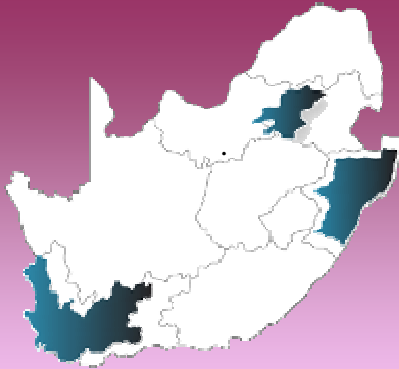




## National Trends Report March 2011

A monthly overview of real estate trends on [www.propertygenie.co.za](http://www.propertygenie.co.za)



### 10 Hottest suburbs on PropertyGenie.co.za

- 1 Claremont – Western Cape
- 2 Bryanston - Gauteng
- 3 Sea Point – Western Cape
- 4 Plumstead - Western Cape
- 5 Kenilworth - Western Cape
- 6 Hout Bay - Western Cape
- 7 Morningside - Gauteng
- 8 Morningside - Kwazulu-Natal
- 9 Sunninghill - Gauteng
- 10 Glenwood - Kwazulu-Natal

Based on Page Views during March 2011

### Most Improved Lead Earners

Agencies that have the greatest improvement in their leads earned from February 2011 to March 2011.

% change	Agency
86%	Anne Porter Properties
35%	Grofo Properties
37%	Engel & Volkers
23%	Chesterwood Properties
7%	NDS Real Estate

Based on Leads (Email a Friend, Email/SMS Agent, Call me back & Agent Tel number)

### Top 10 Agency Lead Earners

Our top agencies earning the highest number of leads in March 2011.

No	Agency
1	RE/MAX
2	Seeff Properties
3	Pam Golding Properties
4	Rawson Properties
5	Wakefields
6	Jawitz Properties
7	Lew Geffen Sothebys International
8	Engel & Volkers
9	OnTime Properties
10	Vered Estates

Based on Leads (Email a Friend, Email/SMS Agent, Call me back, Agent Tel number)

