



## **THE BOOK**

**ISBN: 978-0-620-58948-2**

**Book size: A4**

**Cover: Soft cover**

**Pages: 442**

**Pages with colour: 250**

**Font: Tahoma 10 (Mostly)**

**Number of words: 149 000**

**Exhibits: 550**

### **INTRODUCTORY OFFER:**

Price: R500 plus postage

Normal postage – R50 per book

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## **BOOK OUTLAY**

The book has a concise table of contents, listing the chapters and attachments.

The book has also a comprehensive table of contents to make finding a subject easy.

The exhibits (tables, figures and pictures) are numbered according to the chapters.

The book has a background section followed by what influence the value of a farm and then a section on valuation methodology.

The valuation of grazing and game farms is discussed separately, as is the valuation of cultivated land.

Irrigation water and its legality are very important and two chapters are dedicated to this subject and valuation of irrigation land and water entitlement.

The different commercial permanent / perennial crops are discussed separately in terms of suited areas, soil & water requirements, value curves and what adds value.

More than one section is allocated to improvements and their valuation.

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## **The book “Farm Valuations in Practice” in a nut shell**

The valuation industry has a huge responsibility in determining realistic values for properties. In the context of this book it means realistic valuations in the agricultural industries. It is a challenge to be realistic in a sector where the stakeholders have different expectations of the outcome of a valuation.

Knowledge is seen as creating power and it is no different with valuations in the agricultural industry. This book gives a background to farm valuations and analyses what determines a farm's value in general, in a specific area and on a specific farm. In doing so, it explains how natural resources (the DNA of a farm), influence the value of a farm.

Natural veld, permanent established pastures and game farms are valued differently and are discussed separately in this book. It also acknowledges that the values are not in direct correlation to potential and that perception plays a role in the price paid for a farm.

The influences of soil types, soil health and soil potential on the value of dryland, irrigation land and in permanent crops are explained.

The book offers the valuer information on what to take into consideration when valuing different permanent crops (orchards, plantations, etc.) and give insight in the production of the major permanent crops. It also points out that the establishing cost is not the value of an orchard.

Water, as one of the natural resources, plays a major role in the value of a farm. The lawfulness of water use is explained as well as the correct way to value water entitlement and irrigation. The valuation of water and irrigation is probably the most misunderstood issue in farm valuations.

Improvements, which are always a controversial subject in terms of their value, are put into perspective. Guidance is given on how to value normal and specialised farm improvements. The application of construction guidelines are explained and also how to apply different types of depreciation to arrive at the contributory value of farm improvements.

This book is not meant to be a theoretical document, but rather to be a handbook for the farm valuer. It is a source of information when doing farm valuations, especially if the valuer is not an expert in that field. The experienced valuer, however, can also use it as a checklist to ensure that all aspects have been considered and treated correctly. It is an attempt to give something back of 50 years' experience in agriculture and in farm valuations, hence the title: **Farm Valuations in Practice.**

## **ORDERING THE BOOK**

The book can be ordered direct from the author in Jeffreys Bay ([pinep@mweb.co.za](mailto:pinep@mweb.co.za)). The normal price of the book will settle later this year at R550 to R600 per book, but as an introductory offer for the current 300 printed it is offered at R500 per book plus postage. All books ordered for mailing/courier will be sent soon after receiving the order and payment. If it is requested the book will be signed.

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