

## SPONSORSHIP REQUEST FOR THE SAPOA/IPD RESEARCH PUBLICATIONS

The SAPOA/IPD research publications are sought after and well read. The following 2007 publications are available for sponsorship:

REPORT	REPORT FREQUENCY	REPORT DESCRIPTION	SPONSORSHIP FEE FOR 2007 (EXCLUDING VAT)
SAPOA/IPD Capitalization and Discount Rate Survey	Bi-Annually  (31 January, 31 July)	Survey information gathered from institutional and independent valuers, asset fund and managers. Information is based on property transactions and recent valuations conducted. Data is provided by IPD segmentation/property type for market discount rate, market cap rate, market rental growth, operating expenditure growth and exit cap rate.  <a href="#">Please click here to view a copy of the report</a>	<b>R20 000</b>
SA Property Market Trends Report	Bi- Annually  31 July, thereafter 30 April	An 8 – 10pg overview of the South African property market highlighting the major trends in property investment results and property fundamentals from IPD, SAPOA and other sources. Report will be in the form of graphs, tables and comment.  <a href="#">Please click here to view a copy of the report</a>	<b>R20 000</b>
Operating cost Report	Bi- Annually  28 February, 31 August	Based on the IPD database, report will provide statistical and trend analysis of: cost to rent ratios, cost escalations, etc. by major cost category and by region and property type. Report will be in the form of graphs, tables and comment.  <a href="#">Please click here to view a copy of the report</a>	<b>R20 000</b>
Retail Treading Densities Report	31 March, 30 September	Based on the IPD Retail Performance Benchmarking database, rands per m <sup>2</sup> figures provided by shopping centre type and major tenant/merchandise category. Report will be in the form of graphs, tables and comment.	<b>R20 000</b>

Sponsors are welcome to elect to sponsor one or all of the above publications. Please note that publication dates are subject to change. Sponsors will be informed of any changes.

### **SPONSOR'S BENEFITS**

The sponsor's branding will appear on :

- The sponsored SAPOA research report
- Publications of the report appearing in the SA Property Review
- The research document appearing on the SAPOA website
- The SAPOA update

Please note that were it is not possible to use the sponsor's logo, the sponsor's name will be included.

Over 2000 SAPOA members will access the Research report via the website and/ the update

Should a sponsor take up full sponsorship of **R80 000** (excluding vat), free stand space will be allocated to the sponsor at the IPD/SAPOA conference.

**The opportunity to sponsor is on a first come first served basis. SAPOA encourages smaller organisations to sponsor one or all research reports, but preference will be given to sponsors wishing to take up the full sponsorship. For more information please contact Nancy Chimhandamba at SAPOA on 011 883 0679 or e-mail to [opmanager@sapoa.org.za](mailto:opmanager@sapoa.org.za)**