### Top Viewed Property for March 2011



Southfield – Western Cape

3 Bedrooms, 2 Bathrooms

R800,000

NDS Real Estate





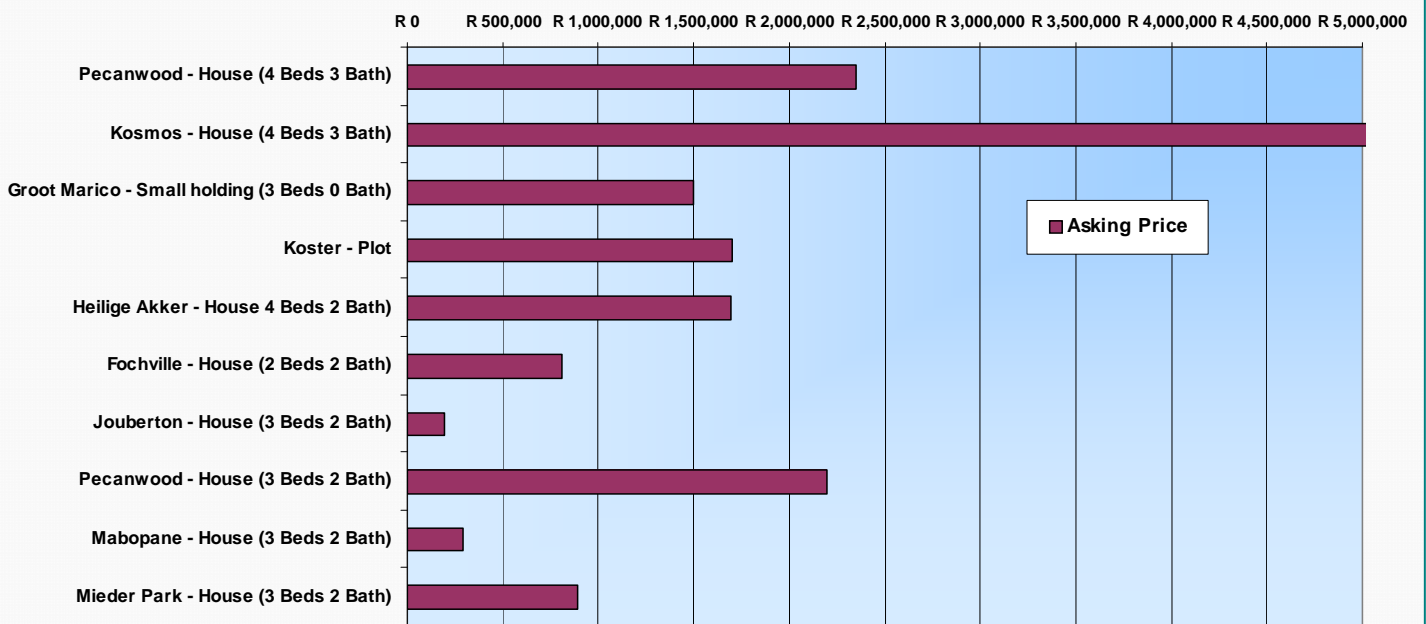
### Top Five Most Viewed Properties

<p><b>Southfield</b> Western Cape</p>  <p><b>NDS Real Estate</b> 3 Bed, 2 Bath R800,000</p>	<p><b>Plumstead</b> Western Cape</p>  <p><b>NDS Real Estate</b> 3 Bed, 1 Bath R875,000</p>	<p><b>Plumstead</b> Western Cape</p>  <p><b>Lew Geffen Sothebys</b> 3 Beds, 1 Bath R995,000</p>	<p><b>Crawford</b> Western Cape</p>  <p><b>RE/MAX Elite</b> 6 Beds, 2 Bath R790,000</p>	<p><b>Sybrand Park</b> Western Cape</p>  <p><b>RE/MAX Ultra Select</b> 3 Beds, 1 Bath R795,000</p>
