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# The Trust & Estate Co (pty) Ltd

• LAND AND ESTATE AGENTS – VALUERS • EIENDOMSAGENTE – WAARDEERDERS

061-231 224

Bishops Close Street, Klein Windhoek

18



dwhite@afol.com.na

WINDHOEK, NAMIBIA

## VALUATION CERTIFICATE BY D HITE/VALUER FOR IRMGARD 19 CC

This is to certify that I have inspected the improvements on  
**Erf 369 Prosperita and I estimate the probable values,  
as follows:**

MARKET VALUE	N\$ 20 300 000
INSURANCE VALUE	N\$ 26 000 000
FORCED SALE VALUE	N\$ 15 225 000



**D HITE/VALUER**

**14<sup>th</sup> February, 2023**



# The Trust & Estate Co (pty) Ltd

• LAND AND ESTATE AGENTS – VALUERS • EIENDOMSAGENTE – WAARDEERDERS

061-231 224 Bishops Close Street, Klein Windhoek 18

 dhite@afol.com.na WINDHOEK, NAMIBIA

## VALUATION REPORT BY D HITE/VALUER FOR IRMGARD 19 CC

### 1. VALUATION INSTRUCTION:

I was instructed by Mr Smit to determine the probable market value of  
**Erf 369 Prosperita.**

### 2. DEFINITION OF MARKET VALUE:

*The definition of Market Value as laid down by the International Valuation Standards are as follows:*

***“The estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arms-length transaction after proper marketing where-in the parties has each acted knowledgeably, prudently and without compulsion”.***

### 3. DATE OF INSPECTION:

I have inspected the subject property on Monday, the 13<sup>th</sup> of January, 2023.

### 4. DATE OF VALUATION:

I have done the valuation on Tuesday, the 14<sup>th</sup> of February, 2023.

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## 5. PURPOSE OF VALUATION:

The purpose of this valuation is to determine the probable market value of the subject property.

## 6. DESCRIPTION OF PROPERTY:

**Erf 369 Prosperita** is situated in the municipal area of the City of Windhoek and is **3040 m<sup>2</sup>** in extent.

The subject property is also situated in Gold street No. 3 and has a zoning of **"Restricted Business"**, with a bulk of 1.





## **7. DESCRIPTION OF IMPROVEMENTS:**

**Present improvements** consist of a large dwelling, steel structure workshop, very large warehouse with a double storey offices, paving and electrified boundary walls.

**The dwelling** consists of a large open plan lounge/dining room/TV room with a fire place, kitchen with BIC and built-in gas stove, indoor braai area, scullery, pantry, jacuzzi room, guest WC, 3 bedrooms with BIC and 2 bathrooms.

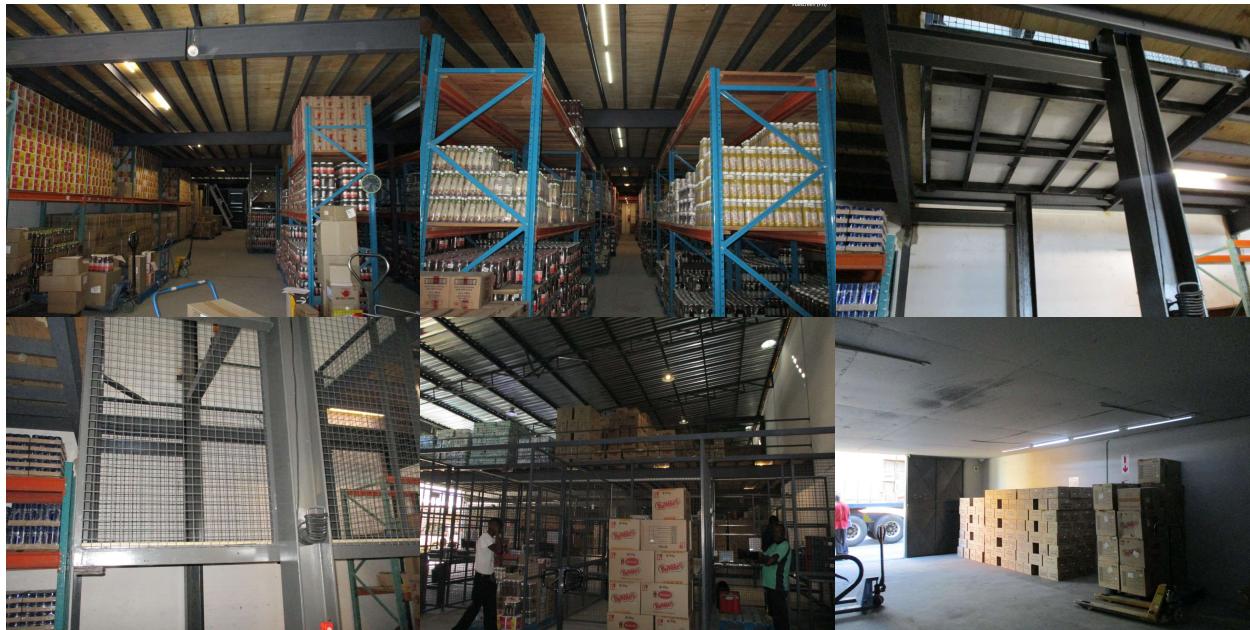
**The workshop** consists of a workshop area with offices, ablutions, storerooms and a large carport/lean-to area.

