

A definition of a Comparative Market Analysis (CMA):

Determining the highest possible price at which a property will be successfully sold within a specific time frame, using methods of comparison.

Methods of comparison:

The optimal price range at which a property will sell at its highest asking price is called a market value parameter based on the following:

- Successful recent sales indicating what price the current market accepted for similar properties.
- Properties currently being marketed – i.e. your competition.
- My experience as a Property Specialist dedicated to your specific area.

However, please note that a CMA is market opinion based. At the end of the day, market value is determined by a willing and able buyer in prevailing market conditions who transact with a willing and able seller. The selling price of any property is also affected by the leading banks' valuations in the area.

Comparing your home to recently sold properties in your area allows you to see how much you could expect to receive should you decide to sell. Staying on top of the current trends in your local real estate market and keeping track of your home's estimated value will pay off in the long run.

A few words about us:

Take everything you thought you knew about the property industry, and throw it out of the proverbial bay window. We'd like to introduce you to a real estate company that's rewriting industry rules, building client relationships on integrity, trust and professionalism and creating exceptional career opportunities for top real estate agents. With us, selling or buying a property could be as enjoyable as moving into your dream home.

Innovative, dynamic and agile, Property.CoZa is one of the fastest growing real estate companies in South Africa. Since our inception in 2009, we have rapidly expanded into a national network of dedicated offices.

Technology – The Cornerstone of Our Superior Service:

E-property trading has a considerable role to play in the future. Property.CoZa fully embraces technology and the online environment, harnessing it as a tool for smarter business practices and a value added service to agents and clients. Our IT platform includes automated marketing through the major property portals in South Africa, including (but not limited to) Property24. Marketing brochures of each property are also created in printable or electronic format. An electronic referral system and our unique advanced after-sale transaction tracking system, *Treasure Map* enable us to work smarter, thereby allowing us to provide our clients with quicker turnaround times and a more efficient service.

Is signing up for an exclusive mandate in your best interest?

- Exclusive representative agents will invest their optimal time and money to market your property, as their chances of selling the property are much greater.
- A sole or exclusive mandate ensures a dedicated marketing plan, a concentrated effort and wider coverage. It prevents possible double commission claims when the same buyer is brought to your home twice by competing agencies.
- Under a sole or exclusive mandate, the agent and agency is contractually bound to do their best to market your home within the stipulated time frame on the signed mandate.
- The property could lose being seen as unique and the possibility to get the best price when advertised by multiple agencies. A sole or exclusive agent is likely to get a higher price for your property.
- Varying advertising approaches taken with one property may cause confusion amongst potential buyers, as multiple agencies may advertise your property at varying prices.

Don't I miss out on potential buyers if I only have one agent representing my property?

No. Experience has shown that if you market a property at the right price, the outcome spells success. Buyers who want to buy in your area will, in most cases, do research on the major property websites for your area and visit our show houses. Your property will be advertised on ALL the major property websites by us. There is only one pool of buyers, and they contact all the active agencies in a specified area to help them obtain the right property.

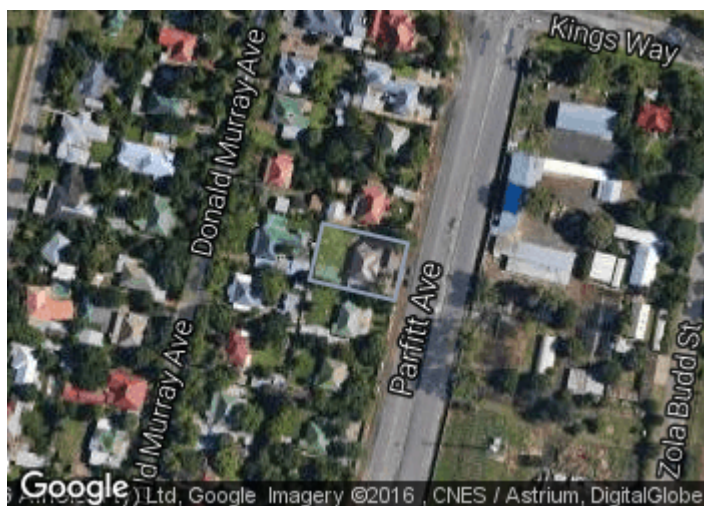
Give Property.CoZa the exclusive mandate to sell your property and watch our magic at work!

Trust us. By opting for an exclusive mandate, you incrementally improve your chances of success. Through a customised marketing plan and selling strategy, your property gets full exposure to the right target audience – leading to the most lucrative sale in the shortest possible time frame. In addition, an exclusive mandate gives your property an air of exclusivity, which makes it even more desirable to the right buyer!

