



Swindon
Property

2023 COMPANY PROFILE

Connecting people and property.

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.

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.

The Savills logo consists of the word "savills" in a lowercase, red, sans-serif font, positioned to the right of a solid yellow square.

An International
Associate of Savills

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.

What We Believe

Our core values shape our culture and characterise who we are as Swindon. They underwrite our commitment to our clients, to our communities and to each other. Our values are the foundation for everything we do.

We believe in ethics, teamwork and excellence.

CODE

Collaboration

We work as a collective

Openness

We believe in trust

Drive

We strive for the best, everyday

Ethics

We act with honesty

Thinking Beyond

Our pursuit is to be the first choice commercial property organisation in South Africa in current services and new markets we aim to serve.

Our Strategy

We provide an unmatched and trusted service delivered by professional and qualified staff, who are committed to the development of long-term client relationships.

We connect the right people with the perfect property by seeking new markets and opportunities for clients and delivering accurate and up-to-date information on changing markets.

We advise our clients on the best ways to unlock the full value of their property assets and how to future-proof their investments.

Our Services



BUYING & SELLING



LETTING & RENTING



AUCTIONS



VALUATIONS & ADVISORY



OCCUPIER SERVICES



PROPERTY MANAGEMENT

CRE Brokerage

We have specialised brokerage teams throughout South Africa who are ready to assist you with the acquisition, sale or leasing of commercial, retail and industrial property.

Our qualified and highly knowledgeable brokers are registered with the Property Practitioners Regulatory Authority (EAAB) and the South African Property Owners Association (SAPOA), and regularly participate in in-house training to stay up to date with market trends and changes.





Auctions

Swindon Online Auctions enables Buyers and Sellers across the globe to complete transactions digitally via our trusted and confidential platform in the most seamless, efficient and transparent manner. We represent Buyers and Sellers within the commercial, industrial and investment sectors across multiple industries.

Swindon Auctions is led by a team of property experts and supported by a comprehensive database of exclusive sellers, tenants and investors, furthering our ability to conclude successful property transactions.

It is necessary that all clients download the free Swindon Auctions online app, which is available for download on the iOS and Android platforms.

Features of the Swindon Auctions Online app:

- / Auction catalogues
- / Bidding functionality
- / Property information portfolios
- / Push notifications so you're always first to know about the latest properties
- / Bidder registration facilities
- / A pre-set maximum bid function on bidders' identified lots



Occupier Services

Tenant Representation

Swindon provides a complete set of occupier services intended to drive value and business improvement for our clients. Our expertise is delivered seamlessly to reduce costs, mitigate risks, and enhance the efficiencies of your work space. Most importantly, we will provide you with the right occupancy solution that aligns your property needs with your business strategy, financial goals and operational objectives.

Therefore, we evaluate our clients' businesses to make property an asset that houses operations, attracts and retains top talent, promotes creativity and collaboration, and supports the company mission and brand.

As a tenant, sourcing and securing new premises can be challenging. The same goes for renegotiating and renewing existing agreements with landlords. Swindon's knowledge of market trends and unrivalled experience in transaction negotiation ensures the playing fields between tenant and landlord are levelled.

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

- / Lease advisory including acquisition, disposal, and subleasing
- / Lease agreements and management including negotiations, renewal, administration, payments and market rental audits
- / Facilities and maintenance management
- / Workspace enablement



Property management

More than just property management, Swindon protects and improves asset value by minimising operating costs, improving efficiencies, and enhancing the tenant experience.

We are focused entirely on unlocking the true potential and long-term value of our clients' assets. Our property management division commits itself to maximising net income through increasing rental income, reducing vacancies, decreasing operating expenses and minimising arrears. This is achieved through proactive, planned property life-cycle maintenance, utilities management and the use of world-class technology.

We manage all types of real estate, from premium office buildings to industrial warehouses and retail centres. By leveraging multi-platform knowledge, industry connections, and through internal research resources, we accurately provide insight into each asset's market position so that our clients can make informed decisions about their building or portfolio.

