A VALUATION REPORT PREPARED FOR: JOHN SMITH

SUBJECT PROPERTY:

25 REEVE DRIVE, HAVELOCK NORTH

EFFECTIVE DATE OF VALUATION:

2 AUGUST 2013





Valuation prepared by Added Valuation Limited: Rob Douglas Registered Valuer, BBS (V&PM), ANZIV, SPINZ rob@addedvaluation.co.nz 022 4444 005



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VALUATION SUMMARY

Property: 25 Reeve Drive, Havelock North

Legal Description: Title identifier: HBJ4/470

Appellation: LOT 45 DP 17097

Client/Addressee: John Smith Your Bank Ltd

15 Makebelieve Street PO Box 98765 Hastings 4120 Napier 4110 Attn: Joe Bloggs

Instructed by: John Smith

Reporting date: 2 August 2013

Valuation date: 2 August 2013

Inspection date: 2 August 2013 at 10:30am

Purpose of valuation: For mortgage lending

Basis of valuation: Market value

Interest being valued: An estate in fee simple (freehold)

Nature of property: Residential

Property summary: 25 Reeve Drive comprises a detached double storey three bedroom architecturally designed dwelling

estimated to date from the 1980s and has been extended and modernised since. The dwelling is generally presented in tidy condition. The dwelling is internally partitioned to provide an open plan kitchen/dining

room/lounge, bathroom, two ensuite and hallway.

Also on site is a single carport and sleepout/office. The section is well established.

The subject property is located to the eastern end of Havelock North. Surrounding properties are well

presented and tend to achieve values in the middle price range for Havelock North.

Market value:

Six Hundred and Ten Thousand Dollars	
\$610,000	
Apportioned as follows:	
Improvements Value	\$200,000
Land Value	\$400,000
Chattels	\$10,000
Market Value	\$610,000

This valuation assessment is inclusive of GST (if any).

Mortgage security comment:

No areas of deferred maintenance were noted which are considered likely to have a degenerative impact on the value of the property. The property is generally presented in a tidy and saleable condition. Overall we consider the property provides normal security for mortgage lending purposes.



Floor area:

Buildings	Area (m²)
Ground Floor	172
First Floor	25
Deck	6
Patio	2
Balcony	3
Sleepout/office	29
Carport	20
Paving	81
Outdoor Fireplace	3
Play House	2
Play House Shelter	1
Shed	5

Land area: 1,266 m²

Zoning: The property is zoned General Residential under the Hastings District Council's Operative District Plan.

General comment: We consider the property is well optimised for the site and location. However care should be taken in

any further investment on the property not to overcapitalise for the location. We recommend an ongoing effort to maintain the modern tidy presentation and good condition as the most prudent means

maintaining the property value.

Critical assumptions: This valuation assessment is on the basis of and subject to the 'Valuation Explanation' (see appendix).

The valuer has no interest, financial or otherwise, in the property or with any party in relationship to the Disclosure

subject property.

Added Valuation Ltd holds professional indemnity insurance cover of \$1,000,000.

Our valuation has been completed in compliance with the Property Institute of New Zealand Valuation

Standards and International Valuation Standards.

Disclaimers, limitations and qualifications:

The above valuation is subject to all the terms and conditions outlined in this report. This report comprises 21 pages inclusive of the Appendix, Title Page and Table Of Contents, and should be read in full.

This valuation may only be relied upon by John Smith and Your Bank Ltd for mortgage lending purposes only. No other person should rely upon this report, nor can the report be relied upon for any other purpose, without reference to the valuer undersigned. Should some other person do so without the written permission of Added Valuation Limited then that person does so at their own risk and Added Valuation Limited accept no

responsibility for any reliance placed upon the report.

Added Valuation Limited prohibit the publication of this report in whole or in part, or any reference thereto, or to the valuation figures contained therein, or to the names and professional affiliations of the valuer, without

the written approval of the valuer as to the form and context in which it is to appear.

Valuation prepared by Added Valuation Limited:

Registered Valuer, BBS (V&PM), ANZIV, SPINZ

Annual Practising Certificate 2014

E: rob@addedvaluation.co.nz M: 022 4444 005

Our File Ref: 0905A - Example Report



STATUTORY DETAILS

LEGAL DESCRIPTION

Title identifier: HBJ4/470

Appellation: LOT 45 DP 17097

Tenure: An estate in fee simple (freehold)

Area: 1,266m²

Registered proprietor: Robert George Douglas, Melanie Joy Douglas, Damien Neil Fergus

Title interests: There are no current interests identified on the computer register for this property.