At Property.CoZa our goal is to achieve the highest possible price in the shortest time with the least amount of inconvenience to you.

PROPERTY INFORMATION

Street number	51	Property type	SECTIONAL TITLE UNIT
Street	PARFITT AVENUE	Unit number	1
Suburb	PARK WEST	Scheme number/Year	1/2006
Municipality	-	Scheme name	SS JACQUES SKEMA
Province	FREESTATE	Registration division	-
Coordinates (lat/long)	-29.115611 / 26.200336	Deeds Office	BLOEMFONTEIN
SG code	F00300030000246700000,	Registered size	167.0000SQM
Door number	-	Situated at	BLOEMFONTEIN , 2467 , 0
Building name	-		
Estate name	-		



ON-SITE VALUATION

On-site valuation (R)	-	Property use	-
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OWNER INFORMATION

Name	MYSTIC-PEARL 130 PTY LTD	Title deed	ST9544/2015
Registration number	200700130507	Share (%)	-

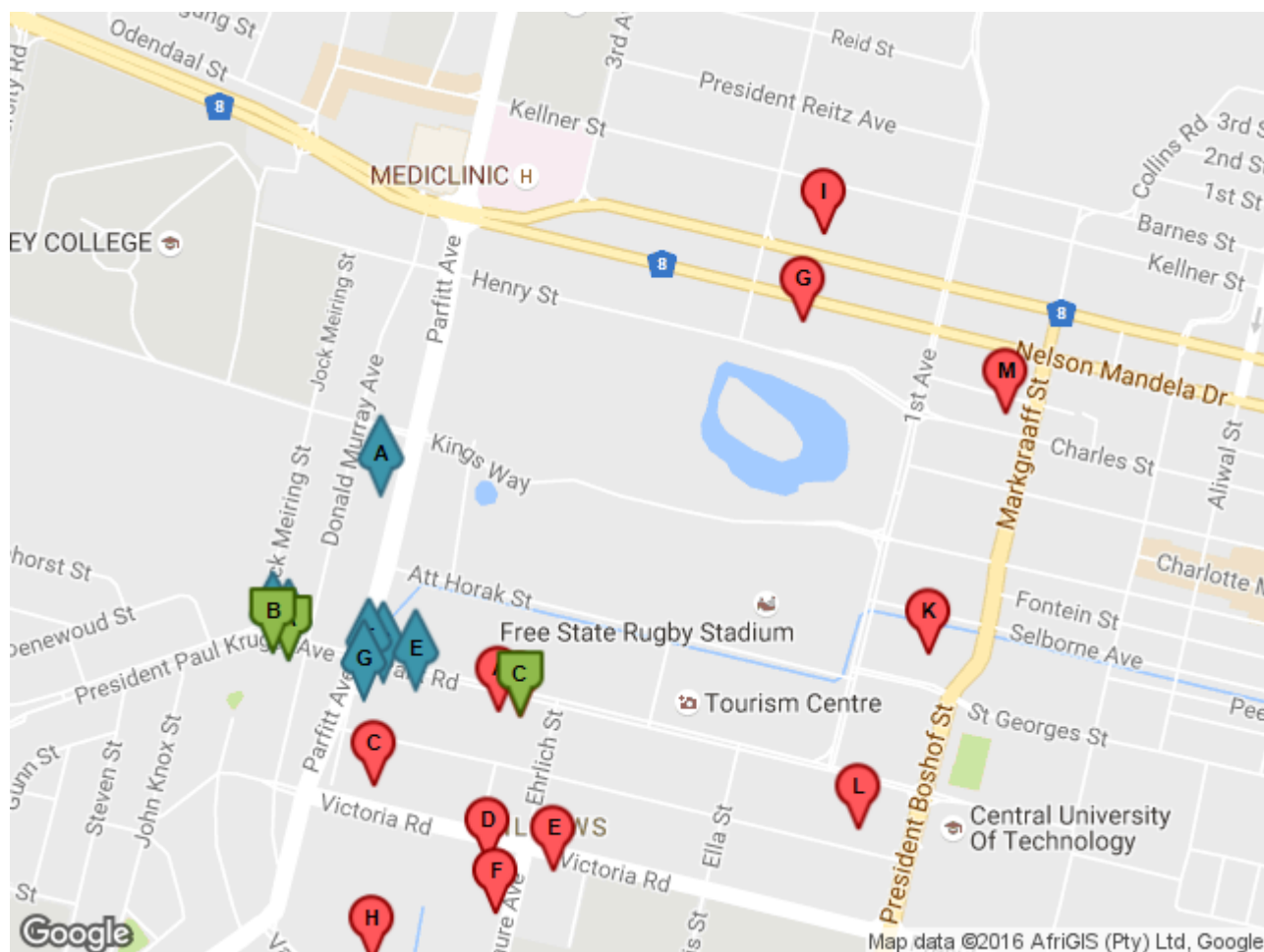
REGISTERED TRANSFER INFORMATION

Sales date	2015/07/17	Transferred	2015/08/28
Sales price (R)	2 000 000	Title deed	ST9544/2015


