



Property turnaround specialist leading the revival of the KZN South Coast

By Neale Petersen

Gawie Venter is a passionate property dealmaker that has been involved in turning around struggling properties for the past two decades. He is a serial entrepreneur that has found his niche in buying distressed properties and making them work.



Gawie is not only driven purely by making money out of property or doing property deals for personal gain, but more importantly believes that by turning around a sizeable property in an area, an entire region can be uplifted and shifted into increased economic growth. He does that by spotting the opportunity, focusing on the needs of adjoining communities, adding value to users and tenants of the property and their immediate environment.

Gawie took ownership of the spectacular 100-hectare Bahari Bay (previously called Sunrise Bay) a beachfront property development located on the KwaZulu-Natal South Coast in December 2022. More than 50 hectares of this outdoor heaven will remain untouched nature allowing bushbuck and other wildlife to roam freely across the landscape, with an array of outdoor activities like walking, running and mountain bike trails that allow outdoor lovers to enjoy nature and adventure in a safe gated estate.

Gawie's start

Gawie's business Tieleo Property Fund is based in Somerset West in the Western Cape though many of his bigger deals have been secured outside of the Western Cape.



Gawie originally reigns from Klerksdorp (or Matlosana) from the North West Province about 200km south west of Johannesburg. He attended school in Potchefstroom just 50km outside of Klerksdorp and matriculated at Potchefstroom Gymnasium High School in 1996.

In 1997, he left North West Province for the Western Cape to study at Stellenbosch University where in 2002 he acquired a B.Accounting degree. In between his varsity studies, when he was 21, he embarked on an African travel

expedition to five different African countries on a very tight budget of R3,000.

Instead of completing his Chartered Accountant (CA) qualification the traditional way by doing his articles at an accounting firm, Gawie decided to make a career in the property industry. Before he started his first property job he went on a Summer camp for a few months to Minnesota, USA after varsity to clear his head and take a break. When he returned he only had a red Mazda 323 vehicle, a roof rack on top for his surf board and his

MINI BIO

Name: Gawie Venter

Age: 44 years old

Company: Tieleo Property Fund

Family: Married to Tracy with 4 children (Janae 8, Michael 7, Sarah 5 and Jean 1 years)

Hobbies: Surfing, mountain biking, anything outdoors, travel – lends itself to what you enjoy in life.

Favourite book & reading: Listens to a lot of audio books; The 2 books that made a big impact in his life were 'Rich Dad Poor Dad' by Robert Kiyosaki and 'Unmerited Favour' by Joseph Prince

Life motto/favourite quote: Around his business – 'turn around communities by turning around properties'. He believes that the South Coast and Bahari Bay is on the same 'bull' run that Ballito had in Northern KZN in the early 2000's.

bicycle with no money but with plenty of ambition. He had an unfortunate accident with his car and had to use his bicycle as a mode of transport for a season. He jokes about the times that he went to work on a bicycle as an estate agent and also the time when his car ran out of petrol while he was transporting clients around to showcase them investment properties.

Gawie's property journey

His first job in property was as an estate agent with Homenet in Stellenbosch selling new developments and investment properties. He wanted to invest in property and the best way he thought he could learn to acquire

property knowledge and how the deals work was to be amongst the dealmakers and buyers and sellers. He also realised that he needed to learn how to sell to make money. For the first five months he was an agent he did not sell one property. When he sold the first one thereafter the sales floodgates then started to open.

The property bug was inspired by his mother who was also a real estate agent in Centurion. She also gave him the book 'Rich Dad Poor Dad' written by Robert Kiyosaki that added to his interest in making property a full-time career. He attended multiple property investment courses, especially Hannes Dreyer's property investment courses to educate himself more



about investing in property.

While he was at Homenet he saw an opportunity to buy a flat in a prime location in Stellenbosch. He ended up signing up for the deal and then got another buyer that was willing to buy from him before the transfer went into his name. That was the trigger to get him out of the estate agent business and start investing in property fulltime.

At the age of 25 he bought a commercial industrial property for R200,000 that gave him R6,000 per month rent. Three years later he sold a piece of the property to MacSteel for R1,2 million. He fondly remembers closing the deal on his cell phone

clad only in his underpants in the Stellenbosch University gym bathrooms.

Some other funny investment moments were buying a flat in the Helderberg area on a Sheriff auction using his credit card for the deposit as he was short of cash at that stage. He managed to flip the property before transfer at a modest profit and was back in the black. Over the years that followed he bought and sold multiple properties that he fixed and flipped' for profit. He then decided it was time to start leaning towards commercial and residential property development turnarounds.

He formed Tieleo Property Fund to seek investment opportunities in the

commercial property and residential development sector and to focus on property turnarounds.

