

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	3	Property type	ERF
Street	PIET RETIEF STREET	Erf number	115
Suburb	EDENBURG	Portion number	0
Municipality	KOPANONG LOCAL MUNICIPALITY	Township	EDENBURG
Province	FREESTATE	Registration division	EDENBURG RD
Coordinates (lat/long)	-29.739379 / 25.933690	Deeds Office	BLOEMFONTEIN
SG code	F01000020000011500000,T23009/1908	Registered size	5684.0000SQM
Door number	-		
Building name	-		
Estate name	-		



OWNER INFORMATION

Name	FRANCOIS JONCK	Title deed	T9305/2013
ID number	7909285056086	Share (%)	-

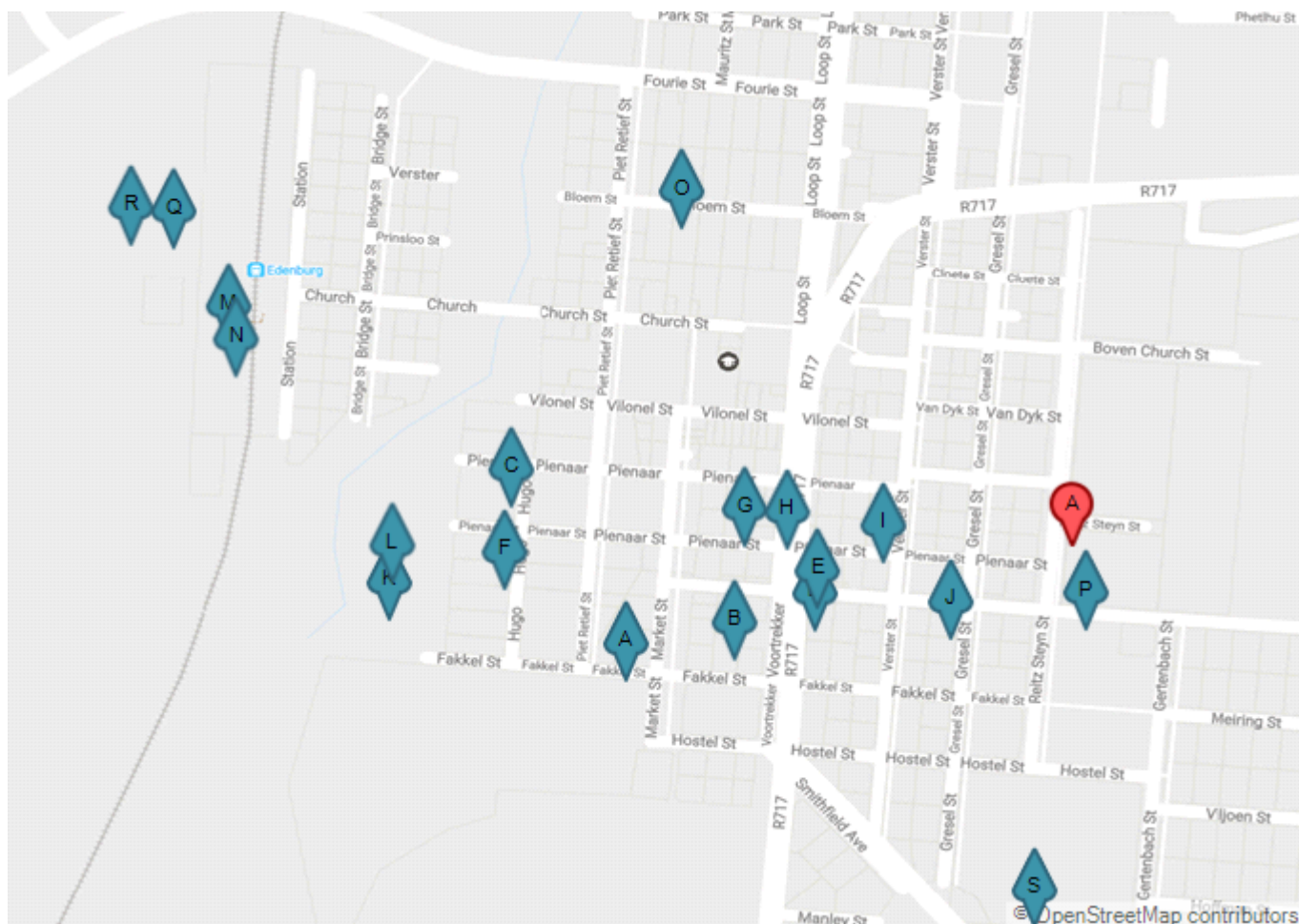
REGISTERED TRANSFER INFORMATION

Sales date	2013/05/23	Transferred	2013/08/22
Sales price (R)	190 000	Title deed	T9305/2013