With the support from our in-house facilities management, valuations, marketing and one of South Africa's largest broking teams, Swindon offers a complete and informed solution and a seamlessly efficient service.

Valuations and advisory

Swindon provides national professional valuation assistance in South Africa, offering comprehensive reporting and consulting services within the residential, commercial, retail, industrial and agricultural industries. By harnessing our extensive understanding and knowledge of your property, we're able to provide you with the right information to make informed decisions.

Our broad range of services are aligned to national industry standards and support our clients in maximising profit through precise, intelligent and empowering data. Our accredited team of registered professionals supports 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. We aim to deliver outstanding value and efficiency to our clients by applying our experience in the commercial sector obtained through our commitment to quality service. We have an all-inclusive service offering that remains motivated by client satisfaction and delivers accurate information through our detailed approach.



accreditation & Recognition



Valuers registered with the South African Council for the Property Valuers Profession (SACPVP)



Valuers registered with the Royal Institution of Chartered Surveyors (RICS)



South African Institute of Valuers (SAIV)

Corporate Social responsibility

In our pursuit of corporate excellence, Swindon is not only dedicated to providing top-notch products and services but also to making a positive impact on our community. As a testament to our commitment to social responsibility, we are proud to be a sponsor of Souper Troopers

Souper Troopers is an organization that exemplifies the spirit of compassion and empathy. They are champions for the homeless individuals who find themselves living on the streets, often struggling to meet their basic needs and facing profound challenges. At Swindon, we firmly believe that it is our duty to support initiatives that strive to uplift and empower such individuals, and Souper Troopers stands at the forefront of this noble mission.

One of our proudest contributions to Souper Troopers is the funding of their headquarters, aptly named "The Humanity Hub." The Humanity Hub serves as a beacon of hope and transformation for those in need, offering a comprehensive range of services designed to help homeless individuals regain their footing and rebuild their lives. It is a place of refuge, where individuals facing adversity can find dignity, respect, and the support they need to embark on a journey towards self-sufficiency.

Souper Troopers' dedication to providing essential services, including shelter, meals, counselling, and job placement assistance, aligns seamlessly with Swindon's core values. We recognize that by supporting The Humanity Hub, we are not only contributing to the immediate well-being of our community members but also helping to create lasting positive change. It is our firm belief that every individual, regardless of their circumstances, deserves a chance at a brighter future.





“Swindon gave me the opportunity to enter the property market and advance towards my dream of becoming a Professional Property Valuer”

Fefekazi Tokwe, real estate graduate, Cape Peninsula University of Technology (CPUT).

Graduate internship programme and in-House Training

Students and graduates are offered the opportunity to work closely with our property professionals to gain practical, hands-on experience in the property environment. This learning provides interns with valuable insight into the particular market sector they are planning to enter and to hone the skills they are striving to perfect. Our internship programmes are offered to young graduates in all regions.

Swindon also provides employees with in-house training, which is continuously built on and improved upon. With the input from specialist attorneys and professionals in the commercial property sector, we're able to ensure that our brokers and staff have up-to-date and thorough knowledge of the South African property market and its laws. Our employees also keep their qualifications updated through the relevant regulatory bodies.

Executive Team



Andrew Dewey
MANAGING DIRECTOR

Andrew is the founder and Chief Executive of Swindon Property. Andrew has extensive experience in commercial sales and leasing, tenant representation, landlord and strategic consulting on behalf of both owners and occupiers. With over 18 years' experience in real estate, Andrew has been responsible for advising clients on their real estate requirements throughout South Africa. Andrew governs business strategy and development and manages Swindon in key performing areas with a strong focus on client advisory and transactional services. Andrew recently served as a representative on the regional board for the South African Property Owners Association (SAPOA) and is enrolled as a Member of the Royal Institution of Chartered Surveyors (RICS).