Refer to Appendix 'Valuation Explanation' Computer Freehold Register

ZONING

The property is zoned General Residential under the Hastings District Council's Operative District Plan.

The General Residential Zone is applied to residential areas of the major urban centres of Hastings City, Flaxmere and Havelock North and to the secondary areas of Whakatu and Clive. The zone standards provide for a variety of housing forms.

Permitted activities within the general residential zone include residential activities, day care centres, homes for the aged, most home occupations, temporary event days and visitor accommodation provided the uses meet the plan's performance standards.

The plan permits subdivision down to 350m² net site area in most areas of the general residential zone.

The existing residential use is a permitted activity within this zone.

RATING VALUATION

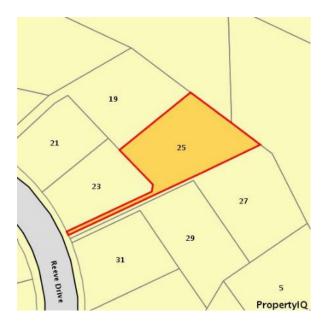
As at 1 August 2013

Valuation role number: 10490/60100 Improvements value: \$380,000 Land value: \$220,000 Capital value: \$600,000

This assessment is produced for rating purposes using mass appraisal techniques. In most cases an inspection of the property was not undertaken. The Rating Value is not necessarily indicative of the market value.



LAND



The subject property is identified on the above plan. This section is of irregular but practical shape.

The land is of gentle sloping contour.

All normal utilities are available to the site.

Refer to Appendix: 'Valuation Explanation': 'Site survey' and 'Environmental or geotechnical issues' for details of the nature of our investigations.



LOCATION

The subject property is located to the eastern end of Havelock North. The property is positioned on a rear site on the eastern side of Reeve Drive.

Havelock North is an affluent town located approximately 5km east of the Hastings city centre. Havelock North, known colloquially as 'The Village' is positioned on the north-western foothills of Te Mata Peak. Many properties therefore enjoy sunny aspects and expansive views over the Heretaunga Plains toward the Napier coastline and distant ranges. Properties in the immediate locality are generally less elevated, and most do not achieve much or any views. Development of Havelock North began in the 1800's, as such houses vary in design and age, however most are of good quality and well presented. The subject locality was predominantly developed in the 1980s and most homes date from that era. The immediate locality is now well established and benefits from a reserve with mature trees which runs along the eastern flank of Reeve Drive, Rush Place and Durham Drive.

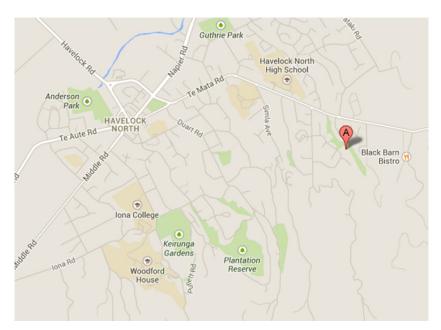
'The Village' centre comprises a popular shopping district containing a number of boutique shops, supermarket, cafes, public domain, cinema, public swimming pools, library and information centre. Havelock North also has a popular nightlife and contains a number of bars and restaurants.

Havelock North contains a full range of popular public, integrated and private schools, including Te Mata Primary School, Havelock North Intermediate School, Havelock North High School and Hereworth School (private boys preparatory) which are all in close proximity to the subject property. Havelock North is a preferred residential locality and tends to achieve high prices for Hawke's Bay.

The Statistics New Zealand 2013 census data indicates that the population of Havelock North has increased by 8% in the seven years since 2006 and 25% in the twelve years since 2001.

Surrounding properties are well presented and tend to achieve values in the middle price range for Havelock North.

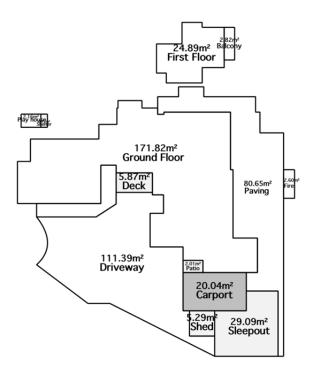
The approximate position of the property is identified on the plan below.





