

PROPERTY APPRAISAL

SAMPLE.

PREPARED FOR:

REID

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INTRODUCTION

Villa is located in Canggu. Completed in 2020, the villa sits on an individual plot of approximately 100 sqm and with an internal livable size of 100 sqm.

Currently operating as a short term stay rental property, the villa is ideally located, with walking access to cafes, restaurants, gyms, and shops, whilst only a short journey to the beach. The central location of Canggu does offer convenient access to adjacent neighbourhoods of Pererenan, Berawa and Seseh.

Unfortunately, Canggu's popularity does come with increased vehicle traffic, resulting in frequent traffic jams and unsafe foot traffic environment. Whilst the growing popularity of the location does also mean continual surrounding construction, what was a sleepy street only 24 months ago, Jl is now bustling with new and semi completed projects.

Overall, the Villa offers an incredible luxury experience in the heart of Canggu, offering a premium, well maintained asset with preserved green views.

OWNERSHIP TYPE	Leasehold
NEIGHBOURHOOD	Canggu
REGION	North Badung
PLOT SIZE (est)	1 Are (100 sqm)
BUILD SIZE	100 sqm
BEDROOMS	1 Bed +1
BATHROOMS	1 Bath
YEAR BUILT	2020
BUILD STATUS	Completed
LEASE TERM	25 years
EXTENSION	N/A
ZONING	Yellow (Residential Zoning)

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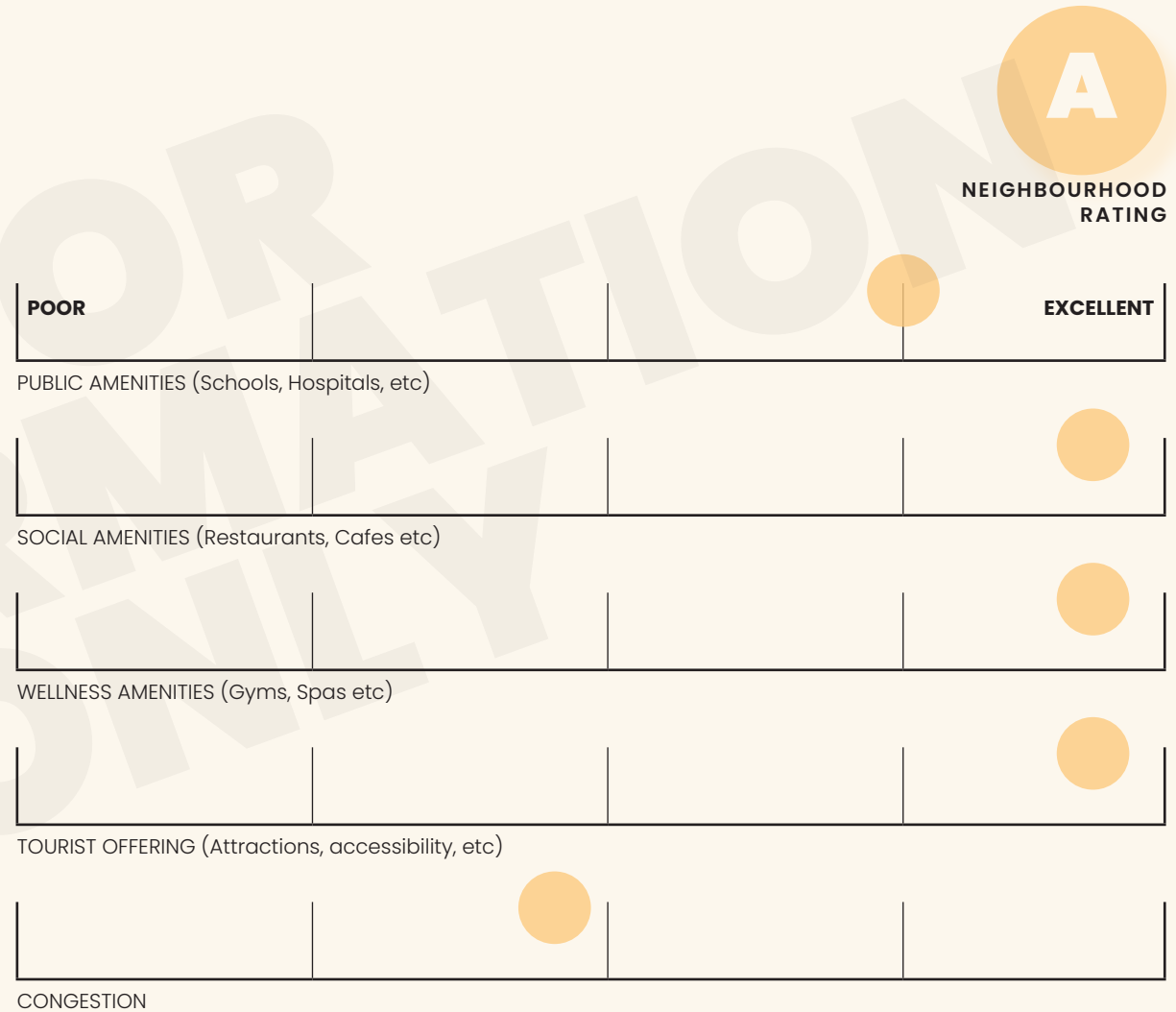
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NEIGHBOURHOOD PROFILE