**The warehouse** consists of a large warehouse area, mezzanine floor, electric hoist and double storey offices.

**The offices** consist of ablutions and a kitchen on the ground floor.

**The first floor** consists of an open office area, 2 private offices and a boardroom.

**Other improvements** consist of an alarm system, CCTV cameras and air conditioning.



## **8. CONSTRUCTION OF IMPROVEMENTS:**

**The workshop** is built with a steel structure with cement bricks, IBR roof sheeting, ceiling, steel windows with cement floors.

**The dwelling** is built with a steel structure with cement bricks, IBR roof sheeting, suspended ceilings, aluminium windows with wood, ceramic tiles and cement floors.

**The warehouse** is built with a steel structure with cement brick walls, IBR roof sheeting, aluminium windows with cement floors.

**All the improvements** are in a good condition.

## **9. MARKET INFORMATION:**

### **9.1 Market Conditions:**

The Namibian economy has held up relatively well in the past few years. However the past four years was a big struggle for the economy and a negative growth of ± - 2 % was achieved during 2022. In 2023 similar results are expected to the previous year (2022). Mining output and the short term intervention programmes by the government will aid economic growth in 2023.

Despite the risk posed by inflation and the higher than desirable consumer credit growth numbers, which may lead to higher interest rates, chances are that the Namibian economy will grow with ± 2,5% during 2023.



## **9.2 Domestic Interest Rates:**

The Bank of Namibia almost mechanically followed the South African Reserve Banks interest rate policy. However, since the beginning of 2008 the Bank of Namibia has followed a more independent policy by focusing only on foreign reserves and credit growth. The continuing global economic uncertainties, Covid 19 and possible spill over effects for the domestic economy, resulted in the Bank of Namibia increasing the Repo Rate to 6,75%, effective from November 2022.

Monetary policy makers will continue to find a balance between supporting economic growth and managing inflationary pressures.

Inflationary pressures remain relatively well contained but interest rates should increase during the first quarter of 2023.

## **9.3 Inflation Rate:**

Annual inflation is currently on  $\pm$  6,9 % and it is expected that inflation will remain relatively stable in 2023, mainly as a result of the weakening Namibian Dollar and the impact this will have on the prices of imported goods. Inflation is expected to average around 6,0 % for 2023 as a whole.

## **9.4 Exchange Rate and Global Conditions:**

The Namibian economy is very open and as a result very dependent on global and regional market place and exchange rate developments.

In this regard the outlook for economic improvements both globally and regionally remains cloudy. In addition, there is also a strong focus from global investors on risk aversion, which generally results in weaker emergent market currencies (including the N\$ and ZAR). A weaker currency will generally be supportive of the local economy.

