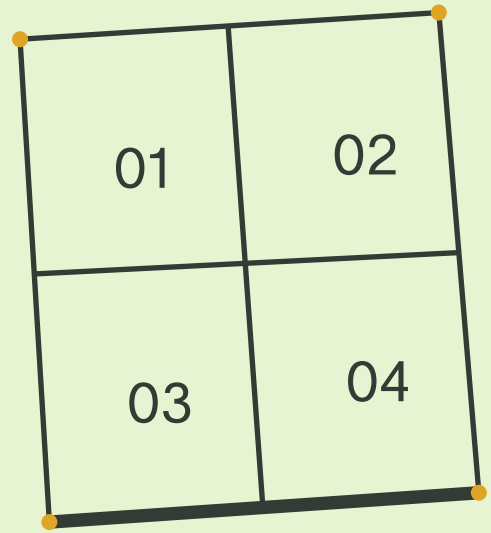


Four plots. A clearer route to value.

Erf 279 Saxonwold



Conceptual diagram. Final plot dimensions and access remain subject to professional review and approval.

akoni

THE OPPORTUNITY

Advance the four-plot subdivision route.

The Phase 1 assessment tested three routes for Erf 279: a 24-unit development, a lower-density cluster scheme and subdivision into two or four residential plots.

Our recommendation is to advance the four-plot subdivision route. It offers the clearest balance between value, planning risk and the character of Saxonwold. The current working case assumes four plot sales at R2 million each, producing R8 million in gross receipts.

This proposal appoints Akoma to take that recommendation into delivery. We will act as the owner's representative, coordinate the planning and land-survey team, manage the City of Johannesburg application, and prepare the plots for sale alongside the appointed property agents.



Confirm whether four compliant, marketable plots can be approved, then manage the process through to sale without committing the owner to avoidable cost.

WHY SUBDIVISION

A lower-exposure path that stays close to the neighbourhood's character.

01

Planning fit

Subdivision keeps the proposed use close to Saxonwold's established low-density residential character. This should reduce, but cannot remove, the risk of objections compared with a townhouse or apartment scheme.

02

Construction exposure

The owner can unlock value through serviced or approved plots rather than funding a full residential build.

03

Test before committing

Planning compliance, workable plot dimensions and access, title-deed review, municipal services capacity, bulk contributions and evidence that the assumed plot values are achievable will be tested before the project advances.

OUR PROPOSED APPROACH

One accountable route from feasibility to transfer.

01

Confirm the development basis

Review the title deed, zoning, existing survey information, access, services and the physical fit of two- and four-plot options. Obtain current written advice from the town planner and land surveyor. Test plot values with local agents before relying on the R2 million assumption.

02

Prepare and submit the application

Agree the preferred subdivision layout. Coordinate the town planner, surveyor and any specialist inputs. Prepare the City of Johannesburg application, notices and supporting documents, then manage submission and municipal queries.

OUR PROPOSED APPROACH

03 Manage approval and conditions

Track the application, public participation and objections. Coordinate responses and keep the owner informed on programme, cost and decisions. Manage clearance, contributions and approval conditions that fall within the agreed scope.

04 Prepare the plots for sale

Work with the appointed agents on pricing, positioning and the release plan. Coordinate buyer information, planning disclosures and the handover to conveyancers through transfer.

WORKING PROGRAMME

Planning approval is expected to take approximately 6 to 24 months or longer.

The final programme will be set once the planner confirms the statutory route and the City has accepted the application.

COMMERCIAL CASE

A working balance of R1.43 million after Akoma's fee.

The model gives R1.83 million before Akoma's proposed success fee and about R1.43 million after that fee. It is a decision tool, not a guaranteed return. Plot values, statutory costs and contributions must be confirmed before reliance.

Gross plot receipts

R8,000,000

Total fixed project costs

R6,168,481

Akoma success fee

R400,000

Estimated owner balance

R1,431,519

Sales assumptions

Plots	4
Plots sold	4
Value per plot	R2,000,000
Agents' fees	5%

WORKING BUDGET

Costs are confirmed before commitment.

Land value allocated to project	R5,000,000
Sales costs	R400,000
Planning costs	R204,994
Development contributions	R400,000
Other professional fees and surveys	R63,250
Contingency (15%)	R100,237
Total costs	R6,168,481

PLANNING FEE DETAIL

Rezoning application fee	R8,252	Subdivision application fee	R928
RoR application fee	R1,240	Town-planning fee	R40,000
Advertisement costs	R7,000	Drafting fee	R500
Town-planning fee	R75,000	Disbursements	R4,500
Drafting fee	R5,000	Clearance application fee	R836
Disbursements	R7,500	Clearance town-planning fee	R25,000
		Clearance disbursements: R2,500	
		VAT on planning fees: R26,738	
		Total planning fees: R204,994	

OTHER PROFESSIONAL FEES AND SURVEYS

Specialist inputs remain for the owner's account.

Architect	R5,000
Miscellaneous surveys or studies	R50,000
VAT on the above	R8,250
Total	R63,250

COST CONTROL

No third-party appointment or material cost without the owner's approval.

Town-planning, surveying, municipal, advertising, specialist, conveyancing and agent costs are for the owner's account. Current figures are estimates and will be replaced by written quotations.

SCOPE, TERMS AND APPROVAL

Clear responsibility. Controlled commitments.

01

Akoma's role

We will act as development manager and owner's representative across the planning and sales workstreams. Our scope includes team procurement and coordination, application management, programme and cost reporting, objection-response coordination, sales preparation and owner decision support.

02

Commercial terms

Akoma's proposed fee is 5% of gross plot sales proceeds. The fee is deferred until the project's fixed obligations have been settled. On the current R8 million sales assumption, the fee is R400,000. Value-added tax applies where required.

03

Third-party costs

Town-planning, surveying, municipal, advertising, specialist, conveyancing and agent costs are for the owner's account. No third-party appointment or material cost will be committed without the owner's approval. Current figures are estimates and will be replaced by written quotations.

04

Key exclusions

Approval, timing and sales values cannot be guaranteed. Legal advice, tax advice, detailed engineering, physical infrastructure works and litigation are excluded unless separately appointed.

APPROVAL TO PROCEED

Start with a costed inception plan.

To appoint Akoma, please confirm acceptance by email. We will then obtain current planner and surveyor proposals, confirm the four-plot test, and return with a costed inception plan before the statutory application begins.



Building Regenerative
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