Attorney Realtor Hub
How to join

14/8/2017

Founding Members Attorney Realtor Hub

- Attorney Realtor Hub was formed as an initiative between practising conveyancing attorneys

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• Meyer de Waal	083 653 6975	www.mdwinc.co.za	meyer@mdwinc.co.za

- with a passion for property, are innovative and who know Attorneys can provide the best turnkey service for a property sale transaction, working more efficiently, applying modern technology and their legal skills and experience, combined with their large database of clients, earning sales revenue and securing property transfer mandates
- and are inviting like-minded and innovative attorneys to join and share in the revolution to take back and control our stake holding in the property environment

Concept- Developed by Attorneys for Attorneys

- Attorney Realtor Hub provides the platform and “toolset”, software and combined services to Attorneys selling properties- each attorney continue to practice under his own legal firm, selling properties and no partnership is formed.
  - Attorneys selling properties for 2,5 % commission plus VAT – working more efficiently
  - Applying their legal skills, training and expertize, combined with cutting edge technology
  - Only qualified attorneys may join to make use of these collective services & tools
    - Nominal joining & monthly subscription fee
    - No expensive area bound franchise fee
    - No exclusive demarcated areas will exist
  - Only cash or pre-qualified buyers are introduced to sellers
  - With Virtual Reality Tours, customized for ARH, Sellers have less disruption and more safety showing their homes to prospective buyers
  - Management through Prop Data, a comprehensive web based property syndication listing and administrative and membership [branch] management facility

Why join Attorney Realtor Hub?

Products	Attorney Realtor Hub	Your own initiative
Syndication & website Set-up costs	Included	Expect to pay R46 000 +/-
Monthly subscription & admin costs	Reduced as shared as a collective	Pay your own
Syndication Property Listings – sales and rentals	Included up to 9 online portals	Load each individually
Network & Footprint	Largest network of National Attorney Realtors	Limited to your own network
Online Home Loan prequalification & final home loan submission through evo	Included	Not available
Customized Virtual Reality Tours	Included	Your own
Flisp subsidy pre-qualification	Included	Your own
Property 24, Private Property IOL listings	Included a “start-up” package until you decide to take up your own & volumes demand such	Pay your own
Lightstone CMA reports	Included	Pay your own
Free Property Portal listings	Done through syndication	Load each individually
HouseMe – Rental structure	Included	Your own
Media articles	Included	Your own
Media & social media exposure	Included	Your own
Attorney Conveyancing HUB	Included	Your own

Benefits

Benefits of Attorneys joining ARH

- Additional revenue for attorneys, earning 2,5 % commission on property sales
- Save on costs and property tools & service providers that form part of the HUB platform
- Get your foot in the door for the conveyancing instruction
- Attorneys can share commissions [fees] with each other
- Largest national footprint of attorney property realtors
- Nominal initial registration fee payable to join ARH
- Nominal monthly subscription fee payable to join ARH

- **Services, Tools and Associations already established**
  - Syndication platform to list on up to 9 property web portals already established – Prop Data
  - Online home loan pre-qualification web link - My Bond Fitness
  - Virtual Reality Tour – SLA with service provider
  - CMA – Comparative Market Analyses reports- Hub agreement with Lightstone – save costs
  - Flisp – pre-qualification and final submission for government subsidies & dedicated Flisp focused home loan services
  - Final home loan submission services
  - HouseMe – Arrangement www.houseMe.co.za Rental management for only 2,5 % commission for clients

Syndication

Why Syndicate Property Listings?

- **Attorney Realtor Hub** already signed up with Prop Data, the largest and most efficient property syndication portal. Attorneys selling properties can subscribe to Attorney Realtor Hub and reap of the benefits. Read why:
- Syndication has enabled Attorney Realtors and estate agents to capture a property listing once and then, with a single click of a button, automatically publish that listing on multiple property portals. Therefore, syndication is an important method of marketing a property listing online and offers several benefits to your Attorney Realtor business:

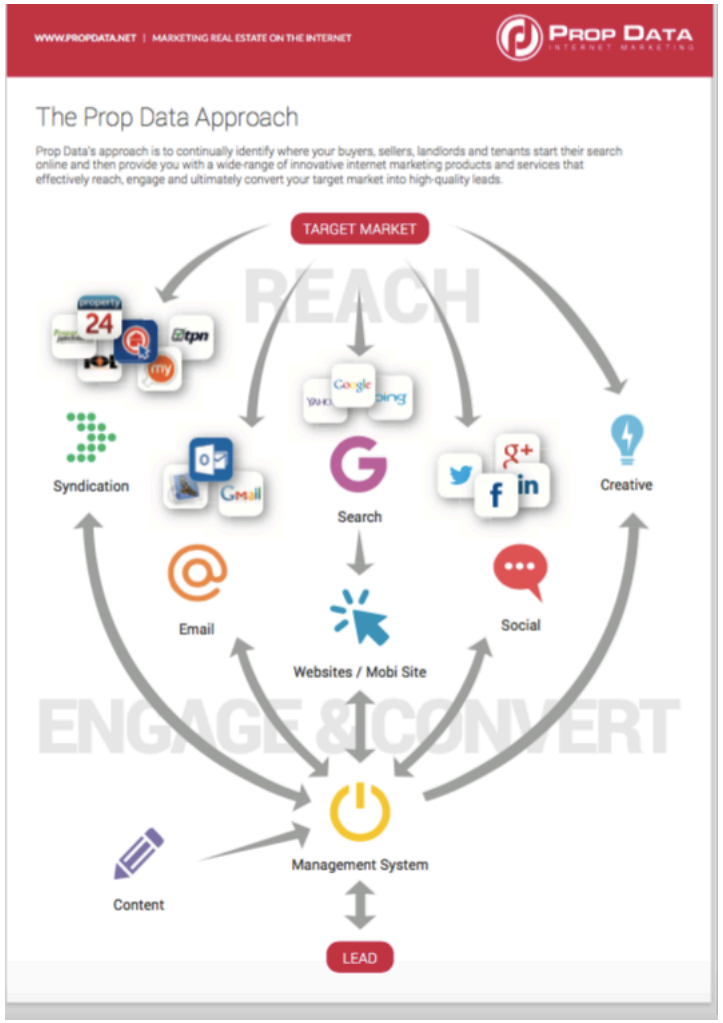
Benefits : Property Listing Syndication

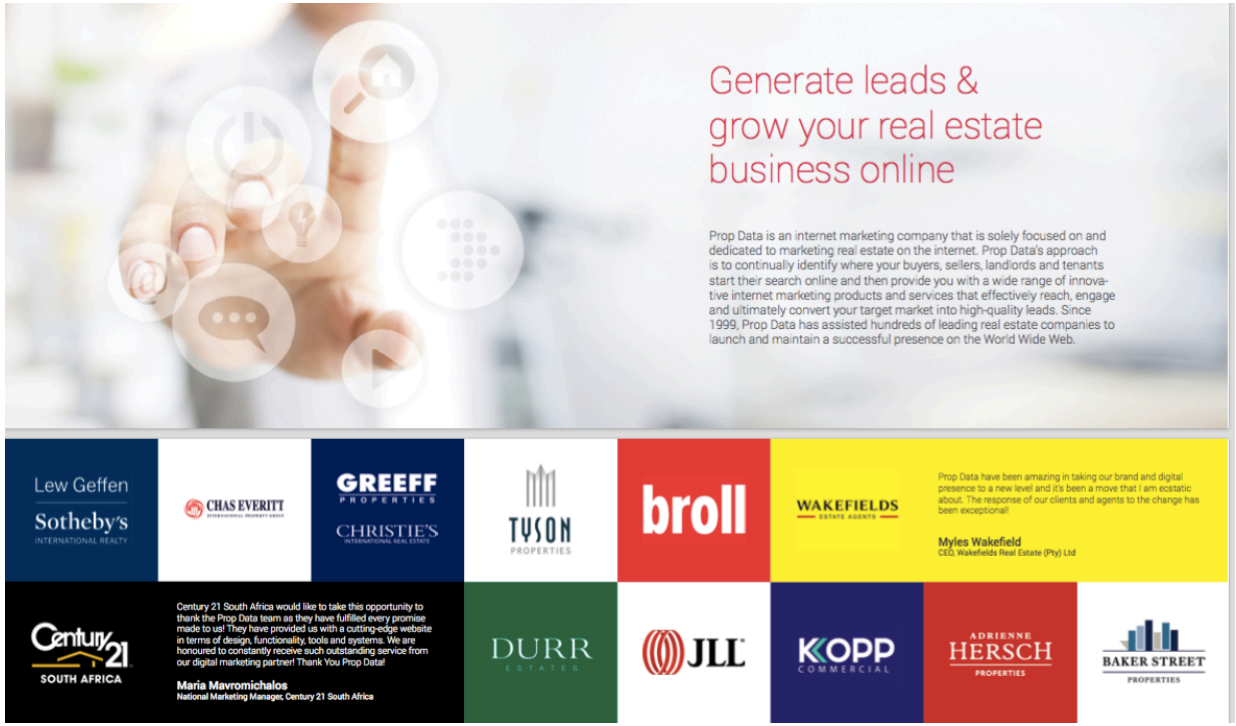
- **Reduced Admin Time and Costs**
- **Easily Monitor and Manage Multiple Feeds**
- **Improved Brand Awareness**
- **Maximum Market Exposure for Seller or Landlord Listings**
- **Maximum Buyer and Tenant Leads**
  - **[New- in development] Pre-qualified leads to be highlighted**
- **Prequalified Buyer and Tenant Leads**
- **Less disruption, more comfort and improved security**

