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# Hlala Kamnandi Developments and Renico Construction breathe life into Sharon Park Lifestyle Estate

After the market crash of 2008, the Hlanganani Village development became distressed and in desperate need of a strong development plan. Hlala Kamnandi Developments joined forces with Standard Bank to revive the development and return it to something even better than its former glory and vision.

In doing so, it has taken on the challenge of ensuring the completion of the half built internal services for the households already residing there and to market and sell off all the remaining stands with building packages or completed homes.

The newly rebranded Sharon Park Lifestyle Estate is home to 400 existing houses to which Hlala Kamnandi Developments, in partnership with Renico Construction, will add another 1300 freehold residences, installing all services, creating a contained, secure suburb, with gate houses, parks and a crèche area. Sharon Park Lifestyle Estate is to embody Hlala Kamnandi Developments' philosophy of creating decent suburbs, complete with a sufficient supply of dignified, great quality homes that are extremely affordable.

Johann Grobler, founder of Hlala Kamnandi Developments says, "We realised the need to create a superb value proposition that went further than selling quality homes at affordable rates. Everybody, no matter their socio-economic standing, has the same basic needs that include security and comfort for themselves, as well as their children. Our customers must think they get more value than what they are paying for."

Hlala Kamnandi Developments and Renico Construction, sharing the same passion and values, are driven to offer this market exceptional value for money. Sharon Park Lifestyle Estate brings affordability and upmarket living together in a well secured, family-friendly estate. It is close to the Springs CBD and has great access to main roads.



Grobler says, "Our core philosophy is to offer as many people as possible decent housing. With even lower margins, lower, in fact, than standard in this market, we are making a meaningful difference to people's lives." He adds, "Hlala Kamnandi Developments and Renico Construction form a great partnership and team. Renico know what they're doing and they run a great operation. We complement each other very well. Hlala Kamnandi has become the affordable housing arm of Renico."



There are currently seven house plans available, which make provision for northern and southern entry from the roadside to maximise natural light and pleasant living conditions with four different external finishes and two roof types for each house, making it a total of 56 different architectural styles to choose from. This gives the estate a real upmarket, suburban look and feel. The selling price starts at R315 000 for a 46m<sup>2</sup> two-bedroom, one-bathroom house with all extras, like tiling in the living areas, carpets in the bedrooms, stove, decent kitchen cupboards, grassing and security included. The largest 82m<sup>2</sup> homes have three bedrooms, two bathrooms, all extras, plus a garage, with a starting price of R429 000.



## PROTEA GLEN ESTATE, SOWETO

In 2012 the Hlala Kamnandi Developments and Renico Construction team won the Southern African Housing Foundation Award for "Best Housing Development: Units over R120 000" for this groundbreaking sectional title development in Protea Glen, Soweto. This estate is testament to the significant impact that these formidable partners in the affordable housing space have made on this sector with a remarkable capital appreciation on units of up to 25% in one year. Making an impact on a social level by fostering a sense of accountability and pride, the Protea Glen Estate occupants are diligent in paying their levies and make a visible effort to take care of their environment. The estate's neighbours are extremely pleased to be surrounded by aesthetically pleasing and cared-after housing that helps to maintain the quality of the area as a whole. Creating a sustainable management infrastructure from inception and consumer education is key to the continued success of this development.

Protea Glen Estate consists of 46m<sup>2</sup> two-bedroom and 60m<sup>2</sup> three-bedroom, two-bathroom stand-alone sectional title houses with tiling, carpeting, stoves, washing lines, decent close coupled toilets and toilet seats, medicine cabinets, wardrobes, kitchen cupboards, burglar bars, Mircell intercom system, electric fencing and walling, motorised gates, quality electrical and bathroom fittings, carports, double plugs, double curtain rails, grass, flowers and trees, washing machine and TV points (and the list goes on) from R315 000 all included.

### MORE ABOUT PROTEA GLEN ESTATE:

- Protea Glen Estate is a sectional title development and all finishes are included in the selling price.
- The bond instalment plus levy for a person buying from Hlala Kamnandi Developments is less than the rent charged for a flat down the road.
- The two-bedroom houses are 46m<sup>2</sup> compared to the usual 40m<sup>2</sup> and the three-bedroom, two full bathroom houses are 60m<sup>2</sup> compared to the usual 50m<sup>2</sup>. The two-bedrooms sold from R315 000 and the three-bedroom houses sold from R380 000, depending on where they were situated on the site. These prices included transfer fees and all the finishes mentioned above. Six months after the last transfer happened, the three-bedroom houses were valued at R500 000 by a commercial bank.
- A caretaker's house, store room and outside facilities were also provided with a full turnkey solution.
- Development boasts exceptional building quality.

Grobler says, "I really believe that if you have the ability, you have the responsibility, and we have both. The time for building cheap and nasty houses is gone. It's time for us to realise that our people deserve cheap and decent housing; not only houses, but real homes. We need to create environments where children are safe and where a sense of hope for a better future for all is instilled."

A video clip of Protea Glen Estate may be accessed at <http://www.youtube.com/watch?v=24gt-CyMbUU>.





#### ABOUT HLALA KAMNANDI DEVELOPMENTS:

Hlala Kamnandi Developments is a highly successful award-winning development company with vibrant, professional staff who accept the challenges the developing world offers. Core to the philosophy of the company is embracing the responsibility to make a positive difference in people's lives and communities, building sustainable environments, giving hope and dignity and creating wealth for the individual homeowner.

The full range of developments by Hlala Kamnandi to date includes the installation of services infrastructure, as well as the development and construction of newly built family units. Projects are also carried out in strategic partnerships with municipal councils, land owners and financial institutions.

#### HLALA KAMNANDI DEVELOPMENTS' SUCCESSFUL BUSINESS MODEL INCLUDES:

- Acquisition of land
- Town planning (including township establishment process)
- Project management of civil and electrical infrastructure
- Infrastructure installation
- Marketing and sales
- Construction of homes

Hlala Kamnandi Developments is passionate about the creation of healthy communities, integrated affordable housing developments, as well as mid- to high- income sectional title developments. The company's end-to-end solutions and expertise with dedicated management focus on high growth niche markets, ensuring a deep pool of expertise in each of the company's service areas.

"We can attribute our success to our passion to house and improve the lives of as many of our people possible. We are shape shifters and trendsetters," says Grobler. "We do what people believe cannot be done. We care about the smallest design details and the huge impact when a person makes most probably their biggest financial commitment. We believe that every person should be treated as a first class citizen, deserving nothing but the best value for money, respect and a property of which to be proud."

He adds, "The bottom line of our philosophy is that we are not greedy with low margins, that we are vertically integrated and we give people homes, not just houses, building healthy communities, restoring dignity, giving families hope for a better future and involving the community through skills transfer and work."

Hlala Kamnandi Developments is also currently working on various other developments with the same passion and vision. One of these is Toekomsrus, which will be launched soon. This development will consist of 487 homes, similar to the ones in Sharon Park Lifestyle Estate.

The company's motto needs no explaining: "The essence of life is planting a tree, knowing you will never sit in its shade."

**For more information** about Sharon Park Lifestyle Estate, visit [www.sharonpark.co.za](http://www.sharonpark.co.za) and for more information about Hlala Kamnandi Developments, contact Johann Grobler:  
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