

The QUINTESSENTIAL Real Estate Operator

Estate Agents, Agencies & Training Academy's

Globally, the most **Powerful** Analytical Calculators/Tools/Systems



READ MORE

If you want to know more

The Great divide between Successful Property Agents and the not so Successful lies in the Methodology, Tools, Calculators & Systems

Motivation, we take for granted, however it becomes an unfair competition when you **DO NOT** have the experience, methodology or the correct tools.

We change that all for you so that you are able to BRIDGE the gap of experience and elevate your game to A+ - The QUINTESSENTIAL Real Estate Operator

The READ is suitable for all of the following operators and operations!

**Residential Estate Agents
The Agency Manager
Commercial/Investment Property Brokers
Development property Valuations & Analysis
Business Valuations & Sales
Property Portfolio Management for Brokers
Training Managers & Academy's**

Operate with Speed, efficiency and International Accredited Formulae
for Property Investment Valuations

Zero Knowledge requirements when using our Smart Systems

PROP PRO
24/7

The QUINTESSENTIAL COMMERCIAL/INVESTMENT PROPERTY VALUATION CALCULATOR

Investment Analysts, Fund/Portfolio Managers and Funders/Bankers work with Internationally accredited formulae NPV, IRR, MIRR & XNPV, XIRR for assessment. All the abovementioned formulae may only take place once Cash Flows are Calculated!

With the most Analytically Powerful Calculators/Systems we do it all for you!

View all our other Calculators/Systems/Tools www.proppro247.com www.tomprop/calculators.com

Your Basic Rental Data Input will produce all the Formulae and Reports that are required

Your Calculators/Reports/Tools are LICENSED and BRANDED to you/your agency

- Auto Produces Cash Flow Reports over 5, 7, 10, 12, 15 & 20 year periods
- Auto Produces NPV, IRR, MIRR for the abovementioned periods (Each individually)
- Change any INPUT Data and your results and reports are instantaneously re-calculated
- Alter your Gearing/Financing levels and see how your returns are effected (NPV, IRR, MIRR)
- Auto Generates your reports to PDF - ready to send anywhere, anytime
- Auto Saves your Input Data for future reference, editing and historical overview
- Auto Calculates Value according to your Cap Rate, however MIRR, IRR & NPV remains king
- Unlimited Reports, Valuations & Analysis

Purchase Excel and Web Based App

With Branding/Logo Inc.

	AGENCY	INDIVIDUAL
PM	227	127
PA	1 860	990

Unlimited users

[MAIL YOUR ORDER](#)

REQUIRED INPUT FIELDS:

Gross Rental Income pm	200 000
Monthly fixed costs	21 000
Vacancy factor %	4,00%
Annual Escalation - rental	6,00%
Capitalization Rate Est.	9,00%
Bankers/Funders Rate	8,00%
Deposit Value %	35,00%
Annual Value Growth Est.	4,00%



WE PRODUCE THE FOLLOWING REPORTS: Every time 100% Correct



Commercial and Investment Property Analysis:**The 5 Year Model**

Powered by Tomprop.com Licensed to

© Copyright Material



Property Name:	PROP PRO 24/7 DEMO
Property Address:	PROP PRO 24/7 DEMO
Details: Size:	PROP PRO 24/7 DEMO
Type:	PROP PRO 24/7 DEMO
Agent Name:	PROP PRO 24/7 DEMO
Agent Contact Details:	PROP PRO 24/7 DEMO

Values below carried from input sheet:

Gross Rental Income	200 000
Input Monthly costs before vacancy	27 000
Vacancy factor	4,00%
Input Envisaged Cap Rate	9,00%
Annual rental increment	6,00%
Current Bankers/funders Interest rate	8,00%
Deposit, if any, (%)	35%
Annual Growth value %	4,00%

Prop Pro 24/7 Calculated Results & Report:

Property Value based on Required Cap Rate	22 144 000
Net Monthly Income before vacancy %	173 000
Net Monthly Income after vacancy	166 080
Net Annual Income	1 992 960