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### Top 10 Property Types

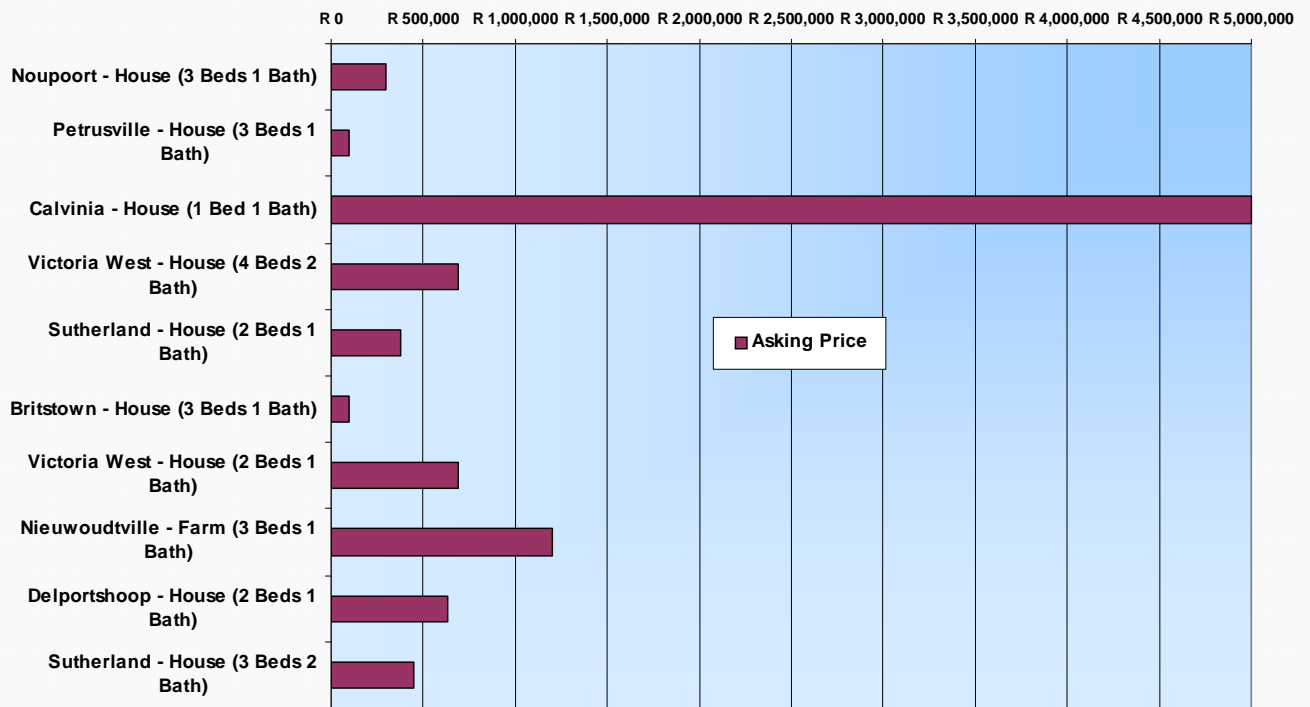
With thousands of interested homebuyers searching property for sale on PropertyGenie.co.za monthly, it may be of interest to you to see which type of property (number of rooms, area and price) had the highest interest (number of page views) over the past month on the site. This month we focus on North West, Northern Cape and Free State Provinces. Look out for next months National Trends Report when we will cover the remaining provinces.

