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From the President's Desk



Welcome to the last SA Valuer edition for 2018.

It has certainly been a big year not just for the SAIV but also for the country. In terms of the SAIV, we have embarked on many changes this year.

Our first venture into social media in March this year, has proven an unqualified success and has resulted in many people getting in contact with us on LinkedIn, Facebook and Twitter, enquiring about joining our organization and also complimenting us on our seminars and sharing our content with their contacts. This is wonderful news and certainly gave us at Natex comfort in our decision especially with the naysayers predicting failure and negativity.

Our social media platforms have grown substantially over the past year with our focus on knowledge-sharing and engagement with Members, Industry Stakeholders as well as potential members including students:

Twitter – 250 followers

Facebook – 499 followers

LinkedIn – 103 followers

We had our new General Manager, Lerato Pooe starting in June and she has certainly proved her worth in the few short months she has been with us. Lerato has established good working relationships with various organisations especially with SACPVP. She has, in addition perfected our processes and has been instrumental in working with me on the changing of the branding of the SAIV. Lerato, your dedication and commitment to our organization is amazing and I am so grateful that we have you guiding our organisation into the future.

Thank you to Natex for your support and encouragement of both Lerato and myself and being brave enough to adopt the changes that have taken the organization to the next level.

To all our members, thank you for your ongoing support and positive comments and suggestions. I wish you all a wonderful festive season and a peaceful New Year. Rest well and stay safe and recharge yourselves for an exciting 2019.

Tracey

From the GM's Office



After nearly 110 years of existence we are proud to announce the launch of our new logo!
I hope you will all share in my excitement!



The SAIV has for many years been dedicated to serving public interest by advancing high standards for our members. The new logo has brought new life and a modern-day appeal to a brand always looking to grow while staying true to our history. This new design focuses on making the logo more recognisable to the brand and making it more identifiable to a younger generation in a modern and sophisticated manner. Appealing to a younger market is a key focus area for our National Executive.

Not to worry. The crest isn't going anywhere!

The SAIV crest is a lasting symbol attesting to the long and impressive history of our Institute. The Crest will continue to be utilized on all symbolic elements such as our membership certificates, the SAIV President's chain as well as on all official documentation.

We are in the process of updating all material, some of which you will have already started seeing in line with the rebranding. We hope you love and appreciate this new SAIV look!

As the year draws to a close, I'd like to wish you all a safe and restful December break.

Stay safe and see you in 2019!

Lerato

Trevor Richardson receives SAIV Life Award



“The Life Award is the highest accolade that the South African Institute of Valuers (SAIV) can bestow upon a member and it is my honour and privilege to bestow a Life Award to the most deserving person, Trevor Richardson,” this is what SAIV President, Tracey Myers had to say at the KZN Branch Country Seminar.

Tracey states that Trevor has shown such passion, commitment and sacrifice for the Institute over the past 15 years served on the branch executive and his 10 years on Natex.

“As a Past President from 2012 to 2014 and the first President I had the honour of serving under, you certainly set the standard for me and I will always strive to meet the bar that you set,” she continued. Trevor’s ethics, kindness and ability to get to the heart of any problem and provide workable solutions is incredible. He has the amazing ability to listen and hear what everybody has to say, consider their point and then summarise the input without offending the participant. His comments are always relevant and insightful.

In the many years of his involvement in the profession, Trevor has acquired a multitude of qualifications and experience. He has also been a member of the following organisations:

- Fellow of the SA Institute of Valuers
- Association of South African Quantity Surveyors
- South African Council for Quantity Surveyors
- South African Council for the Property Valuers Profession
- Royal Institution of Chartered Surveyors
- South African Property Owners Association

In addition, Trevor has spent 18 years in the Property Management and Valuations industry and has 20 years Quantity Surveying experience. He founded his own company, ACRES in 2007 and has contributed materially to the maintenance of valuation and quantity surveying standards across South Africa with lectureships at University of KwaZulu-Natal (UKZN) and South African Property Owners Association (SAPOA).

Trevor was also an advisor to the Honourable MEC regarding the implementation of the Municipal Property Rates Act and is considered an expert witness in the High Court regarding valuation and quantity surveying matters.