- The more important the property portal's role becomes in today's digital real estate market, the more vital a syndication service becomes in the marketing process.
- With a single click of the mouse, a good syndication system will greatly reduce your admin time and costs by automatically publishing your listings on multiple property portals, enable you to easily manage and monitor all your outbound feeds, improve your brand awareness, provide maximum market exposure for your listings and ultimately help you generate more leads.

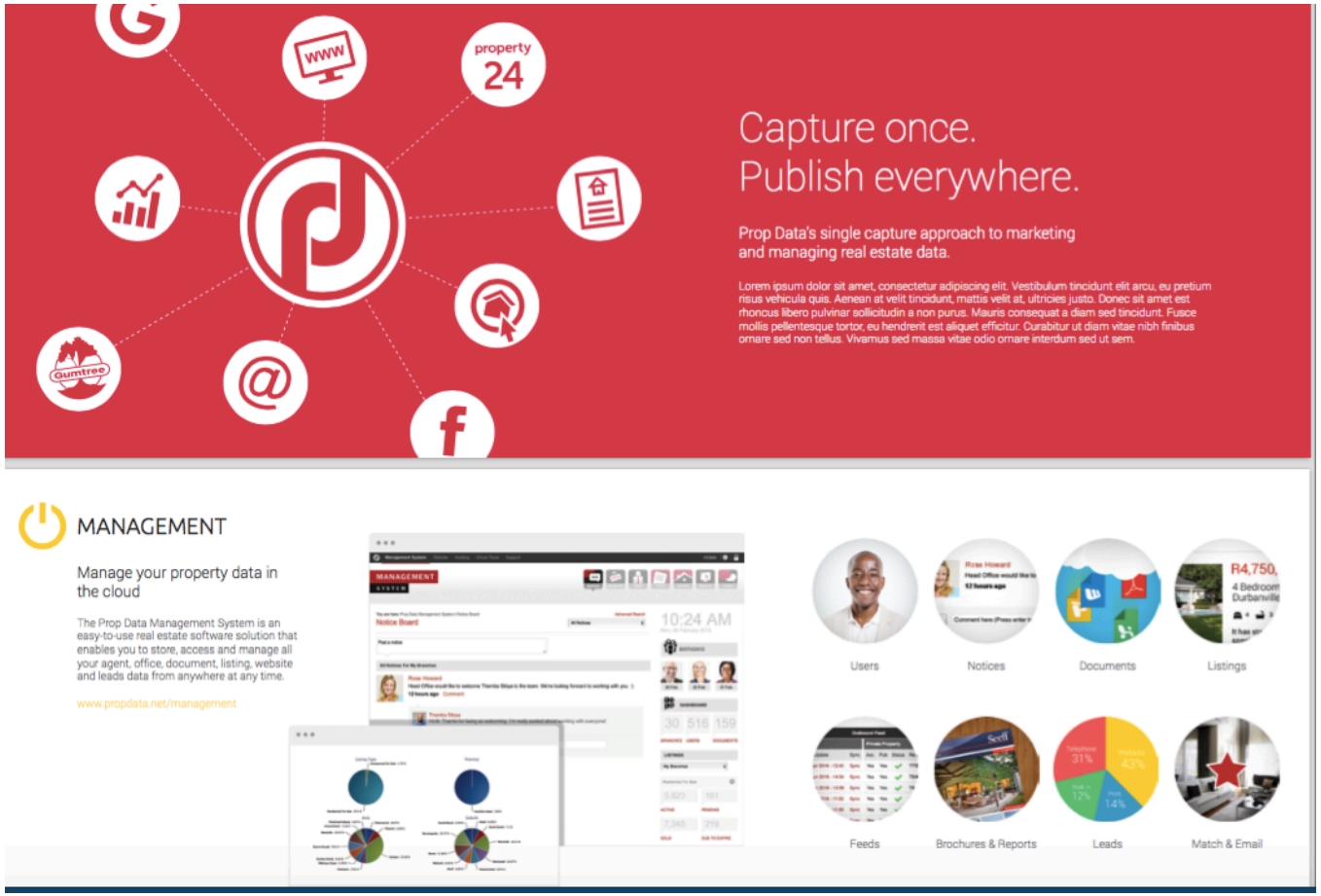
Administrative Platform

Administrative Platform – Prop Data





Prop Data


property 24
Capture once.
Publish everywhere.
Prop Data's single capture approach to marketing and managing real estate data.
Lorem ipsum dolor sit amet, consectetur adipiscing elit. Vestibulum tincidunt elit arcu, eu pretium risus vehicula quis. Aenean at velit tincidunt, mattis velit at, ultricies justo. Donec sit amet est rhoncus libero pulvinar sollicitudin a non purus. Mauris consequat a diam sed tincidunt. Fusce mollis pellentesque tortor, eu hendrerit est aliquet efficitur. Curabitur ut diam vitae nibh finibus ornare sed non tellus. Vivamus sed massa vitae odio ornare interdum sed ut sem.
MANAGEMENT
Manage your property data in the cloud
The Prop Data Management System is an easy-to-use real estate software solution that enables you to store, access and manage all your agent, office, document, listing, website and leads data from anywhere at any time.
www.propdata.net/management
Users
Notices
Documents
Listings
Feeds
Brochures & Reports
Leads
Match & Email

Prop Data

SYNDICATION
Promote your listings on multiple portals
With the single click of the mouse, Prop Data Syndication will maximise your online exposure and publish your listings on all the major property portals and online classifieds websites.
www.propdata.net/syndication
my
Gumtree
hozi
find yours
property 24
immoafrica
Locanto
IOL
tpn

Differentiating Factors

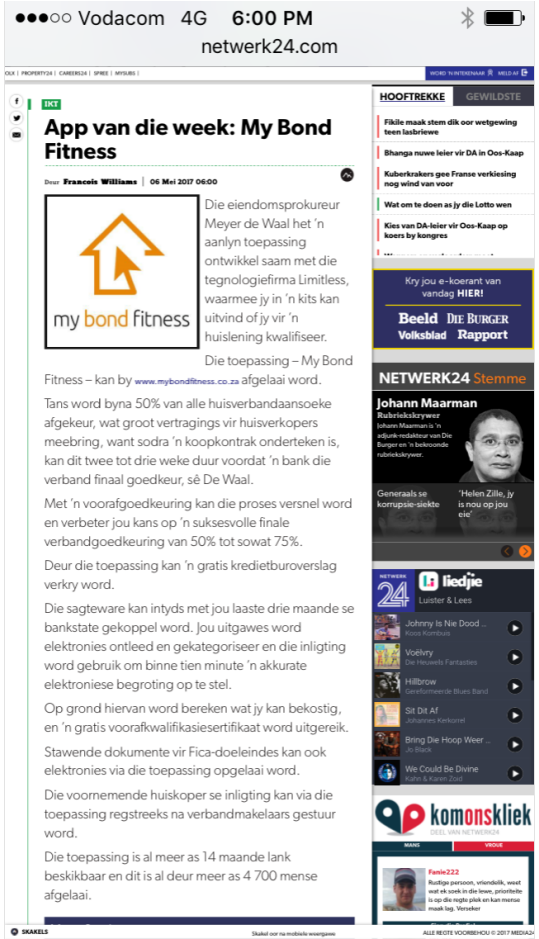
Differentiating factors that sets ARH apart from ”normal” estate/property agents

- Attorneys are exempt from the Estate Agents Affairs Act and draft Property Practitioners Bill & can sell properties
- Attorneys are better skilled, academically qualified and have practical experience
- Property sale structured and facilitated & sale agreements drafted by an attorney
- Using cutting edge technology PropertyTech tools and only introduce a potential buyer to seller, once the buyer:
  - Viewed the property online through a Virtual Reality Tour customized for the HUB.
  - Is pre-qualified for a home loan or is a cash buyer
  - Is pre-qualified for a Flisp subsidy – depending on the income of the purchaser www.flisp.co.za

Unique Tools & Products

Online Home Loan Prequalification Indicator

click here ARH own unique web link



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netwerk24.com

IKT

App van die week: My Bond Fitness

Deur Francois Williams | 06 Mei 2017 06:00

Die eiendomsprokureur Meyer de Waal het 'n aanlyn toepassing ontwikkel saam met die tegnologiefirma Limitless, waarmee jy in 'n kits kan uitvind of jy vir 'n huislening kwalifiseer.