IMPROVEMENTS

Buildings	Area (m²)
Ground floor	172
First floor	25
Deck	6
Patio	2
Balcony	3
Sleepout/Office	29
Carport	20
Paving	81
Outdoor fireplace	3
Play house	2
Play house shelter	1
Shed	5





Side of the dwelling



Side of the dwelling



Rear of the dwelling



Dining room



Lounge



Bathroom









Ensuite



Bedroom



Bedroom



Courtyard



Carport



Shed

DWELLING

Type A detached double storey three bedroom architecturally designed dwelling

Approximate age 1980s and has been extended and modernised since

Construction	Materials	Condition
Foundation	concrete slab	tidy
External walls	fibrecement sheet and batten	recently repainted
Roof	galvanised steel, butanol	is due for repainting
Joinery	aluminium	tidy
Floor	concrete, particleboard	tidy
Internal wall linings	native timber tongue and grove, plasterboard, particleboard	tidy
Internal ceiling linings	plasterboard, particleboard	tidy



Rooms Fixtures and fittings

Kitchen granite bench, stainless steel sink insert, waste disposal unit, breakfast bar, under

bench oven, five hob gas benchtop elements, bench mounted extractor fan,

double dish drawer, cupboard space, walk in pantry,

Dining room chandelier, french doors, bifold door, timber strip flooring,
Bathroom shower, bath, vanity unit, toilet, electric towel rail, fan heater,
Master bedroom walk in wardrobe, ensuite, french doors, air conditioning unit,
Loft bedroom walk in wardrobe, ensuite, french doors, air conditioning unit,

Bedroom single wardrobe,

Ensuite fully tiled shower, dual vanity unit, toilet, electric towel rail, fan heater,

Ensuite shower, vanity unit, toilet, tile flooring,

Office linen cupboard, storage cupboards, storage nook,

Hallway

Adjoining the front of the dwelling is an covered timber deck, by the carport is a small covered tile entry and at the rear of the dwelling is a large courtyard with open fireplace.

The interior is generally presented in tidy condition. The exterior of the dwelling is generally presented in tidy condition however is due for repainting the roof.

Chattels

We have included in our valuation an allowance for chattels comprising:

ItemConditionCarpetsClean and tidyCurtainsAverageLight fittingsGood

SLEEPOUT/OFFICE

The sleepout/office provides good outside room accommodation. The construction comprises a concrete floor, fibrecement sheet and batten, and concrete block external walls, plasterboard and concrete block internal wall linings, plasterboard internal ceiling linings and a galvanised steel and butanol roof. The building is appointed with an air conditioning unit. Power is connected.

CARPORT

The carport is of leanto construction off the dwelling and sleepout, and provides tidy single vehicle shelter with laundry facilities. The construction comprises a concrete floor, timber frame, and galvanised steel roof. The building is appointed with portable stainless steel laundry tub. Power is connected.

LIMITATION

This valuation report is not a structural survey. Any comments relating to the condition of improvements relate only to the superficial condition, and not structural condition. Refer to Appendix: 'Valuation Explanation' 'This report is not a structural survey' and 'Building Services'.



SITE DEVELOPMENT

The section is well established. The garden development comprises lawns, trees, shrubs and gardens. Site fencing comprises fibrecement sheet, punga post and brushwood, and a concrete block retaining wall. Vehicle access is via a stamped concrete driveway and parking area; and shared asphalt driveway. Other improvements comprise timber garden edging, concrete block outdoor fireplace, concrete paving and courtyard, fishpond and clothesline.



BASIS OF VALUE

This assessment has been undertaken in accord with the Property Institute of New Zealand Professional Practice Standards October 2009 and the International Valuation Standards 2013 which provides the following definition of market value;

"Market value is the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion."

In assessing the value of the subject property we have principally considered the Sales Comparison Approach, Net Rate Approach and Depreciated Replacement Cost Approach.

SALES COMPARISON APPROACH

This method directly compares the subject property with recently traded comparable properties. Adjustments are made to the comparable properties to reflect the differences between them and the subject property.

The following transactions are considered to be the most relevant to the subject property.