HISTORY

Buyers	Sellers	Transferred	Sales Date	Sales Price (R)	Title Deed
MYSTIC-PEARL 130 PTY LTD	FUTURE INDEFINITE INVESTMENTS 254 PTY LTD	2015/08/28	2015/07/17	2 000 000	ST9544/2015
FUTURE INDEFINITE INVESTMENTS 254 PTY LTD	WALT JACQUES VAN DER	2007/02/26	2006/12/19	-	ST5117/2007
		2006/01/04	-	-	ST177/2006

SALES INFORMATION



REGISTERED TRANSFERS


	 Scheme Address	Size (m ²)	Sold	Transferred	Sales Price (R)	R/m ²
A	JACQUES SKEMA, 1/2006, 2 51 PARFITT AVENUE	74	2015/07/08	2015/09/29	925 000	12 500
A	JACQUES SKEMA, 1/2006, 1 51 PARFITT AVENUE	167	2015/07/17	2015/08/28	2 000 000	11 976
B	CONCORDE, 1/1997, 15 103 PARK ROAD	35	2016/04/13	2016/08/10	220 000	6 286
B	CONCORDE, 1/1997, 29 103 PARK ROAD	35	2016/04/13	2016/08/10	220 000	6 286
B	CONCORDE, 1/1997, 4 103 PARK ROAD	35	2016/04/13	2016/08/10	220 000	6 286
B	CONCORDE, 1/1997, 14 103 PARK ROAD	35	2016/04/13	2016/08/10	220 000	6 286
B	CONCORDE, 1/1997, 3 103 PARK ROAD	35	2015/11/16	2016/03/02	285 000	8 143
C	COR-LA-ME, 48/1983, 30 6 PARK ROAD	76	2015/11/02	2016/05/13	515 000	6 776
C	COR-LA-ME, 48/1983, 17 6 PARK ROAD	76	2015/12/10	2016/03/18	450 000	5 921
D	ASCOT COURT, 77/1993, 4 8 PARK ROAD	68	2016/01/20	2016/04/21	412 500	6 066
B	CONCORDE, 1/1997, 1 103 PARK ROAD	35	2015/05/22	2015/08/04	250 000	7 143
E	ENTHIA COURT, 83/1992, 17 97 PARK ROAD	119	2015/10/10	2016/09/05	500 000	4 202
C	COR-LA-ME, 48/1983, 5 6 PARK ROAD	42	2015/05/26	2015/08/28	314 000	7 476

C	COR-LA-ME, 48/1983, 18 6 PARK ROAD	76	2015/04/11	2015/07/14	399 000	5 250
C	COR-LA-ME, 48/1983, 12 6 PARK ROAD	76	2015/02/06	2015/07/13	440 000	5 789
F	NOAL HOF, 71/1984, 7 107 PARK ROAD	83	2014/12/14	2015/04/01	400 000	4 819
C	COR-LA-ME, 48/1983, 16 6 PARK ROAD	76	2015/02/09	2015/05/20	545 000	7 171
B	CONCORDE, 1/1997, 2 103 PARK ROAD	35	2014/12/02	2015/04/30	255 000	7 286
G	PARFITT PARK, 123/1993, 7 88 KING EDWARD ROAD	86	2016/02/25	2016/06/21	540 000	6 279
G	PARFITT PARK, 123/1993, 8 88 KING EDWARD ROAD	86	2015/11/18	2016/04/05	499 000	5 802

