



AFRICA ESTATE PROPERTIES

We Make It Happen

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FARM SALE: SELLER QUESTIONNAIRE

For owners considering the sale of their farm

Thank you for considering Africa Estate to market your farm. This questionnaire helps us understand your property properly before marketing begins.

We need the farm name and farm number (section 1) first, as this allows us to check the Deeds Registry and prepare a market value opinion.

It is perfectly fine if you do not have all the information. Simply complete what you can; we will go through the rest together during our call or visit.

1. FARM NAME AND FARM NUMBER (NEEDED FOR VALUATION)

Farm name	
Farm number(s) and portion(s)	
Registration division (e.g. Carnarvon RD)	
Total extent (hectares)	
District and municipality	

2. OWNER AND CONTACT DETAILS

Full name of contact person	
Cell number and email address	
Registered owner(s) per the title deed	
Owner type	☐ Individual ☐ Estate ☐ Trust ☐ Company/CC ☐ Other
Who must sign the mandate and sale agreement?	
Marital status and matrimonial property regime (if applicable)	
Is there a bond over the farm? With which bank?	

3. LOCATION AND ACCESS

Distance to the nearest town (km)	
Road to the farm	☐ Tar ☐ Gravel Condition:
GPS coordinates of the homestead	
Cellphone signal and internet	

4. VELD AND GRAZING

Veld type and current condition	
Carrying capacity (ha per small-stock or large-stock unit)	
Number of camps	
Fencing: type and condition (incl. jackal- or game-proof)	
Arable or irrigated land (ha), if any	

5. WATER

Number of boreholes and how they are equipped (wind, solar, Eskom)	
Springs, dams and reservoirs	
Water rights or registrations, if any	
Water quality and reliability during droughts	

6. IMPROVEMENTS

Main house: size, bedrooms, bathrooms, condition	
Other dwellings (manager, workers, guests)	
Shearing shed, stores, workshop, garages	
Kraals, handling facilities and loading ramp	
Power source	☐ Eskom ☐ Solar ☐ Generator ☐ Other

7. CURRENT USE AND INCLUSIONS

What farming operation is currently run?	
Current livestock numbers (type and number)	
Are livestock, equipment or furniture included?	☐ Yes ☐ No ☐ Negotiable
Do employees or other people live on the farm?	

8. LEGAL AND OTHER MATTERS

Leases (grazing, hunting, wind or solar)	
Servitudes (roads, power lines, pipelines)	
Land claims, expropriation notices or disputes	
Mineral or prospecting rights	
Restrictions such as the SKA astronomy area or protected areas	
Is another agent or mandate currently in place?	

9. PRICE AND TIMELINE

Price expectation	
Desired timeline for the sale	
Sale preference	☐ As a whole ☐ Portions separately ☐ Open to both
When may we visit the farm for photographs?	

10. DOCUMENTS (PLEASE SEND IF AVAILABLE)

☐ Copy of the title deed
☐ Surveyor-General diagram (SG diagram) of the farm
☐ Farm map showing camps and water points
☐ Photographs of the homestead, veld and water
☐ Water rights or registration certificates
☐ Existing lease or servitude agreements
☐ FICA: ID of owner(s) and proof of address (plus registration documents for a trust or company)
☐ List of inclusions (livestock, equipment, furniture)

WHAT HAPPENS NEXT

- 1. Conversation:** we go through the questionnaire together and answer your questions.
- 2. Farm visit:** we visit the farm and take photographs and drone footage.
- 3. Market value opinion:** based on recent sales of comparable farms in the area.
- 4. Mandate:** the terms, commission and duration are agreed upfront and put in writing.
- 5. Marketing:** listings on our website, Property24 and our buyer database.
- 6. Feedback:** you receive regular feedback on enquiries and viewings.

All information in this questionnaire is treated as confidential and used only for the marketing and valuation of your farm.

Completed by	
Date	

Please send the completed questionnaire to louise@africaestate.co.za or call 072 137 0897