8 Ritchie Place, Havelock North



 Sale Price
 \$565,000

 Rating Valuation
 \$550,000

 Sale Date
 5 July 2013

 Land area (m²)
 1,226

 Floor area (m²)
 240

 Approximate age
 1980-89

 Bedrooms
 4

This property comprises a tidy condition two storey dwelling. The property has a double garage, inground swimming pool and average site development. The property has pleasant views and occupies a rear site with shared access.

This property is considered to have the following characteristics relative to the subject: larger living area, comparable condition, comparable quality, comparable land area, inferior site position, inferior garaging, inferior site development, advantaged by a pool, benefits from views and located close by.

46 Margaret Avenue, Havelock North



 Sale Price
 \$580,000

 Rating Valuation
 \$630,000

 Sale Date
 27 February 2013

 Land area (m²)
 1,656

 Floor area (m²)
 180

 Approximate age
 1970-79

 Bedrooms
 4

This property comprises a good condition single storey architecturally designed dwelling. The property has a double basement garage and average site development.

This property is considered to have the following characteristics relative to the subject: smaller living area, has one more bedroom, comparable condition, comparable quality, larger land area, superior garaging, lacks an outside room and more desirable location.

27 Reeve Drive, Havelock North



 Sale Price
 \$585,000

 Rating Valuation
 \$550,000

 Sale Date
 12 June 2012

 Land area (m²)
 1,349

 Floor area (m²)
 240

 Approximate age
 1970-79

 Bedrooms
 4

This property comprises a tidy condition single storey dwelling. The property has a double integral garage, inground swimming pool and average site development. The property occupies a rear site with shared access.

This property is considered to have the following characteristics relative to the subject: comparable living area, has one more bedroom, comparable condition, inferior quality, comparable land area, superior garaging, advantaged by a pool, lacks an outside room and neighbouring the subject property.



59 Palmbrook Avenue, Havelock North



Sale Price	\$592,000
Rating Valuation	\$540,000
Sale Date	3 July 2013
Land area (m²)	726
Floor area (m²)	214
Approximate age	2000-09
Bedrooms	4

This property comprises a tidy condition single storey modern family home. The property has a double integral garage and tidy site development. The property has good views and occupies a front site.

This property is considered to have the following characteristics relative to the subject: comparable living area, has one more bedroom, superior condition, comparable quality, substantially smaller land area, superior garaging, superior views and comparable but more desirable location.

85 Hikanui Drive, Havelock North



Sale Price	\$670,000
Rating Valuation	\$670,000
Sale Date	5 July 2013
Land area (m²)	1,047
Floor area (m²)	231
Approximate age	2000-09
Bedrooms	4

This property comprises a tidy condition single storey modern family home. The property has a double integral garage, spa pool and tidy site development. The property has good views and occupies a rear site with shared access.

This property is considered to have the following characteristics relative to the subject: comparable living area, comparable condition, less modern, larger land area, inferior site position, comparable garaging and superior views.

NET RATE APPROACH

This method analyses comparable sales evidence to a dollar value per square metre (net rate). These net rates are then adjusted to reflect the different characteristics between the comparable sales and the subject property. After adjustment weighted consideration is given to the evidence available to determine an appropriate net rate to apply to the subject property. This method can be applied to bare land and/or improvements.

DEPRECIATED REPLACEMENT COST APPROACH

The Depreciated Replacement Cost Approach uses a summation process to determine value. The value of the land is determined by comparison to available market evidence. The following land sales have been considered in assessing the land value:

Address	Sale Date	Sale Price	Land area
34B Iona Road, Havelock North	23 July 2012	\$140,000	1,059
55D Palmerston Road, Havelock North	13 October 2012	\$160,000	1,052
6 Te Heipora Place, Havelock North	23 April 2013	\$175,000	781
18 Te Heiporo Place, Havelock North	31 March 2013	\$197,000	631
34 Meissner Road, Havelock North	1 February 2013	\$197,500	711
11 Whittaker Place, Havelock North	1 December 2012	\$217,000	957
17 Whittaker Place, Havelock North	17 August 2012	\$219,000	948
3 Whittaker Place, Havelock North	11 March 2013	\$230,000	991
39 Tauroa Road, Havelock North	28 May 2013	\$260,000	1,113

Next the value of improvements is determined by estimating the cost to replace existing improvements, then deducting an allowance for physical depreciation, functional depreciation and market obsolescence. The value of the land plus the value of improvements are added to provide an indication of value.