“Trevor, thank you for all that you have done for the Institute over the many years and this award just goes a small way to acknowledge your efforts,” concluded Tracey Myers.



CBE Bulletin October and November 2018



The Council for the Built Environment (CBE) October and November publications have been included in this issue of SA Valuer. The feature article in the October bulletin is an exciting-overwhelming glimpse of the shape of things to come in the near future in the built environment. Stakeholders will be keen to keep updated on the progress of the exemption application on Identification of Work. The South African Council for the Architectural Profession (SACAP) spreads the gospel on utilising architectural professionals registered with the body.

Articles in the November issue include the following

- Maximizing Information Technology
- Research Body Launched
- Construction Industry Conversations
- SACPCMP Registration
- Out-And-About

[Read the full CBE October Newsletter](#)

[Read the full CBE November Newsletter](#)

Farming and land take centre stage at the Central Branch Agri-Seminar



The SAIV Central Branch Agri-Seminar was held at the A Lodge at Bloem on the 11th and 12th October 2018. Thys Beukes, SAIV Central Branch Chairman kicked off proceedings by delivering a welcome address shortly before the first presenter, Vernon Blair from the Department of Water and Sanitation delivered his presentation on 'Water use Authorisation-National Water Act 36 of 1998'. Presenting next was Malcolm Procter from the Department of Agriculture, Forestry and Fisheries, who discussed 'The Cost of Veldfires'.



Executive Director at Agri Land Group, Lyndon Storer discussed 'Agri Commercial Land-what is it, and how do we value it'. Central Branch Chairman, Thys Beukes took to the podium once again and delivered a presentation on 'Valuation of Processing Facilities (Pecans, Raisins and Abattoirs)'. Dean Ward, a Professional Valuer from Cape Town gave a presentation on 'The effect of China on Africa'. Dean told seminar attendees that "agriculture is a vital industry in China, employing over 300 million farmers, with agricultural workers standing at a staggering 425 million". Thys Beukes hosted a 'Talk on Agricultural Market Trends' to cap off a successful first day.

Proceedings on the second day got off to a great start with a presentation by Windeed's Elizmari Voges who discussed 'Windeed Utilities'. The final speaker at the SAIV Central Branch Seminar was Bulelwa Mabasa, a director at Werkmans Attorneys and a member of President Cyril Ramaphosa's 10-person land reform advisory panel. Bulelwa gave a presentation on 'Expropriation without compensation' which was followed by a very engaged question and answer session.



KZN Country Seminar well attended in Howick



The KwaZulu-Natal branch hosted their country seminar on Thursday 25 October at Fernhill Hotel, in Howick. It took off on a great start with SAIV KZN Branch Chairman, Patrick O'Connell delivering the opening address. Jason Goodison, Partner at Cox Yeats gave a presentation on 'Expropriation without Compensation', which was followed by a panel discussion on the same topic.



Peter Gilmour, Project Manager in the eThekweni Municipality Economic Development & Investment Unit, gave a presentation on 'Catalytic Developments in eThekweni'. Ashok Hirjee from ABSA Commercial Property Finance discussed 'Property Finance'. Ashok stated that "development experience is essential, as is the strength of the jockey, when it comes to developments".

Director and Project Manager at Mills Fitchet, Stephen de Klerk gave a presentation on 'Property Development Feasibility Models'. In his presentation, Stephen stated "there is a responsibility on the developer of a sectional title scheme to maintain the attractiveness of the development as long as he is still invested in the development.

In attendance was the General Manager, Lerato Poee who gave her introductory address and got to meet and interact with the KZN Branch members. The President also attended and awarded Life Membership to Trevor Richardson (See detailed article here [Trevor Richardson receives SAIV Life Award](#)).

It was a very special day for the branch, as on the day 18 recipients of their Mentorship Programme received their mentorship confirmation letters. The branch executives represented by Di de Wet, Trevor Richardson, Patrick O'Connell, Clinton Peter and Graham Allan have embarked on an initiative where they will be acting as mentors for these Property Valuation students for a period of two (2) years or until the

students have attained Professional status with the South African Council for the Property Valuers Profession (SACPVP). This is an initiative for which they are to be commended and applauded!