PENDING REGISTRATIONS

	Scheme Address	Size (m²)	Sales Price (R)	R/m²
A	PARK VILLAGE, 115/1995, 1 81 PARK ROAD	47	-	-
B	SOETE INVAL, 47/1983, 17 77 PARK ROAD	103	560 000	5 437
B	SOETE INVAL, 47/1983, 15 77 PARK ROAD	103	550 000	5 340
C	CARNELLE, 63/1992, 11 84 VICTORIA ROAD	74	-	-
D	WILLOW FLAIR, 146/2005, 109 FAURE AVENUE	25	235 000	9 400
D	WILLOW FLAIR, 146/2005, 125 FAURE AVENUE	38	250 000	6 579
D	WILLOW FLAIR, 49/2006, 14 FAURE AVENUE	37	300 000	8 108
D	WILLOW FLAIR, 49/2006, 34 FAURE AVENUE	37	310 000	8 378
E	ST DAVID'S PLACE, 91/2000, 41 27 VICTORIA ROAD	34	350 000	10 294
F	WILLOW GLEN, 73/2005, 65 FAURE AVENUE	21	190 000	9 048
G	LOCH LOGAN PARK, 12/1995, 103 163 NELSON MANDELA AVENUE	83	430 000	5 181
H	WESTERBLOEM FASE 8, 15/1998, 8 FAURE AVENUE	62	750 000	12 097
I	KIEPERSOL, 20/1982, 10 140A ZASTRON STREET	57	300 000	5 263
J	SCOTTPARK, 45/1993, 24 34 FAURE AVENUE	59	490 000	8 305
K	THE VILLAGE SQUARE, 103/1995, 144 -	35	250 000	7 143
K	THE VILLAGE SQUARE, 186/1995, 194 -	19	195 000	10 263
K	THE VILLAGE SQUARE, 103/1995, 142 -	35	250 000	7 143
L	AN-LAS, 21/1993, 8 6 KING EDWARD ROAD	76	390 000	5 132
M	NICOLENEHOF, 32/1994, 1 89 HENRY STREET	37	297 857	8 050
N	LITTLE MANOR, 96/1994, 1 40 PRESIDENT STEYN AVENUE	157	2 400 000	15 287

FOR SALE PROPERTIES

	Scheme Address	Size (m²)	Listing Price (R)	Listed	Property24 Listing
	PARK WEST (DETAILS WITHHELD *)	-	1 180 000	2016/09/01	104243826
A	COR-LA-ME, 48/1983, 6 6 PARK ROAD	-	1 150 000	2016/07/28	104119410

A	COR-LA-ME, 48/1983, 6 6 PARK ROAD	-	520 000	2016/05/25	103913205
	PARK WEST (DETAILS WITHHELD *)	-	508 800	2016/03/11	103684748
	PARK WEST (DETAILS WITHHELD *)	-	499 000	2016/02/23	103629750
B	ASCOT COURT, 77/1993, 7 8 PARK ROAD	-	385 000	2016/04/25	103812218
	PARK WEST (DETAILS WITHHELD *)	-	540 000	2016/01/07	103481061
	WILLOWS (DETAILS WITHHELD *)	-	350 000	2015/10/14	103296680
	PARK WEST (DETAILS WITHHELD *)	-	520 000	2015/10/30	103345755
	PARK WEST (DETAILS WITHHELD *)	-	1 199 000	2015/09/18	103231002
	WILLOWS (DETAILS WITHHELD *)	-	482 300	2016/09/02	104247697
	WILLOWS (DETAILS WITHHELD *)	-	530 000	2016/08/01	104126710
	PARK WEST (DETAILS WITHHELD *)	-	289 000	2016/06/27	104016495
	WILLOWS (DETAILS WITHHELD *)	-	267 500	2014/02/04	101575116
	WILLOWS (DETAILS WITHHELD *)	-	267 500	2014/02/03	101574108
	PARK WEST (DETAILS WITHHELD *)	-	290 000	2015/05/25	102922866
	WILLOWS (DETAILS WITHHELD *)	-	650 000	2016/09/13	104286185
	WILLOWS (DETAILS WITHHELD *)	-	590 000	2016/06/03	103942845
C	SOETE INVAL, 47/1983, 18 77 PARK ROAD	-	590 000	2016/06/03	103942845
	WILLOWS (DETAILS WITHHELD *)	-	560 000	2016/05/05	103841627
	WILLOWS (DETAILS WITHHELD *)	-	590 000	2016/04/07	103751830

** address withheld at estate agent's request

SALES ANALYSIS

38 properties were used in the analysis. Properties where no monetary value or extent was available have been ignored.

	Price (R)	R/m ²	Extent (m ²)
Highest priced property	2 400 000	15 287	157
Average price	476 509	7 647	62
Lowest priced property	190 000	9 048	21

BONDS AND OTHER DOCUMENTS

No bonds or endorsements available.