SUMMARY OF METHODS

The following is a list of the indicative values under each valuation method:

Sales Comparison Approach	\$610,000
Net Rate Approach	\$625,000
Depreciated Replacement Cost Approach	\$605,000

The Sales Comparison Approach is considered the most relevant valuation method for the subject property and best reflects the application of the market. This method has been given the most weighting in our valuation assessment.



MARKET COMMENT

Following a period of rapid revaluation early in the global economic crisis, the local property market has remained relatively static with minor value fluctuations since early 2009. The local market has performed poorly relative to most areas of New Zealand since 2009.

The Reserve Bank's push to limit low 'value to loan' ratio lending, and recent interest rate rise has reduced consumer confidence, and demand pressures (particularly in the lower to lower-middle price range). Because property values appear relatively stable locally, (haven't experienced the same bullish growth as other areas of the country), we believe there is less need for any price correction, and values may remain stable but are unlikely to rise in the short term. Limits on low 'value to loan' ratio lending is likely to result in greater opportunities for those with capital and perhaps slightly higher margins for residential investors.

The majority of buyer activity remains from owner occupiers, as a result of their personal circumstance, i.e. the need or desire to relocate, upgrade or downgrade. They are generally patient and selective, aware the market is favourable for buyers. They are taking their time to fully analyse their options.

The long term value growth of the region is most likely to be affected by a combination of both affordability, and demand and supply. The Hastings, Napier and Regional councils have developed a combined strategy for urban population growth both in the short and long term. The strategy is intended to ensure that an adequate supply of land is made available for housing purposes. Successful implementation of this plan, and projected low population growth in Hawke's Bay may result in only moderate value increases across the Hawke's Bay region over the long term.

Residential sections are plentiful and prices are competitive, although have recovered slightly on recent lows, yet are still below historic highs achieved in 2007. Building construction costs are also reasonable, and down on previous highs, although costs are fluctuating. Both commercial and residential building activity is low and construction companies are competing hard for business.



VALUATION CONCLUSIONS

MARKET VALUE

As at 2 August 2013 we assess the market value of 25 Reeve Drive, Havelock North to be:

Six Hundred and Ten Thousand Dollars \$610,000	
Apportioned as follows:	
Improvements Value	\$200,000
Land Value	\$400,000
Chattels	\$10,000
Market Value	\$610,000

This valuation assessment is inclusive of GST (if any).



APPENDICES

VALUATION EXPLANATION

Scope of valuation We have undertaken a full valuation of the property, including an internal and external on site inspection of the

subject property, analysis of market evidence, analysis of market value and provision of this valuation report.

Valuer qualifications It is hereby declared that Robert (Rob) George Douglas is a Registered Valuer within the meaning of the Valuers

Act 1948; and an Associate of the New Zealand Institute of Valuers (ANZIV) and a Senior Member of the

Property Institute of New Zealand (SPINZ).

Date of valuation Property values vary from time to time. This valuation is based on available information as at the date of

valuation. No warranty can be given as to the maintenance of this value into the future. It may therefore be

necessary to review this valuation periodically.

Report for addressee only

Our responsibility in connection with this valuation report is limited to John Smith and Your Bank Ltd. We

disclaim all responsibility to any other party without reference to us.

Use of this report
This report has been prepared for mortgage lending purposes and may be relied upon for that purpose only.

Assumptions made in the preparation of the report are as expressly stated in the report or set out herein.

Terms of engagement This valuation has been undertaken in accordance with the scope of works set out in the Terms of

Engagement, and is subject to all of the Terms of Engagement unless otherwise agreed in writing.

Information sources Where it is stated in the report that information has been supplied to us by another party, or noted as

confidential, unconfirmed or under contract, this information is believed to be reliable but we cannot accept responsibility if this should prove not to be so. Where information is given without being attributed directly to another party, this information has been obtained by our search of records and examination of documents or

by enquiry from Government or other appropriate departments.

Computer Freehold Register No guarantee is given that the land is not subject to statutory rights not recorded on the relevant Computer

Freehold Register and not apparent from normal inspection of the property. We assume no responsibility in

connection with such foregoing matters.

Site survey

This report is not a land survey and we have not sighted a current survey. The valuation is made on the basis that there are no encroachments by or upon the property and this should be confirmed by a current survey.

report and/or advice from a Registered Surveyor. If any encroachments are noted by the survey report, Added

Valuation Limited should be consulted to reassess (if applicable) the value stated in this report.

