



## OPPORTUNITY PRIVATE CAPITAL

### INVESTOR REPORT - August 2020

To keep things simple, let's get straight into it. There are 2 important things to share in this quarterly report:

1. Southwark Village is sold out
2. The Development Finance investment cycle for Endulini is fully subscribed.

That is really good news to share during what has been a difficult period for many.

#### **Project update - Southwark Village**

The Sales Division in our Group did an incredible job of selling the last remaining units in Southwark during lockdown & related restrictions. Not an easy endeavour under challenging circumstances. The Deeds office in Cape Town however has made heavy weather of performing to their mandate with the result that property transfers have been consistently delayed. After a 3-month registration delay due to all the afore-mentioned, Investors started exiting the Southwark investment in late June and have consistently been exiting since then. The remaining investors will exit during the next 2-3 months as registrations on sold units take their course.

#### **Project update - Endulini**

The funding required for the Endulini Development Finance phase was R 19 600 000. This is now **fully subscribed** with the project scheduled to get going within the next month or so. We are pleasantly surprised by the pace of the take-up so well done to all those who have elected to participate. We are all looking forward to the project finally getting underway. The delays of the last few months, despite being out of our control, have been frustrating for everyone concerned so we intensely anticipate the renewed momentum.

We shall go to the end-buyer market with the first phase of sales within the next 2 weeks. The apartment pricing will start from R 1 349 900 with ALL costs included. The inclusion of all costs in the pricing is a rarity and will be a drawcard to first-time buyers and investors who should jump at the chance of purchasing property without having to outlay large upfront expenses. Other than the all-costs inclusive offer, the 2 bedroom apartments in Endulini will have a few factors placing them ahead of the competition in the area, namely:

1. Outstanding views from the elevated site
2. Largest units in area compared to other developments (73 - 83sqm)
3. A choice of 2<sup>nd</sup> bathroom or study in half of the units
4. The ability for buyers to choose their own internal layout from a few options. We believe this is a first in comparison with usual market offerings.

This is a good product. We certainly hope that its unique features coupled with the incredibly low interest rates on offer influence the sales positively.



### **New Investment Cycle**

With this investment cycle for Endulini fully subscribed we shall soon prepare for the opening of the Development Finance investment phase for the next project, Heron View.

The development site is located in Langeberg Ridge, Cape Town, not too far from Endulini.

For those who know Cape Town, this is a popular, sought-after middle-income suburb in very close proximity to a regional shopping centre, private hospital and a host of other amenities. The projected investment returns will be the same as Endulini:

1. 15% p/a for Investments of R 100 000 - R 299 000
2. 18% p/a for investments of R 300 000 upwards.

**Final note**

Congratulations to all those investors who participated in the Southwark Village investment and who have either exited, or are due to exit in due course, with their projected 18% p/a returns unaffected. Speaking to our clients recently, it seems that some feared the worst for their investment due to the terrible repercussions on the economy of late. But despite this crisis, our clients capital protection was never compromised.

We believe that if our structure can hold up to the severe scrutiny of this extraordinary period then it speaks volumes for the secure financial, legal & operational structure we have in place.

**NOTE: Please find your quarterly Lender Statement attached.**

All the best. Please contact us if you have any questions in this regard.

Yours in progressive investing.

Opportunity Private Capital