HISTORY

Buyers	Sellers	Transferred	Sales Date	Sales Price (R)	Title Deed
JONCK FRANCOIS	NEDBANK LTD	2013/08/22	2013/05/23	190 000	T9305/2013
NEDBANK LTD	FOURIE ANNA JOHANNA FOURIE JOHAN LUTHER	2012/03/09	2011/12/07	-	T2470/2012
FOURIE ANNA JOHANNA FOURIE JOHAN LUTHER	PIETERSE JOHANNES ABRAHAM	2007/02/08	2006/11/29	-	T3361/2007
PIETERSE JOHANNES ABRAHAM	SWANEPOEL GERTRUIDA SUSANNA ANNA SOPHIA	2002/11/13	2002/10/02	-	T27143/2002
SWANEPOEL GERTRUIDA SUSANNA ANNA SOPHIA	NEL LOUIS	-	-	-	T21865/1995
		-	-	-	T6123/1977

SALES INFORMATION



REGISTERED TRANSFERS

	Address Property Description	Size (m ²)	Distance (m)	Sales Date	Transferred	Sales Price (R)
A	3 MARKET STREET EDENBURG, 148, 1	1503	95	2018/03/13	2018/05/21	200 000
B	- EDENBURG, 264, 1	428	176	2018/03/13	2018/04/20	100 000
C	9 PIET RETIEF STREET EDENBURG, 230, 0	4369	159	2017/06/30	2017/09/21	465 000
D	- EDENBURG, 251, 0	158	238	2016/06/06	2017/10/26	200 000
E	- EDENBURG, 250, 0	886	244	2016/06/06	2017/10/26	200 000
F	7 PIET RETIEF STREET EDENBURG, 240, 0	2082	90	2016/02/15	2016/03/10	150 000
G	- EDENBURG, 26, 0	937	220	2016/05/09	2016/10/03	290 000
H	- EDENBURG, 27, 0	937	245	2016/10/11	2016/11/11	120 000
I	- EDENBURG, 29, 0	580	302	2016/11/30	2017/05/05	100 000
J	- EDENBURG, 254, 0	203	333	2017/04/19	2017/05/15	90 000
K	- EDENBURG, 152, 0	2082	101	2014/10/13	2015/07/28	20 000
L	- EDENBURG, 151, 0	2082	122	2014/10/13	2015/07/28	20 000

M	4 BRUG STREET EDENBURG, 342, 0	694	353	2016/11/09	2016/11/23	60 000
N	2 BRUG STREET EDENBURG, 345, 0	902	327	2016/02/22	2016/05/03	130 000
O	- EDENBURG, 214, 0	268	413	2018/01/30	2018/02/16	200 000
M	4 BRUG STREET EDENBURG, 342, 0	694	353	2013/07/16	2016/08/23	25 000
P	10 ANDRIES PRETORIUS STREET EDENBURG, 589, 0	2480	431	2017/08/16	2017/11/21	600 000
Q	9 BRUG STREET EDENBURG, 301, 0	991	441	2017/09/26	2018/02/12	100 000
R	19 KERK STREET EDENBURG, 300, 0	991	460	2017/09/26	2018/02/12	100 000
S	5 HOSTEL STREET EDENBURG, 402, 0	1376	434	2016/08/01	2017/02/15	450 000

PENDING REGISTRATIONS

	Address Property Description	Size (m ²)	Distance (m)	Sales Price (R)
A	- EDENBURG, 77, 0	991	436	-

FOR SALE PROPERTIES

	Address Property Description	Size (m ²)	Listing Price (R)	Listed	Property24 Listing
	EDENBURG (DETAILS WITHHELD *)	-	380 000	2018/05/18	106350017
	EDENBURG (DETAILS WITHHELD *)	-	326 000	2018/05/18	106350087
	EDENBURG (DETAILS WITHHELD *)	-	206 000	2018/02/22	104708242
	EDENBURG (DETAILS WITHHELD *)	-	820 000	2017/10/20	105721092
A	2 VERSTER STREET EDENBURG, 322, 0	-	310 000	2017/11/17	105812313

** address withheld at estate agent's request

SALES ANALYSIS

20 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	600 000	242	2 480
Average price	181 000	147	1 232
Lowest priced property	20 000	10	2 082