Mortgage Calculator Below

Original Principal	14 393 600
Deposit	7 750 400
Loan Term (Years)	5
Annual Interest Rate	8,00%
No. Payments per year	12
Monthly Payments	291 850

Cash flow analysis and break even

Years	Income	Mortgage	Net Income	Balance
Deposits			-7 750 400	-7 750 400
1	1 992 960	3 502 204	-1 509 244	-9 259 644
2	2 112 538	3 502 204	-1 389 666	-10 649 310
3	2 239 290	3 502 204	-1 262 914	-11 912 224
4	2 373 647	3 502 204	-1 128 556	-13 040 780
5	2 516 066	3 502 204	25 955 424	12 914 644

With your chosen growth %

NPV	5 493 499
IRR	17,92%
MIRR	16,35%
Cap Rate	9,00%
LTV	65%

EXIT VALUE at 5 years:

Our conservative suggestions:
4% net value growth pa
for SA market

or Change your % in Input Sheet

26 941 562

Exit Value

Commercial and Investment Property Analysis:**The 7 Year Model**

Powered by Tomprop.com Licensed to

© Copyright Material



Property Name:	PROP PRO 24/7 DEMO
Property Address:	PROP PRO 24/7 DEMO
Details: Size:	PROP PRO 24/7 DEMO
Type:	PROP PRO 24/7 DEMO
Agent Name:	PROP PRO 24/7 DEMO
Agent Contact Details:	PROP PRO 24/7 DEMO

Values below carried from input sheet:

Gross Rental Income	200 000
Input Monthly costs before vacancy	27 000
Vacancy factor	4,00%
Input Envisaged Cap Rate	9,00%
Annual rental increment	6,00%
Current Bankers/funders Interest rate	8,00%
Deposit, if any, (%)	35%
Annual Growth value %	4,00%

Prop Pro 24/7 Calculated Results & Report:

Property Value based on Required Cap Rate	22 144 000
Net Monthly Income before maintenance	173 000
Net Projected Monthly Income	166 080
Net Annual Income	1 992 960

Mortgage Calculator Below

Original Principal	14 393 600
Deposit	7 750 400
Loan Term (Years)	7
Annual Interest Rate	8,00%
No. Payments per year	12
Monthly Payments	224 342

Cash flow analysis and break even

Years	Income	Mortgage	Net Income	Balance
Deposits			-7 750 400	-7 750 400
1	1 992 960	2 692 101	-699 141	-8 449 541
2	2 112 538	2 692 101	-579 563	-9 029 104
3	2 239 290	2 692 101	-452 811	-9 481 915
4	2 373 647	2 692 101	-318 454	-9 800 369
5	2 516 066	2 692 101	-176 035	-9 976 403
6	2 667 030	2 692 101	-25 071	-10 001 474
7	2 827 052	2 692 101	29 274 944	19 273 470

With your chosen growth %

NPV	7 457 880
IRR	17,82%
MIRR	17,23%
Cap Rate	9,00%
LTV	65%

EXIT VALUE at 7 years:

Our conservative suggestions:
4% net value growth pa
for SA market

or Change your % in Input Sheet

29 139 993

Exit Value

Commercial and Investment Property Analysis:**The 10 Year Model**

Powered by Tomprop.com Licensed to

© Copyright Material



Property Name:	PROP PRO 24/7 DEMO
Property Address:	PROP PRO 24/7 DEMO
Details: Size:	PROP PRO 24/7 DEMO
Type:	PROP PRO 24/7 DEMO
Agent Name:	PROP PRO 24/7 DEMO
Agent Contact Details:	PROP PRO 24/7 DEMO

Values below carried from input sheet:

Gross Rental Income	200 000
Input Monthly costs before vacancy	27 000
Vacancy factor	4,00%
Input Envisaged Cap Rate	9,00%
Annual rental increment	6,00%
Current Bankers/funders Interest rate	8,00%
Deposit, if any, (%)	35%
Annual Growth value %	4,00%

Prop Pro 24/7 Calculated Results & Report:

Property Value based on Required Cap Rate	22 144 000
Net Monthly Income before maintenance	173 000
Net Projected Monthly Income	166 080
Net Annual Income	1 992 960

Mortgage Calculator Below

Original Principal	14 393 600
Deposit	7 750 400
Loan Term (Years)	10
Annual Interest Rate	8,00%
No. Payments per year	12
Monthly Payments	174 634

Cash flow analysis and break even

Years	Income	Mortgage	Net Income	Balance
Deposits			-7 750 400	-7 750 400
1	1 992 960	2 095 609	-102 649	-7 853 049
2	2 112 538	2 095 609	16 929	-7 836 120
3	2 239 290	2 095 609	143 681	-7 692 440
4	2 373 647	2 095 609	278 038	-7 414 401
5	2 516 066	2 095 609	420 457	-6 993 944
6	2 667 030	2 095 609	571 421	-6 422 523
7	2 827 052	2 095 609	731 443	-5 691 081
8	2 996 675	2 095 609	901 066	-4 790 015
9	3 176 475	2 095 609	1 080 866	-3 709 148
10	3 367 064	2 095 609	34 049 984	30 340 836

With your chosen growth %

NPV	10 359 782
IRR	18,03%
MIRR	17,48%
Cap Rate	9,00%
LTV	65%

EXIT VALUE at 10 years:

Our conservative suggestions:
4% net value growth pa
(40% - 10yrs)

or Change your % in Input Sheet**32 778 529****Exit Value**

Commercial and Investment Property Analysis:**The 12 Year Model**

Powered by Tomprop.com Licensed to

© Copyright Material



Property Name:	PROP PRO 24/7 DEMO
Property Address:	PROP PRO 24/7 DEMO
Details: Size:	PROP PRO 24/7 DEMO
Type:	PROP PRO 24/7 DEMO
Agent Name:	PROP PRO 24/7 DEMO
Agent Contact Details:	PROP PRO 24/7 DEMO

Values below carried from input sheet:

Gross Rental Income	200 000
Input Monthly costs before vacancy	27 000
Vacancy factor	4,00%
Input Envisaged Cap Rate	9,00%
Annual rental increment	6,00%
Current Bankers/funders Interest rate	8,00%
Deposit, if any, (%)	35%
Annual Growth value %	4,00%

Prop Pro 24/7 Calculated Results & Report:

Property Value based on Required Cap Rate	22 144 000
Net Monthly Income before maintenance	173 000
Net Projected Monthly Income	166 080
Net Annual Income	1 992 960

Mortgage Calculator Below

Original Principal	14 393 600
Deposit	7 750 400
Loan Term (Years)	12
Annual Interest Rate	8,00%
No. Payments per year	12
Monthly Payments	155 804

Cash flow analysis and break even

Years	Income	Mortgage	Net Income	Balance
Deposits			-7 750 400	-7 750 400
1	1 992 960	1 869 647	123 313	-7 627 087
2	2 112 538	1 869 647	242 891	-7 384 196
3	2 239 290	1 869 647	369 643	-7 014 553
4	2 373 647	1 869 647	504 001	-6 510 552
5	2 516 066	1 869 647	646 419	-5 864 133
6	2 667 030	1 869 647	797 383	-5 066 750
7	2 827 052	1 869 647	957 405	-4 109 345
8	2 996 675	1 869 647	1 127 028	-2 982 316
9	3 176 475	1 869 647	1 306 829	-1 675 488
10	3 367 064	1 869 647	1 497 417	-178 070
11	3 569 088	1 869 647	1 699 441	1 521 371
12	3 783 233	1 869 647	37 366 844	38 888 215

With your chosen growth %

NPV	12 260 955
IRR	18,26%
MIRR	16,88%
Cap Rate	9,00%
LTV	65%

EXIT VALUE at 12 years:

Our conservative suggestions:
4% net value growth pa
(48% - 12yrs)

or Change your % in Input Sheet**35 453 257****Exit Value**

Commercial and Investment Property Analysis:**The 15 Year Model**

Powered by Tomprop.com Licensed to

© Copyright Material



Property Name:	PROP PRO 24/7 DEMO
Property Address:	PROP PRO 24/7 DEMO
Details: Size:	PROP PRO 24/7 DEMO
Type:	PROP PRO 24/7 DEMO
Agent Name:	PROP PRO 24/7 DEMO
Agent Contact Details:	PROP PRO 24/7 DEMO

Values below carried from input sheet:

Gross Rental Income	200 000
Input Monthly costs before vacancy	27 000
Vacancy factor	4,00%
Input Envisaged Cap Rate	9,00%
Annual rental increment	6,00%
Current Bankers/funders Interest rate	8,00%
Deposit, if any, (%)	35%
Annual Growth value %	4,00%

Prop Pro 24/7 Calculated Results & Report:

Property Value based on Required Cap Rate	22 144 000
Net Monthly Income before maintenance	173 000
Net Projected Monthly Income	166 080
Net Annual Income	1 992 960

Mortgage Calculator Below

Original Principal	14 393 600
Deposit	7 750 400
Loan Term (Years)	15
Annual Interest Rate	8,00%
No. Payments per year	12
Monthly Payments	137 553

Cash flow analysis and break even

Years	Income	Mortgage	Net Income	Balance
Deposits			-7 750 400	-7 750 400
1	1 992 960	1 650 633	342 327	-7 408 073
2	2 112 538	1 650 633	461 905	-6 946 168
3	2 239 290	1 650 633	588 657	-6 357 511
4	2 373 647	1 650 633	723 014	-5 634 497
5	2 516 066	1 650 633	865 433	-4 769 064
6	2 667 030	1 650 633	1 016 397	-3 752 666
7	2 827 052	1 650 633	1 176 419	-2 576 247
8	2 996 675	1 650 633	1 346 042	-1 230 205
9	3 176 475	1 650 633	1 525 843	295 637
10	3 367 064	1 650 633	1 716 431	2 012 068
11	3 569 088	1 650 633	1 918 455	3 930 523
12	3 783 233	1 650 633	2 132 600	6 063 124
13	4 010 227	1 650 633	2 359 594	8 422 718
14	4 250 841	1 650 633	2 600 208	11 022 926
15	4 505 891	1 650 633	42 735 351	53 758 277

With your chosen growth %

NPV	15 057 337
IRR	18,65%
MIRR	16,06%
Cap Rate	9,00%
LTV	65%

EXIT VALUE at 15 years:

Our conservative suggestions:
4% net value growth pa
for SA market

or Change your % in Input Sheet**39 880 093****Exit Value**

Commercial and Investment Property Analysis:**The 20 Year Model**

Powered by Tomprop.com Licensed to

© Copyright Material



Property Name:	PROP PRO 24/7 DEMO
Property Address:	PROP PRO 24/7 DEMO
Details: Size:	PROP PRO 24/7 DEMO
Type:	PROP PRO 24/7 DEMO
Agent Name:	PROP PRO 24/7 DEMO
Agent Contact Details:	PROP PRO 24/7 DEMO

Values below carried from input sheet:

Gross Rental Income	200 000
Input Monthly costs before vacancy	27 000
Vacancy factor	4,00%
Input Envisaged Cap Rate	9,00%
Annual rental increment	6,00%
Current Bankers/funders Interest rate	8,00%
Deposit, if any, (%)	35%
Annual Growth value %	4,00%

Prop Pro 24/7 Calculated Results & Report:

Property Value based on Required Cap Rate	22 144 000
Net Monthly Income before maintenance	173 000
Net Projected Monthly Income	166 080
Net Annual Income	1 992 960

Mortgage Calculator Below

Original Principal	14 393 600
Deposit	7 750 400
Loan Term (Years)	20
Annual Interest Rate	8,00%
No. Payments per year	12
Monthly Payments	120 394