Die toepassing – My Bond Fitness – kan by www.mybondfitness.co.za afgelaai word.

Tans word byna 50% van alle huisverbandaansoeke afgekeur, wat groot vertragings vir huisverkopers meebring, want sodra 'n koopkontrak onderteken is, kan dit twee tot drie weke duur voordat 'n bank die verband finaal goedkeur, sê De Waal.

Met 'n voorafgoedkeuring kan die proses versnel word en verbeter jou kans op 'n suksesvolle finale verbandgoedkeuring van 50% tot sowat 75%.

Deur die toepassing kan 'n gratis kredietburoverslag verkry word.

Die sagteware kan intyds met jou laaste drie maande se bankstate gekoppel word. Jou uitgawes word elektronies ontleed en gekategoriseer en die inligting word gebruik om binne tien minute 'n akkurate elektroniese begroting op te stel.

Op grond hiervan word bereken wat jy kan bekostig, en 'n gratis voorafkwalifikasiesertifikaat word uitgereik.

Stawende dokumente vir Fica-doeleindes kan ook elektronies via die toepassing opgelaai word.

Die voornemende huiskoper se inligting kan via die toepassing regstreeks na verbandmakelaars gestuur word.

Die toepassing is al meer as 14 maande lank beskikbaar en dit is al deur meer as 4 700 mense afgelaai.

HOOFTREKKE | GEWILDSTE

Fikile maak stem dik oor wetgewing teen lasbriewe

Bhanga nuwe leier vir DA in Oos-Kaap

Kuberkrakers gee Franse verkiesing nog wind van voor

Wat om te doen as jy die Lotto wen

Kies van DA-leier vir Oos-Kaap op koers by kongres

Kry jou e-koerant van vandag HIER!

Beeld Die Burger Volksblad Rapport

NETWERK24 Stemme

Johann Maarman

Rubrieksskrywer

Johann Maarman is 'n adjunk-redakteur van Die Burger en 'n bekroonde rubrieksskrywer.

Generaals se korrupsie-siekte

'Helen Zille, jy is nou op jou eie'

liedjie

Luister & Lees

Johnny Is Nie Dood ... Koos Kombuis

Voëlvry De Heuwels Fantasties

Hillbrow Gereformeerde Blues Band

Sit Dit Af Johannes Kerkorrel

Bring Die Hoop Weer ... Jo Black

We Could Be Divine Kahn & Karen Zoid

komonskliek

DEEL VAN NETWERK24

MANS | VROUE

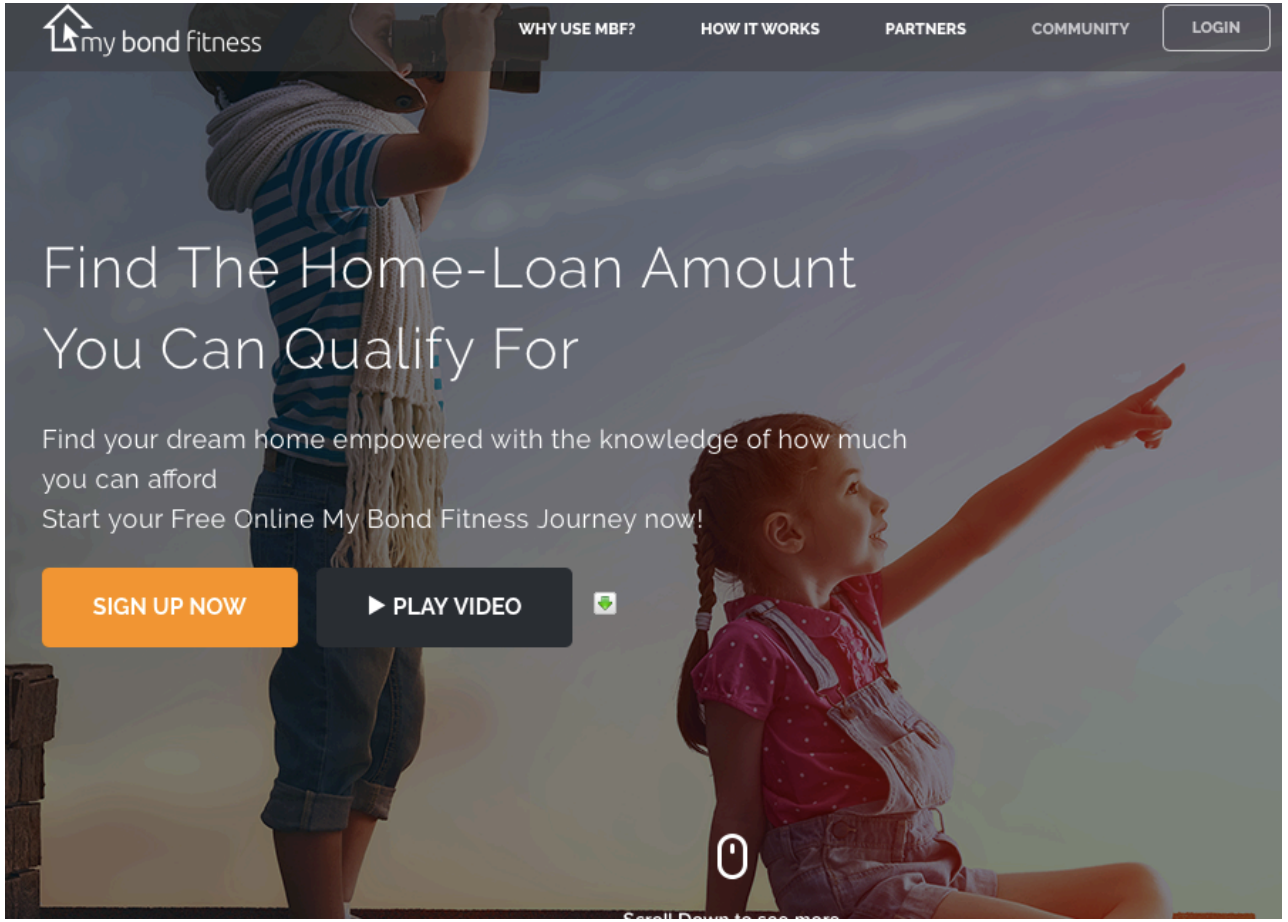
Famie222

Rustige persoon, vriendelik, weet wat ek soek in die lewe, prioriteite is op die regte plek en kan mense maak lag. Verseker