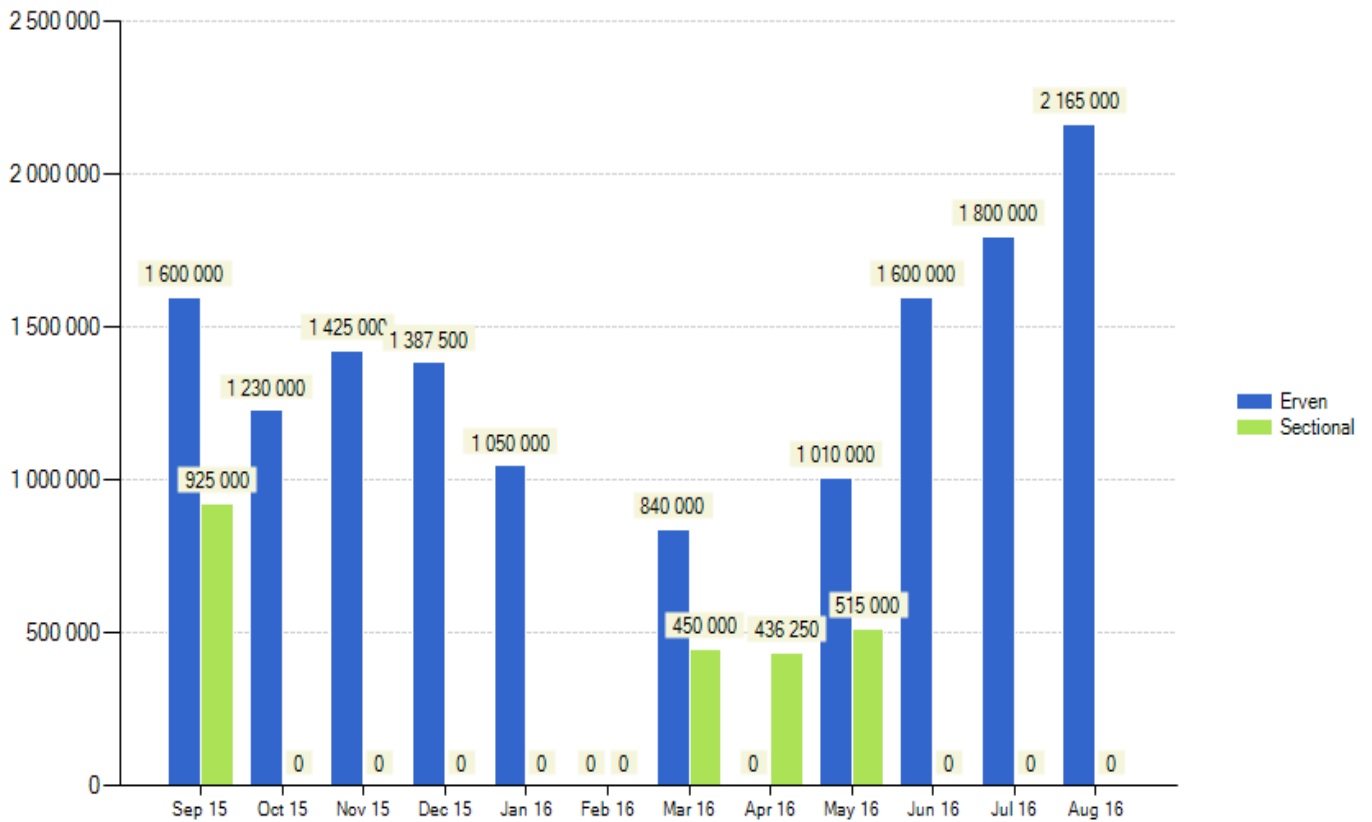
PROPERTY HISTORY

Document	Amount (R)	Holder
SB598/2009	132 000	-
ST5117/2007	1 100 000	FUTURE INDEFINITE INVESTMENTS 254 PTY LTD
SB4237/2007	1 188 000	-
ST177/2006	-	WALT JACQUES VAN DER
B12968/2004	400 000	-