Cash flow analysis and break even

Years	Income	Mortgage	Net Income	Balance
Deposits			-7 750 400	-7 750 400
1	1 992 960	1 444 726	548 234	-7 202 166
2	2 112 538	1 444 726	667 812	-6 534 355
3	2 239 290	1 444 726	794 564	-5 739 791
4	2 373 647	1 444 726	928 921	-4 810 870
5	2 516 066	1 444 726	1 071 340	-3 739 529
6	2 667 030	1 444 726	1 222 304	-2 517 225
7	2 827 052	1 444 726	1 382 326	-1 134 900
8	2 996 675	1 444 726	1 551 949	417 049
9	3 176 475	1 444 726	1 731 749	2 148 799
10	3 367 064	1 444 726	1 922 338	4 071 137
11	3 569 088	1 444 726	2 124 362	6 195 498
12	3 783 233	1 444 726	2 338 507	8 534 005
13	4 010 227	1 444 726	2 565 501	11 099 506
14	4 250 841	1 444 726	2 806 115	13 905 621

With your chosen growth %

NPV	19 556 685
IRR	19,27%
MIRR	15,02%
Cap Rate	9,00%
LTV	65%

EXIT VALUE at 20 years:

Our conservative suggestions:
4% net value growth pa
for SA market

or Change your % in Input Sheet**48 520 231****Exit Value**

15	4 505 891	1 444 726	3 061 165	16 966 786
16	4 776 245	1 444 726	3 331 519	20 298 305
17	5 062 819	1 444 726	3 618 093	23 916 398
18	5 366 588	1 444 726	3 921 862	27 838 260
19	5 688 584	1 444 726	4 243 858	32 082 118
20	6 029 899	1 444 726	53 105 404	85 187 522

PropPro 24/7 makes it happen so that you can operate at the QUINTESSENTIAL Level

[View more Smart Systems below](#)

The QUINTESSENTIAL DEVELOPMENT PROPERTY VALUATION ANALYSIS

Projects with International accredited Formulae

- Produces Cash Flows and Calculates Max cash out
- Produces XIRR and XNPV (irregular cash flow formulae for profit analysis)
- Change any INPUT Data and your results and reports are instantaneously re-calculated
- Value Retained Stock correctly with our Auto Valuation formulae (NPV, IRR, MIRR)
- Generates your reports to PDF - ready to send anywhere, anytime
- Saves your Input Data for future reference, editing and historical overview
- Compare as many potential Development opportunities as you like (unlimited)

Investment Analysts, Fund/Portfolio Managers and Funders/Bankers work with Internationally accredited formulae NPV, IRR, MIRR & XNPV, XIRR for assessment. All the abovementioned formulae may only take place once Cash Flows are Calculated!

Purchase Excel System
With Branding/Logo Inc.

	AGENCY	INDIVIDUAL
PM	294	147
PA	2 350	1 060
unlimited users		MAIL YOUR ORDER

Your Basic Data Input will produce all the Formulae and Reports that are required

REQUIRED INPUT FIELDS:

Activity	Amount	Date
1	-9 000 000	2020/01/01
2	-6 000 000	2020/04/01
3	-1 200 000	2020/05/01
4	-2 000 000	2020/06/01
5	-450 000	2020/06/15
6	-11 000 000	2020/11/10
7	48 000 000	2020/12/12
8	-1 000 000	2020/12/01
etc.		
EG only		
EG only		

WE PRODUCE THE BELOW REPORTS:

Cash Flow	EG
-9 000 000	1= Land
-15 000 000	2= Services
-16 200 000	3= Engineer
-18 200 000	4= Architect
-18 650 000	5= Interest
-29 650 000	6= Construction
18 350 000	7= Sales
17 350 000	8= Transfer fees

XIRR	72%	Date sensitive IRR (XIRR)
XNPV	11 250 000	Date sensitive NPV (XNPV)
Max Cash	-29 650 000	Max Finance

Detailed Expense Appropriation

Activity	100%
Land	9%
Services	8%
Engineer	4%
Zoning	1%
Architect	5%
Accounting	1,20%
Construction	39%
ETC	



The QUINTESSENTIAL BUSINESS ANALYTICAL VALUATION CALCULATOR/SYSTEM

Value Business like a pro. We make use of PE Ratios to establish a goodwill factor and together with pertinent Balance Sheet information, we will auto calculate NPV, IRR, MIRR, Cash Flow and BEP.