The Namibian Dollar is currently trading at around N\$ 17-85 to the US\$.

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### **9.5 Market Research and Application:**

City of Windhoek has experienced a huge downward trend over the past 4 years in most of the property sectors, i.e. residential, general business, industrial, general residential units, etc.

The area in which the subject property is situated is coming from an average base, as the area had historic average marketing activity and the developed erven consist of predominant owner occupancy.

There has been an increase in demand for occupation at this address, as can be witnessed by various new developments.

### **9.6 Economy Outlook:**

The Namibian economy is estimated to have recovered moderately during 2022 and is projected to improve further during 2023 and 2024, supported by better growth for the mining industry and most tertiary industries.

Domestic economic growth is estimated at 2 percent for 2022 and is expected to improve to 2,5 percent in 2023 and to 3,5 percent in 2024. The 2022 growth estimate was revised down from 3,5 percent published in the December 2022 Economic Outlook update, largely reflecting lower performance for sectors like non-metallic minerals products, construction, wholesale and retail trade, and financial services.

The projected improvement in 2023 will be supported by the mining industry and most of the industries in the tertiary sector.



## **10. VALUATION OF PROPERTY:**

When valuing real estate, the Valuer must concern himself with placing a value on the rights attached to the property and the benefits of occupation and /or ownership thereof.

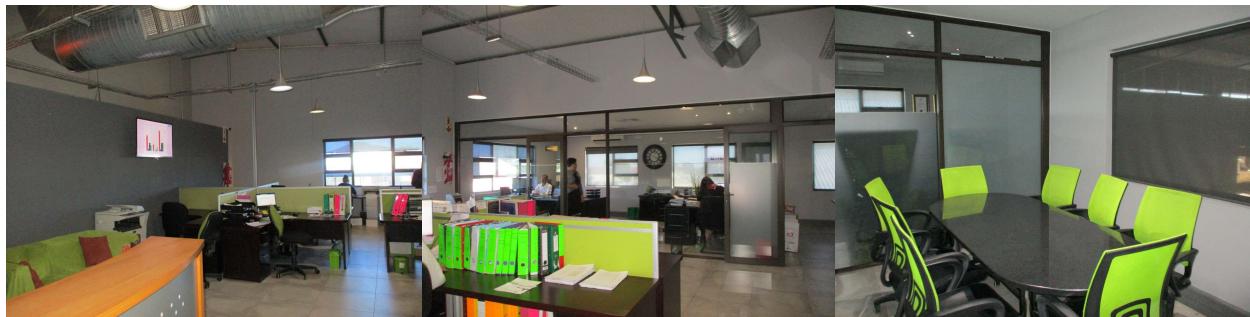
In the valuation process, cognisance must be taken for the purpose, use and future income, which the property is most likely to produce. At the same time the property must be compared with available substitutes and/or alternative investment opportunities.

**The object of the valuation process** is to arrive at a figure, which will reflect the point of equilibrium between supply and effective demand at the time of valuation.

Property's utility value or capacity to satisfy the needs and wants of humans creates value. Contributing to the value of a particular property is general uniqueness, durability, price, fixity of location, relatively limited supply and the specific utility of a given site.

I will make use of the following **two valuation methods**, to determine the probable market value of the subject property namely:

### **10.1 NETT REPLACEMENT VALUE & 10.2 CAPITALIZATION OF NETT RENTALS.**



### **10.1 NETT REPLACEMENT VALUE:**

According to Leading Quantity Surveyors and other professionals, the probable building cost of the subject property will be as follows:

<b>DESCRIPTION</b>	<b>M<sup>2</sup></b>	<b>PRICE/M<sup>2</sup> - N\$</b>	<b>PROBABLE MARKET VALUE - N\$</b>
Dwelling	410	9 000	3 690 000
Workshop	345	5 500	1 897 500
Lean-to	150	2 000	300 000
Offices	222	8 000	1 776 000
Warehouse	955	6 500	6 207 500
Mezzanine Floor	692	4 500	3 114 000
Entertainment Area			180 000
Swimming Pool			80 000
Paving			300 000
Boundary Walls			300 000
			<b>N\$ 17 845 000</b>
Less 10 % Depreciation + Market Factors			<b>N\$ 16 060 000</b>
Plus Land Value			<b>N\$ 8 040 000</b>
			<b><u>N\$ 24 100 000</u></b>



