



our name says it all



BetterBond

FINE & COUNTRY



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The story of residential property
is still a positive one



Market Trends



Work from home

We're seeing more sales of larger homes, many of them to accommodate home offices



Semigration

While it is no longer as strong as during the pandemic, semigration continues to drive residential property sales



Reverse semigration

Some who have relocated to the coast or platteland during the pandemic now have to return to city offices



Multi-generational living

Investing in larger properties that can accommodate extended and blended families.



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Market Trends



Lifestyle estates

Properties located within high-end golf and lifestyle estates remain popular, for the quality of life, security and convenience they offer



Investor bargains

Buy-to-let properties are on the rebound as investors turn well-priced purchases into income-generating assets



International buyer

The easing of pandemic-related international travel restrictions is drawing overseas buyers back into the local market



The finer things

The pandemic heightened the appreciation of luxury lifestyles in scenic surroundings, driving sales at the upper end of the property market



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Deeds Office Data

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Deeds Office Registrations	6 months ending Jul 2020	6 months ending Jul 2021	6 months ending Jul 2022		6 months ending Jul 2021 growth	6 months ending Jul 2022 growth
Eastern Cape	2 406	4 877	4 286		102,70% ↑	-12,12% ↓
Free State & Northern Cape	2 030	3 585	3 154		76,60% ↑	-12,02% ↓
Greater Pretoria	5 076	11 221	10 646		121,06% ↑	-5,12% ↓
Johannesburg North West	9 568	17 368	16 199		81,52% ↑	-6,73% ↓
Johannesburg South East	9 475	16 494	16 647		74,08% ↑	0,93% ↑
KwaZulu Natal	4 190	9 453	8 780		125,61% ↑	-7,12% ↓
Western Cape	6 710	16 891	17 767		151,73% ↑	5,19% ↑
Limpopo	527	877	787		66,41% ↑	-10,26% ↓
Mpumalanga	5	5	7		0,00% ↓	40,00% ↑
Total	39 987	80 771	78 273		101,99% ↑	-3,09% ↓



Market Trends

WHY is this happening?

Buyers at the upper end, including repeat buyers, are less affected by interest rate fluctuations. First-time homebuyers, on the other hand, feel these fluctuations more, which is why we think the lower end of the market is slowing down.

HOW are people affording it?

- Post-lockdown wealth accumulation PLUS low interest rates have strengthened household balance sheets
- Debt-to-income and debt-servicing cost ratios remain low by historical standards
- Experts tell us these should remain under control, which could keep supporting homebuying, especially among affluent buyers



National Market Indicators

12 months ending Aug 2022 | YOY Movement

77,5%

Approval Ratio

75,2% 3,1% ▲

Applications Submitted

-9,84 ▼

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Ave Purchase Price

R 1 425 070

R 1 332 424

6,95% ▲

Ave Bond Amount

R 1 208 632

R 1 142 921

5,75% ▲

FHB Ave Purchase Price

R 1 181 131

R 1 121 717

5,3% ▲

FHB Ave Bond Amount

R 1 064 153

R 1 011 491

5,2% ▲



*Based on BetterBond data

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