It is hoped that this remarkable initiative will be rolled out to the other branches in the near future.

Patrick O'Connell once again took to the stage where he delivered the closing address.



Interactive Southern Branch 2018 Country Seminar hosted at Spier Wine Farm



The Southern Branch 2018 Country Seminar was held at Spier Wine Farm on Friday 19th October. With a great speaker line-up announced before the event, the seminar lived up to the high expectation.

The first speaker to deliver his presentation was Peter Ahmad, the City of Cape Town's Manager of City Growth Management who discussed 'A New Era for Spatial Planning and Investment Targeting in Cape Town'. Peter stated that in an ever-changing economy, property values are never static and therefore a valuer has to continuously research economic trends, because they often have to predict future trends, to make a valuation. Presenting 'Expropriation and the Consequences of no Compensation' was Alan Levy Attorneys Director and Head of Litigation, Mark Millner. His presentation touched on this hot topic and gave insight from a legal perspective.



Peter Ahmad



Mark Millner

Val de Vie Construction Managing Director, Renier Swart's presentation was about Val de Vie lifestyle estate's case study. Arthur Case, CEO of Evergreen Retirement Holdings' presentation discussed 'A New Generation of Retirees: An in-depth Look at the Model Behind Amdec's Evergreen Lifestyle Retirement Villages. Valuer in Private Practice, Jonathan Levinson's presentation discussed 'Values Acting as Experts in the UK. Jonathan stated that the first recorded cases of an expert witness in an English case was Folkestone vs Chadd in 1782 where a civil engineer was called to assist the court as to the cause for the silting up of Wells Harbour.



Arthur Case



Renier Swart



Jonathan Levinson

Alison Channing, representing PJ Carew discussed Sustainable (Green Rated) Building Practices. De Leeuw Group's Steven Wright presented 'The valuation of developments 'on completion' with an emphasis on financing and risk/reward'. The seminar was brought to a close with a presentation by SAIV President, Tracey Myers.



Alison Channing



Steven Wright



Reminder!
Submit your CET points to the SACPVP

Click here to visit SACPVP website

2018 Northern Branch MPRA Seminar a major success



The 2018 Northern Branch MPRA Seminar was held on the 2nd November at the Bytes Conference Centre, Midrand. The list of distinguished speakers included individuals from the banking sector, the legal profession, private practice and government.



First to take to the podium was Nedbank Economist, Busisiwe Radebe who discussed the South African economy and provided insight into recent developments including Finance Minister Tito Mboweni's Mid-Term Budget Speech, current unemployment levels and future growth trajectory. Recently elected South African Council for the Property Valuers Profession (SACPVP) Vice President, Roshinee Naidoo gave a presentation on 'Building Capacity of scarce skill in the MPRA Space'. The roof of the auditorium was nearly lifted as attendees welcomed Roshinee's announcement stating that the Valuation Profession is the 10th profession to be placed on the PIVOTAL List.



Advocate in Private Practice, Allen Liversage discussed 'Legal Locus Standi'. Adv. Liversage engaged with attendees and gave them case studies on matters directly linked to the valuation profession brought before the court of law. Dirk Coetzee, a Valuer in Private Practice and a member of the SAIV for over 40 years, discussed the 'Objection Process'. Dirk's presentation gave attendees insightful knowledge on property value objections and ensuring guidelines are adhered to. Head of Valuations at FNB Commercial Property Finance and NATEX member, Malusi Mthuli gave a presentation on 'Municipal Rates'. Malusi's presentation was well received by attendees who took advantage of his presence by posing numerous questions. SAIV General Manager, Lerato Pooe brought proceedings to an end when she delivered her closing remarks and discussed the business of the SAIV.



Insightful half day seminar hosted by the Eastern Cape Branch



The SAIV Eastern Cape 2018 Breakfast Seminar was held on the 25th October at the Buffalo Club, East London. To get proceedings underway, Eastern Cape Branch Chairman, Penny Lindstrom gave the opening address. This was followed by a presentation from Geo-Spatial Solutions' Carel Olivier who discussed 'Data Management tools for Mass Valuations'. South African Council for the Property Valuers Profession (SACPVP)'s Clyde Lawrence gave a presentation on 'Changes and Updates at the Council'.

