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Business Reference: **37557**

About the Business:

## **Shovel-Ready Retirement Estate – Southern Cape Coastal Gem (5.5ha)**

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Prime 5.5-hectare retirement development site in a sought-after Garden Route coastal town with panoramic sea and mountain views. The on-site frail care facility is fully operational, providing immediate income and demonstrating strong demand. All zoning, planning, and Environmental Authorisation under NEMA and EIA Regulations are approved. Detailed designs for 57 free-standing homes, 3 apartment

blocks (±200 units), roads, and services are complete. The property is fully shovel-ready, offering an ideal turnkey opportunity for retirement and lifestyle developers.

## Shovel-Ready Retirement Estate – Southern Cape Coastal Gem (5.5ha)



Sector: **Property**

Asking Price:

**R 176,000,000**

Monthly Profit:

**R 0**

Asset Value:

**R 176,000,000**

Stock Value:

**R 0**

Yearly Net Profit :

**R 0**



# Business Report

## What is the zoning of the property and what can be developed thereon?

Zoning, subdivision, consent use, permanent departure and removal of restrictive title conditions in terms of section 15 of the by-law on municipal land use planning for the purpose of a retirement resort.  
Environmental approval from the Western Cape government and final approval from the local municipality.  
Frail Care Certificate - Department of Social Development, Older Persons Act, 2006 (Act No. 13 of 2006)

## Are there building plans available?

Yes, all architectural designs are in place. This includes not only the detailed architectural designs for all units, apartment blocks, and communal facilities, but also all associated planning documentation such as engineering reports, sewage and civil services designs, road layouts, and related infrastructure plans. All approvals have been secured, making the property truly shovel-ready for immediate development.

## What is the erf size and the size of the buildings?

Erf Size is 5.5 Hectares.  
Frail Care 35 rooms, 62 beds, 2830 sqm building size.  
The Community Centre will have a total coverage of 1880 sqm.  
Apartment Type 1 - 41 sqm  
Apartment Type 2 - 45 sqm  
Apartment Type 3 - 66sqm  
Apartment Type 4 - 28 sqm  
House Type 2 - 125 sqm  
House Type 3 - 115 sqm  
House Type 7 - 93 sqm  
House Type 8 - 198 sqm

## Provide a detailed overview of the property, covering its physical attributes, current operational activities, approved development plans, and potential income streams.

An exceptional opportunity to acquire a fully zoned and shovel-ready retirement development site in the most desirable retirement town in South Africa, in the Heart of the Garden Route. The property spans 5.5 hectares, ideally positioned with panoramic views of the Outeniqua Mountains and the Indian Ocean.

### Current Status

- All zoning, environmental approvals, and site development plans are in place, ensuring immediate development potential.
- The frail care facility has been fully operational since 2016 and is licensed with the Department of Social Development. It provides professional nursing across assisted living, frail care, and dementia care. The scale of this facility sets the development apart from other retirement offerings.

### Development Opportunity

- While construction beyond the frail care facility has not yet commenced, all planning, approvals, and designs – including individual house architectural drawings, roads, and services – are already complete. This allows a developer to step in and begin immediate rollout of the retirement estate with minimal upfront risk.
- Environmental Authorisation secured under the National Environmental Management Act (NEMA) and EIA Regulations (2023). Approval covers clearance of vegetation, excavation for infrastructure, and development of:
  - 57 free-standing homes
  - 3 apartment blocks (±200 units)
  - A Lifestyle Centre with communal amenities
  - Internal roads, driveways, parking, and open spaces
  - Civil services and electrical connections
- This regulatory milestone provides investors with confidence that all environmental and planning hurdles are cleared, making the project truly shovel-ready.
- Designed to meet the growing demand for integrated retirement solutions in South Africa's coastal regions.

### Infrastructure & Security

- Engineering services reports and planning completed for water, sewage, and related infrastructure – ready for implementation by the developer.
- 24-hour security provisioned in approved site plans.
- Low-maintenance building design standards ready for rollout.

### Key Investment Highlights

- 5.5-hectare prime coastal property with panoramic sea and mountain views.
- Zoning, site development, and Environmental Authorisation complete.
- Operational frail care facility as a cornerstone anchor since 2016.
- Fully approved plans and infrastructure designs in place, allowing immediate development.
- Ideal for retirement and lifestyle development companies seeking turnkey opportunities in one of the most desirable geographical locations in South Africa.

## Development Phases

The development was strategically designed to be executed in three phases, offering several advantages for both the developer and investors. By rolling out the project in stages, initial phases—such as the operational frail care facility—can generate income that supports subsequent construction, reducing upfront financial exposure. Additionally, selling the 57 free-standing plots in the early phases will generate significant cash flow, providing strong financial support for the development of the apartment blocks in later phases. Phasing also allows the developer to test market demand, refine unit types and pricing, and scale lifestyle and wellness amenities proportionally to resident occupancy. Additionally, it provides flexibility to adapt later phases based on evolving market trends or regulatory requirements, while ensuring that each stage complies with approved planning and environmental authorisations. Overall, the phased approach balances risk management, revenue generation, and operational efficiency, making the project more attractive to potential investors.

## Expansion Opportunity

In addition to the current 5.5-hectare site, the neighbouring properties are also available for acquisition, offering developers the opportunity to significantly scale the development (this will make it 16.5 hectares in total). Importantly, the existing infrastructure planning was done with this possibility in mind, ensuring seamless integration and cost efficiency should an expansion be pursued.

## Strengths?

Fully approved and shovel-ready: Zoning, site development plans, and Environmental Authorisation (NEMA & EIA) are complete, minimising regulatory and development risk.

Operational frail care facility: Generates immediate income and has the scaling ability to double the beds.

Prime coastal location: Elevated 5.5-hectare site with panoramic sea and mountain views, within the prestigious Garden Route's most sought-after town.

Comprehensive planning: Detailed designs for 57 free-standing homes, 3 apartment blocks ( $\pm 200$  units), roads, and civil services already completed.

Turnkey investment appeal: Developers can proceed directly to construction, reducing time-to-market and upfront design and approval costs.

Lifestyle and wellness integration: Approved plans include communal facilities, wellness amenities, and landscaped areas, aligning with current retirement living trends.

## Weaknesses?

None.

## Opportunities?

High-demand market segment: Increasing coastal senior population creates strong demand for integrated retirement estates.

Phased development approach: Allows revenue from early phases to fund subsequent construction, while testing market absorption and adapting later phases.

Potential for premium positioning: The combination of location, operational frail care facility, and lifestyle amenities enables marketing as a luxury retirement offering.

Strategic investment vehicle: Attractive to developers or lifestyle estate companies seeking a low-risk, ready-to-build project with a demonstrated income anchor.

Scaling: Opportunity to increase the development size from 5.5 ha to 11 ha, or possibly up to 16.5 ha by including neighbouring properties.

## Threats?

Market fluctuations: Changes in interest rates or retirement market trends could affect absorption rates for subsequent phases.