'The Deal' reality show

In 2015 TV producer Howard Fyvie, followed Gawie around on a real life property turnaround for a TV series called 'The Deal' (www.thedeal.tv). The show follows Gawie and his team across South Africa in their quest to turn around a degraded building into an architectural gem in only one month. The property was one of his commercial property deals in Radium street in Klerksdorp, his original home town.

Gawie's favourite deal before Bahari Bay

In 2016 Gawie signed to buy 'The heads Shopping Centre, a 10,000m² retail shopping centre with a Checkers anchor in Lydenberg that had been on the market for over 3 years before he saw it. The centre had more than 4,000m² of space that was completely vacant for more than 10 years and most of the listed retail property funds looked at the deal and rejected it outright and could not see the value or upside of this centre working.

Gawie saw it differently and had a 'aha moment' as they saw a need for new tenants in the centre based on discussions with tenants and the community. During the Due Diligence process they managed to completely fill up all the vacancies with new tenants before they took transfer of the property. They took the net operating income (income after expenses) from R5,4 million to R10 million on transfer date and today he still owns it together with two other partners.

This is where Gawie says where Tieleo brings real value, where they take something that looks like it is dead in the water and then resuscitate it to success.

The Bahari Bay development deal

When the Bahari Bay deal first came onto Gawie's radar screen more than two years ago, it piqued his interest from the start to investigate the opportunity in more depth. In his formative years Gawie had spent family holidays on vacation in the Shelley Beach area in the KZN South Coast, so he was familiar with the area and its surrounds from his childhood and he completely fell in love with the area.

The South Coast of KwaZulu-Natal, with its scenic hamlets and tranquil ambience, offers many attractions for those seeking a coastal lifestyle at an affordable price, coupled with solid infrastructure including hospitals, shopping centres and all amenities on hand.

It is also renowned for its blue flag beaches and its world-class dive sites. The area has long been a prime holiday destination for many families for years. The impact of the pandemic has also seen more people choosing to move to the coast, rather than just visiting part-time.

Bahari Bay in KwaZulu-Natal South Coast is surrounded by popular areas close by such as Margate, Shelly Beach, Hibberdene and Uvongo. Bahari Bay he says is set to shift the KwaZulu-Natal South Coast economic landscape in a significant way. Margate has an airport with a daily direct flight to and from Johannesburg with CemAir which feeds the area directly.

Gawie was about to go on leave when the deal came across his table and he asked his attorney partner to immediately delay her Christmas vacation to get the deal under contract before they went on holiday. It was quite a complex deal on the face of





it in terms of the liquidators, banks, Home Owners Association (HOA), municipalities with arrears on the property plus many vexatious legal battles between different parties.

Gawie spent most of the two years prior to the Bahari Bay deal closure working fulltime on the due diligence, site visits, haggling, negotiating and coercing, wheeling and dealing with attorneys, investors and financiers. While it ticked most of the deal boxes, it still took many twists and turns both up and down for Gawie along the way, it was a long, stressful and arduous process but seeing the incredible site today with it's amazing sea views it was well worth it.

He also had a big conundrum in sorting out the water certificates with the local municipality and after no other alternatives were left on the table, had to force them via an urgent High Court Order to deliver the water certificates which they then did. Eventually on 12 December 2022 Bahari Bay was registered in the deeds office in the name of Tieleo 5 (Pty) Ltd.

Bahari Bay has been the most complex but most satisfactory deal for Gawie as it had so many moving parts.

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GAWIE'S TOP 4 BUSINESS & INVESTMENT TIPS

1. Find the value in the distressed properties
2. Invest in knowledge as it can aid you
3. Have an amazing team around you
4. Be on the ground and in the arena all the time





Turn around property specialists



Tielo Group founded by serial property investor Gawie Venter are experts in buying any commercial property and residential estates below market value and then extracting value out of the property.





The Tieleo Group have formed many relationships with more than 500 liquidators and partners across South Africa to source distressed commercial property and residential estates anywhere in the country.

in poor physical condition or just bad management then Tieleo can help.

Tieleo Property Fund have developed a knack to identify and turn-around under-performing assets and to make them work. They have become specialists in identifying non-performing property developments and commercial properties across the country and turning them around.