Sanur provides a well balanced range of amenities, offering a variety of social, public facilities and wellness, coupled with consistent tourism to the area, for both locals and visitors. Additional to this, notable amenities coming online like the Bali International Hospital and Icon Bali Mall, boost Sanur’s prominence and provide compelling value to the region.

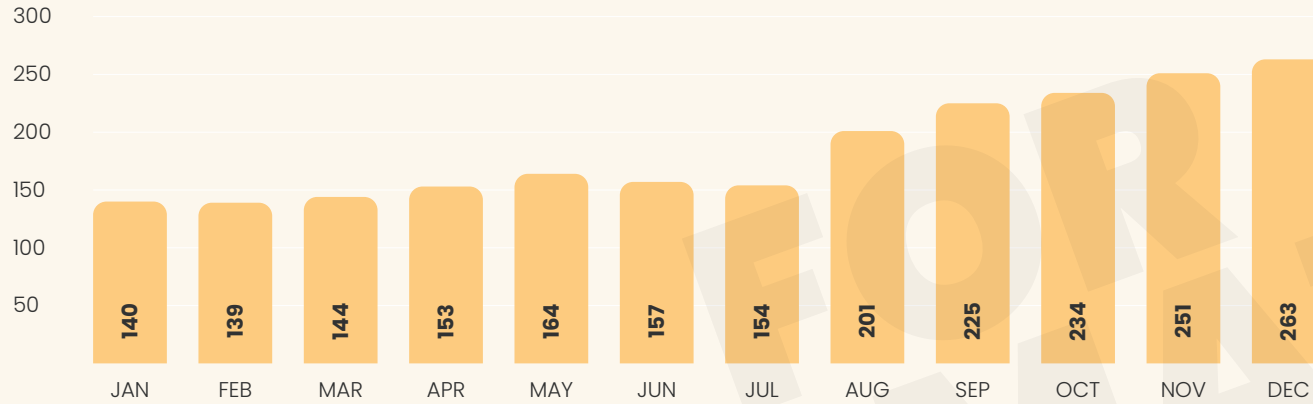
Unlike other neighborhoods of Bali, congestion within Sanur is rated significantly higher due to less traffic jams and transportation delays. Overall, Sanur is a neighborhood that is well positioned and has a lot to offer both short term and long term residents and rates highly as such, with a top of market A rating.



