

Welcome to the World of Property.CoZa



POSITION YOURSELF FOR THE FUTURE BUILD YOUR OWN REAL ESTATE FRANCHISE OR BECOME A TOP EARNING PROPERTY PROFESSIONAL



WORK ANYWHERE, SELL ANYWHERE!

Rent and sell throughout South Africa, there are few boundaries! Set up your real estate operation to fit your budget and environment.

INSTANT ACCESS TO STOCK

Make use of our Matchmaking tool, giving you immediate access to almost all listings already listed by ±1000 property professionals across the country.

COMPETITIVE COMMISSION FOR YOU AND YOUR SALES TEAM

Owner Operators earn 93% commission on their own sales and offer their sales team up to 80% commission on their sales, plus optional passive income streams.

ACCESS OUR ADVANCED IT SYSTEMS

Compete confidently in the real estate market by accessing our advanced IT systems that have been exclusively designed and developed for Property.CoZa Franchisees and Property Professionals, offered at a below average market price.

Choose the Real Estate Option to Suit your Business Approach

Every great enterprise begins with an idea. This idea, like a spark, ignites the passion within those that have the vision to foresee the possibilities.

Property.CoZa has transformed its robust business offering to meet the future of real estate in South Africa. We are geared to accommodate experienced Property Professionals and new Franchisees who have a strong entrepreneurial spirit, to continue to grow with us across the country!

Property.CoZa Franchises range from small to large, owner-operated, or managed, with full access to the reward of being part of an established national brand and the added benefit of owner-operators being able to earn up to 93% commission, ensuring lower operational exposure and reducing financial risk.

Property.CoZa supports traditional real estate services that our Property Professionals and Franchisees combine with state-of-the-art, fully integrated, agent-oriented IT systems, empowering their businesses for lasting success.

Property.CoZa was founded in 2009 with a well-established national footprint extending to six provinces. Join our family of progressive Property Professionals, who acknowledge that people to people skills are crucial, who drives their businesses using effective digital marketing strategies and advanced CRM tools, ensuring business growth and enhanced client's experience.



Property.CoZa®
www.propertycoza.com

Property.CoZa Franchise Options

Property.CoZa only catered for attorney ownership in the past and now our franchise offering extends to all entrepreneurs who want to own a real estate business to suit their business needs! Choose to build your own Property.CoZa franchise business, lead a team of your own, or operate independently.



Flagship Operation	Home Operation	Agent Operation
<i>Branded Commercial Office</i>	<i>Branded Home Office</i>	<i>Home Office</i>
Upfront License Fee: R35 000	Upfront License Fee: R35 000	Upfront License Fee: R10 000
Buy before 28 Feb 2021 for only R7 500	Buy before 28 Feb 2021 for only R7 500	Buy before 28 Feb 2021 for only R5 000
Monthly License Fee: R2 500 per location	Monthly License Fee: R2 500 per location	Monthly License Fee: R2 500 per location
Gross Income Royalty Fee: 6% on successful sales and rental transactions	Gross Income Royalty Fee: 6% on successful sales and rental transactions	Gross Income Royalty Fee: 6% on successful sales and rental transactions
Marketing Royalty Fee: 1% of monthly turnover	Marketing Royalty Fee: 1% of monthly turnover	Marketing Royalty Fee: 1% of monthly turnover
Agent Fees: R199 / Agent per month	Agent Fees: R199 / Agent per month	Agent Fees: R199 / Agent per month
Earn 93% commission on your own sales	Earn 93% commission on your own sales	Earn 93% commission on your own sales
Franchise Agreement term: 3 Years	Franchise Agreement term: 3 Years	Franchise Agreement term: 3 Years
Property Portals: We drive our own website SEO strategy and Franchisees subscribe to Private Property and Property24 at their own cost.	Property Portals: We drive our own website SEO strategy and Franchisees subscribe to Private Property and Property24 at their own cost.	Property Portals: We drive our own website SEO strategy and Franchisees subscribe to Private Property and Property24 at their own cost.
Franchise Territory to Sell/Rent: Anywhere in South Africa, with some exceptions. Use Matchmaking to obtain open stock nationally to rent and sell (T's & C's apply)	Franchise Territory to Sell/Rent: Anywhere in South Africa, with some exceptions. Use Matchmaking to obtain open stock nationally to rent and sell (T's & C's apply)	Franchise Territory to Sell/Rent: Anywhere in South Africa, with some exceptions. Use Matchmaking to obtain open stock nationally to rent and sell (T's & C's apply)
Office Premises: 3km radius from another office but all agents allowed to sell or let in any radius area.	Office Premises: 3km radius from another office but all agents allowed to sell or let in any radius area.	Operate from your home as a Resident Agent
Passive and Bond Origination Income: Franchisee can earn up to 0,30% (incl. VAT) Property Professionals can earn up to 0,05% (incl. VAT) (T's & C's apply)	Passive and Bond Origination Income: Franchisee can earn up to 0,30% (incl. VAT) Property Professionals can earn up to 0,05% (incl. VAT) (T's & C's apply)	Passive and Bond Origination Income: Franchisee can earn up to 0,30% (incl. VAT) Property Professionals can earn up to 0,05% (incl. VAT) (T's & C's apply)
Recruit as many agents as you want anywhere in South Africa	Recruit as many agents as you want anywhere in South Africa	Recruit as many agents as you want anywhere in South Africa
Get 3 franchises for the price of one. After 6 months of operating your first franchise, choose to open 1 or 2 more offices	Get 3 franchises for the price of one. After 6 months of operating your first franchise, choose to open 1 or 2 more offices	Option to upgrade to a Flagship Operation or Home Operation later to cater for expansion. Ts &Cs apply.

