

New trends show improved commercial property fundamentals

Amid a strongly competitive commercial leasing market, it's wise to assist businesses in managing their cash flow in order to attract and retain tenants for a well-managed property portfolio. "The aggressive leasing campaigns witnessed in the commercial property arena are a function of the market," says Emira Property Fund CEO James Templeton. "It is hugely attractive if property owners can aid new tenants to reduce pressure on cash flows with incentives such as rent-free installation periods. This helps accommodate expenses such as moving costs. Landlords offering

these incentives are likely to prevail in the present aggressive market." Templeton notes that Emira, which is likely to be one of the first listed property companies to become an SA REIT, is achieving improved leasing metrics with 92,8% of its portfolio occupied (up from 92,2% in December 2012) and more than 37% of its leases expiring in 2016 and beyond. In the second half of 2012, Emira secured leases with blue-chip tenants accounting for some 135 000m² of commercial space, for an average period of five years.

+27 (0)11 775 1401,

Emira.co.za