- Produces Cash Flow Reports over 3, 5, 7, & 10 year periods
- Produces NPV, IRR, MIRR for the abovementioned periods (Each individually)
- Change any INPUT Data and your results and reports are instantaneously re-calculated
- Alter your Gearing/Financing levels and see how your returns are effected (NPV, IRR, MIRR)
- Generates your reports to PDF - ready to send anywhere, anytime
- Saves your Input Data for future reference, editing and historical overview
- Calculates Goodwill Value according to your PE Ratio,
- Unlimited Reports, Valuations & Analysis

Investment Analysts, Fund/Portfolio Managers and Funders/Bankers work with Internationally accredited formulae NPV, IRR, MIRR & XNPV, XIRR for assessment. All the abovementioned formulae may only take place once Cash Flows are Calculated!

Purchase Excel and Web Based App

With Branding/Logo Inc.

	AGENCY	INDIVIDUAL
PM	227	127
PA	1 860	990

unlimited users

[MAIL YOUR ORDER](#)

It is not about Turnover

It is not about Sales pitch

It is all about NPAT and if it meets certain MIRR, IRR requirements for funding and Investing reasons

View the Smart Valuation System below

Your Basic Data Input will produce all the Formulae and Reports that are required

REQUIRED INPUT FIELDS:

Net Current Assets	250 000	where relevant
Fixed Assets	500 000	where relevant
LTL Loans		where relevant

Latest Financials

latest	880 000	net profit after tax
yr 1	900 000	net profit after tax
yr 2	800 000	net profit after tax
yr 3	750 000	net profit after tax
yr 4	850 000	net profit after tax

Mitigating factors:

Longevity	0%
Opportunities	4%
Known risks	-2%
etc.	0%
etc.	0%

Business broker PE Ratio

Bankers Funders % Rate
 Percentage Funding Funding Required

WE PRODUCE THE BELOW REPORTS:

EXAMPLE: 5 Year Model

COC - NPV,IRR,MIRR, cash flow
 3 yr, 5 yr, 7yr and 10 year Model
 Auto Calculates all the relevant returns

Business Value Auto Calculated

Assets of Business		750 000
Goodwill PE: 2:1	2	1 672 000
Mitigating Factors	2%	33 440
Business Asking Price		2 455 440

Loan Amort EG 5 year Model

50% - Principal Amount		1 227 720
Term	5 yrs	5
Funders		9,00%
12 months per period		25 490

NPV	5 yr model	2 430 184
IRR	5 yr model	51,00%
MIRR	5 yr model	36,00%
Return on Fixed Assets	Latest	176,00%
Return on Current Assets	Latest	352,00%



Cash Flow	Income	Loan	Flow	Balance
Cap out			-1 227 720	-1 227 720
Yr 1	836 000	305 880	530 120	-697 600
Yr 2	836 000	305 880	530 120	-167 480
Yr 3	836 000	305 880	530 120	362 640
Yr 4	836 000	305 880	530 120	892 760
Yr 5	836 000	305 880	2 985 560	3 878 320
			exit value inc	2 455 440

NEW QUINTESSENTIAL Systems COMING SOON - on App

Not available for purchase yet - mail us your interest and we will keep you informed on launch date!

The QUINTESSENTIAL AGENCY/PRACTICE MANAGER for FINANCIAL PERFORMANCE SYSTEM

Analyse every Financial aspect of your Agency in seconds!
Manage the profit points with ease and precision.

