



focus *valuations*

FOCUS VALUATIONS

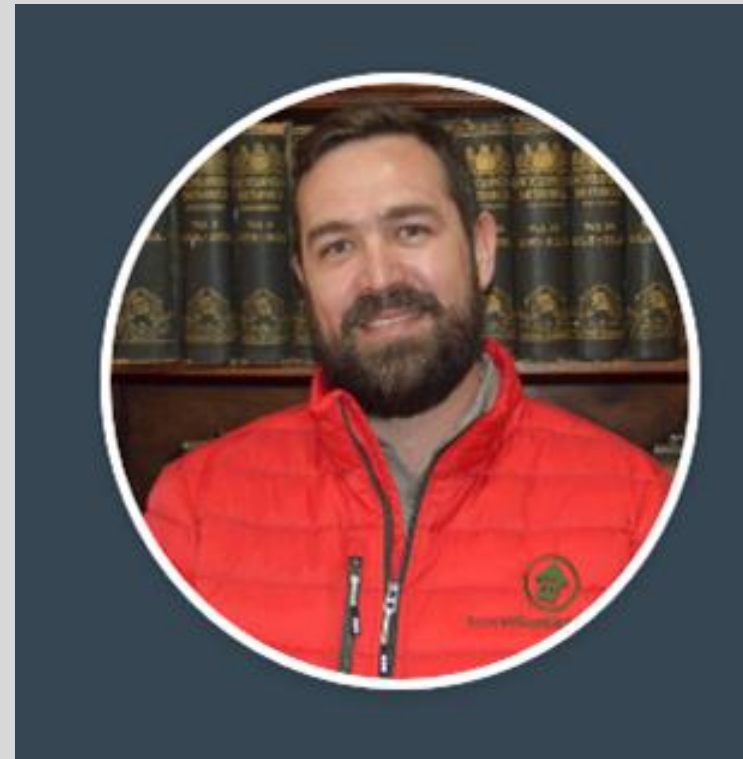
Presentation: 17 February 2021

Presenters (Directors at Focus Properties)

Abé Kempen



Tinus Nel





THANK YOU FOR THE OPPORTUNITY



OUR OFFICE: BROOKLYN - PRETORIA



WIDE RANGE OF PROPERTY
VALUATIONS **ALL OVER SOUTH
AFRICA**



Interesting Properties



Interesting Properties



Properties we value on a regular basis



Filling stations



New and existing residential dwellings



Properties we value on a regular basis



Hotels



Wedding Venue



Properties we value on a regular basis



Game Farms



Light Industrial properties (Africa Tanks)



Properties we value on a regular basis



Office Buildings



Block of Flats



Properties we value on a regular basis



Wine Farms



Retail properties



1. WHAT FOCUS VALUATIONS BELIEVES IN

- **Trust and reliance - Utmost importance**
- **Integrity, quick turnaround times and precision**
- **Understand the reason & purpose of valuation**
- **Assistance with any property valuation in South Africa**



2. THE MASTER OF THE HIGH COURT

- Appraisers ✗
- Estate Agents ✗
- Dealers' valuation "Handelaars waardasies" ✗
- Sworn Registered Property Valuers ✓

- REV246 Master Valuation Template
 - Minor children ✓
 - Sale of property from late estate ✓
 - Remaining Spouse ✗



3. OUR RISK v YOUR RISK

- **Special requests – to value below market value**
- **Code of Conduct - NB**
- **Risk for over/under valuation - Too high**
- **Problem - Capital Gain Tax in future**
- **Relationship – More important**



4. VARIOUS METHODS OF VALUATION

- Highest and best use
- The different methodologies
- Choose the correct method of valuation