The second session was kicked off with a presentation by Buffalo City Metropolitan Municipality GTAC Technical Advisor, Andrew Murray who discussed 'MGDS – Baseline and Priorities'. In his presentation to attendees, Andrew said "over the last 20 years urban population has grown from 56% to 66% and by 2050, 80% of South Africa's population will be urban.

The final presentation was delivered by the Department of Rural Development and Agrarian Reform's Leon Coetzee who discussed 'Unique Characteristics of Farm Resources Influencing Value'. This insightful half day seminar officially came to a close after a general discussion amongst attendees.



SAIV hosted by SAIBPP Wits Student Chapter



On the 25th September, The South African Institute of Valuers, hosted by the South African Institute of Black Property Practitioners (SAIBPP) Wits Student Chapter, held an information session at Wits University to create interest amongst students about career opportunities that exist in the Valuation profession.

The session focused on information learning and interaction engagement between the industry professionals and the construction and property students who were present.

Prospective graduates were given industry insight and encouraged to be active participants in order to become the next wave of game players in the country's property industry.

The dynamics of the speakers and their career backgrounds emphasized the vast field of opportunities within the sector that one can venture into. This allowed questions to be posed that dealt with the experience of being a Valuer from an employee and entrepreneurial perspective. The discussion ranged from the requirements to register as Valuer to the valuation profession being recognised as a scarce skill.

What really stood out was the dire need for more entrants into the market. Students sometimes take for granted how in demand graduates with valuation qualifications and skills are in the industry.

In her opening address, SAIV General Manager, Lerato Pooe, highlighted the urgent call for graduates to enter the market as it is a profession that has historically battled with broad representation and participation of women and black people. Professional Valuer, Pelo Maamogwa, in her presentation, went on to share the shocking statistics of the current underrepresentation of blacks and females in the industry and reiterated that "Valuations is a dying profession".

SAIV currently runs student-orientated programmes that aim to address the root cause of low (less than 10%) black participation in the South African commercial property sector, such as the bursary programme and the upcoming first student workshop set to take place in the New Year.

The session was knowledge-packed and very much needed as many of the facts presented by the speakers came as a shock to everyone in the room. It is critical that the sector drives programs and initiatives to ensure the advancement of young people in the built environment as a means of encouraging and maintaining a continuous flow in the pipeline. A special thanks to the SAIV for the wonderful visit and I hope that the organization will continue being an engine that facilitates dialogue between students and the industry.

Matlali Matsoso

Chairperson - SAIBPP Student Chapter

Employment Opportunities

Click here

SACPVP Appoints Disciplinary Tribunal



The South African Council for the Property Valuers Profession (SACPVP) appointed a disciplinary tribunal to conduct a disciplinary hearing in terms of section 32 of the Property Valuers Profession Act (Act nr. 47 of 2000).

This tribunal is active and has already had 3 hearings on 1 November 2017, 2 November 2017 and 23 January 2018 and 3 valuers were found guilty of misconduct.

The outcome of these cases was gazetted on 13 July 2018 with board notice 90 of 2018. Please follow the link below to read the outcome of these cases:

[Download Tribunal \(SACPVP Pdf\)](#)

The South African Institute of Valuers supports the disciplinary tribunal and urges all its members to take note of its existence and functioning. This tribunal gives sustenance to sections 33(3) and (5) of the said act whereby valuers will be held responsible for misconduct and contravening the governing policies of the profession.

Are gaslighters getting your goat



Up until a few weeks ago I was blissfully unaware of the meaning of the term 'Gaslighter'. This state is quite contrary to the norm actually, as I feel that I am mostly au fait with the English language. When, by chance, I came across the word in an overseas article, I felt momentarily slighted thinking that it meant 'some sort of lamp utilising gas to illuminate the surroundings'.

A Gaslighter, I learnt, is in fact an individual who bullies and manipulates a targeted individual or a targeted group of individuals. He sows a seed of doubt in others, who start questioning themselves or their abilities. He is overly confident and manages to railroad ideas through by blatantly lying, misdirecting ideas, and issuing vehement denials. This conduct happens over a period of time and, in between, a Gaslighter will also praise others so as not to seem overtly disingenuous. Many people only realise that they have been subjected to this type of personality once they have become completely eroded.