The acquisition and turnaround of Lydenberg Shopping centre and Bahari Bay were both a case in point. The key is finding any property that could be experiencing legal and financial problems, high vacancies, properties



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Website: www.baharibay.co.za

Bahari Bay investment opportunity

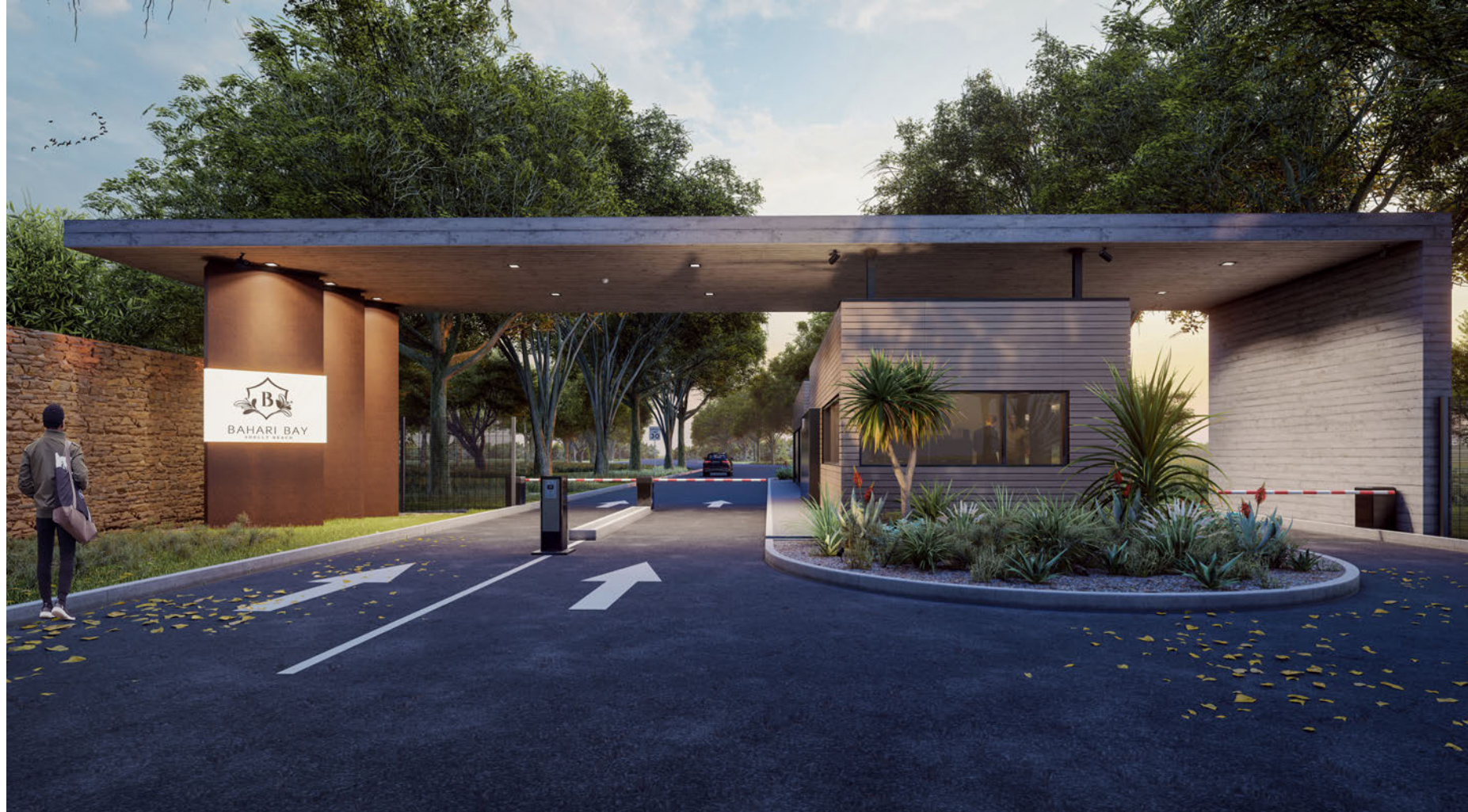
The bulk of the demand is from people moving to the area from Gauteng or traditional KZN metropolitan suburbs. The traditional model of working in the city and enjoying the seaside on holiday or retirement has also been upturned.

People are now looking to live the holiday lifestyle through remote working or hybrid working models. It is not surprising that in recent years, we've seen a marked trend among home buyers and investors participate from other provinces, most notably semigrators from Gauteng.