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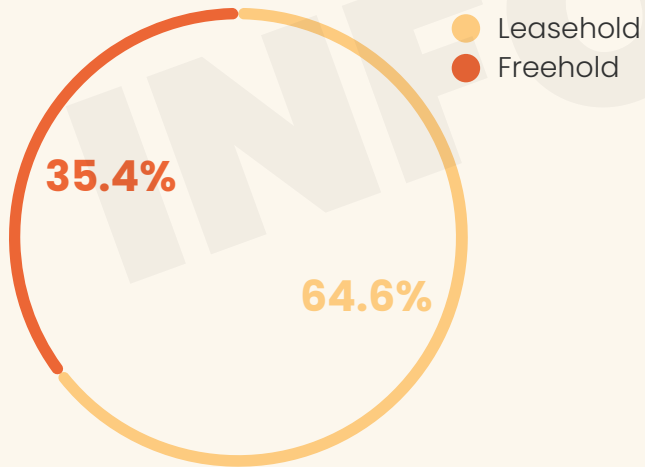
SUPPLY GROWTH



SUPPLY VOLUME

- Property supply has experienced steady supply growth over the previous 4 quarters, with an average growth of 4.7% month on month.
- Sales within Sanur experienced relatively major peaks and troughs month on month and remained flat in terms of growth across 12 months.
- The influx in new properties and variance in sales volume from July 2023 to June 2024, could be accounted for by real estate seasonality and the result of post-covid development injection.

OWNERSHIP TYPE



CLEARANCE RATE



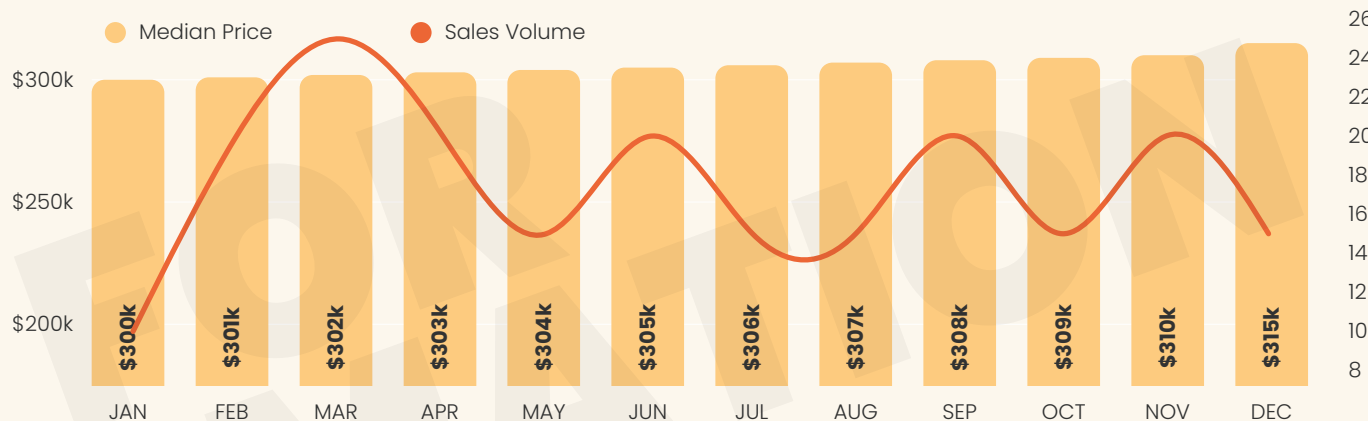
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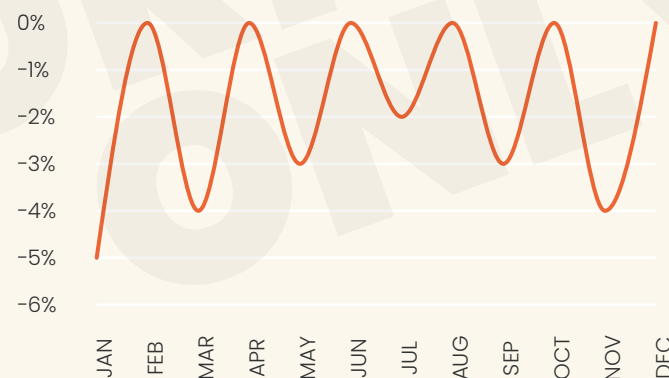
PRICING TRENDS

- Properties in Sanur, primarily sit in the \$100k - \$600k price range with over 50% of available properties placed within this price band.
- Properties below the 4 bedroom category, increase steadily, while price variances for 4+ bedrooms range considerably.
- The Sanur median listing price sits 5% above the market median listing price of \$360k.
- Interestingly the 5 & 6 bedroom categories both sit above the \$1M mark, which can be attributed to the majority of these categories being freehold assets.