#### Top 10 Property Types in North West

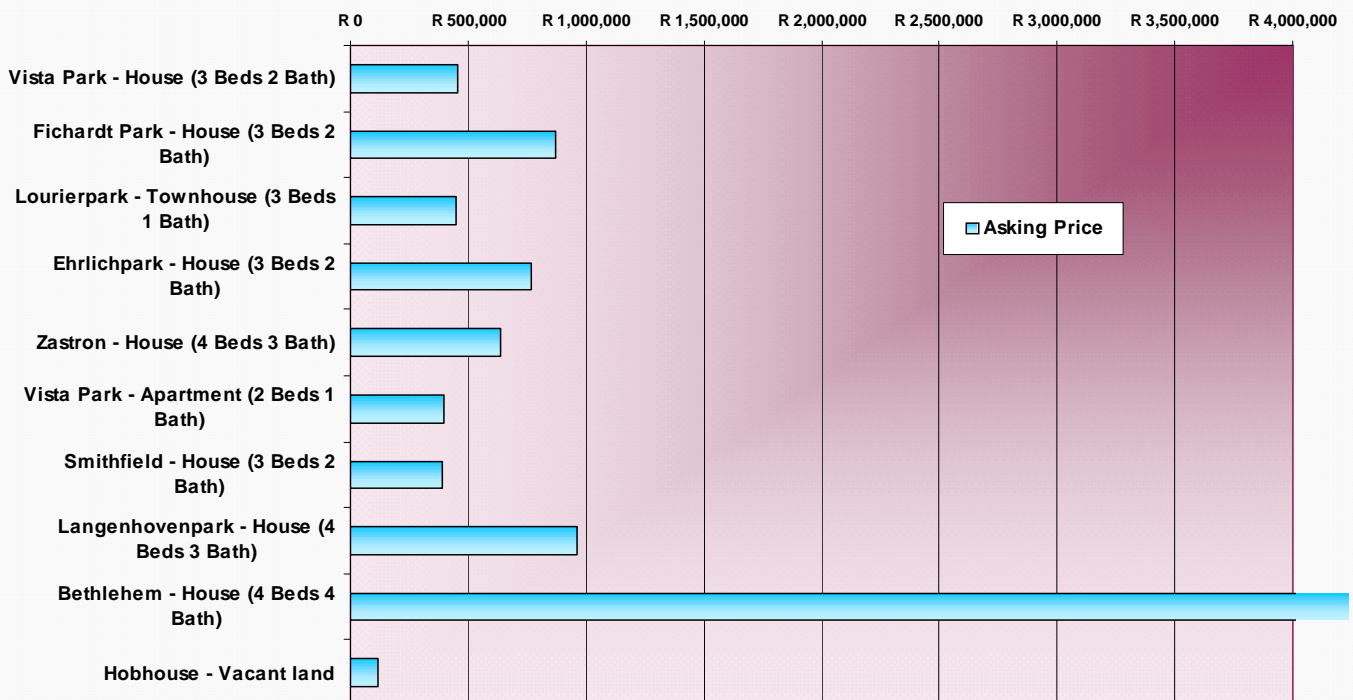




### Top 10 Property Types in Northern Cape



### Top 10 Property Types in Free State





## Forthcoming industry events/training/seminars

Date	Time	Region	Event	Speaker/Trainer	Venue	Cost	RSVP
2011.04.15	09H00 till 12H00	Western Cape	Consumer Protection Act and its relevance to the real estate profession	Melanie Coetzee from STBB	MSP Chambers, Tygerfalls, Tygervalley	R50 – IEASA Members R200 – Non Members	Lee-Ann on 021 531 3180 or via e-mail training@cape.ieasa.org.z a
2011.04.12	09h00 till 14h00	Northern Region	The Effective use of Quest during the Sell Process	Adelle Huysen	Nassau Building, Cnr Nossob & Jochemus Streets, Erasmuskloof	Members R350 Non Members R500	Info@ieasanorth.co.za
2011.04.14	09h00 till 14h00	Northern Region	IEASA North East Area Function	Johan Muller- Attorney: Adv P.J. Venter	De Villebois Mareuilrylaan 1353, Moreletapark x83	Members R50 Non Members R100	Info@ieasanorth.co.za
2011.04.18	09h30 till 12h00	Western Cape	Contract Law Workshop	Carine De Beer	IEASA Training Centre, Pinelands	R300 Members/R5 00 non- members	Lee-Ann Tel: 021 531 3180 training@cape.ieasa.org.z a
2011.04.19	09H00 till 13H00	Western Cape	Selling to Different Personalities. Target Group: New Entrants / Existing Agents	Gerhard Van Rensburg from Bow Tie Solutions	Smith Tabata Buchanan Boyes, St George's Mall, Cape Town	R200	Gerhard Van Rensburg Gerhard@bowtiesolutions. org Tel: 082 375 9343
2011.05.03	09H00 till 13H00	Western Cape	Plan to recruit more Agents! Target Group: New & Existing Managers/Principals	Gerhard Van Rensburg from Bow Tie Solutions	Smith Tabata Buchanan Boyes, St George's Mall, Cape Town	R200	Gerhard Van Rensburg Gerhard@bowtiesolutions. org Tel: 082 375 9343
2011.05.09	09h00 till 14h00	Northern Region	What's wrong with this sale	Adelle Huysen	Nassau Building, Cnr Nossob & Jochemus Streets, Erasmuskloof	Members R350 Non Members R500	Info@ieasanorth.co.za
2011.05.10	10h00 till 12h00	Western Cape	IEASA Roadshow	Ronel Heyns Pam Snyman	Lord Charles Hotel Somerset West	Free	Chanté Lesch admin@ieasagardenroute. co.za
2011.05.12	10h00 till 12h00	Kwazulu Natal	IEASA Roadshow	Ronel Heyns	Sun Coast Casino	Free	Kogie Moses Tel: 031 207 7330 info@ieasakzn.co.za
2011.05.20	09h00 till 14h00	Northern Region	Communication skills	Adelle Huysen	Nassau Building, Cnr Nossob & Jochemus Streets, Erasmuskloof	Members R350 Non Members R500	Info@ieasanorth.co.za
2011.05.24	09h00 till 14h00	Northern Region	National Roadshow	National Speakers	840 Cura Ave, off corner Lynnwood Road, Willow Glen	Members R50 Non Members R100	Info@ieasanorth.co.za

