



**Swindon**  
Property

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**INVESTOR SERVICES**

OWNER REPRESENTATION

Creating property solutions for owners  
for improved return on investment.

An International  
Associate of Savills



# About Swindon Property

**Swindon Property is a leading commercial and industrial real estate organisation and the commercial associate for international real estate advisor, Savills, for sub-Saharan Africa.**

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Founded in 2006, Swindon offers client advisory and representation services to owners and tenants, with specialised emphasis on leasing, acquisition, sales, valuations and management of property across the commercial, retail and industrial sectors. Our comprehensive and integrated property services are supported by our national team with representation in all major provinces.

Our services are led by an experienced team of experts with unparalleled local market knowledge, offering bespoke, comprehensive strategies to create value across all commercial real estate classes in South Africa and sub-Saharan Africa. We create property solutions and source new opportunity aligned with our clients' investment objectives. Dynamic marketing, progressive infrastructural tools and streamlined processes allow us to meet our clients' property needs efficiently and successfully.

Swindon's associate agreement with one of the world's leading multi-sector property companies, Savills facilitates our global real estate market access to more than 600 offices and associates in 70 countries. This association further advances inbound and outbound business for Africa, whilst offering the expertise, relationships, specialised skills and best practice from one of the world's leading real estate companies.

Swindon connects people and property. From start-ups to global firms, our clients span a wide range industries.

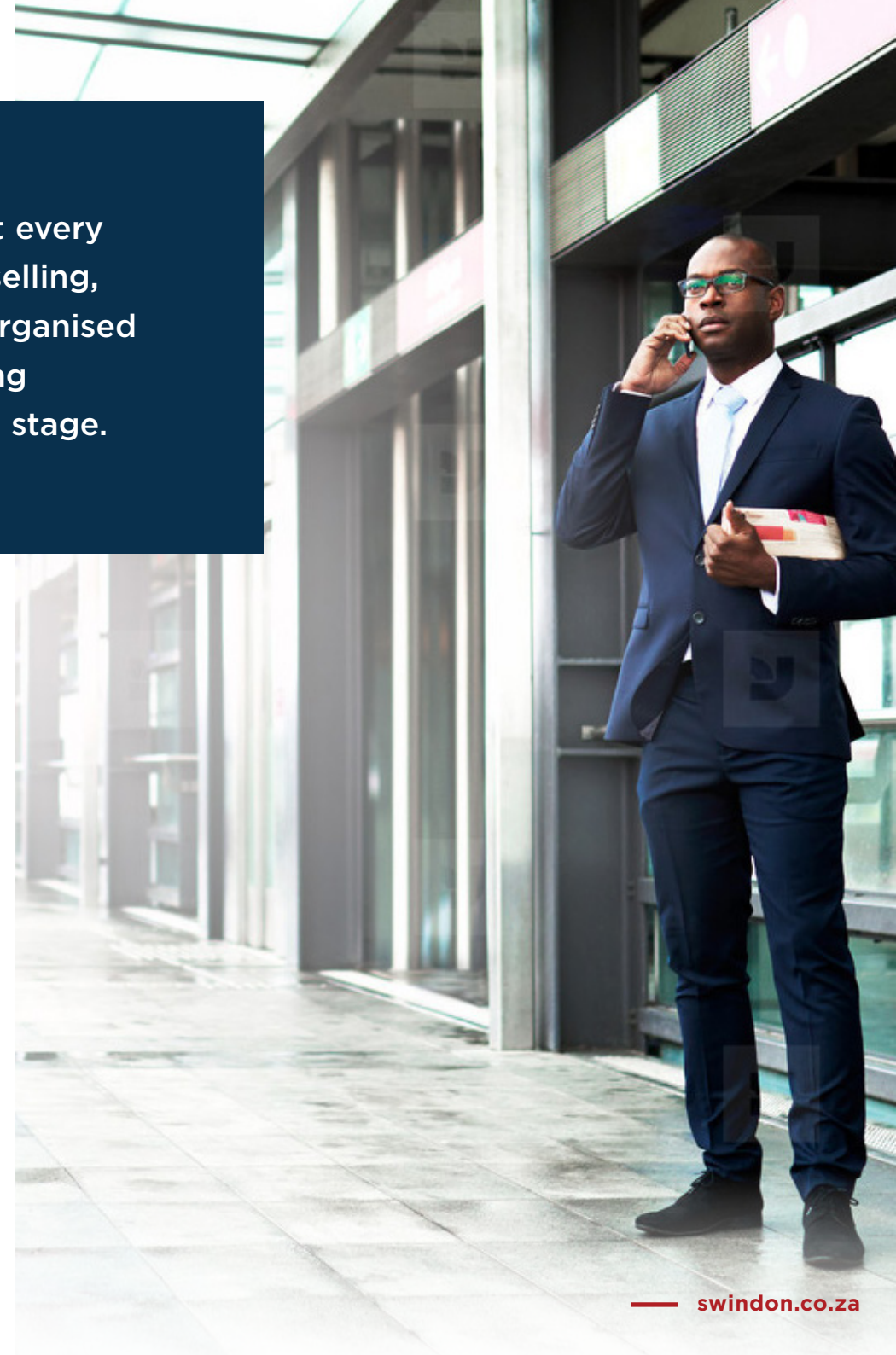


Swindon offers comprehensive investor services at every stage of the property life cycle. Whether buying, selling, leasing or managing, we follow an informed and organised methodology from an owner's perspective, bringing insights and solutions, and affording value at each stage.