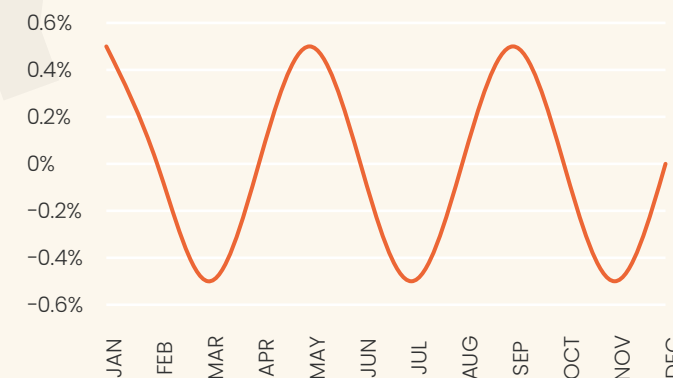
PRICE CHANGE & SALES VOLUME



DISCOUNT RATE MoM



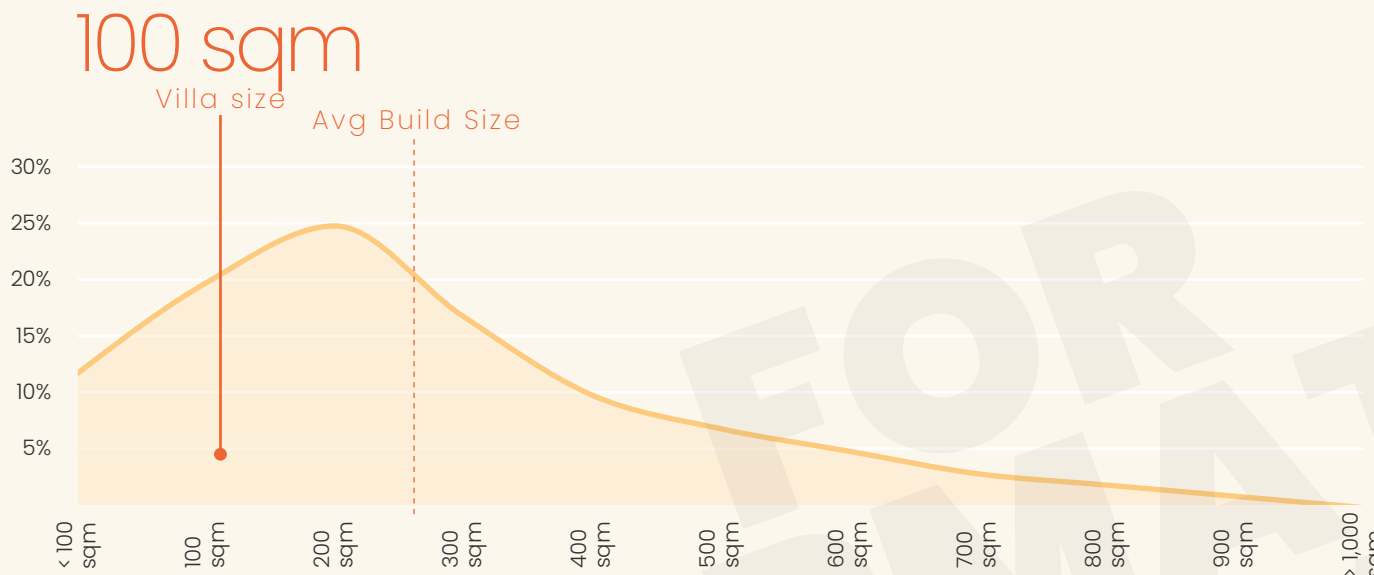
PRICE CHANGE MoM



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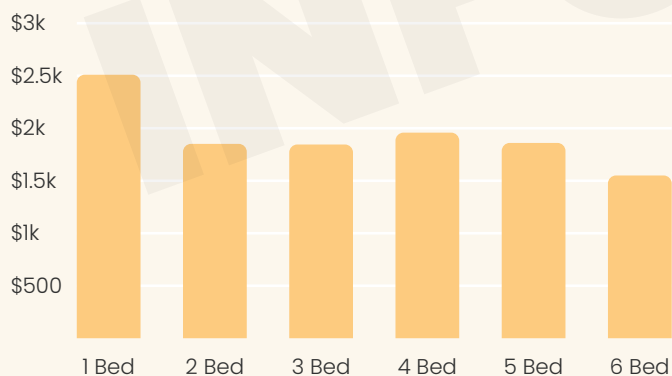
SIZE DISTRIBUTION



PROPERTY SIZING

- 57% of Sanur' properties sit between 100 - 300 sqm, whilst the median size sits at 250sqm.
- Generally speaking, properties in Sanur tend to be larger in size than the rest of the market, with the median size being 19% greater than the Bali market median.
- Sanur bedroom categories cluster between \$1,400 - \$2,400 with regards to price per sqm, suggesting a relatively even spread of value across property categories.
- Sanur' median price per sqm is 13% less than the Bali market rate, suggesting a better value for price offering.