SKAKELS

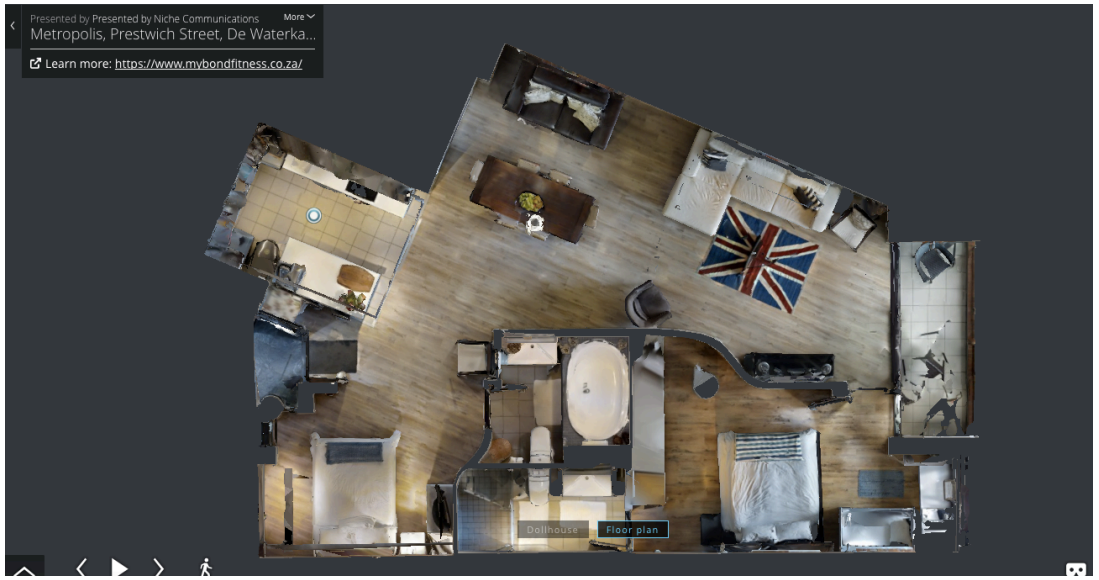
Skakel oor na mobiele weergawe

ALLE REGTE VOORBEHOU © 2017 MEDIA24



Virtual Reality Tour

Click here for a Virtual Reality Tour



Virtual Reality Tour

Pricing below, once-off, hosting included for 12 months:

Studio and 1 bedroom: R2000
2 bed: R3000
3 bed: R4000
4 bed: R5000
5 bed: R6000
6+ bed: price on request

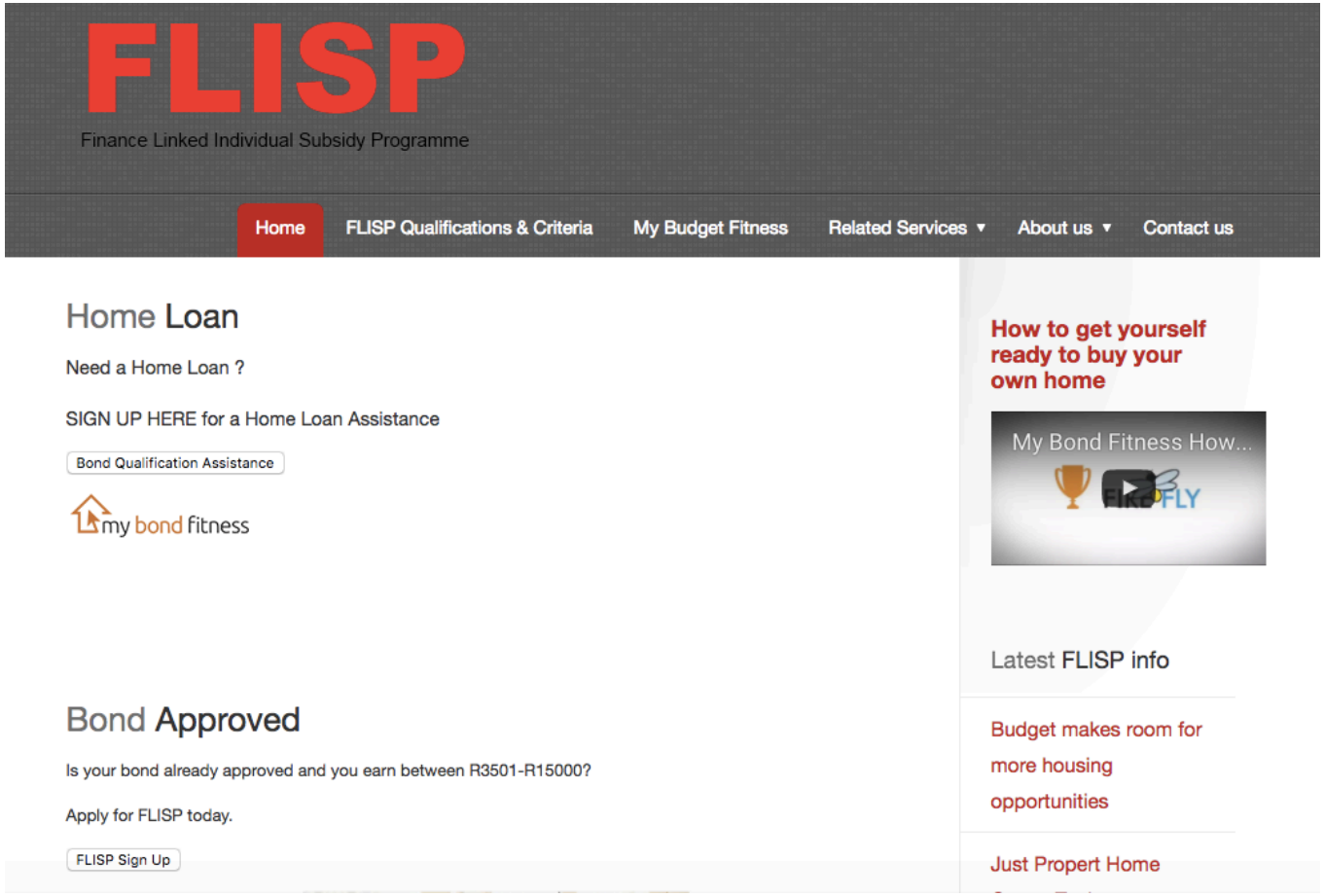
These prices would exclude VAT and travel to anywhere that's more than 25km from CT CBD and other travel costs. It would be R3/km when driving or the cost of the air tickets.

SPECIAL RATE

We negotiated a special discounted fee for attorneys using Virtual Realty Tours.