Property.CoZa Agent Offering

Join an Existing Office

Our Agents Pay:
No Desk Fees
No Fixed Costs
No Agent Fees
No Royalties
No Risk

Start-up Fee of
R1 500.00
for personalised
marketing material
(Franchise dependent)

Full Status Agents -
regular performers earn
80% commission.
Full Status Agents -
non-regular performers
earn 70% commission.
Rookies earn 50%.

Join any office
as an Agent
(Recruitment
incentives offered)

**Work anywhere,
sell anywhere!**
There are only a few
boundaries where
T's & C's apply

Free website exposure
on major property
portals including
Property.CoZa,
Property24 and
Private Property.

Bond
Origination
Income Passive Income:
Optional recruitment
income streams
T's & C's Apply

Free personalised
webpage for every
Property
Professional.
Post listings instantly to
social media platforms.

Operate on an
Independent
Contractor
Agreement.
Commissions paid on
registration.

What is the difference between a traditional 50/50 commission split versus our 80/20 commission split?

Financial advantage to our Property Professionals on
R1 million sales price with 7,5% (+ VAT) commission:

50/50 SPLIT SCENARIO	
Gross commission income: incl VAT	R86 250
Minus 15% VAT = R11 250	= R75 000
Minus Head Office Royalty *Calculated at 7,5%	= R69 375
Minus 50% split = R34 688	= R34 687
Minus 20% tax (PAYE) = R6 937	= R27 750
IN AGENT'S POCKET	= R27 750

Property.CoZa 80/20 SPLIT SCENARIO	
Gross commission income: incl VAT	R86 250
Minus 15% VAT = R11 250	= R75 000
Minus Head Office Royalty = 0%	= R75 000
Minus 20% split = R15 000	= R60 000
Minus 20% tax (PAYE) = R12 000	= R48 000
IN AGENT'S POCKET	= R48 000
MORE IN AGENT'S POCKET	R20 250
Extra earnings with Property.CoZa per year @ 1 x Registration per month	R243 000

* Figures illustrative



Property.CoZa®
www.propertycoza.com

Harness the Power of Property.CoZa

With our agent-centric IT systems, our vision is to continue innovating and offering IT solutions that are industry-leading

- **Navigator** - authorised access to our integrated IT systems, manage business performance analytics, receive notifications, group news, and track your performance in the group, etc.
- **Listing Management System (LMS)** - upload, print, market, share and manage listings and brochures from our *wizard assisted* IT platform to our website, other systems, and leading independent property websites.
- **Document Management System (DMS)** - our electronic library providing access to all Property.CoZa documentation.
- **Knowledge Base** – our online learning and training hub for our users to access manuals, tutorials, FAQs, and videos to hone their skills.
- **CRM** - send or schedule pre-developed personalised e-brochures, e-newsletters, automated annual messages, business social media platforms, drip campaigns, etc. Our *wizard assisted* CRM tool combines effective digital marketing strategies with personal brand building, leading to recurring business.
- **Treasure Map** - after sales, reporting and cashflow management system, providing electronic uploading of sales transactions, tracking and reporting functionality, and direct electronic link to the IT system used by Attorneys on our panel of attorneys. This ensures effective communication and easy update of transaction statuses.



To arrange for a confidential appointment or more information, please contact:

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Property.CoZa is the only South African Real Estate company offering an affordable option for Property Professionals to operate under a recognised brand that is positioned to adapt, innovate and enhance its own IT infrastructure and business model to the benefit of its Franchisees and Property Professionals.

PROPERTY PROFESSIONALS AHEAD OF THEIR TIME