PRICE PER YEAR BY BEDROOM



MEDIAN PRICE PER SQM

\$1,550

2 BEDROOM PRICE PER SQM

AVERAGE SIZE

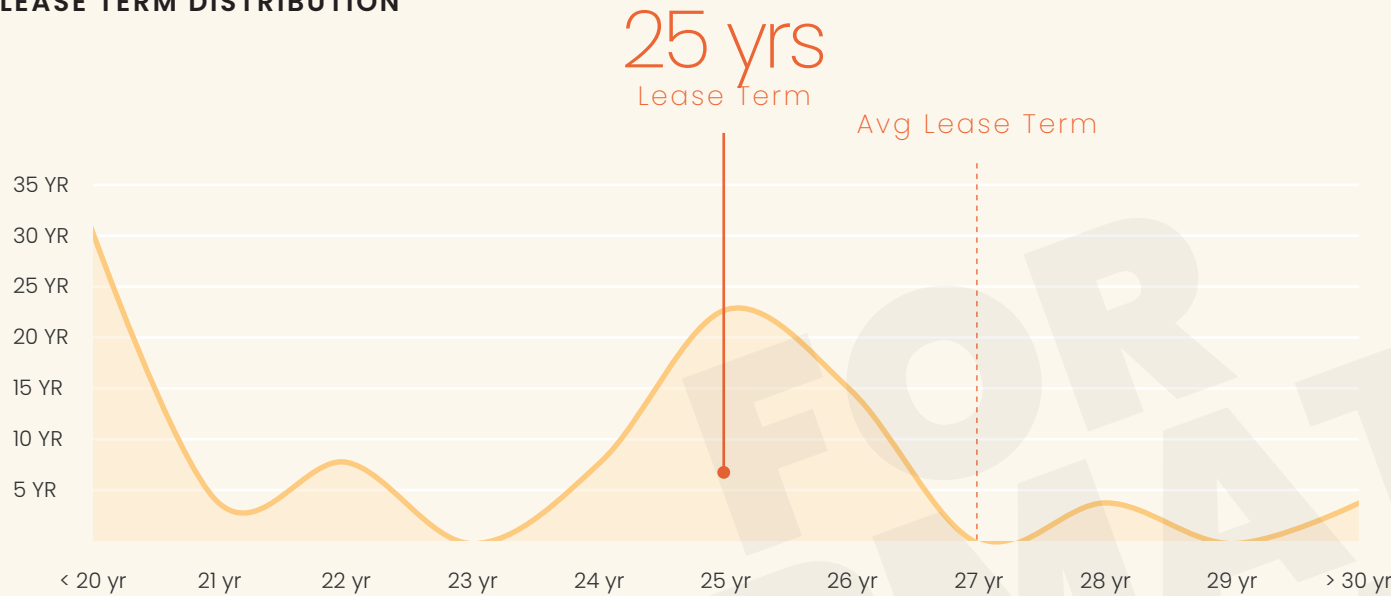
300sqm

2 BEDROOM BUILD SIZE

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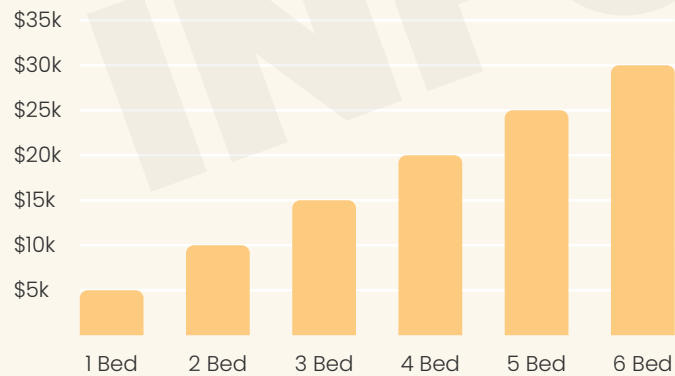
LEASE TERM DISTRIBUTION



LEASE TERM

- Similar to the price per square meter, price per year also indicates value, where naturally larger properties incur greater price per year metrics. Interestingly however, 6+ bedroom properties are significantly more expensive than all the bedroom categories per year.
- As a whole, Sanur properties are slightly more expensive per year, suggesting shorter available lease terms than the rest of the market.

