

WELGEVONDEN ESTATE

market snapshot



meridian
REALTY

4th Edition - Oct. 2012

021 88 99 769

www.meridianrealty.co.za

This, our 4th Welgevonden Market Snapshot, deals with residential home sales activity in Welgevonden Estate between 1 January 2009 and 27 September 2012.

Notes:

Please note that the data below has been modified in order to take out the effect of properties sold in execution (auctions) and family transfers.

It deals exclusively with sales of residential (built-up) properties within Welgevonden Estate, and does not take into account the sales of vacant land.

The data for 2011 can be viewed as complete.

Data with regards to 2012 cannot be regarded as complete or exhaustive, as many transfers are still in the process of going through, and we are only ¾'s through the year. We should only be able to provide you with a full picture of 2012 in our publication at the end of the first quarter of 2013. The data for 2012 we used is however as complete as one can expect at this stage, and should give a fairly detailed view of current market trends.

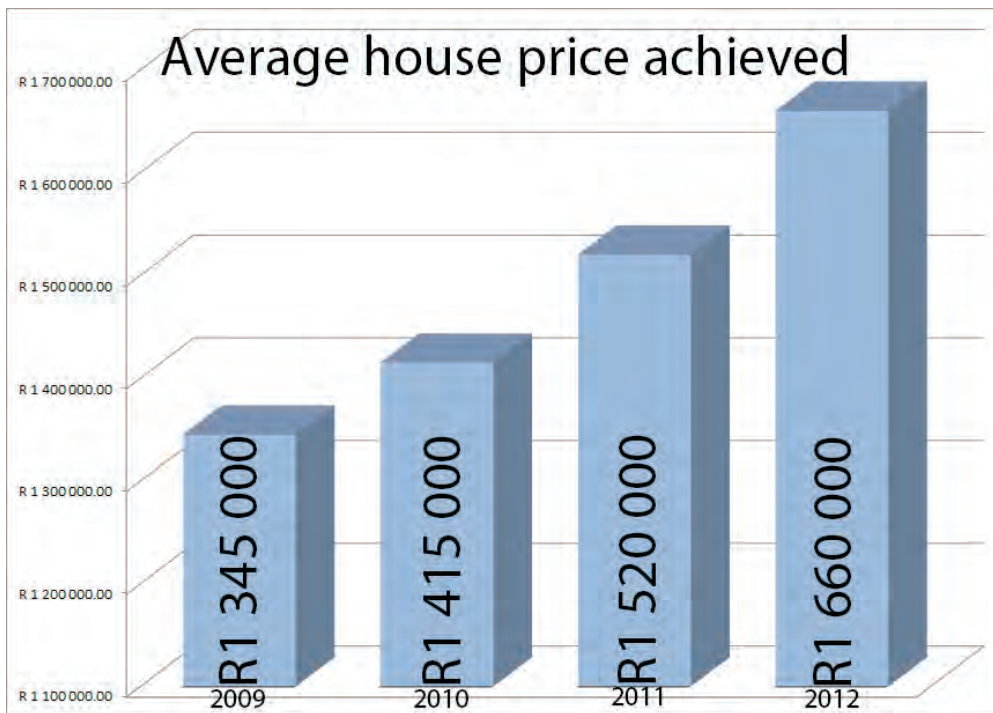
AVERAGE SALE PRICE ACHIEVED

The average sales price in in **2009 was +/- R1345000**. In 2010 Welgevonden Estate experienced nominal growth of 5.16% in terms of the average sales price achieved, and as such in **2010 the average sales price grew to +/- R1415000**. In 2011 the average sales price achieved was **+/- R1520000, up 7.42% year on year** (nominal terms). Currently (data for **2012 up to end of Sep 2012**), the average sales price in Welgevonden Estate is hovering around **R1660000 (or up +/- 9.21% year on year in nominal terms)**. This data is however slightly skewed by the fact that there has been an increase of roughly 5.5m² in the average size of homes traded in 2012 versus 2011.



Disclaimer:

The information in this publication is derived from sources which are regarded as accurate and reliable, is of a general nature only, does not constitute advice and may not be applicable to all circumstances. Detailed advice should be obtained in individual cases. No responsibility for any error, omission or loss sustained by any person acting or refraining from acting as a result of this publication is accepted by Meridian Realty Winelands CC and/or the authors of the material.