MONTHLY SUBURB TRENDS

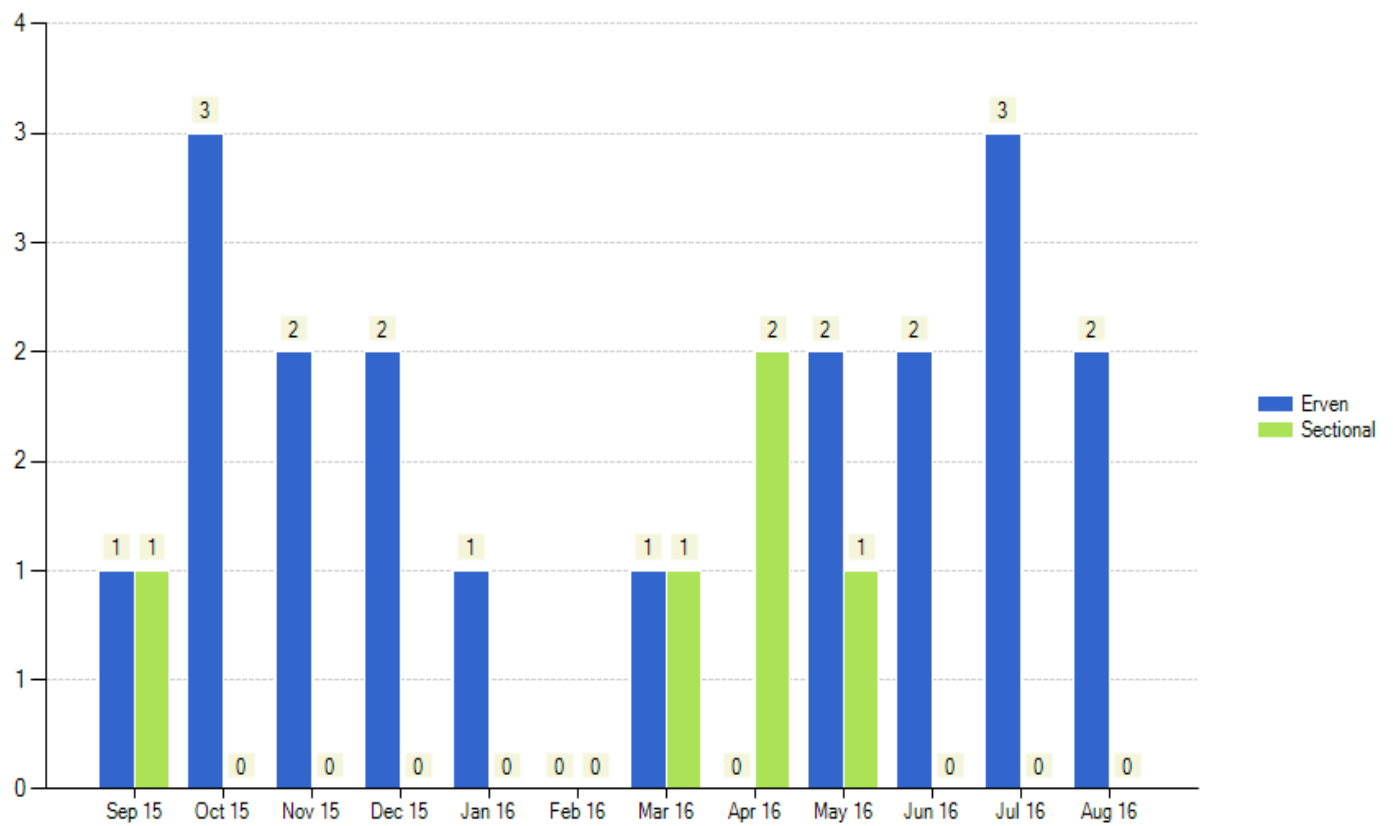
The suburb trends show the average price and total volume of sales in the suburb.

AVERAGE PRICE



Month	Erven (R)	Sectional (R)	Farms (R)	Agricultural Holdings (R)
SEP '15	1 600 000	925 000	-	-
OCT '15	1 230 000	-	-	-
NOV '15	1 425 000	-	-	-
DEC '15	1 387 500	-	-	-
JAN '16	1 050 000	-	-	-
FEB '16	-	-	-	-
MAR '16	840 000	450 000	-	-
APR '16	-	436 250	-	-
MAY '16	1 010 000	515 000	-	-
JUN '16	1 600 000	-	-	-
JUL '16	1 800 000	-	-	-
AUG '16	2 165 000	-	-	-