PRICE PER YEAR BY BEDROOM



MEDIAN PRICE PER YEAR

\$15k

2 BEDROOM YEARLY RATE

AVERAGE LEASE TERM

27 yrs

2 BEDROOM LEASE TERM

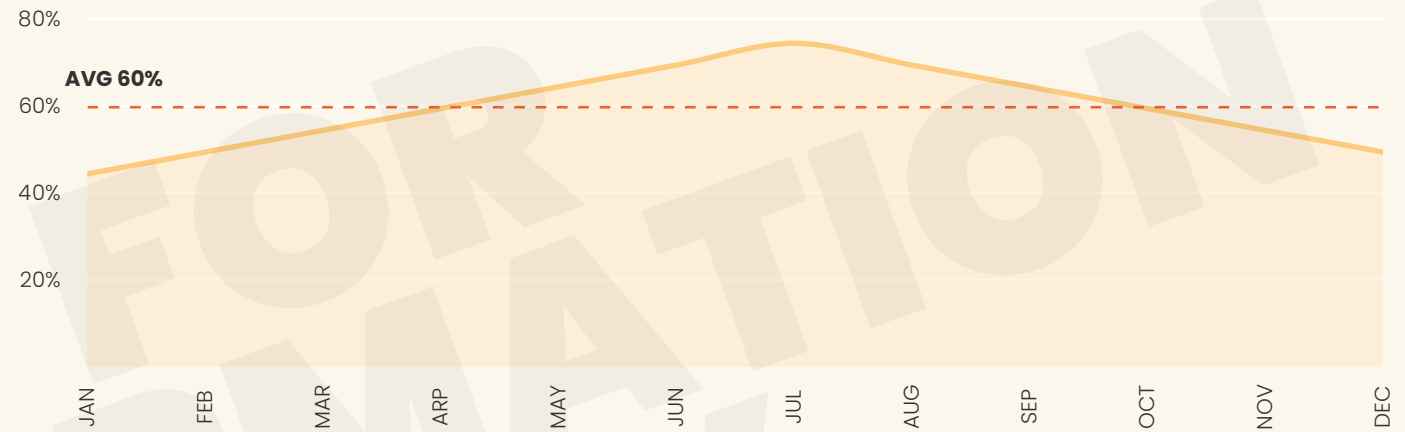
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RENTAL OCCUPANCY

- The following data tracks the minimum and maximum occupancy across bedroom categories as well as the average occupancy.
- Sanur outperforms the Bali market average occupancy by almost 10%, when coupled with a stable supply market suggests a mature rental market.
- All categories perform steadily in Sanur indicating resilient demand.