AVERAGE PRICE PER m² ACHIEVED

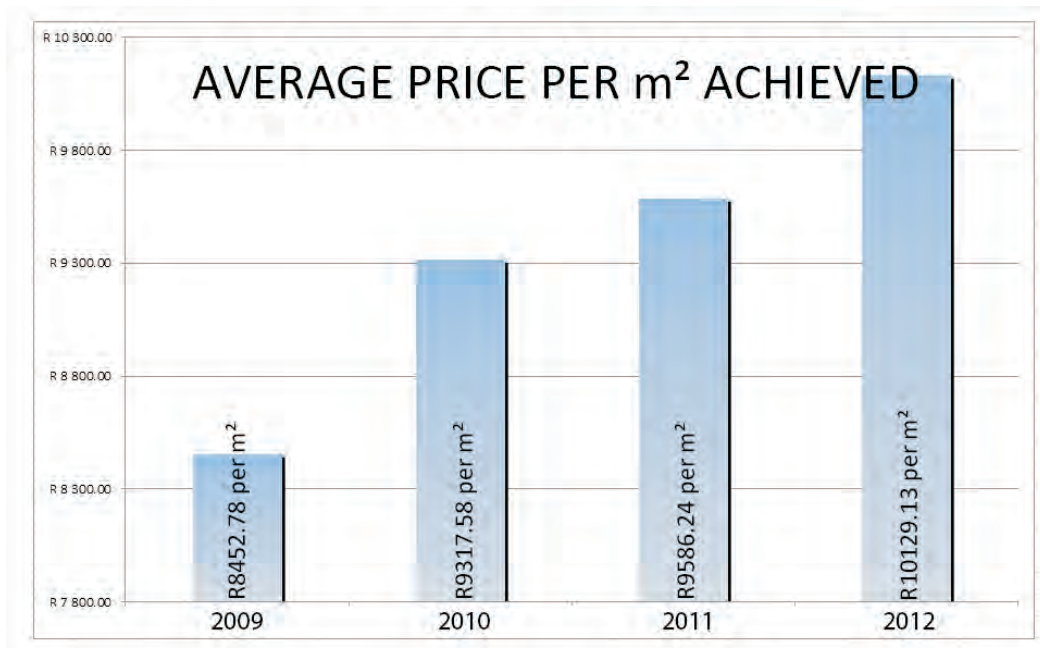
As another indicator, we have also studied the average price per m² (building size) achieved in Welgevonden over the period in question. The results showed the following average prices achieved per m²:

2009: R8 452.78 p/m²

2010: R9 317.58 p/m²

2011: R9 586.24 p/m²

2012: R10 129.13 p/m²



The lowest price achieved per m² in 2011 was R6164.38 p/m² and the highest price achieved per m² in 2011 was R14411.76 p/m². The lowest price achieved per m² in 2012 to date was R7788.78 and the highest price achieved per m² in 2012 to date was R12857.14. 73% of all transactions took place in the margin of between R9000 and R12000 per m².

SUMMARY

From the above data it is clear that it has been an exceptional year to date for the property market in Welgevonden Estate. At a 9.21% nominal growth year on year, the estate is almost touching double digit growth figures. **It is also the third consecutive year that growth has accelerated.**



A number of sales records has been achieved in 2012 by the sales team of Meridian Realty over the last couple of months. A **record sales price of R2850000 was achieved**, as well as **two more sales of R2750000**. Achieving sales turnover of close to R35 million for the year to date, Meridian Realty currently has an impressive market share of around 42,5% of turnover within Welgevonden Estate.

Overall, the current outlook for Welgevonden Estate remains positive, fueled by a strong demand for quality properties within the estate. Risk factors remain, but seems in-check at the moment.

Should you be interested in a **free market valuation**, or would like to discuss your property needs within Welgevonden Estate, please be sure to contact us. We believe strongly in the power of technology, and have invested heavily in cutting edge equipment and marketing techniques to attain maximum exposure for our clients. We incorporate **professional photography, videography and virtual tours** into the marketing of all of our sole mandates. **When it comes to property in Welgevonden Estate, we are here**

	2009	2010	2011	Jan 2012 to Sep 2012
Lowest price achieved:	R 950 000.00	R 800 000.00	R 900 000.00	R 1 043 692.00
Highest price achieved:	R 2 000 000.00	R 2 000 000.00	R 2 450 000.00	R 2 850 000.00
Average (+/-) Sales Price Achieved (excluding sales in Execution):	R 1 345 000.00	R 1 415 000.00	R 1 520 000.00	R 1 660 000.00
Nominal Year on Year Growth / (Decline) - Sales Price:		5.20%	7.42%	9.21%
Average House Size of sample data:	159.06 m ²	151.74 m ²	158.58 m ²	164.10 m ²
Smallest price achieved per m ² :	R 6 403.94	R 6 428.57	R 6 164.38	R 7 788.78
Highest price achieved per m ² :	R 10 775.86	R 14 601.77	R 14 411.76	R 12 857.14
Average price achieved per m ² :	R 8 452.78	R 9 317.58	R 9 586.24	R 10 129.13
Nominal Year on Year Growth / (Decline) - Average p/m ² :		10.23%	2.88%	5.66%
Turnover - Rand Value (excluding Sales in Execution):	R 65 881 000.00	R 93 315 600.00	R 91 215 914.00	R 79 787 192.00
Percentage Increase / (Decrease) in turnover (rand value):		41.64%	-2.25%	
Turnover - Units (excluding Sales in Execution):	49	66	60	48
Percentage Increase / (Decrease) in turnover (units):		34.69%	-9.09%	

JUST SOLD



Kamfer 9



Fynbos 25



Silver Oak 14



Mountain Silver 36



Cork Oak 4



Welg. Blvd 89



Suikerbos 4



Belladonna 12



Belladonna 38



Fynbos 33



Perdevy 12



Welg Blvd 134



Fynbos 28



Minaret 12



Minaret 41



Katbos 28



Pin Oak 5



Wildeklawer 13



Kambro 25