In the Community Schemes environment, I have come across too many Gaslighters ("GL's") to mention, both male and female. You have Trustee GL's, disenfranchised Owner GL's, Owners with no interest in leading, but every intention of criticising-the-system GL's. They tend to try to manipulate others into interpreting the Law their own way, inevitably for their own agendas, and notably become terribly vindictive when others disagree with them. They surround themselves with a merry band of sycophantic followers and utilise power in different ways. Thus, when they manifest in the form of Trustees, they will use their position to lay down the Law and will issue out "keyboard warrior" type letters through the Managing Agents, remaining faceless and protected. A recent example I can cite goes as follows: The Trustees in a complex made a rule to say that, prior to a prospective purchaser taking transfer, and prior to that Seller receiving a clearance certificate, the Trustees would need to interview the purchaser. I mean, really? An interview? This type of clause would never be allowed in a set of rules checked by the Community Schemes Ombud Service. The Trustees in this case persuaded the owners that this clause was allowed, and even lied to them by telling them that they checked it with the Ombud Service. They clearly exceeded their powers, and could never be allowed to hold a buyer and seller to ransom in this manner. In the true style of a GL, they justified their stance by ignoring legal opinions and insisting, in writing, that they were acting in the best interests of the Body Corporate. All through the Managing Agent, of course.

Disenfranchised owners are generally the worst GL's, in my view. They held positions as Trustees at one stage or another. I met one the other day who told me in no uncertain terms that he singlehandedly ran the Body Corporate for twenty-seven successful years. When he was finally ousted by a younger more dynamic Chairman, he spent his days plotting and planning, waiting for

the right moment to launch regular attacks on the incumbent committee. This owner needs to cast doubt on the performance of the newcomers in order to lift himself up in the eyes of the members of the Body Corporate who made the mistake of voting him out.

Owners who want nothing to do with extra work at no pay, but who enjoy criticising Trustees fall into the category of GL's too. They appear to have time to write long, detailed letters to the committee pointing out that committee's shortcomings. The letters get copied to owners for good measure. Take the example of an owner who happened to be an Advocate. He constantly reminded the Chairman that he was a busy man, and had no spare time to contribute to the complex, nor the inclination to take on any fiduciary responsibilities. Nonetheless, what became apparent was the fact that he spent hours compiling bundles of documents setting out how the Body Corporate passed special resolutions incorrectly and has erred in their treatment of an employee in terms of Labour Law regulations. He flew just far enough under the radar to avoid defamation proceedings, however, every owner in the 151-unit complex received the bundles whether they liked it or not. His confidence and threats to take Trustees to the High Court intimidated everyone in the scheme, bar one Polish gentleman who with one magnificent punch, knocked the wind out of the GL Advocate at a special general meeting. It is said that he has since moved to the KwaZulu-Natal South Coast.

Of course, one cannot go around punching owners in one's scheme. There are alternative ways of dealing with difficult, obstructive individuals. Alliances need to be formed with like minded people, knowledge of the Law is imperative. Nobody can pull the wool over your eyes if you can apply the Law to the facts. Being prepared prior to going up against a GL is crucial. If you are anxious going into a meeting, write down what you want to say and read it out. Just as in any relationship, setting boundaries will be the best strategy for anyone faced with a pushy, petulant person. As they say, you teach people how to treat you, so do not be the victim of a GL in your own haven.

Marina Constas

Interesting Articles



We have come across a number of interesting industry related articles that may be of interest to SAIV Members. These articles include Top court's ruling restores rights of landholders violated by mining giants; Messy vote on expropriation approaches; Grond-hervorming: R0,00 vir sekere eiendom van staat; and 10 questions about expropriation without compensation answered.

Top court's ruling restores rights of landholders violated by mining giants

The Lesetlheng community's victory against mining interests signals a start to the recognition of land rights of which SA's oppressed people had been deprived for generations.

[Read More](#)

10 questions about expropriation without compensation answered

On Thursday the Joint Constitutional Review Committee adopted a recommendation that the Constitution should be amended to allow for expropriation without compensation. News24 tries to answer some questions which might arise from this development.

[Read More](#)