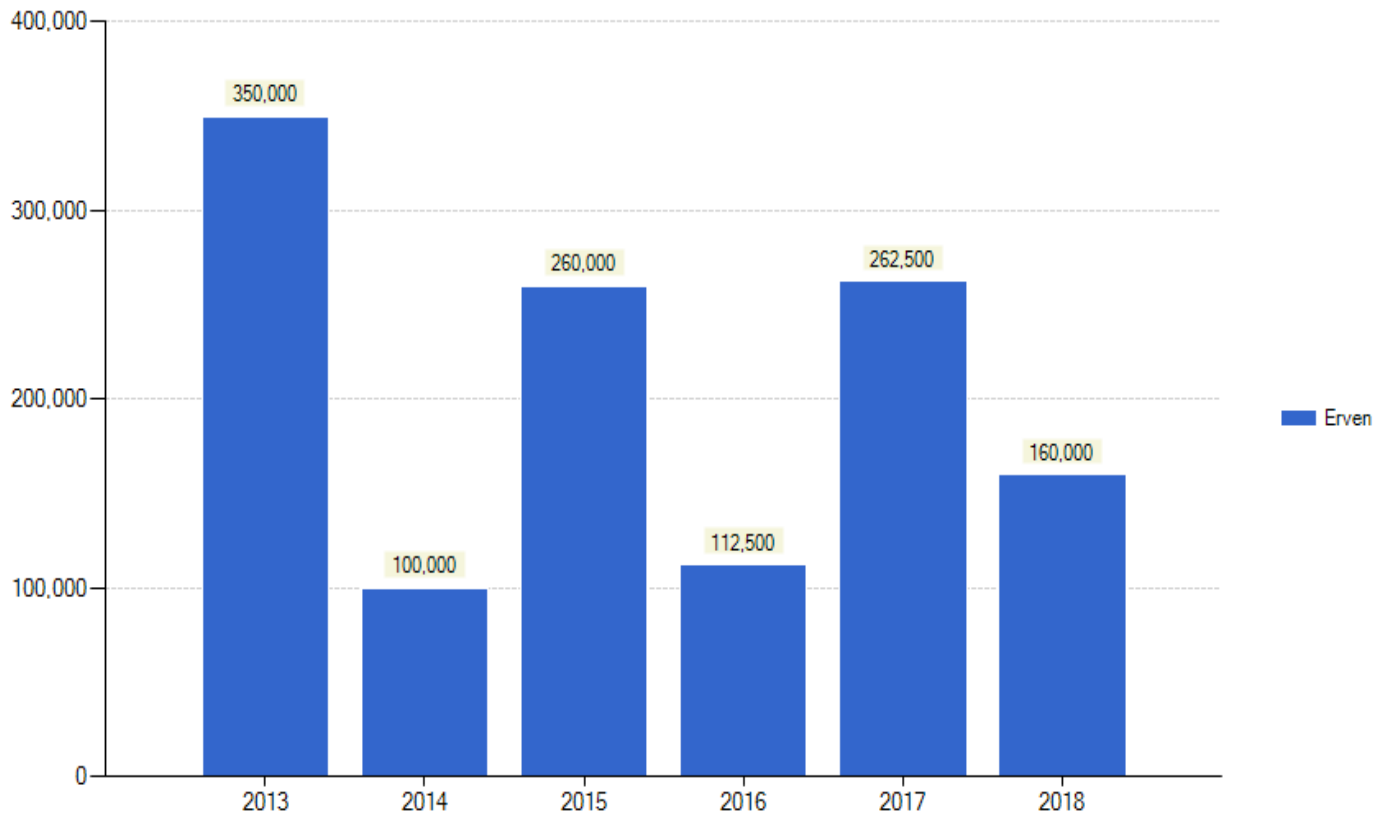
BONDS AND OTHER DOCUMENTS

Document	Amount (R)	Holder
EDENBURG,115	-	-
B5095/2013	190 000	NEDBANK LTD

ANNUAL SUBURB TRENDS

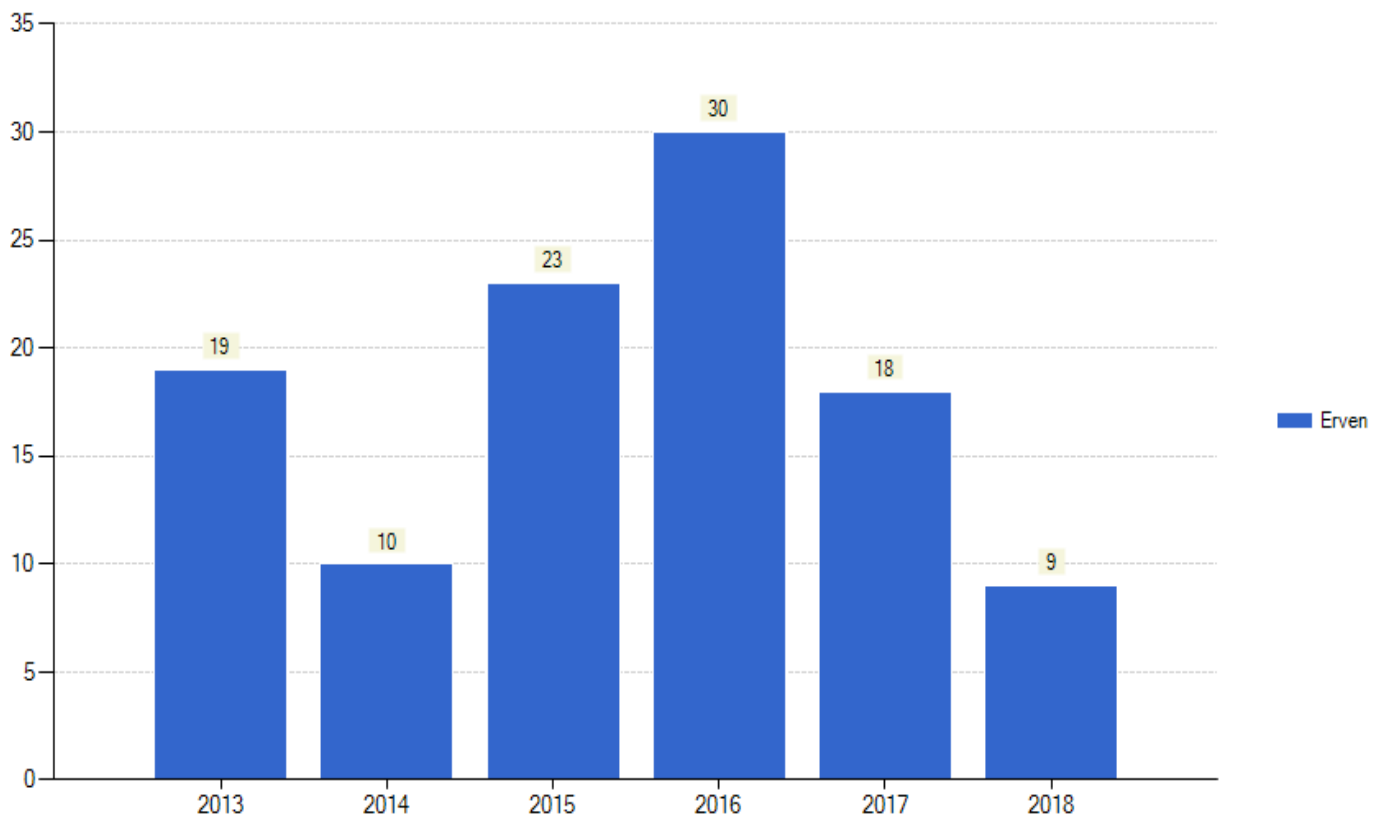
The suburb trends show the average price and total volume of sales in the suburb.

AVERAGE PRICE



Year	Erven (R)	Sectional (R)	Farms (R)	Agricultural Holdings (R)
2013	350 000	-	-	-
2014	100 000	-	-	-
2015	260 000	-	-	-
2016	112 500	-	-	-
2017	262 500	-	-	-
2018	160 000	-	-	-

NUMBER OF SALES



Year	Erven	Sectional	Farms	Agricultural Holdings
2013	19	-	-	-
2014	10	-	-	-
2015	23	-	-	-
2016	30	-	-	-
2017	18	-	-	-
2018	9	-	-	-

AMENITIES

Name	Type	Distance (m)
ALBERTINA SISULU SECONDARY SCHOOL	EDUCATION	379
BOTLE BA THUTO PRIMARY SCHOOL	EDUCATION	379
EDENBURG	TRANSPORT AND PUBLIC SERVICES	587
EDENHOOGTE PRIMARY SCHOOL	EDUCATION	2,199
EDENBURG C/S	EDUCATION	2,220

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