





**LOARA Realty (Loara)** is a 100% BBBEE and Black Female owned Real Estate Company. It is an emerging client-driven company. We are dedicated to setting the standard for professionalism and customer centric service in the Real Estate Market.

**Loara** is steered by a young, dynamic, knowledgeable management team dedicated and equipped to serving your real estate needs. We are committed to providing a superior level of service in order to ensure a smooth and beneficial outcome to each and every real estate transaction.

Our property practitioners maintain exceptional knowledge of the local real estate markets, outstanding negotiating skills, and the experience necessary to give you the service you deserve. Our services include working with buyers and sellers/developers in a wide array of real estate markets including residential, commercial, land and Agricultural Holdings as well as Leasing and Rental Management.



## PROPERTY MANAGEMENT

At **Loara** we know what works. We have developed a proved, hands - on approach to management that's served our community.

**Loara** property practitioners are current in all areas of management and we are 100% committed to serving our clients.

Trusted by homeowners, investment owners, real estate professionals and developers, we are committed to excellence and the highest quality of customer support.

## SALES

*Why sellers choose us*

Our experts will answer all your questions regarding pricing, marketing and negotiations taking the stress of the process off your shoulders.

As professional property practitioners with years of experience and proven track record, it is our job to guide you through each step, from beginning to end. We want you to get the most return on your investment in the shortest time possible. We provide detailed market comparisons between your home and recently sold homes and together we can determine what your home is worth in today's market.

## BUYERS

*Why buyers choose us*

If you are purchasing a home in today's market, you need someone with the expertise and attention to detail to guide you through the process. The **Loara Realty** team has developed a level of home buying expertise unmatched in the Greater Johannesburg area to meet these needs. At **Loara**, our goal is to help homebuyers and investors to purchase the best property available at a price that is right.



## FOUNDER & DIRECTOR

*Thato Ramaili*

Thato Ramaili is a very articulate and well-presented young black female who understands the property market. She has worked across various levels of work, both nationally and internationally in both the Property and Finance & Accounting sectors of the economy. This has grounded her in a thorough understanding of related policy and regulatory mechanisms as well as systems. A very result oriented and independent individual.

She is currently a Non-Executive Board Member of the PPRA (Property Practitioners Regulatory Authority) and serves on the Board of Trustee (BoT) for Alexander Forbes (Company Elected).

Thato holds current memberships with IoDSA (Institute of Directors South Africa) and SACPVP (South African Council for the Property Valuers Profession).

Her knowledge levels are a definite assertion that attests to a meaningful contribution to matters of good governance through Policy

advise and review, risk management, compliance as well as sound corporate management.

Born and raised in Bloemfontein, she is ready to serve and contribute to economic development through her expertise, knowledge and experience. She is very proficient in Sesotho, English Afrikaans and Setswana, which makes her very relevant and accessible to the majority of communities in South Africa at large.

She has studied both internationally and nationally, and has attained relevant qualifications in the category of choice including the following (as illustrated in the accompanying cv);

- Bachelor of Science in Business Administration, Accountancy (BSc)
- Associates Degree
- Advanced Diploma in Real Estate
- Real Estate Qualifications as recognised by SAQA and EAAB (Estate Agency Affairs Board)

## Her Work Experience

She has worked in the Property and Real Estate Industry for a period of eight years, during which period she has acquired knowledge and experience in Property Management, with specialties in areas of;

- Governance and administration
- Quality Assurance
- Sales and Marketing
- Project Management

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*Thato is creating opportunities in a male dominated space, where property practitioners like herself can say, they too belong and are equally entitled to be here.*

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