NUMBER OF SALES

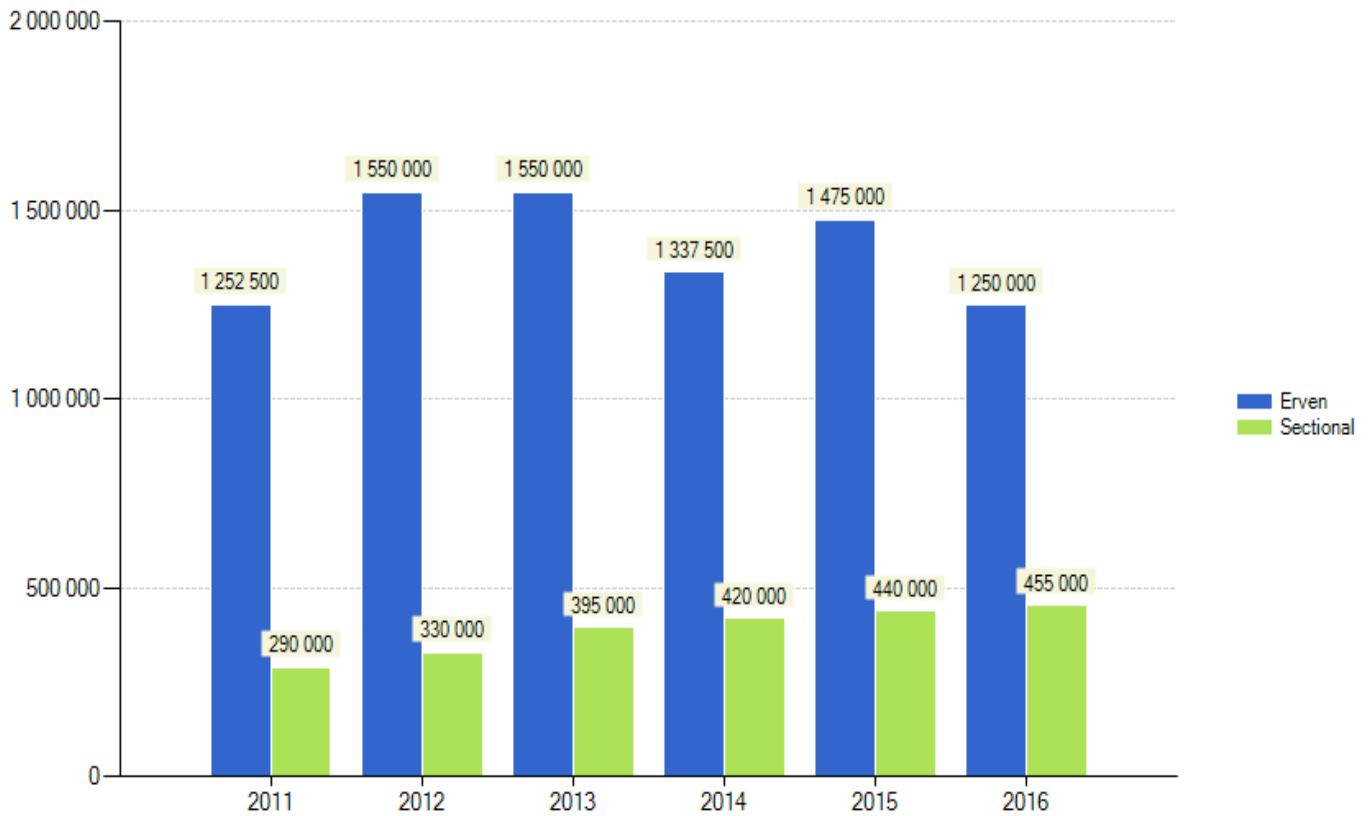


Month	Erven	Sectional	Farms	Agricultural Holdings
SEP '15	1	1	-	-
OCT '15	3	-	-	-
NOV '15	2	-	-	-
DEC '15	2	-	-	-
JAN '16	1	-	-	-
FEB '16	-	-	-	-
MAR '16	1	1	-	-
APR '16	-	2	-	-
MAY '16	2	1	-	-
JUN '16	2	-	-	-
JUL '16	3	-	-	-
AUG '16	2	-	-	-