Seaside property prices are comparatively much lower than other South African destinations, with the KZN South Coast enjoying year-round subtropical weather and great facilities

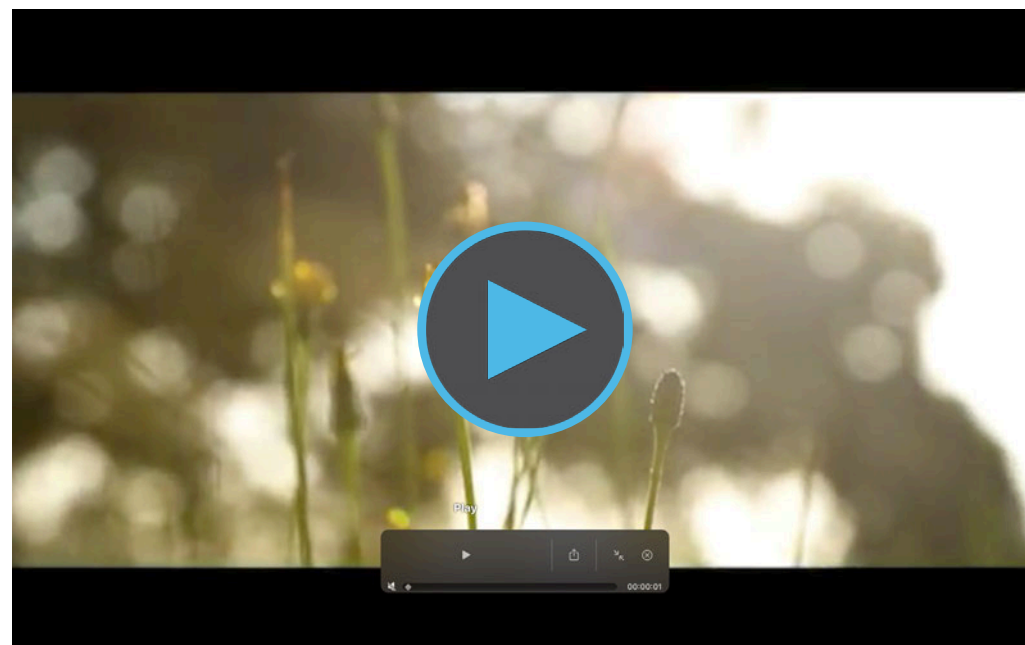
Since taking transfer in Deeds Office on 12 December 2022 Tieleo has sold 51 plots of which 46 already transferred to the final buyers. At time of writing phase one has sold out 60% while phase two was sold to a private consortium of local architects boasting some very high end stylish designs.

The Estate will boast a signature



Mountain Bike Trail and fulltime building of this trail has commenced on 27 February 2023 by trail building legend Hylton Turvey (<https://youtu.be/OZEaRtB5hzs>) and are scheduled to open on 31 June 2023.

Some well-known Bahari Bay investors that have bought plots in Bahari Bay include local Sharks rugby player James Venter and Lions rugby player Marius Louw with an array of high end investors who have invested into the Bahari Bay estate. The first home plans from buyers have been submitted to





the local municipality with building commencing during April 2023 within a well designed architectural guideline. Most homes that have been designed so far have beautiful sea views and we are seeing high end homes being designed with sizable space overlooking the ocean. Plot and plan options are also available at reasonable prices.

Amenities

- Security with gated Eco-estate
- Off-grid water supply
- Communal clubhouse
- Swimming pool
- Gym
- Play parks
- Dams
- Bird hides
- Hiking trails
- Mountain biking trails
- Array of outdoor activities
- Private beach access

Investors have found considerable value in purchasing a plot or plot and

plan homes with spectacular views, with prices per plot starting from R460,000 for a plot of roughly 500m². Most plots in phase one are around 1,000m² in size and were sold at prices averaging around R750,000 with many plots that sold for over 1 million at market-related prices moving quickly as we move to the next phase.

Many people are predicting 'Bahari Bay' will change the KZN South Coast for good and that it is predicted to be the 'Zimbali' of the South Coast.

Since he resides in the Western Cape, Gawie constantly asks himself where in South Africa can a buyer buy a plot with a sea facing view, get access to a private beachfront with all the amenities available in a great temperate climate all year around for the prices we are selling at. This has created a buoyant property market along the KZN South Coast, with affordable pricing making this area a key coastal destination to invest in.



MARIUS LOUW Lions rugby player and plot owner that invested in Bahari Bay

'When I first heard about Bahari Bay, I knew that I had to invest in this estate due to it's potential and the incredible opportunities in store for home owners and the South Coast! When I first visited the site and I drove through the Estate gate, following a beautiful road covered by trees to view a potential plot to buy, my excitement grew and I could see myself, my family and many other investors benefiting from this environment-friendly estate! Buying at Bahari Bay is an exciting opportunity and I know many more people will see the value of investing in this estate, like I do.'



JAMES VENTER Sharks rugby player and plot owner that invested in Bahari Bay

'I think something that is really special about Bahari Bay is that on the South Coast there is a such a need for an Eco Estate, added security, yet the beauty of nature being immersed in this beautiful coastline that we have been able to go for hikes, catch and release dams. I'm a personal fisherman so I really enjoyed that aspect. The fact that the family could just really have a beautiful safe place to really enjoy each other's company and relax.'

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