OCCUPANCY PERFORMANCE



OCCUPANCY

65%

1YR MAX OCCUPANCY

43%

1YR MIN OCCUPANCY

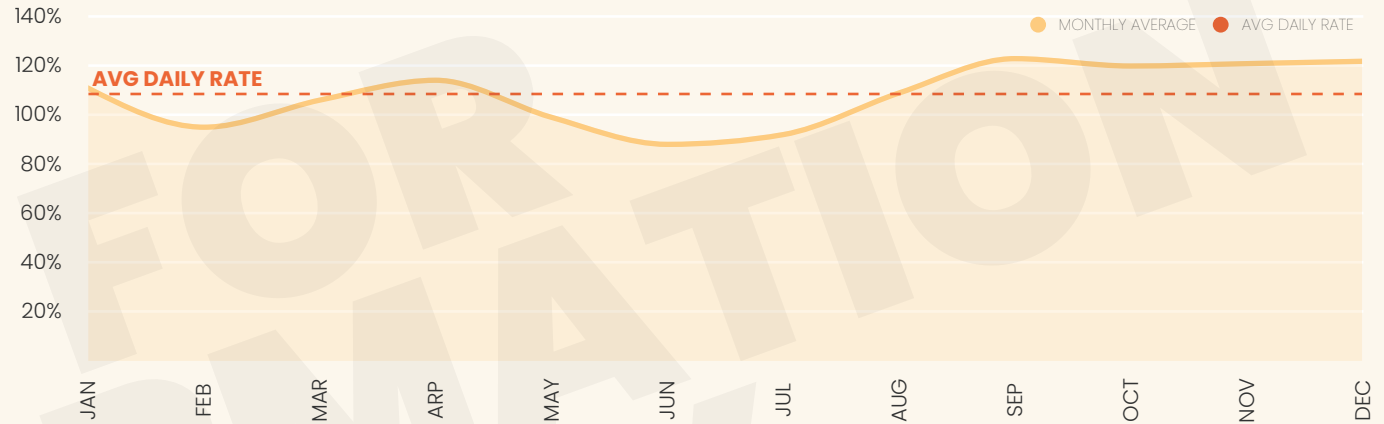
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DAILY RATES

- The 1 to 4 bedroom categories of the Sanur area performed consistently across 2024, while the 5 & 6 bedroom category varied considerably, most likely due to limited supply.
- The strength of the 2 bedroom daily rate in comparison to 1 bedroom assets may provide some insight into its dominance in the expansion of new properties.

DAILY RATE PERFORMANCE



AVERAGE DAILY RATE

\$167

1 YR MAX DAILY RATE

\$112

1 YR MIN DAILY RATE

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RECOMMENDED PRICING

Market comparable in Canggu show a median listing price of approximately \$150k for equivalent category and size. REID's appraisal value takes this into account, as well as other quantitative data and comparable properties, significantly:

- A above market lease term of 25 years
- A below market footprint of 100 sqm
- Low transaction volume & demand

As such, when utilising our blended appraisal methodology and considering all available market data, REID's appraised value of Villa is \$150,000.