From basic listing data input, you will be able to view and analyse all features below

- Produces Agency profit analysis
- Produces Profit Analysis on each Individual Broker/Agent
- Produces Profitability Analysis on each Property Listing
- Produces Analytical data such as - No. of days per listing, Ave. % of valuation achieved etc.
- generates a holistic Character overview of each profit and cost centre
- Saves your Input Data for future reference, editing and historical overview

REQUIRED INPUT FIELD			Ave Fixed Costs pm	200 000	Ave Ad Costs pm	45 000	
Name	Date	Amount		when sold you will input	Amount	Date	Net Inc.
Fred	2019/12/12	1 200 000			1 140 000	2020/02/02	18 000
Tracy	2020/01/01	4 000 000					
Luke	2020/01/04	3 000 000			2 750 000	2020/02/27	29 000
Jason	2020/01/10	2 500 000					
Irene	2020/01/15	6 000 000			5 700 000	2020/02/28	55 000

WE PRODUCE THE BELOW REPORTS:

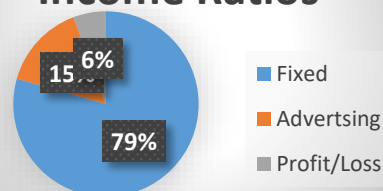
automatic ageing of listings sold
automatic ageing of listings unsold
cost per listing
cost per agent
profitability of agency
profitability per agent
cost to income ratio
cost ratio appropriation
top performing personnel
sales achieved (% of valuation price)
and much more

EG	
98	days
120	days
1 450	per listing per agent
8 000	per agent
27 000	overall performance
???	each individual is analysed
??	cost/income ratio
??	cost points
??	flag top agents
??	analyse the valuation/price effectiveness
??	many other analytical features

Expense to Expense Ratios



Expense to Income Ratios



The QUINTESSENTIAL

Property Portfolio Management System - Financial

[Not available for purchase yet - mail us your interest and we will keep you informed on launch date!](#)

- Produces Cash Flow Reports on all Property in the Portfolio as well as a weighted average
- Produces NPV, IRR, MIRR for the abovementioned periods (Each individually)
- Change any INPUT Data and your results and reports are instantaneously re-calculated
- Alter your Gearing/Financing levels and see how your returns are effected (NPV, IRR, MIRR)
- Generates your reports to PDF - ready to send anywhere, anytime
- Saves your Input Data for future reference, editing and historical overview
- Calculates Value according to your Cap Rate, however MIRR, IRR & NPV remains king
- Unlimited Reports, Valuations & Analysis
- Calculates the weighted average portfolio Performance
- Compares the Returns of each property against the Portfolio Objective
- Produces BUY and SELL signals against the Portfolio objective

Investment Analysts, Fund/Portfolio Managers and Funders/Bankers work with Internationally accredited formulae NPV, IRR, MIRR & XNPV, XIRR for assessment. All the abovementioned formulae may only take place once Cash Flows are Calculated!

Your Basic Rental Data Input will produce all the Formulae and Reports that are required

REQUIRED INPUT FIELDS:

	PROP A	PROP B	PROP C	PROP D
Gross Rental Income pm	200 000	200 000	200 000	200 000
Monthly fixed costs	21 000	25 000	21 000	21 000
Vacancy factor %	4,00%	6,00%	7,00%	4,00%
Annual Escalation - rental	6,00%	6,50%	7,00%	6,00%
Capitalization Rate Est.	9,00%	10,00%	9,00%	9,00%
Bankers/Funders Rate	8,00%	9,00%	8,00%	8,00%
Deposit Value %	35,00%	50,00%	35,00%	35,00%
Annual Value Growth Est.	4,00%	4,00%	4,00%	4,00%

REPORTS GENERATED:

Unformulated EXAMPLE

PORTFOLIO		PROP A	PROP B	PROP C	PROP D
800 000	NPV	10 359 782	10 000 000	11 000 000	10 350 000
88 000	IRR	18,03%	17,55%	18,35%	18,03%
5,25%	MIRR	17,48%	17,00%	16,90%	17,48%
6,38%	Funders	9,00%	9,00%	9,00%	9,00%
9,25%	LTV	65%	50%	65%	65%
38,75%					
35,00%					
4,00%					

Cash Flows are calculated and displayed

PORTFOLIO OBJECTIVE

	PROP A	PROP B	PROP C	PROP D	
18,03% IRR	18,03%	17,55%	18,35%	18,03%	Above
17,48% MIRR	17,48%	17,00%	16,90%	17,48%	Below
9,00% Funders	9,00%	9,00%	9,00%	10,00%	Par
65% LTV	65%	50%	65%	65%	

The QUINTESSENTIAL RESIDENTIAL PROPERTY VALUATION SYSTEM

[Not available for purchase yet - mail us your interest and we will keep you informed on launch date!](#)

We produce the LIVE Asking prices per M2, per suburb, per property type!