Flisp Services – Subsidies for First Time Buyers

www.flisp.co.za



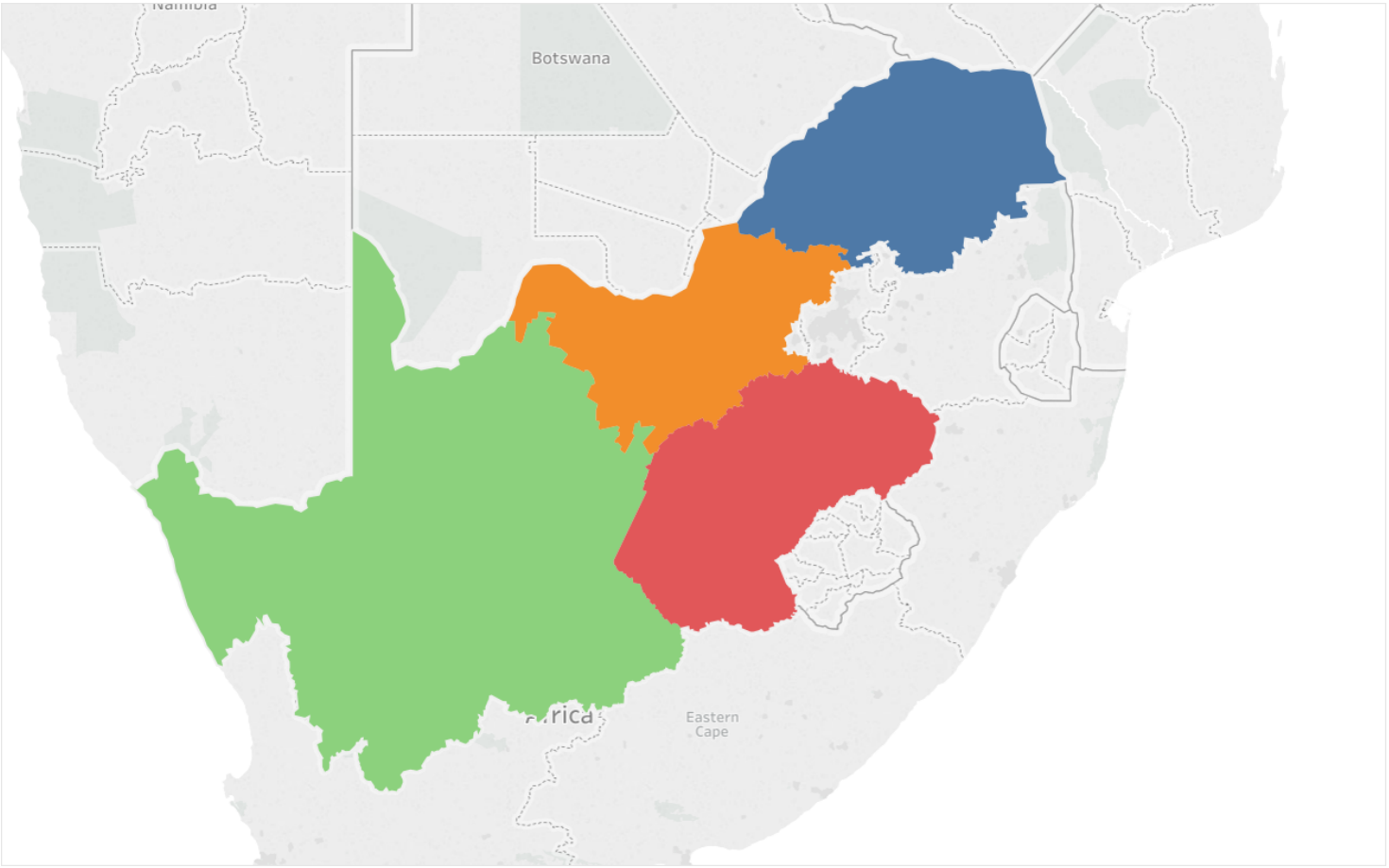
Property 24 – ARH package

property24
Find your perfect home

- The special deal between Property 24 & ARH is as follows:
  - If you list under the ARH logo then:
    - A discount on the P 24 monthly subscription fee – you only pay pro rate as if and when more attorneys join in in your region, you start to share the costs
    - Leads - You only pay for your own leads over and above
  - You can also list on your own and use your own logo, but then you pay your own fees to P 24
  - In both cases, you can still upload via Prop Data.