Environmental or We are not experts in the detection or quantification of environmental problems and have not carried out geotechnical issues investigations on site in order to determine the suitability of ground conditions and services, nor do we

undertake environmental or geotechnical surveys. A visual site inspection has not revealed any obvious problems, except where detailed in the report (if applicable). Unless notified to the contrary, this valuation is made on the basis that these aspects are satisfactory and also that there are no actual or potential contamination or ground condition issues affecting the value or marketability of the property. Verification that the property is free from contamination and has not been affected by pollutants of any kind may be obtained from a suitably qualified environmental expert. Should subsequent investigation show that the site is

contaminated, Added Valuation Limited should be consulted to reassess (if applicable) the value(s) stated in

this report.

Detrimental registration(s) Unless otherwise stated our report is subject to there being no detrimental registration(s) affecting the land

other than those appearing on the Computer Freehold Register(s) valued in this report. Such registrations may

include Wahi Tapu registrations and Historic Places Trust registrations.

Zoning Zoning information was obtained from online records of the Hastings District Council. However, we

recommend that this zoning should be verified by the Hastings District Council.



Land Information Memorandum We have not obtained from the territorial authority a Land Information Memorandum. Our valuation has been made on the basis that such Memorandum if obtained would not have disclosed information which would have affected adversely our opinion of the market value of the property.

This report is not a structural survey

While in the course of inspection due care is taken to note building defects, no structural survey has been made and no undertaking is given about the absence of rot, termite or pest infestation, deleterious substances such as asbestos or calcium chloride or other hidden defects. We can give no guarantee as to outstanding requisitions in respect to the subject building(s). This report is prepared on the assumption that:

The building has been competently designed and built and is structurally sound and water tight.

The building does not contain any latent or patent defects that could result in the building ceasing to be water tight or the gradual decay of the building structures.

Building Services

In preparing the valuation it has been assumed hot and cold water systems, electrical systems and other devices, fittings and conveniences, as are in the building, to be in proper working order and functioning for the purpose for which they were designed.

Compliance with statute

Unless otherwise stated in our report our valuation is on the basis that the property complies with the Building Act 1991, Health and Safety in Employment Act 1992, Evacuation of Buildings Regulations 1992 and Disabled Persons Community Welfare Act 1975 or that the legislation has no significant impact on the value of the property.

Currency

All figures quoted in this report are in New Zealand Currency unless otherwise stated in the report.

Compliance statement

We confirm the following:

- To the best of our knowledge the statements of fact presented in this report are correct.
- The analysis and conclusions are limited only by the reported assumptions and conditions.
- We have no interest in the subject property being valued.
- Our fee is not contingent upon any aspect of the report.
- The Valuer has satisfied professional educational requirements.
- The Valuer has experience in the location and category of the property being valued.
- No one, except those specified in the report, has provided professional assistance in preparing the report.

Unless stated otherwise earlier in this report, we confirm the following:

- The valuation has been prepared in accordance with the PINZ/NZIV Code of Ethics, Rules of Conduct and Valuation Standards.
- The Valuer has made a personal inspection of the property.



COMPUTER REGISTER



COMPUTER FREEHOLD REGISTER UNDER LAND TRANSFER ACT 1952



Search Copy

Identifier HBJ4/470
Land Registration District Hawkes Bay
Date Issued 29 July 1982

Prior References

HBJ3/358

Estate Fee Simple

Area 1266 square metres more or less Legal Description Lot 45 Deposited Plan 17097

Proprietors

Robert George Douglas, Melanie Joy Douglas and Damien Neil Fergus

Interests

Appurtenant hereto are rights of way and rights to drain sewage and water, convey water, electric power and telephonic communications specified in Easement Certificate 410371.1 - 3.8.1982 at 12.00 pm

Subject to a right of way and a right to drain sewage and water, to convey water, electric power and telephonic communications over part marked K on DP 17097 specified in Easement Certificate 410371.1 - 3.8.1982 at 12.00 pm

The easements specified in Easement Certificate 410371.1 are subject to Section 309 (1) (a) Local Government Act 1974

8011723.3 Mortgage to Kiwibank Limited - 5.12.2008 at 1:38 pm