\$180k

Aggressive range

\$150,000

RECOMMENDED PRICE

\$125k

Conservative range

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AVG YIELD

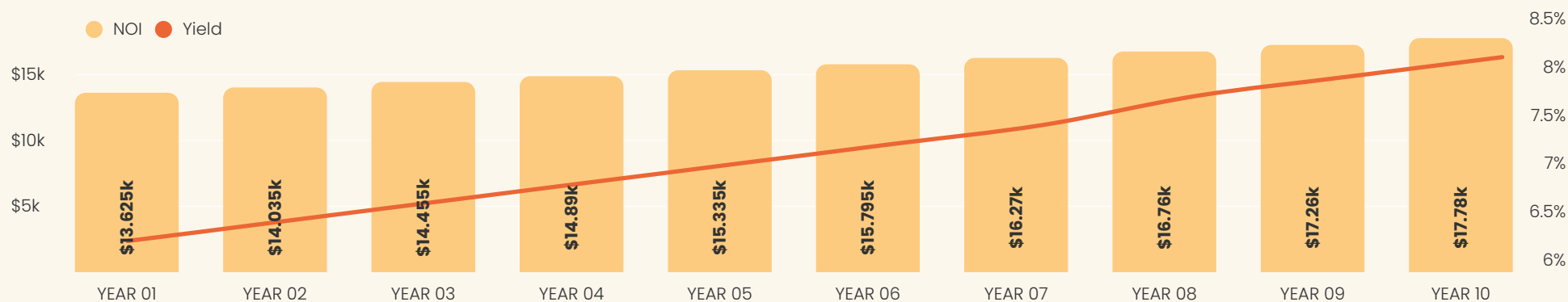
- Across the year, the average daily rate (ADR) for 1-bedroom properties in Ubud achieved \$130 with a 64% average occupancy rate.
- Utilising these market benchmarks, the potential revenue of a 1 Bedroom property is just under \$75,000.
- When taking a comparable property median value, based off property size, of \$150k, and accounting for reasonable OPEX expenditure, a potential yield of 8.9% could be expected. This does not account for tax or other company overheads.

RENTAL YIELD

Purchase Price	\$150,00
Average Daily Rate	\$130.00
Average Occupancy	63.9%
REVENUE	76,734
Operation (40%)	\$38,367
Maintenance (15%)	\$3,837
OPEX (Operational Expenses)	\$42,204
NOI (Net Operating Income)	\$34,530
AVG 10yr Yield	8.9%

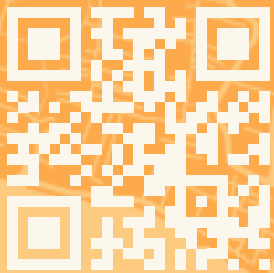
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	LAND	200 sqm	SIZE	100 sqm	PRICE	\$200,000	FF&E + OE&S	-	TOTAL PRICE	\$200,000
INPUTS	BLENDED RENT	\$130	MGMT FEE	40%	CPI	3%				
	OCCUPANCY	63.9%	OPS COST	10%	APPRECIATION	3%				
	YEAR 01	YEAR 02	YEAR 03	YEAR 04	YEAR 05	YEAR 06	YEAR 07	YEAR 08	YEAR 09	YEAR 10
REVENUE	\$ 27,252.73	\$ 28,070.31	\$ 28,912.42	\$ 29,779.79	\$ 30,673.18	\$ 31,593.38	\$ 32,541.18	\$ 33,517.41	\$ 34,522.94	\$ 35,558.62
OPEX										
MGMT FEE	\$ (10,901.09)	\$ (11,228.12)	\$ (11,564.97)	\$ (11,911.92)	\$ (12,269.27)	\$ (12,637.35)	\$ (13,016.47)	\$ (13,406.97)	\$ (13,809.17)	\$ (14,223.45)
OPS COST	\$ (2,725.27)	\$ (2,807.03)	\$ (2,891.24)	\$ (2,977.98)	\$ (3,067.32)	\$ (3,159.34)	\$ (3,254.12)	\$ (3,351.74)	\$ (3,452.29)	\$ (3,555.86)
NOI	\$ 13,626.36	\$ 14,035.15	\$ 14,456.21	\$ 14,889.89	\$ 15,336.59	\$ 15,796.69	\$ 16,270.59	\$ 16,758.71	\$ 17,261.47	\$ 17,779.31
YIELD	6.6%	6.7%	7.0%	7.2%	7.4%	7.6%	7.8%	8.1%	8.3%	8.5%



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