National Regions
Property 24 – ARH package

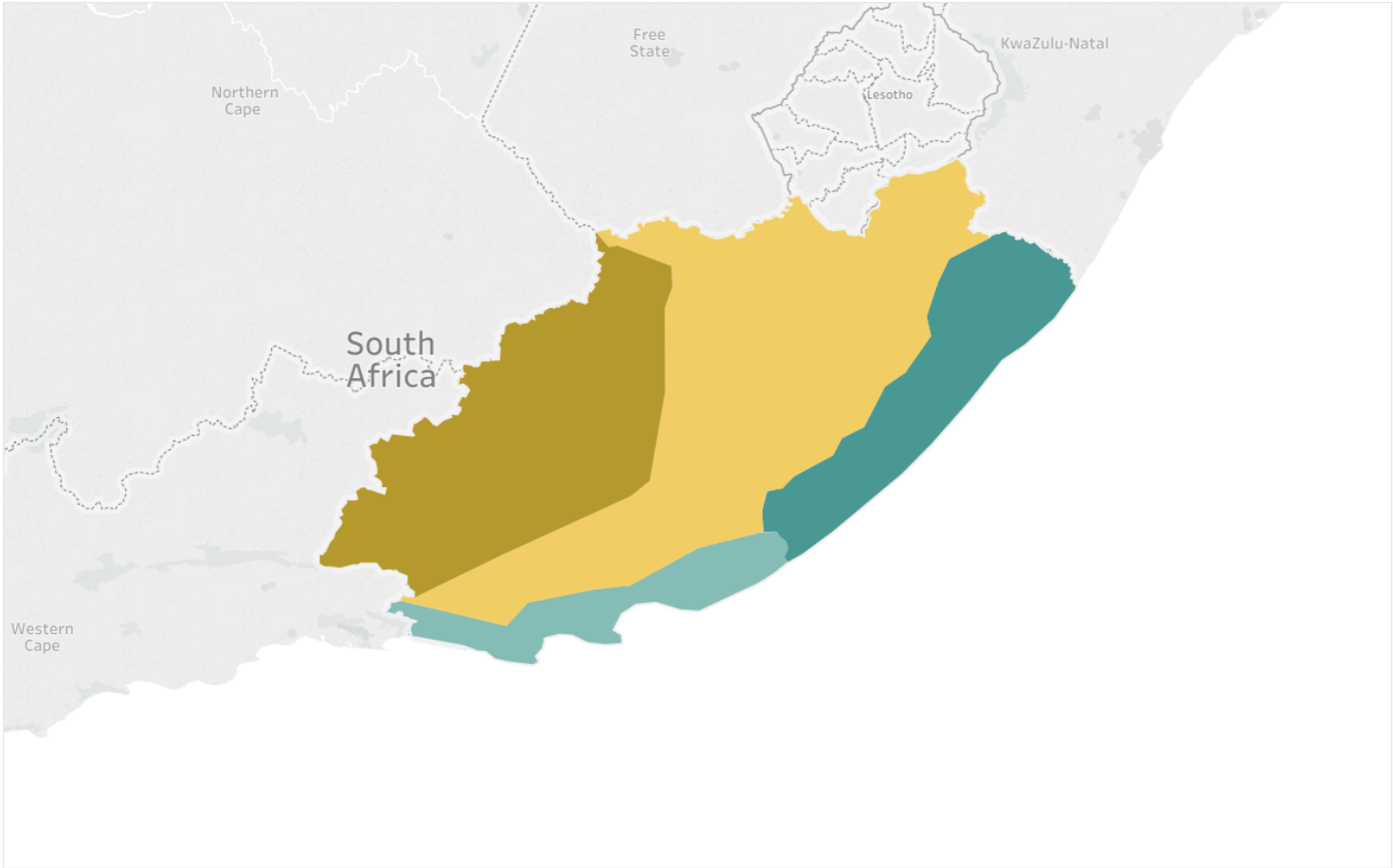
property24
Find your perfect home



Area Name
- Free State
- Limpopo
- North West
- Northern Cape

Eastern Cape

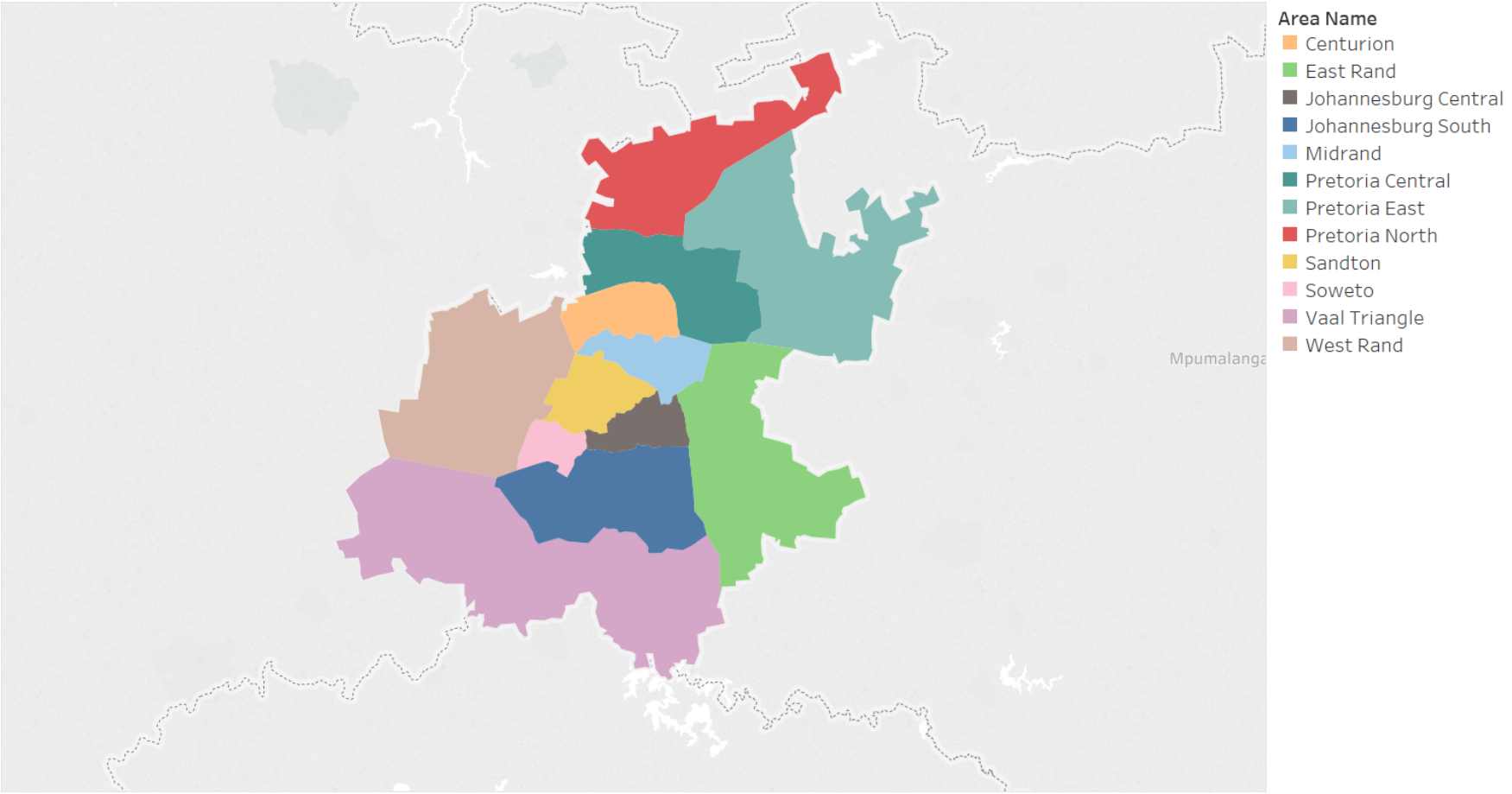
property24
Find your perfect home



Area Name
- EC Great Karoo
- EC Inlands
- EC North Coast
- EC South Coast

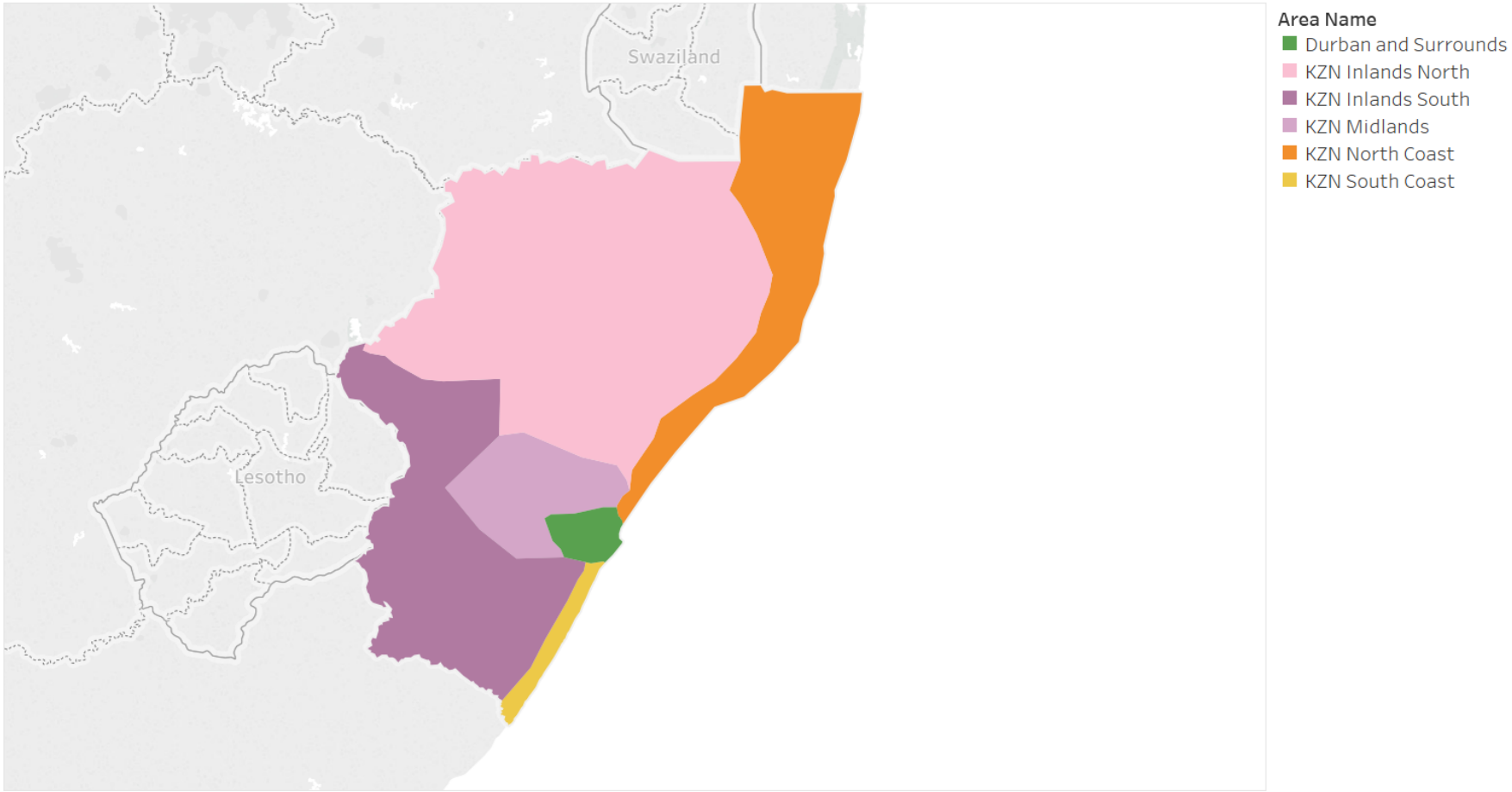
Gauteng

property24
Find your perfect home



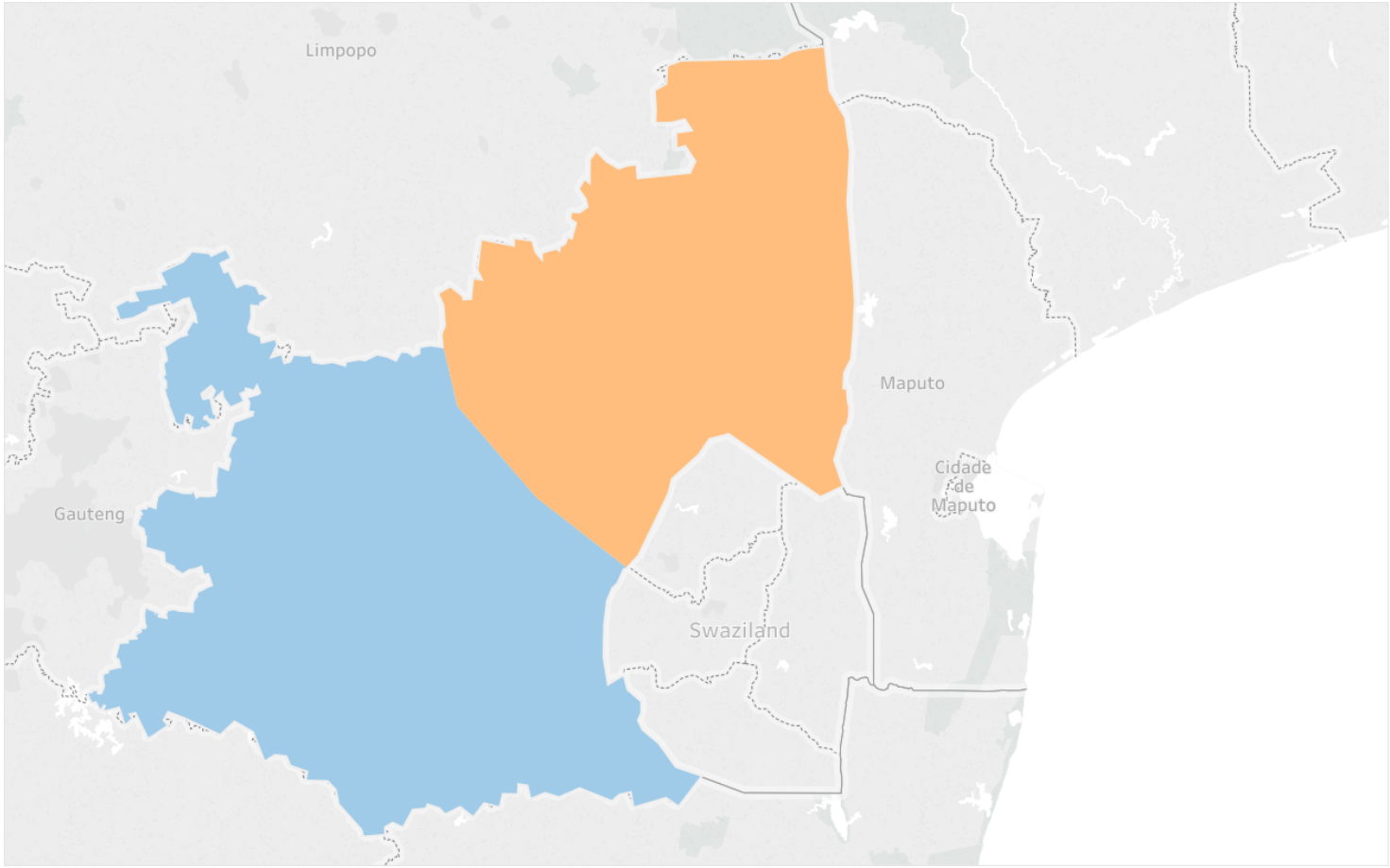
K Z N

property24
Find your perfect home



Mapumalanga

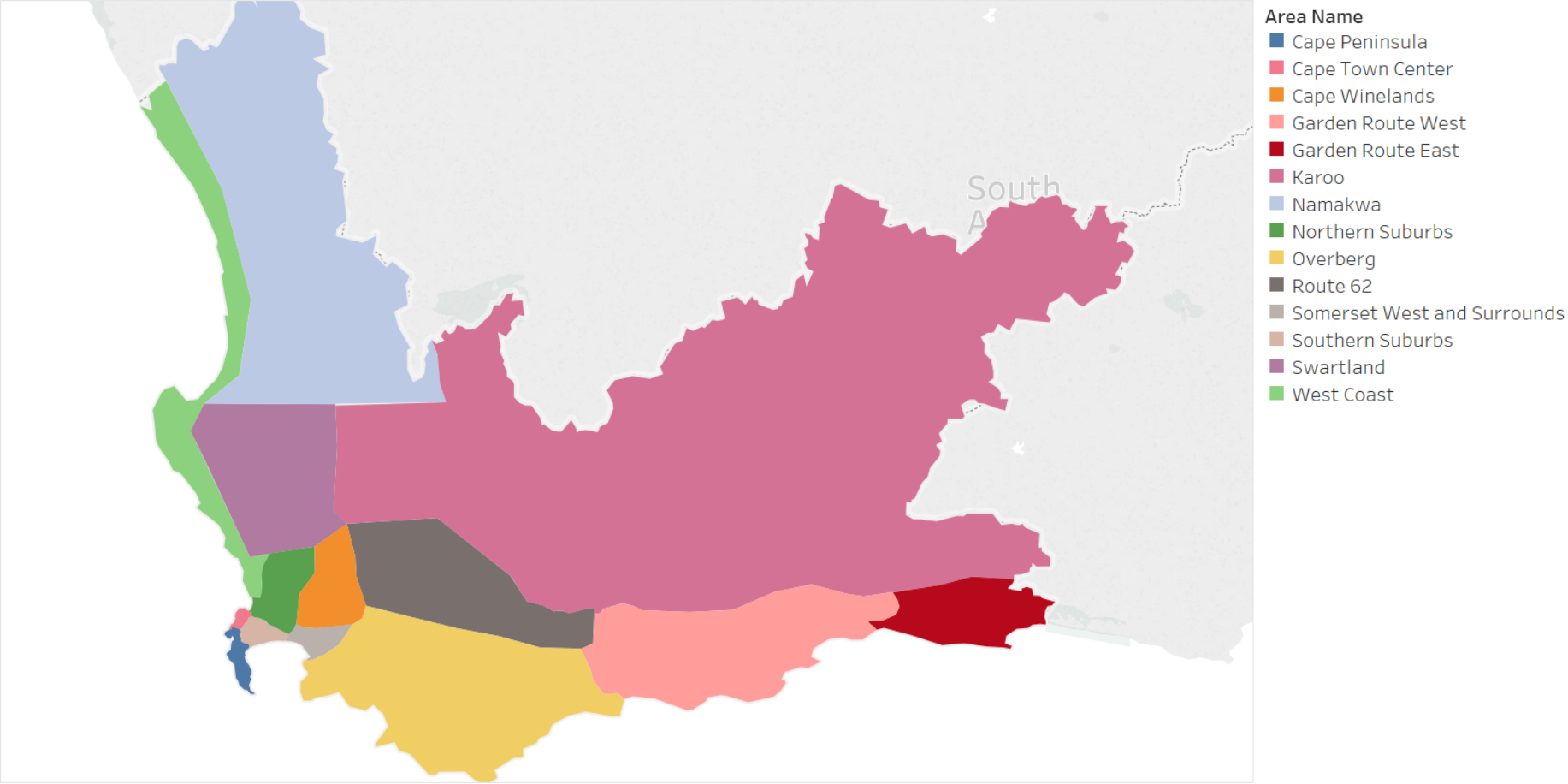
property24
Find your perfect home



Area Name
- Nelspruit and Surrounds
- Witbank and Surrounds

Western Cape

property24
Find your perfect home



Western Cape

property24
Find your perfect home

Sample

property24
SA's No.1 Property Website

For Sale					
Jul-17	Leads	Subscription		Branding*	
Area Name	950	R	12 870	R	4 893
Johannesburg South	380	R	3 240	R	699
Soweto	170	R	1 950	R	699
East Rand	150	R	1 950	R	699
Vaal Triangle	103	R	1 950	R	699
Midrand	75	R	1 950	R	699
Durban and Surrounds	25	R	915	R	699
Southern Suburbs	20	R	915	R	699
Free State	9	R	-	R	-
Sandton	6	R	-	R	-
KZN North Coast	5	R	-	R	-
West Rand	4	R	-	R	-
KZN Inlands North	3	R	-	R	-
Pretoria Central					
Johannesburg Central					
North West					
