



# ALLEGIANCE PROPERTIES | SOMA

YOUR REAL ESTATE PROFESSIONALS

## INTRODUCTION

2020 was a year like no other and one we are likely never to forget, in the midst of it all, we got to know our team on a whole new level. We found, amongst other great qualities, that our top performers of 2020 were not only motivational but truly inspirational!

## “MEET OUR TOP PERFORMERS”

AND KNOW THE FACES OF YOUR FUTURE BROKER



### DONOVAN BACKOS

PROPERTY BROKER

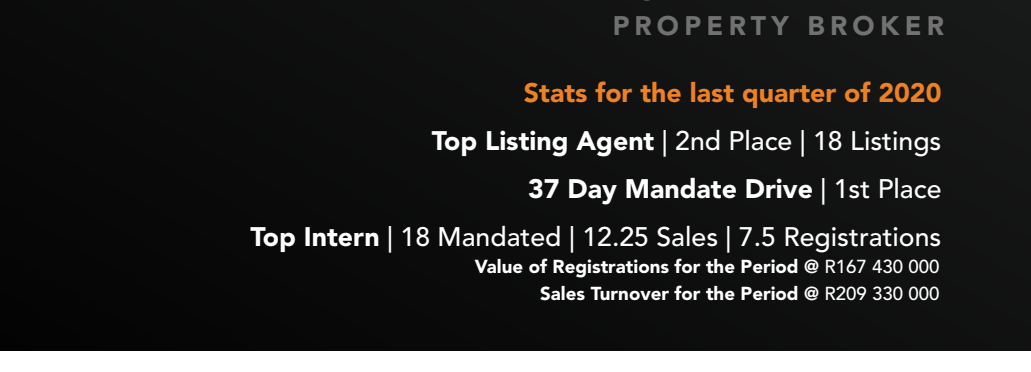
Stats for the last quarter of 2020

Top Listing Agent | 1st Place | 32 Listings

Top Selling Agent | 1st Place | 39.25 Sales

Top Sales Turnover | 1st Place | R48 011 500

37 Day Mandate Drive | 2nd Place



### JEFFREY DIAB

PROPERTY BROKER

Stats for the last quarter of 2020

Top Listing Agent | 2nd Place | 18 Listings

37 Day Mandate Drive | 1st Place

Top Intern | 18 Mandated | 12.25 Sales | 7.5 Registrations

Value of Registrations for the Period @ R167 430 000

Sales Turnover for the Period @ R209 330 000



### NELSON PEREIRA

PROPERTY BROKER

Stats for the last quarter of 2020

Top Listing Agent | 3rd Place | 11 Listings

Top Selling Agent | 3rd Place | 18.5 Sales



### KEANU JANSEN VAN VUUREN

PROPERTY BROKER

Stats for the last quarter of 2020

Top Listing Agent | 3rd Place | 11 Listings



### FRED ZACKEY

PROPERTY BROKER

Stats for the last quarter of 2020

Top Selling Agent | 2nd Place | 27 Sales



### STACEY SHAM

PROPERTY BROKER

Bcom Law, Bachelor of Laws, Company Law

Stats for the last quarter of 2020

Top Sales Turnover | 2nd Place | R32 028 750

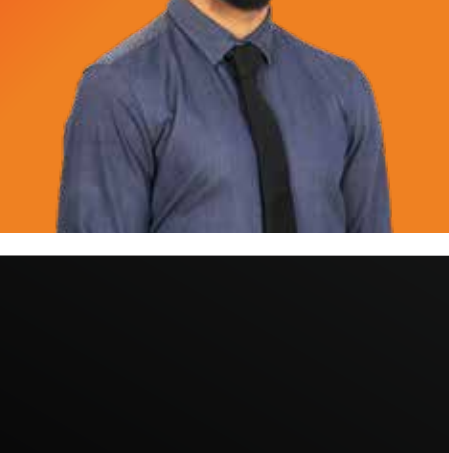


### BLAINE BENNETT

PROPERTY BROKER

Stats for the last quarter of 2020

Top Sales Turnover | 3rd Place | R25 325 000



### JEANINE BEGG

PROPERTY BROKER

Stats for the last quarter of 2020

Top Registrations | 27 Registrations

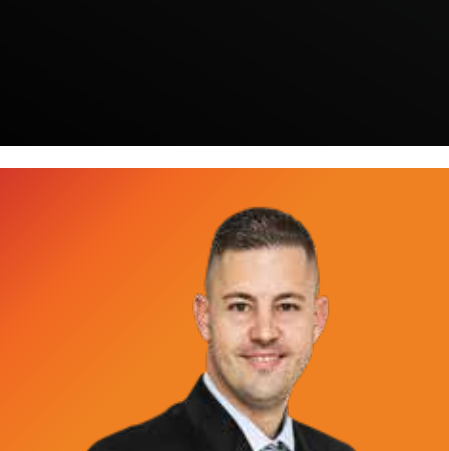


### NICHOLAS FALCK

PROPERTY BROKER

Stats for the last quarter of 2020

Top Registrations | 27 Registrations



## A MESSAGE FROM THE FOUNDING DIRECTORS

### WHAT 2021 COULD MEAN FOR THE REAL ESTATE SECTOR.



JARRYD & GARETH SOMA

According to research, COVID-19 has very little direct effect on property purchases, it has influenced buyer and tenant trends to a notable degree. Not only has its economic fallout (unemployment and job insecurity) brought affordability to the fore, but it has also shifted the demand for specific features in both commercial and residential property. In the commercial spaces, this means working with municipalities to rezone underused properties for mixed-use. In the residential spaces, we may see the opposite happening, with more people applying to operate small businesses from home.

The South African Reserve Bank has announced that the Prime Lending Rate will remain unchanged, keeping the all-time low of 7% Prime Lending Rate in place, with a positive & fortunate forecast prediction of this not hiking or increasing in the near future.

This is influential & opportunistic news for both Buyers & Sellers. The all-time low Prime Lending Rate will make such negotiations possible, whereby, Property Investment is more lucrative & affordable for Buyers, whilst it offers Sellers “peace of mind” in not having to expect unrealistic price negotiations entered into on their asking price.

A well-balanced Market of Buyers & Sellers is expected to be carried out throughout 2021.



## ALLEGIANCE PROPERTIES SOMA

YOUR REALTORS OF CHOICE

2021

“Fanatical customer service is not a single act, but a habit practiced every moment of every day.”

Under the leadership of founding directors Gareth Soma and Jarryd Soma, and with a notable presence since 2007, Allegiance Properties Soma has become a brand known to be innovative, reliable while being forward thinkers. Our team’s undeniable passion for customer service that combines flexibility with expertise to help you navigate the complex real estate process with confidence and understand from the onset throughout.

When selling your property, we are focused on your satisfaction as well as the level of service and excellence we are providing to you – our valued client.

Because our team has the ability of marketing the property in the shortest period of time, we ensure that the property is sold in the least amount of time. We will also ensure that you have the most qualified buyers through your property – when it suits you!

Because “you never get a second chance to make a first impression” We will offer you tips on how to make your property more sellable from the properties exterior and interior to the correct listing price you should be looking at based off of the latest market trends. Our brokers know that accurate pricing means shorter lead times, increased buyers’ activity, and higher offers. We do our research and urge all our potential clients to be realistic. A competitively priced property will not only achieve a closer to asking price offer, but it will sell in the desired mandated period. Buyers activity reaches a peak within the first 30-45 days.

GET IN TOUCH

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