

# 'Goondawindie'

## 1 Farm Street Merewether NSW 2291

Client	John Smith	Purpose	Mortgage
Instructing Party	Bank Name	Scope	Full Inspection
Assessment Purpose	First Mortgage Security	Special Instructions	None Given
Date of Instruction	Thursday, 12th July 2018		
Your Reference	1234567		
Our Reference	99999999		

### Executive Summary

#### Assessment Details

Market Value



Market Value

# \$1,000,000

GST

Exclusive

Date of Issued

19 February 2018

Contract (Sale) Price

\$1,000,000

Interest Valued

Fee simple with vacant possession

Date of Inspection

19 February 2018

Date of Valuation

20 February 2018

Currency of Valuation

90 days from the date of valuation, or such earlier date if you become aware of any factors that have any effect on the valuation.

Signatories

**Dan Hill** AAPI CPV  
Regional Director

API No: 65214 WA Lic No: 44361

**Inspecting Valuer**

**Claire Robinson** AAPI CPV  
Associate Director

API No: 79161 WA Lic No: 44630

**Counter Signatory**

#### Key Metrics

Overall \$1,000/ha

Grazing \$850/ha

Ex Buildings \$950/ha

Irrigation \$1,200/ha

#### Market Risk Overview

##### Security Certainty

Are there any significant concerns to be investigated prior to the subject property being taken as security?

No


**HIGH**

Location


**LOW**

Asset

##### Buyer Profile

What is the likely buyer profile of the subject property?

No


**STEADY**

Cashflow


**LOW**

Asset Management

##### Saleability

Are there any attributes of the property which would significantly impact on its ability to be saleable at the assessed value level within a six month marketing period?

No


**HIGH**

Environment


**STEADY**

Climate

##### Market Volatility

Is the market for this asset likely to have an abnormally high degree of volatility?

No


**STEADY**

Market


**LOW**

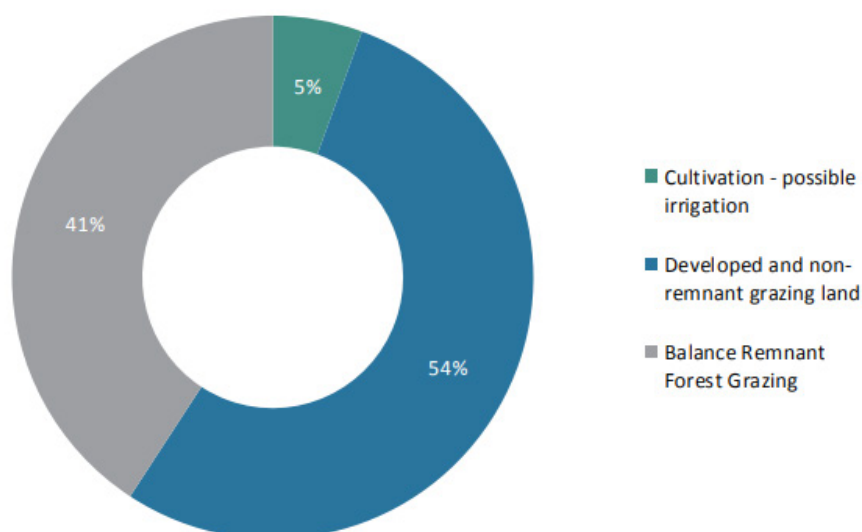
Supply

## Property Details

Area	1,000/ha	Titles	<ul style="list-style-type: none"> <li>Volume Folio</li> <li>See attached Title Listing</li> <li>Two (2) adjoining freehold titles</li> </ul>
Land Use	Grazing	Zoning	Example
Local Govt Authority	Example	Town Planning Scheme	Example
Services	Example, Example 1, Example 2	Access	Example
Nearest Town	20km Horsham	Nearest Infrastructure	200km (Ballarat)
Land Form	<ul style="list-style-type: none"> <li>good quality alluvial creek country</li> <li>irrigated and dryland cultivation</li> <li>rises to cleared and developed grazing country</li> <li>undulating timbered range country</li> </ul>	Improvements	<ul style="list-style-type: none"> <li>Lowset timber dwelling</li> <li>Several ensuited cabins,</li> <li>Cottage</li> <li>Multiple sheds.</li> <li>Large set of timber steel portable panel cattle yards</li> </ul>
Fencing	<ul style="list-style-type: none"> <li>5 main grazing paddocks</li> <li>10 smaller cultivation paddocks</li> <li>condition of fencing varies but most is in sound stock proof condition.</li> </ul>	Water	<ul style="list-style-type: none"> <li>Irrigation bore along</li> <li>several stock bores</li> <li>permanent water in Spring Creek</li> <li>Several dams have also been constructed</li> <li>lake is located on the western portion.</li> </ul>
Intensity	<ul style="list-style-type: none"> <li>beef cattle grazing primarily</li> <li>hay production</li> <li>owner reporting to currently carry 330 head of mixed cattle.</li> </ul>		