We provide investors with proven marketing and leasing strategies that deliver results in support of your investment objectives. Swindon's exclusive relationships with national and global occupiers enable us to generate and drive return on investment for our investor clients.

Our strategic advisory & transaction services across all property types include:

- / Commercial, retail and industrial investment sales and acquisitions
- / Due diligence on acquisitions and disposals
- / Marketing and repositioning strategies
- / Leasing plans and strategy
- / Tenant retention
- / Valuations and advisory
- / Property management



## Commercial, Retail and Industrial Investment Sales and Acquisitions

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For investors looking to buy or sell investment-grade properties or portfolios, our national brokerage team has the experience and knowledge to offer expert assistance. Swindon will help you identify the most suitable opportunities in the market to match your short, medium or long-term property investment requirements. Similarly, we work with investors who are looking for solutions to help them enter the property market, or investors that want to divest assets or portfolios.

Additionally, we offer deal structuring, reliable investor intelligence and strategic marketing for investors considering the sale of a single asset or a large portfolio.

Our clients benefit from our extensive client database, which includes global investors, allowing us to showcase properties to a sizeable and diverse list of attractive buyers.

Swindon also advises owners who are looking to release poor performing investments or simply to divest from an asset or a market to seize gains. We can guide you on the best strategies to help you achieve a maximum return on your property or portfolio and minimise your transaction risk.

## Due Diligence on Acquisitions and Disposals

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In today's climate of ever-changing commercial property conditions, clients need expert advice and current data to make intelligent business decisions about their investments and portfolios.

If you are looking to transact in the property market, Swindon will guide you using extensive due diligence reporting and real-time market data, supported by our on-the-ground professionals who understand every aspect of property investment in their respective areas and markets.

## Marketing and Repositioning Strategy

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With the objective of making vacancies highly visible and accessible, Swindon offers successful multi-channel advertising, targeting tenants through a variety of media channels and professional networks.

Most of our preferred platforms interface directly with our website and computer systems. Our up-to-date, extensive client database allows us to use email marketing and bulk SMS communication as a powerful and effective tactic to connect the fitting tenant to a suitable property.

Swindon's targeted marketing ensures that properties are quickly and effectively leased to the right tenant, achieving an effective tenant mix.

When it comes to brand and market repositioning of property based on current trends and tenant requirements, our marketing team can compile rebranding suggestions required to attract the most suitable tenants.



## Leasing Plans and Strategy

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Swindon's leasing plans provide strategic expertise to commercial property owners and investors, working to maximise asset awareness, stabilise occupancy through leasing and tenant retention, for the achievement of optimal rental rates and to enhance investment value.

Swindon recommends effective strategies to lease the vacancies, i.e. sub division, renovation and redevelopment, rental adjustment etc. and where applicable additional marketing campaigns. Furthermore, we share the progress of associated letting campaigns.

# Tenant Retention

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Swindon assists by maintaining low vacancy rates with sound tenant profiling. Because we know that retaining tenants is of paramount importance, our management team provides and maintains the programs and services that will keep tenants happy and encourage them to remain in the building.

At a minimum, our retention plans identify tenants, the services and amenities to be provided, and indicate a method to measure success. The design and creation of the plan is a joint effort and solicits input from the owner, asset manager, leasing broker, marketing, and building management team. Our retention plans formalise defined objectives and measurable goals that are specific for each property or tenant.

Through regularly scheduled meetings with tenants, tracked in the tenant profiles, we provide an opportunity for tenants to discuss their satisfaction with or concerns about building services. The feedback from these meetings provide us with the information necessary to make changes that will help to retain the tenant.

## **Our retention strategy is made up of the following:**

- / Retention goal
- / Tenant profile
- / Handover procedures
- / Contractor activity
- / Tenant satisfaction survey
- / Tenant communication
- / Services and amenities
- / Exit interviews and hand-back procedures



## Valuations and Advisory

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Our valuations and advisory service provides thorough advice on property equity and debt decisions to investors. Our capabilities span services relating to acquisition, disposition, financing and financial reporting. With registered professionals in every major city in South Africa, we are able to service our clients on a national basis with broad-based insight into the valuation industry. Our expert valuers understand the needs of our clients and deliver valuations that match your exact requirements.

Swindon's valuation assistance offers comprehensive reporting and consulting services within the residential, commercial, retail, industrial and agricultural industries. Our broad range of services are aligned to national industry standards and support our clients in maximising profit through precise, intelligent and empowering data.

## Property Management

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Swindon understands and exceeds the needs of property owners, continually striving to maximise their property investment. Our property management team, comprising highly skilled professionals, uses tools to manage owners investment seamlessly, whilst maintaining strong relationships with all stakeholders.

Swindon offers time efficient and legally compliant letting of vacant properties to approved applicants. Our value proposition commits to reducing vacancies, increasing net rental income and return on investment, advocating legal compliance, handling tenant installations and facilitating consistent maintenance.

We manage commercial, retail, industrial and mixed-use property.



# Swindon

Property

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