We have long since been proponents of correctly performing Current Market Valuations against the backdrop of competing with all other listings on the market in your suburb today!

If you do not compete with current property on the market, then you have not performed a Current Market Valuation!

Past Sales stats are useless and even dangerous for Current Market Valuations!

Past sales stats mean nothing other than a historical event

of which you cannot even make clear sense. There are so many sales between family and friends, liquidation sales, internal sales between owners and their entities, and they come about in a very different economic climate and outlook. Not to mention that it is impossible to understand the ambitions of any seller dating back unless you sold them all yourself. The demand/supply factor is also a massive consideration in what percentage of asking prices were achieved at that time.

We stress the importance of competing with *current pricing* or you will set yourself up for failure!

By that we mean, if you are not competing favourably per M2 with all the competing properties on the market in your suburb today, you will not get the desired results. It therefore makes sense that the value of your property is dictated by all competing properties at that time. No amount of past sales stats are going to convince a seller or buyer that their property is different. It is therefore absolutely imperative that you **analyse, calculate and compute the "weighted average price per M2 per type in the suburb** where you are listing. (**remember, this is what buyers are doing and they will not fall prey to overpriced property**) gone are the days when a buyer had to wade through newspapers and it was too difficult to get to the valuations which they are easily able to obtain today.

Lets consider an exercise that a typical buyer will follow during the purchase process:

- The buyer will choose a suburb or suburbs that he has an interest in
- The buyer will then sort out the parameters such as beds, baths and features
- The buyer will then gather the pricing and sizing of all properties on the market
- The buyer will then evaluate the pricing per M2 in order to accurately compare the listings

The buyers evaluation process will go something like this:

The average price per M2 for apartments in Camps Bay (smaller than 91 m2) is 65 000

The average price per M2 for apartments in Bantry Bay (smaller than 91 m2) is 57 000

Any apartments above this weighted average will have to display sound reasoning, such as superior views, superior proximity to the sea than average, newly painted/renovated. If there are no reasons for the particular apartment to be above the average, then it would get excluded.

The buyer will view those that are below the weighted average, and they are probably in a slight need of maintenance or in a slightly inferior position within the suburb etc.

The Buyer will weed out the overpriced stock and make contact with agents whom have correctly priced stock based on competitiveness in the current market.

It is not to say that the more expensive properties will not sell, however they will have to be superior to warrant a higher price. Buyers are extremely knowledgeable with the advent of being able to source all properties for sale on the internet nowadays. Gone are the days that sellers will get lucky due to buyers being ignorant.

The Typical valuation process that should be followed:

Property Type:	<u>APARTMENTS</u>	< 91 M2	91-160 M2	161-250 M2	> 251 M2	W AVE.
Bantry Bay (CT)	as at 28/05/2020	47 842	81 410	81 738	101 181	87 956
Camps Bay (CT)	as at 28/05/2020	60 040	61 577	68 664	58 511	61 629
Rosebank (JHB)	as at 28/05/2020	35 225	29 818	34 676	39 626	33 402

Market Valuation Property Description	Apartment XXX Bantry Bay Cape Town	
Name of Client	Cromwell Johannes Jurgens De Beer	
Size	100	M2
Current Live Asking Prices	81 410	per M2 on the market today
Value before adjustments	8 141 000	
Condition relative to the average	-162 820	-2%
Position relative to the average	-244 230	-3%
Parking facilities relative to the average	0	0%
Body Corporate Financials if relevant	81 410	1%
Number of competing listings more than 10 competitors (-1% to -3%)	-81 410	-1%
Your Intuition	-162 820	-2%
Market Value after adjustments	7 571 130	