ANNUAL SUBURB TRENDS

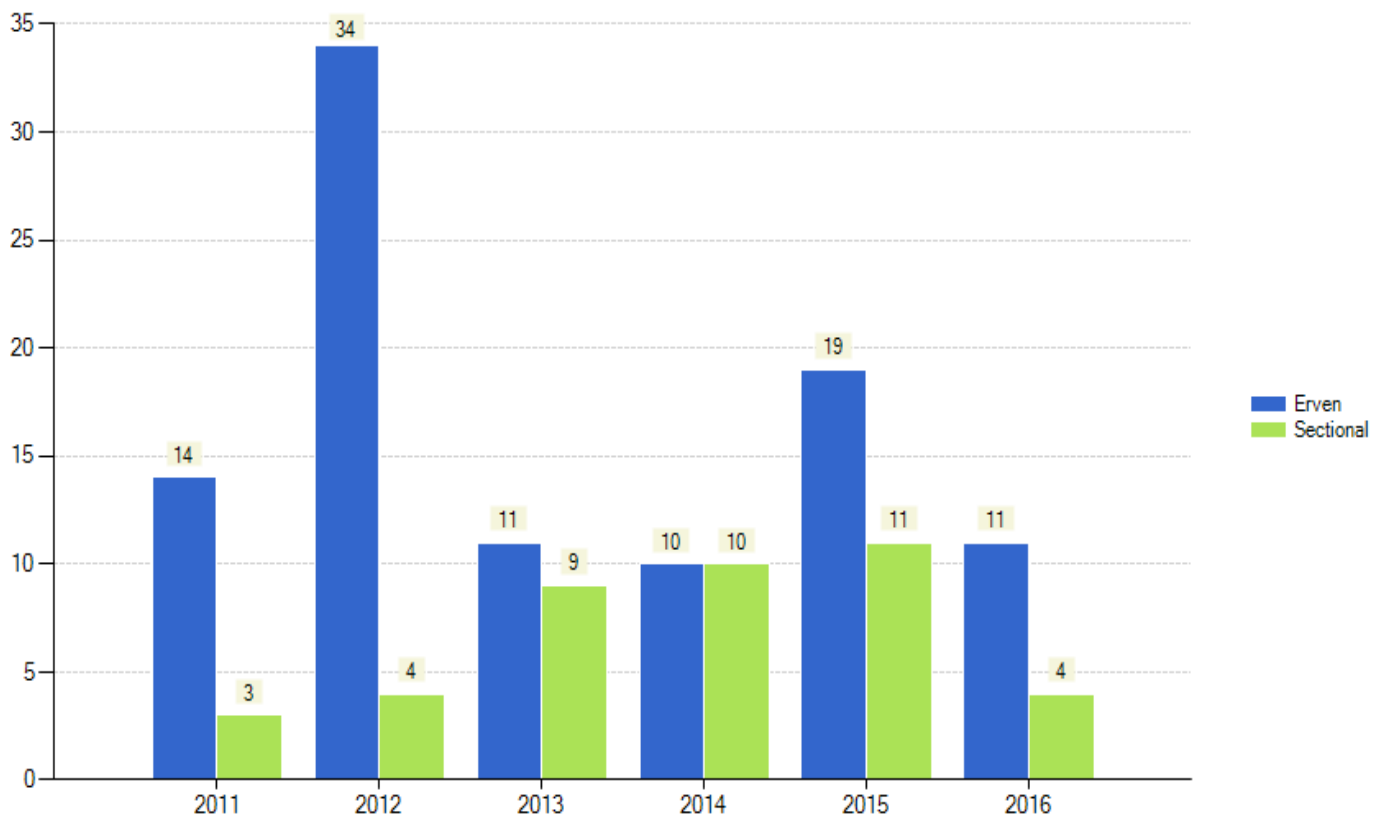
The suburb trends show the average price and total volume of sales in the suburb.

AVERAGE PRICE



Year	Erven (R)	Sectional (R)	Farms (R)	Agricultural Holdings (R)
2011	1 252 500	290 000	-	-
2012	1 550 000	330 000	-	-
2013	1 550 000	395 000	-	-
2014	1 337 500	420 000	-	-
2015	1 475 000	440 000	-	-
2016	1 250 000	455 000	-	-

NUMBER OF SALES



Year	Erven	Sectional	Farms	Agricultural Holdings
2011	14	3	-	-
2012	34	4	-	-
2013	11	9	-	-
2014	10	10	-	-
2015	19	11	-	-
2016	11	4	-	-

AMENITIES

Name	Type	Distance (m)
EUNICE PRIMARY SCHOOL	EDUCATION	425
EUNICE SECONDARY SCHOOL	EDUCATION	425
GREY-KOLLEGE SECONDARY SCHOOL	EDUCATION	473
GREY-KOLLEGE PRIMARY SCHOOL	EDUCATION	660
ROSEVIEW PRIMARY SCHOOL	EDUCATION	934
DR VILJOEN C/S	EDUCATION	938
ST ANDREW'S C/S	EDUCATION	1 061
HTS LOUIS BOTHA	EDUCATION	1 206
ST MICHAEL'S C/S	EDUCATION	1 379
WESTDENE MEDICAL CENTRE	HEALTH	1 425
SUPREME COURT OF APPEAL	TRANSPORT AND PUBLIC SERVICES	1 539
UNIVERSITAS HOSPITAL PRIMARY SCHOOL	EDUCATION	1 539
BRANDWAG PRIMARY SCHOOL	EDUCATION	1 546
KYRIOS IC/S	EDUCATION	1 546

OUR FATHER'S ACADEMY IC/S	EDUCATION	1 546
CASTLEBRIDGE CI/S	EDUCATION	1 731
WILGEHOF PRIMARY SCHOOL	EDUCATION	1 760
SAND DU PLESSIS SECONDARY SCHOOL	EDUCATION	2 145
UNIVERSITAS PRIMARY SCHOOL	EDUCATION	2 156
C&N P/MEISIESKOOL ORANJE	EDUCATION	2 366
C&N H/MEISIESKOOL ORANJE	EDUCATION	2 427
BLOEMFONTEIN	TRANSPORT AND PUBLIC SERVICES	2 575
BATHO PRIMARY SCHOOL	EDUCATION	2 750
JIM FOUCHÉ SECONDARY SCHOOL	EDUCATION	2 758
HAMILTON	TRANSPORT AND PUBLIC SERVICES	2 930

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