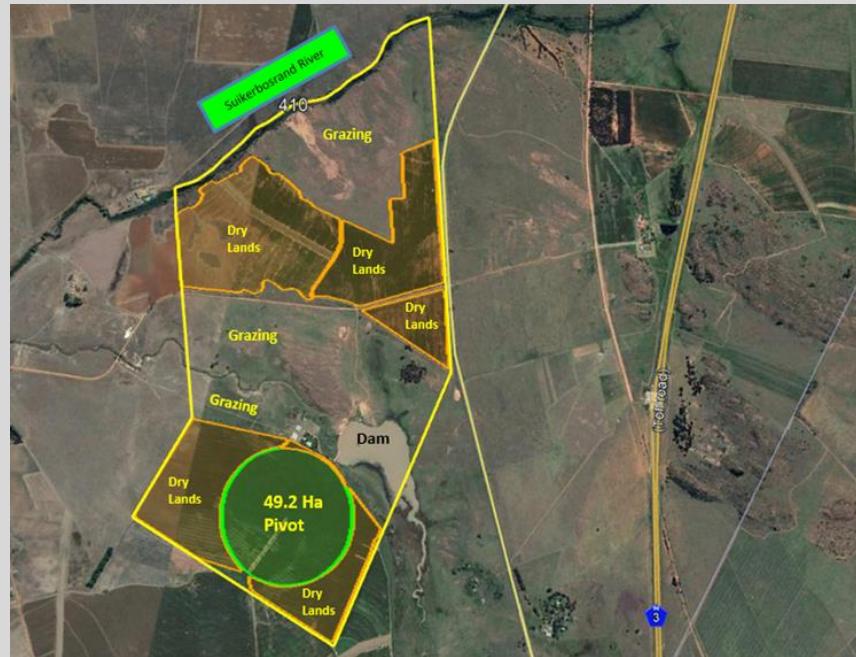
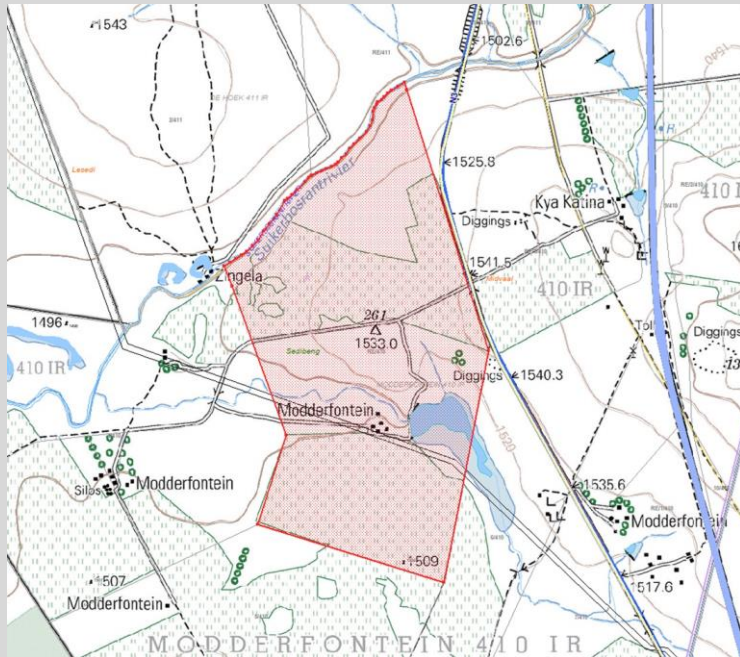


5. COMMERCIAL AND AGRI VALUATIONS

- Confirm instruction/purpose of valuation
- Required information to value the property/ies
- Practical example



6. AGRI



FOCUS also offers these specialised services

Asset valuations

Insurance replacement cost valuations
Hotel, lodge and guesthouse valuations
Servitude valuations
Filling station valuations

Historical valuations

Township development valuations
Fractional ownership valuations
Timeshare scheme valuations
Lease and rental determination

Deceased estates

Liquidations and sequestrations
Municipal valuation objections
Land claims
Expert witnesses in court



Abé Kempen

Managing Director

Abé completed his BCom Law and LLB degrees at the University of Johannesburg (RAU) in 2002 and attended the School of Law at the University of Pretoria. He then completed his National Diploma in Real Estate: Property Valuations at UNISA. Abé is registered as a Professional Associated Valuer with the SA Council for the Property Valuers Profession (Registration Number 6626/4) and is a member of the SA Institute of Valuers. Abé is an admitted attorney and conveyancer of the High Court of South Africa.



Tinus Nel

Director

Tinus completed his National Diploma in Real Estate: Property Valuations at UNISA in 2010 and has extensive valuation background in agricultural and commercial valuations. Tinus is registered as a Professional Valuer with the SA Council for the Property Valuers Profession (Registration Number 6990/2) and is a Member of the SA Institute of Valuers. Tinus has a keen interest in agriculture and is busy with a National Diploma in Agricultural Management at UNISA.



A group of four people, two men and two women, are smiling and posing in a library or office setting. They are wearing matching red jackets. The background is filled with bookshelves containing numerous books and two large silver trophies on the left. The text "Thank you for your time" is overlaid in green on the image.

Thank you for your time

Visit our website at focusproperty.co.za
abe@focusproperty.co.za
tinus@focusproperty.co.za