Witbank and Surrounds					
Northern Cape					

Sample

property24
SA's No.1 Property Website

Billing	Code	R	12 870

Lead Type	ViewTel	ViewEmail	SendMessage
Jul-17	150	300	500

		Date	Amount	
Subscription pre-BAs			R	4 200
Subscription post-BAs	100%	01-Sep-17	R	12 870

Please Note

The R 12 870 and all other Rand amounts quoted are based on leads generated in July.
Each invoice going forward will continue to be subject to leads generated in the preceding mo
The R 12 870 is not a fixed fee.

*Branding per area will at this point in time be waived and client will be charged for branding as per single office/offices.

Lightstone - Super User Package included

Standard Package	Super User Package
R360 per month	**R700 per month**
Month to Month Contract 30 inclusive reports per month	Month to Month Contract 160 inclusive reports per month
6 Month Contract 35 inclusive reports per month	6 Month Contract 185 inclusive reports per month
12 Month Contract 40 inclusive reports per month	12 Month Contract 210 inclusive reports per month

Inclusive Reports

- ✓ Property Report
- ✓ Transfers Report
- ✓ Suburb Report
- ✓ Town Report
- ✓ Estate Report
- ✓ Sectional Schemes Report
- ✓ Owners in Complex Report
- ✓ Owners in Street Report
- ✓ Map My Area

(Out of bundle pricing: R7.00 per report)