## **10.2 CAPITALIZATION OF NETT RENTALS:**

According to the owner, the current rental income is as follows:

Workshop	:	345 m <sup>2</sup>	@	N\$ 55	=	N\$ 18 975
Carport/Lean to	:	150 m <sup>2</sup>	@	N\$ 35	=	N\$ 5 250
Large Warehouse	:	1177 m <sup>2</sup>	@	N\$ 65	=	N\$ 76 505
Mezzanine Floor	:	692 m <sup>2</sup>	@	N\$ 50	=	N\$ 34 600
Dwelling	:				=	<u>N\$ 16 000</u>
<b>TOTAL</b>						<b><u>N\$ 151 330</u></b>

### **Determining Capitalization Rate:**

The following properties were sold recently and is used to determine the probable capitalization rate for the subject property, namely:

ERF	SUBURB	ZONING	NETT RENTAL PER ANNUM	SELLING PRICE	DATE SOLD	CAP RATE
1742	Windhoek	Office	N\$ 576 000	N\$ 6 100 000	15/10/21	9,4 %
3267	Windhoek	Business	N\$ 861 300	N\$ 9 000 000	10/03/22	9,6 %
3384	Windhoek	Business	N\$ 387 000	N\$ 4 000 000	09/03/22	9,7 %

I will make use of a 9% Cap Rate and a 18% expenses rate.

∴ Gross Rentals Per Annum	:	N\$ 1 815 960
Less 18% Expenses	:	<u>N\$ 326 870</u>
Nett Rentals Per Annum	:	N\$ 1 489 090
Capitalized @ 9%		
<b>Probable Market Value</b>		<b><u>N\$ 16 545 000</u></b>



## **11. VALUE CALCULATION:**

Nett Replacement Value	:	N\$ 24 100 000
Capitalized Value	:	<u>N\$ 16 545 000</u>
		N\$ 40 645 000
Probable Market Value	:	N\$ 20 322 500
(Median between 2 approaches)		
<b>Rounded Off</b>		<b><u>N\$ 20 300 000</u></b>

### **Improvements:**

$$\therefore 2624 \text{ m}^2 @ \text{N\$ 7 736} = \text{N\$ 20 300 000}$$

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**12. INSURANCE VALUE:**

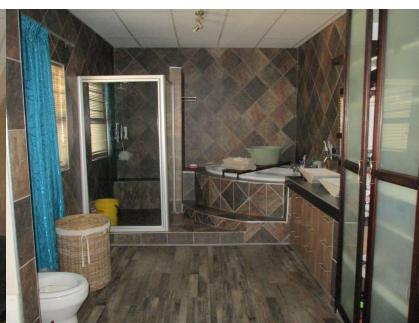
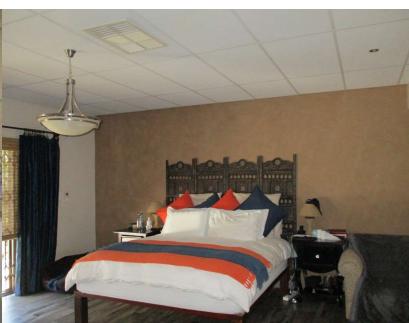
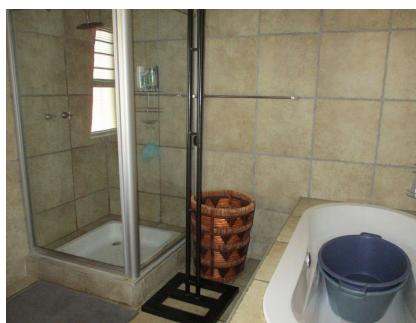
DESCRIPTION	M <sup>2</sup>	PRICE/M <sup>2</sup> - N\$	PROBABLE INSURANCE VALUE - N\$
Dwelling	410	11 000	4 510 000
Workshop	345	7 000	2 415 000
Lean-to	150	2 000	300 000
Offices	222	10 000	2 220 000
Warehouse	955	8 000	7 640 000
Mezzanine Floor	692	5 500	3 806 000
Entertainment Area			180 000
Swimming Pool			80 000
Paving			350 000
Boundary Walls			350 000
			<b>N\$ 21 851 000</b>
Plus		*	<u>N\$ 4 149 000</u>
<b>Rounded Off</b>			<b><u>N\$ 26 000 000</u></b>