### Apportionment of Land Use

Cultivation - possible irrigation	45 ha
Developed and non-remnant grazing land	434 ha
Balance Remnant Forest Grazing	330 ha
<b>Total Land Area</b>	<b>809 ha</b>



## Market Intelligence

### Market



Marketability	Reasonable- given non-specific improvements however somewhat offset by the lack of office component.
Market Activity	Experiencing low sales volumes and limited activity.
Recent Market Direction	Softening
Market Volatility	The market for similar properties in this location in the past has generally demonstrated moderate market volatility.
Selling Period	Estimated 3-6 months, assuming proper marketing and a realistic asking price. The estimated selling period is typical for this type of property in this location
Likely Buyer Profile	Owner occupier.
Last Known Sale	\$253,000 (\$230,000 on an assumed GST exclusive basis) on 14 June 2005
Prior Sale Comment	The GST status of this sale is unknown.
Current Contract Price	\$400,000 (GST Status yet to be confirmed by vendor) on 29 January 2018.

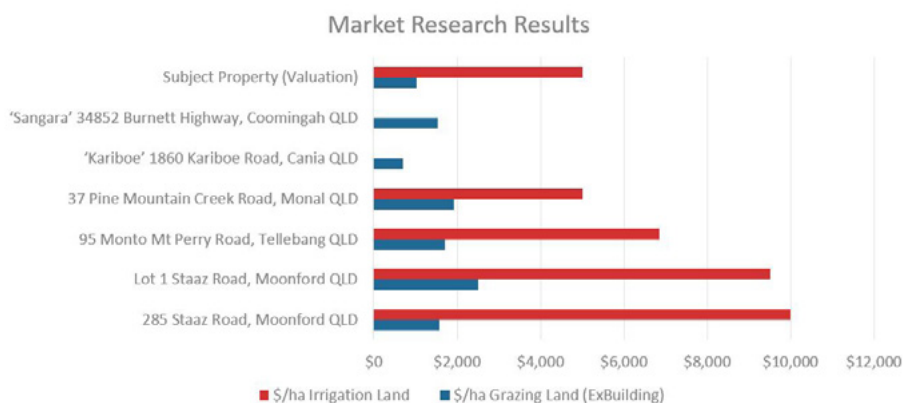
In assessing the Market Value, we are aware that the property is currently under contract for \$400,000 dated 29 January 2018.

Having sighted a copy of the contract we advise no detrimental conditions or restrictions are contained within the contract which would adversely impact on the assessed Market Value. Based on the most recent comparable sales evidence, the current contract price of \$400,000 is considered to be in line with market.

## Market Research Results

[Learn More](#)

Address	Sale Price	Sale Date	Land Area	\$/ha Grazing Land (Ex Buildings)	\$/ha Irrigation Land
285 Staa Road, Moonford QLD	\$725,000	May 17	147.533ha	\$1,568	\$10,000
Lot 1 Staa Road, Moonford QLD	\$550,000	Aug 17	112.600ha	\$2,500	\$9,500
95 Monto Mt Perry Road, Tellebang QLD	\$1,280,000	Apr 17	634.041ha	\$1,703	\$6,850
37 Pine Mountain Creek Road, Monal QLD	\$762,000	Aug 16	287.934ha	\$1,925	\$5,000
'Kariboe' 1860 Kariboe Road, Cania QLD	\$1,050,000	Feb 17	1,514.334ha	\$694	n/a
'Sangara' 34852 Burnett Highway, Coomingah QLD	\$1,450,000	Sep 16	811.486ha	\$1,540	n/a
<b>Subject Property (Valuation)</b>	<b>\$1,225,000</b>	<b>Jan 18</b>	<b>808.966ha</b>	<b>\$1,027</b>	<b>\$5,000</b>



## Property Profile & Risk

### Asset



Highest & Best Use	The highest and best use for the property is considered to be
Functionality	The property is functional for the existing use.
Specialisation	Non-specialised asset.
Capital Expenditure	During our inspection we did not note any items requiring immediate capital expenditure, other than items which would normally be undertaken as part of an ongoing regular maintenance program.
Acquisition/Resumption	Nil noted.
Encumbrance Comment	Comment if any encumbrances are detrimental to marketability or saleability

