

I am Lambert Bezuidenhout



Hi, I am Lambert Bezuidenhout and I've been working with Pam Golding Properties since 2007. I specialise in residential developments and sales in the Fourways area.

In my previous life I used to be a diplomat for a great many years and as such I lived in South America and Africa (outside of SA) for extended periods. These invaluable life experiences and exposure to many other peoples and cultures, together with a BCom degree, has stood me in great stead when I entered the property business nearly 12 years ago. As a diplomat you have to have a belief that you can bridge gaps and voids between people. In property the gaps are defined by numbers, emotions and expectations – and bridging that, is what I am good at.

I did the hard yards door to door thing in the suburbs before I was recruited to become part of the Pam Golding Development division in Melrose Arch, which was a melting pot of clients from all over the world through all time zones. There I learnt the art of selling property on the phone and email to investors from Buenos Aires to Tokyo and from Harare to London and the

key was to under-promise and over-deliver - especially when it comes to the investor market. Full disclosure - bad news, if any, upfront. No surprises!! That is what creates trust. Developments are, more often than not, like selling a dream and clients need to trust you with their dream. They must believe that you will deliver that dream with the minimum stress and variation – and then you must deliver.

I have achieved Gold Club status and I have been awarded "Brand Ambassador" awards in the past. My partner and I have achieved Emerald Circle status (the highest possible Pam Golding accolade) as well this year but one of my outstanding moments in the industry was a couple of years ago when a client walked through the door who really did not look the part of a high end buyer. I treated him exactly as I would have had he arrived in a Bentley or an Aston Martin. He ended up spending just on R30 million – which shows you – treat people with respect – no matter who you think you are talking to. Note; - his Aston Martin was parked around the corner – I later learned.

I am involved in some developments in Africa but I am primarily involved in marketing Steyn City, the iconic Gauteng development in the north of Fourways. Steyn City is a unique property development in terms of philosophy, concept and size. It comprises freehold stands, clusters, apartments as well as retail and commercial space. We are also in the process of planning a resort style retirement village which in my mind will be a South African first. Steyn City allows for both the buying and renting of commercial property on a sectional title basis, it provided excellent returns for the buy to let investor market and it provides a magnificent lifestyle offering including a golf course, cycling and mountain biking, running and walking trails, a school as day spa and many others. Due to its close proximity to many of the international schools and excellent security, Steyn City is also fast becoming a destination for the corporate rental market, which bodes well for the future value of the investment properties here.

When I'm not focusing on my career in real estate, I enjoy playing golf, the bushveld and spending time at home with family.

Please be in touch and let's discuss how I can help you with your property requirements, be it buying in an existing scheme or if you want to do your own residential development.

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For all your real estate enquiries, please contact me, **+27 82 385 5005**, lambert.bezuidenhout@pamgolding.co.za
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