\* Professional fees, demolishing, escalation, VAT, etc.

**13. FORCED SALE VALUE:**

I estimate the probable forced sale value of the property, **at an amount of:**

**N\$ 15 225 000.**



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**14. MUNICIPAL VALUE:**

According to the General Valuation Roll of 2015, the municipal value of the subject property is as follows:

Land Value	:	N\$ 1 029 000
Improvements Value	:	<u>N\$ 7 991 000</u>
<b>TOTAL</b>		<b><u>N\$ 9 020 000</u></b>

**15. SUMMARY:**

I estimate the probable market value of **Erf 369 Prosperita, at an amount of:**

**N\$ 20 300 000 (Two-zero-three-zero-zero-zero-zero-zero)**



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**D HITE/VALUER**

**14<sup>th</sup> February, 2023**

**GENERAL COMMENTS & DISCLAIMER:**

**Kindly note the following General Comments & Assumptions pertaining to this Valuation Report:**

1. No responsibility is assumed for the legal description or title of the property, it is assumed that the title is in order unless otherwise stated.
2. The property is valued free and clear of any liens or encumbrances unless otherwise stated.
3. Responsible ownership and property management are assumed.
4. The information sourced or provided to the valuer are assumed to be true and correct, no warranty is given to the accuracy thereof.
5. The plans and illustrative material that may be contained in the report is only to assist the client in visualizing the property and all information on same are assumed to be correct.
6. It is assumed that there are no hidden conditions to the property that may render it valuable.

7. It is assumed that there is full compliance with all state and local regulations and laws unless otherwise stated.
8. It is assumed that all applicable zoning regulations and restrictions have been complied with unless otherwise stated.
9. It is assumed that all licenses, certificates, consents or any other applicable legislative and administrative requirement are complied with.
10. It is assumed that the use and improvements of the land is within the boundaries or property lines and no encroachment has occurred unless stated otherwise.

**Kindly note further, this report is made with the following general limiting conditions:**

11. The apportionment if any of the total valuation figure in this report between land and improvements applies only under the stated client instructions and is hypothetical, the separate allocations for land and buildings must not be used in conjunction with any other valuation and are invalid if used in this manner.
12. Possession of this report, or a copy of same does not carry any right of publication.
13. This report may not be used for any purpose by any other person other than the client to whom it is addressed without consent from the valuer.
14. This report may not be used in separate sections, it may only be used in its entirety.
15. The valuer is not required to give further consultation, testimony, or be in attendance at court with reference to the property unless arrangements have been made.
16. The valuer has no personal interest in the property.

**Disclaimer:**

We valued the property in its existing state and have not undertaken any structural surveys of the buildings, nor have we arranged for tests or inspections to be conducted on any service installation or systems or any components that requires maintenance or renovations. We have not inspected woodwork or other parts of the structure that are covered, unexposed or inaccessible and we are therefore unable to report that such parts of the property are free of rot, beetle- or ant damage, or other defects. Our reference to such only covers what we can see as apparent. Our valuation assumes that the services are in a satisfactory condition and that all building plans are up to date and approved by the municipality unless otherwise stated. The report is based on data supplied or obtained from official records. Measurements of areas are subject to human error and open for correction if so needed and when noticed. We shall not be liable for any loss or damage of any nature which any party may suffer as the result of the conducting of the valuation or application for any purpose whatsoever.

This valuation is open for queries for seven days from date of issue only.



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**D HITE/VALUER**