

# RALI MAMPEULE

## LEARNERSHIP

### Empowering Africa in Real Estate

#### By Rali Mampeule

As we congratulate the *Mail&Guardian* 200 Young South Africans 2014, a thought crossed my mind as to how we can help our country create job opportunities for our youth.

Currently black people are sitting on billions of rands' worth of unregistered real estate in the former "homelands".

As a result of apartheid policies, many of SA's citizens have become used to living outside of the formal land and property registration system and it does not occur to them to challenge the status quo. But this fact, together with the legacy of a skewed distribution of land ownership which until 1991 limited black South Africans (75% of the population) to only 13% of the land, has direct implications for the country's cadastral records.

A second limitation was placed on black occupation of land in the 1950s—that is that only Xhosa-speaking blacks could live in the Transkei and own or occupy land there, that Zulu-speakers had to leave and live in KwaZulu, that Tswana-speakers could only acquire land in Bophuthatswana and so on.

Then of course a number of these homelands – Transkei, Ciskei, Venda and Bophuthatswana – accepted so-called independence and started changing their cadastral systems, which has been a major challenge in the cadastral sense since these areas became part of the jurisdiction of a united SA again in April 1994.

One homeland even tried to introduce general boundaries, whereas SA has an accurately-beaconed boundary system.

Now my argument is that the currency of the property records is extremely poor in many developing areas of the country.

The situation might not improve as much as it is expected using current procedures and that this makes land, housing management and land reform more difficult where it is needed the most.

However, formalizing the registration process of the currently unregistered properties, land in the former homelands and starting the rezoning process, that will not only give many black South Africans title deeds and security of tenure, but also it will create jobs and give the property owners access to funding through home loans.

In fact, I think it is only by setting up local-level, multipurpose land registries that facilitate the flow of land, housing information and better management, this is what will be able to solve SA's land reform and property ownership problems.

I also believe that Government should build and facilitate land and housing administrative capacity linked to this local registries, rather than trying to solve problems from outside communities by imposing top-down solutions such as land reform only in the farming sector.

Indeed, having land and property management in place would likely be vitally important in order for the registry and the rights it registered, to be perceived as having integrity, especially by the finance houses.

In short, proclamation or rezoning of the former homelands could create thousands of long-term jobs and at the same time give tens of thousands of people a sense of ownership on registered title deeds rather than the current Permission to Occupy (PTO) documents.

We would have to hire more land surveyors, quantity surveyors, civil and electrical engineers, town planners, architects, property valuers, civil and electrical contractors and they in turn would have to hire more general labour to instal the required services.

We would have to increase our municipality staffing (job creation) as we will be collecting more rates and taxes.

We would need more property lawyers to register the properties at the Deeds Office and more Deeds Office staff (Job Creation) to cope with the increased workload.

A new market would no doubt soon be established as people began to buy and sell the newly registered properties and there would be a need for more full-time estate agents, and more bank staff (job creation) to deal with an influx of home loan applications.

But the most important aspect of this vision is the much-improved service delivery that could be achieved if the new infrastructure was put in place through the rezoning process.

Another legacy of the SA's past is that unlike in other countries, the wealthy generally live close to the city centre and the poor right on the outskirts, where the costs of providing and buying services, especially transport, are much higher.

The current government has of course developed a range of new land policies and legislation to try and deal with the social injustices of the past and reverse the effects of apartheid.

These policies include the redistribution of land; the restitution of land to those who suffered forced removals; large-scale formal housing development for low income groups; the restructuring of cities and towns; the provision of land rights to labour tenants; giving the holders of customary rights more security; upgrading and giving title to informal settlements; unifying the land-delivery legislation and procedures; the rationalization of administrative structures; the facilitation of group registration approaches; changing inferior titles to freehold; the promotion of gender equality in property ownership and the provision

of a comprehensive, user friendly, affordable, accessible and transparent land information system, especially to the historically disadvantaged.

But I can't help thinking that we can do more with these policies to overcome our past and even make it benefit us, during this current challenging times as young South Africans.

*\*Rali Mampeule is the CEO of Phadima Holdings. He is 34 years old and has 15 years of experience in the property sector.*



**Rali Mampeule** is considered one of South Africa's top black Property Entrepreneur. His success in real estate investing and in the generation of passive income has resulted in him being a coveted speaker at property conferences around South Africa. He is regularly featured in the media where he champions the cause of black business ownership and property investment.

Rali Mampeule started his career in 2000 as a self employed roadside hawker selling boerewors rolls, while studying through Unisa. It was there that he caught the attention of property mogul Charles Everitt who offered him a position as an assistant Real Estate agent at Chas Everitt International Property Group in Brynston, Johannesburg.

In 2004 he took the pioneer route and acquired a Chas Everitt international franchise in Midrand, Johannesburg. Hungry for change in the South African real estate landscape, he participated with the South African Property Transformation Charter contributing ideas, information and lobbying of industry leaders to support the charter.

In 2005 he was also awarded the "Nedbank Young Lion Award". In 2006/2007 he won the South African "Nedbank Property Professional of the year award" and the following year the African Heritage Society (AHS) "Emerging Entrepreneur of the Year".

In addition to his Bachelor of Commerce (B.Com) studies from the University of South Africa (Unisa) Rali has served professionally on the disciplinary committee of the Real Estate Industry Regulator the Estate Agents Affairs Board (EAAB).

In 2005, Rali created the Rali Mampeule Learnership Programme (RML). His purpose was to fast track the entry of blacks into the industry "bringing new blood into the old vein".

In 2008 Rali set up a new residential black owned national franchise group Rali Properties (PTY) Ltd.

From 2009 Rali diversified into an integrated real estate services, ranging from property development and leasing to facilities management with a bouquet of commercial, retail and residential properties. Rali has concentrated on building his balance sheet over the last 5 years. **By: Steve Eilertsen.**

Currently Rali Mampeule is the CEO of Phadima Group Holdings.