### Occupancy/Cashflow



Occupancy Status	The property is currently owner occupied, and in accordance with Valuation Standards our valuation for mortgage security purposes has been assessed on a vacant possession basis.
Leasing Demand	Leasing demand for properties similar to the subject is currently softening.
Letting Period	4-6 months (with incentives typically required)
Foreseeable Factors Likely to Impact on Value 3-5 yrs	Currently foreseeable factors which may impact specifically on the future value of the subject property include; Foreseeable increased supply of similar style property; Possible upward pressure on yields which (all other factors held constant) would have an adverse impact on value; Expected improvement in local economic conditions

## SWOT Analysis



### Strengths

- Proximity to major arterial roads including Reid Highway and Alexander Drive
- Provision of on-site car parking
- Located within an established industrial locality
- Subject development has good exposure to vehicular passing traffic
- Non-specific improvements well suited to a variety of industrial uses



### Weakness

- Internal unit within the development and
- Current soft economic conditions and property market.



### Opportunities

- Rental income derivable through leasing the premises
- Provision of office accommodation
- Improvement in current economic conditions and/or property market.



### Threats

- Development of competing premises leading to potentially extended clearance rates and competitive pricing conditions
- Downturn in the property market and/or economic climate
- Economic factors including interest rates
- Inherent property risks (including insurable and un-insurable risks)

## Valuation Rationale

Methodology	Direct Comparison and Summation	Rationale	Example goes here.
Range of Gross Value	\$2,000,000- \$5,000,000	Range of Valuer/Hectare	\$5,000 – \$10,000
Influencing Factors	<ul style="list-style-type: none"> <li>upper end; very good irrigation development</li> <li>low end; minimal development or access to irrigation</li> <li>Two grazing sales support a range of \$694 to \$1,540 per hectare</li> </ul>		
Determination in relation to Subject Property	<ul style="list-style-type: none"> <li>inferior grazing land to irrigation sales</li> <li>good quality developed country</li> <li>Inferior timbered grazing country</li> <li>\$5,000 per hectare for the cultivation area</li> <li>\$400/ha for remnant grazing country</li> <li>\$1,500 per hectare for the cleared and developed forest country</li> <li>The structural improvements have been valued on an added value basis which is consistent with our sales analysis. We consider these assumptions are in line with the market evidence after taking into account all factors including the location, Freehold tenure, country type and extensive development.</li> </ul>		

### Calculations

Summation Valuation Method			
<b>Valuation Inputs:</b>			
Total Land Area:	809 ha		
<b>Added Value of Improvements:</b>			
Homestead & Houses			\$140,000
Machinery Sheds / Workshop etc			\$40,000
Livestock Facilities			\$25,000
Other Improvements			\$10,000
			<b>\$215,000</b>
<b>Land Value (including land improvements):</b>			
Cultivation	45 ha @ \$5,000 p ha		\$225,000
Developed and Non-Remnant	434 ha @ \$1,500 p ha		\$651,000
Remnant Forest Country	330 ha @ \$400 p ha		\$132,000
	809 ha @ \$1,246 p ha		<b>\$1,008,000</b>
Total Market Value:			<b>\$1,223,000</b>
<b>Adopt, Total Market Value:</b>	<i>Rounding factor</i>	<i>\$5,000</i>	<b>\$1,225,000</b>

## Title

Title Reference/RPD	Tenure	Registered Proprietor	Title Area
1630199/Lot 44 Plan RW161	Freehold	ANTHONY FRANCIS DIQUE	279.840ha
16300037/Lot 42 Plan RW163	Freehold	ANTHONY FRANCIS DIQUE	529.126ha
<b>Total Land Area</b>			<b>809.966ha</b>

## Location

General	300km from capital city
Specific	Nearest town and amenities.
Support Infrastructure	Wheat processing, grain terminal market.

### Location Map



(Sourced from Google Maps - [www.google.com](http://www.google.com))

## Assumptions, Conditions & Limitations

Prudent Lender	We have not sighted the Strata Company minutes or any bylaws/management statements. Our valuation assumes no onerous conditions special levies or major short term capital work items have been raised. Should there be any special levies raised or onerous conditions in by laws we recommend the matter be referred back to our company for further comment as to the likely impact if any on the market value.
Market Movement Clause	90 Day Rule
Assumptions	<ul style="list-style-type: none"><li>• Pest Infestation</li><li>• Other Example</li></ul>

Apart from the above, the valuation is subject to other Assumptions, Conditions and Limitations and these can be viewed by clicking on the following link:

**Terms & Conditions** ➤



## Additional Maps and Imagery



Picture description can go here.

[Learn More](#) ➤



Picture description can go here.

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## Annexures

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