Hugh Hardy
DIRECTOR

Hugh oversees Swindon Gauteng's team of property brokers, and works closely with our Savills associates to provide property solutions to international companies. Hugh is also a volunteer member of the South African Property Owners Association Broker Committee. Hugh holds a BSc (Hons) in Property Studies and BCom (Hons) in Financial Analysis and Portfolio Management. His work experience includes Asset Management for private and listed property funds. Hugh has more than 16 years of work experience in the property industry.



Marcus Te Vaarwerk
DIRECTOR

Marcus is the appointed Director for Swindon Property, Cape Town. Marcus joined the team in 2008 and focuses on the industrial property sector. His architectural qualifications equip him with a niche set of skills, which provide Swindon's clients with a holistic offering and specialist guidance in their property search. With over 14 years' involvement in the property industry Marcus is experienced in all facets of the commercial property industry, from structuring greenfield development deals to substantial investment sales and large corporate leases. In addition to his office management role, Marcus focuses on Swindon's corporate strategy, business development and advancement.



Mike Van Schoor
DIRECTOR

Mike, an accomplished professional, oversees Swindon's Durban operation, which has experienced rapid growth and increased market share since its inception. With a remarkable 16 years of property experience, including a decade dedicated to Swindon, he possesses extensive expertise in property and asset management, as well as commercial developments. Mike holds an Honours degree in Bachelor of Science in Property Studies from the University of Cape Town, providing him with a solid academic foundation. His notable deals include the sale of Medscheme in Florida North and other high-value sales in the greater Durban area. Additionally, he has successfully executed several long-term leases for Boxer stores, demonstrating his prowess in negotiating complex deals. With his expert understanding of the industrial and investment field, Mike delivers exceptional results for his clients.

Executive Team



Chantal Lourens
ASSOCIATE DIRECTOR

Chantal heads up the commercial division in Cape Town. She is a well-diversified and highly reputable broker in the industry, with her track record in concluding landmark deals over the years, especially in the large corporate as well as contact centre / BPO landscapes. Chantal is also the point of contact for all global real estate requirements into Cape Town via Swindon's affiliation with Savills internationally.



Steven van Schanke
ASSOCIATE DIRECTOR

Steven, a seasoned expert in industrial and logistic real estate sales and leasing, is a standout professional in the field. Holding the prestigious title of Chartered Accountant (SA) after completing articles through KPMG, Port Elizabeth in 2001, Steven brings a unique financial perspective to his real estate ventures. His expertise expands globally, with 5 years of invaluable experience gained in the United Kingdom. Currently in his 8th year in the commercial and industrial property sector of Johannesburg, Steven specializes in leasing within the greater Johannesburg area, offering clients unparalleled insights and strategic solutions tailored to their needs.



Scott Dixie
ASSOCIATE DIRECTOR

Scott is an experienced Property Broker with a proven track record in the real estate industry dating back to 2006. With a background encompassing residential, commercial and industrial properties, and offshore property developments, he has honed his expertise in negotiation, sales, and marketing strategy. As an Associate Director, Scott excels in establishing and cultivating enduring client relationships, always striving to deeply comprehend their unique needs. Specializing in Industrial Sales and Leasing in key areas of the Western Cape, he also brings a wealth of knowledge in Commercial and Industrial Investment properties across the region.



Winston Sjouerman
ASSOCIATE DIRECTOR

Winston is a highly accomplished real estate professional with a rich background in global investment banks, multinational logistics companies, and national waste management firms. With over 12 years of experience in the industry, Winston has excelled in managing diverse teams, clinching numerous top achiever awards, and orchestrating significant transactions. Armed with a postgraduate Honours Degree in Business from Wits Business School, Winston possesses a deep understanding of his clients' business needs and the integration of those needs into their ideal property space. His notable deals include the sale of high-profile properties, such as a Jewish Temple in Durban and a warehouse for Build Mart. His expertise and personal touch make him an invaluable asset in the real estate arena.

Clients





Swindon Property

SALES & LEASING

Connecting People and Property

CAPE TOWN

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Cape Town, 8001

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DURBAN

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