRIL 2015

WORKSHOPS FOR NEW HOME BUYERS AND INVESTORS

9 Property Experts will be sharing their knowledge with Home Buyers and Investors in a workshop to be held in Bellville on the 18th April.

The first *WORKSHOP FOR HOME BUYERS* will be hosted on Saturday the 18th April in Bellville from 14h00 – 17h00, before expanding on a national basis thereafter.

“More than 1 300 apartments and houses will be available for viewing from more than 20 prime selected property developments”, says Meyer de Waal, a property attorney and convenor of the workshops. The portfolio of properties will be available for viewing from 13h00 and again after the workshop. All attendees are advised to arrive early to enable sufficient time to view the properties on display from Hazeldene, Kraaifontein, Paarl, Rugby, Maitland, Strand, Durbanville, Khayelitsha, Blue Downs, Scotsdene, Stellenbosch, Eerste Rivier.

The negative impact of the recession and implementation of strict lending rules by the banks since the introduction of the National Credit Act has discouraged many aspiring home buyers and property investors to buy a property, despite the relative low interest rates offered on a home loan. “The impact of personal over-indebtedness and lack of affordability has made it even more difficult to buy a home and, in many instances, the lack of knowhow is also a major restrictive factor”, says Meyer.

Due to high demand and lack of stock, rental rates have been escalating at a rapid rate. Many tenants are frustrated by the fact that they are effectively paying off someone else’s home loan each month, especially when that money could be going into their own bond instead.

The concept of renting your property first, also known as Rent2buy, has given many tenants the opportunity to secure their own home by first renting it for a period of time, with the secured right to buy the same property when they are able to afford it. There will be a selection of Rent2buy properties will also be available to view at the workshop.

“House prices are increasing rapidly and often tenants are forced into a panic to buy a property before they are priced out of the property market completely. Home buyers are making hasty and uneducated decisions because of the severe pressure this volatile market has created. This can often lead to them regretting the largest and most expensive investment they will ever make”, says Meyer.

“We decided the time was right to pool our collective experience and knowledge, and share it with the South African Home Buyer. We want others to learn from our mistakes and ensure home buyers are able to make informed and educated decisions when buying property,” Meyer went on to say.

The contributors are:

- **Verna Pugin**, an experienced “Borrower’s Education” trainer for various financial institutions and a specialist in assisting home buyers to obtain access to Government subsidies like FLISP (Finance Linked Individual Subsidy Plan)
- **Neale Petersen**, an entrepreneur, mentor and well known editor of *Real Estate Investor Magazine*

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- **Vangile Makwakwa**, Author of *“Heart, Mind & Money: Using Emotional Intelligence with Money”*, a financial literacy speaker for the Sanlam Youth Segment, part-time Finance and Economics Facilitator, founder of Wealthy Money, Blogger, coach, writer and speaker on the link between personal finance and emotions
- **Cara Lippert**, a debt restructure expert and affordability improvement facilitator
- **Tony Collins**, professional property valuer and author of *“An Introduction To Commercial Property Finance, Development and Investment”*, part-time lecturer, convenor and presenter of a 32 module property development course
- **Annette Evans**, general manager of the Institute for Estate Agents, manager of Training for the Institute, also the manager of Propstats
- **Mark Witzmann**, experienced conveyancing attorney of Oosthuizen & Co Meyer de Waal attorneys
- **Meyer de Waal**, convenor of the workshops, conveyancing attorney, property lecturer and developer of the Rent2buy concept, My Bond Fitness, Mobile2budget
- **Ebrahim Khultum**, a representative of Nedbank, on hand to provide guidance and direction in how to apply for a home loan.

Costs are R250 per person and R350 for a couple.

To register and for more information, go to <http://budgetfitness.maxrover.co.za/workshops/> or sms your name, surname & email address to 083 653 6975 or phone IEASA (021) 5313180 or OMDW at 021-4610065 or send an email to receptionct@oostco.co.za

For more info contact Meyer de Waal 021-461 0065 meyer@oostco.co.za

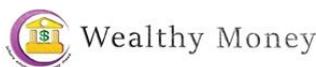


FLISP

Finance Linked Individual Subsidy Plan Information and Assistance Service



"An initiative of the
Institute of Estate Agents of South Africa
(Western Cape)"



TONY COLLINS
Chairman Estate Concessions Africa, Retail, Commercial & Industrial Valuations
M.Sc. (Quantity Surveying), NMMB, Dip. QS (UCT)
Cost (West), (West Estate), (Cost Loan), (MESA)
Professional Valuer (SARS/FS), MESA

Call: +27 461 0065
Tel: 021 461 0065
Fax: 021 461 0065
Email: tony@oostco.co.za
Web: www.oostco.co.za



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