Additional Reports

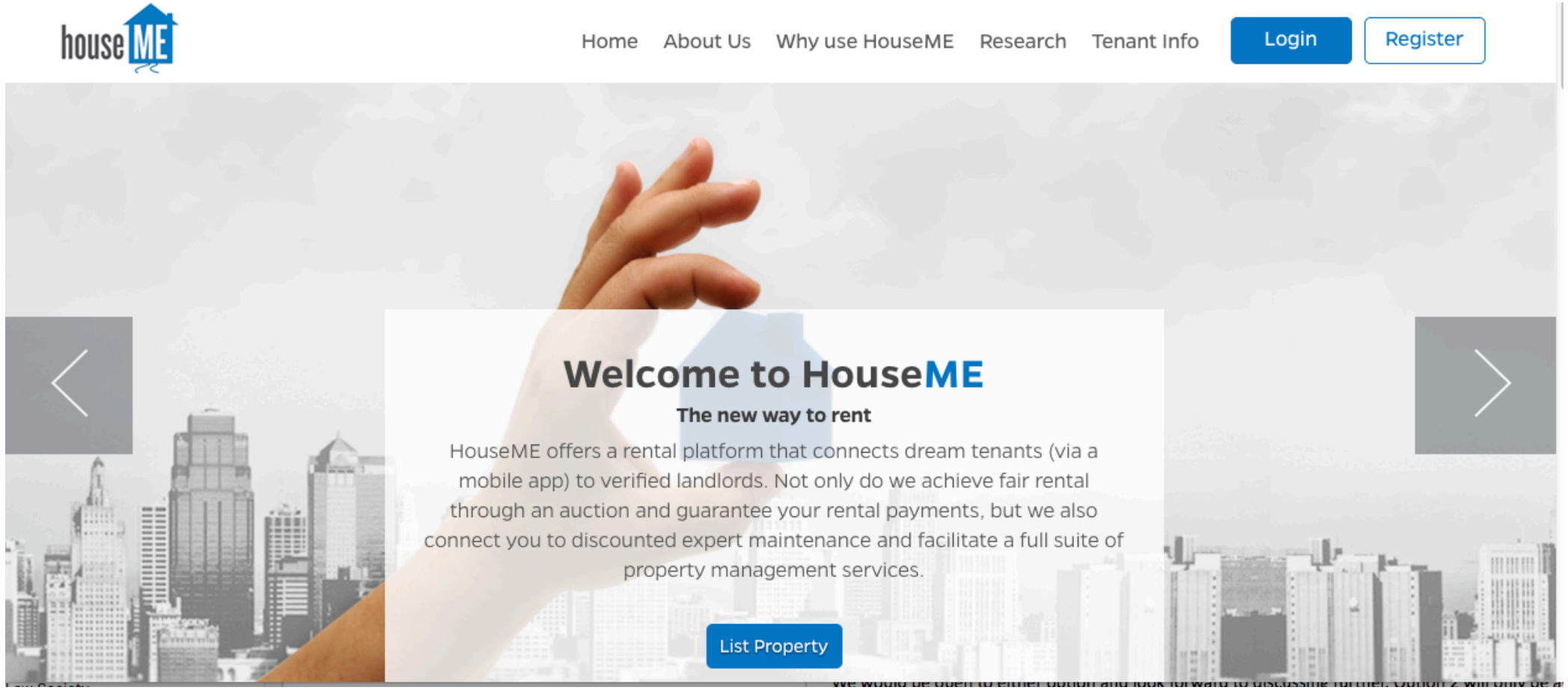
- + Automated Valuation Report
  R77.00 per report
- + Live Deeds Search (Name/ Property)
  R14.50 per successful search
  R12.40 per unsuccessful search
- + Live Deeds Search (Document)
  R80.00 per report
- + Live Deeds Search (Trust Information)
  R10.00 per successful search
  R5.00 for an unsuccessful search
- + Advanced Transfers Reports:
  51 - 200 rows *R16.50 per report*
  201 - 500 rows *R35.00 per report*
- + Surveyor General Diagrams
  No Charge
- + Risk Report
  R70.00 per report
- + Quick Valuation
  R16.50 per report
- + EzContact Report
  R4.50 per report
- + Bulk EzContact Report
  R4.50 per successful record
- + Dracore EzContact Report
  R4.50 per report
- + EzScore Report
  R10.00 per report
- + CIPC Report
  R10.00 per report
- + Complexes In a Suburb Report
  R90.00 per report

ARH – Branches/Members

- **Only practicing attorneys can join**
  - Function as a Property Realtor under your own trading attorney legal entity/structure
  - Must be in possession of a current Law Society Fidelity Certificate
  - Attorneys are exempt from the Estate Agents Affairs Act & the draft Property Practitioners Bill
- **Fees**
  - Nominal initial sign-up fee payable to join ARH
  - Nominal monthly subscription fee payable to join ARH
  - Branch pays own subscription & lead fees per selected property listing portals like Property 24, Private Property etc
- **Management**
  - ARH Branches managed through Prop Data web based platform
- **Already established**
  - Syndication platform to list on up to 9 property web portals already established – Prop Data
  - Online home loan pre-qualification web link - My Bond Fitness
  - Virtual Reality Tour – SLA with service provider
  - Flisp – pre-qualification for government subsidies
  - CMA – Hub agreement with Lightstone
  - Home loan final submission process

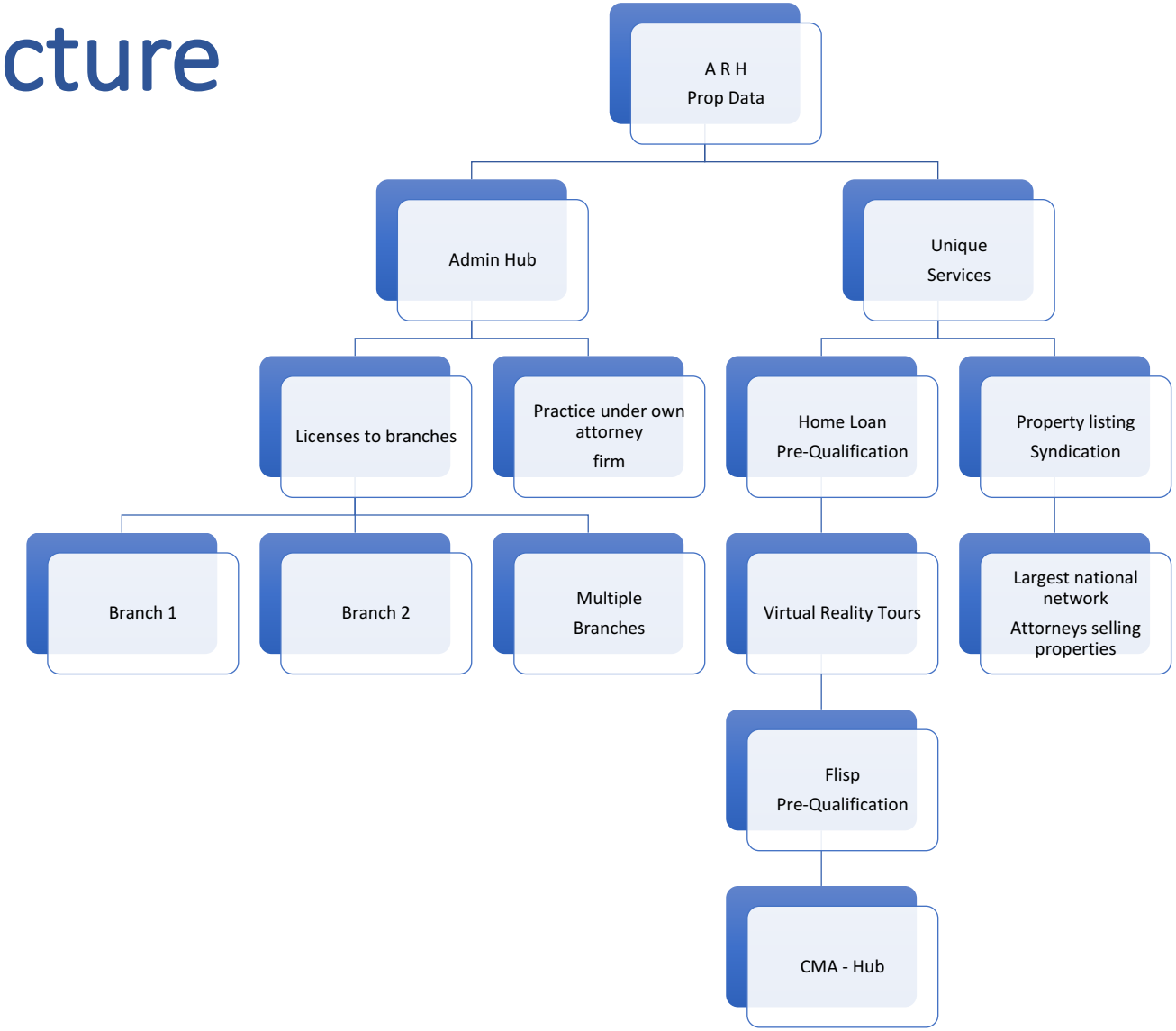
Other Associates

HouseMe www.houseMe.co.za



Structure

ARH Structure



How to join

How do I join the Hub as an Attorney?

- Send an email to Meyer de Waal meyer@mdwinc.co.za or Chris Fick chris@chrisfick.co.za with a request to join or for more info
- Once accepted, we will send you the process to go forwar and information to be provided
- Pse send as well a copy of your Fidelity certificate & Certificate of Good Standing from the Law Society.
- The first 3 x months are free as a trail.
- Once the ARH Licence Agreement is signed, you pay your sign-up fee of R2 000.00 – banking details to be provided- Monthly fee to be advised
- Your branch is now opened – You trade under your own legal firm, as a member of Attorney Realtor Hub
    - We load your branch details on Prop Data
    - Your username and password are activate and issued
    - You receive the ARH Manual – *"How to use the Prop Data services",* add more Attorney Realtors in your firm, upload properties, obtain standard documents such as mandates, sale agreements
    - You receive the details of the online home loan prequalification indicator, virtual reality tours, CMA contract and Flisp services
    - Access to marketing material to explain to your clients – Why is it better to use your own attorney sell your property and pay only 2,5 % commission" and many more
- You are now ready to start !

attorney realtor hub

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