

Pre-disbursement Condition	Medium Business Regional Managers				Medium Business Consultants				Medium Business # of responses 4				Large Business Consultants				Large Business # of responses 1				Valuations National Manager				Valuations Regional Manager				Valuations Consultant				Valuations # of responses 5				Affordable Housing Consultants				Affordable Housing # of responses 2				Or												
	HRH	MED	LOW	COMMENTS	HRH	MED	LOW	COMMENTS	HRH	%	MED	%	LOW	%	HRH	MED	LOW	COMMENTS	HRH	%	MED	%	LOW	%	HRH	MED	LOW	COMMENTS	HRH	%	MED	%	LOW	%	HRH	MED	LOW	COMMENTS	HRH	%	MED	%	LOW	%													
5.3 Approval of the building plans is a formality and will not be unduly delayed	2				1	1		Speculative	0	0%	3	75%	1	25%	HRH	1			0	0%	1	100%	0	0%	1				2				See above	1	1	1	5.1 & 5.2 are more important	3	60%	1	20%	1	20%	2				0	0%	2	100%	0	0%				
5.4 Prior to the pouring of concrete, that the foundations are correctly positioned, do not encroach on any other property/building line and the adjacent	2				2				4	100%	0	0%	0	0%	1				1	100%	0	0%	0	0%	1				2				2				5	100%	0	0%	0	0%	2				0	0%	2	100%	0	0%					
6 PRE-SALES																																																									
6.1 A schedule of selling prices approved by the Bank, net of Val, estate agent's commission, and transfer fees for release purposes	1	1			1	1			2	50%	0	0%	2	50%	1				0	0%	1	100%	0	0%	1				1	1			Not important from a valuation point of view	2				3	60%	2	40%	0	0%	1	1			1	50%	1	50%	0	0%				
6.2 Proof has been provided to us to our satisfaction that pre-sales have been entered into	1	1			1	1			2	50%	1	25%	1	25%	1				0	0%	1	100%	0	0%	1				1	1			Not important from a valuation point of view	2				Proof of 10% deposits held in trust	3	60%	2	40%	0	0%	1	1			1	50%	1	50%	0	0%			
7 HOUSING CONSUMERS PROTECTION MEASURES ACT (RESIDENTIAL DEVELOPMENTS INCLUDING SECTIONAL TITLE)																																																									
7.1 Proof that the proposed development has been approved by the NHBRC, and the Department of Geo-Science, where applicable	2	NA			1	1			1	25%	1	25%	2	50%	1	NA			0	0%	0	0%	1	100%	1				2				2				4	80%	1	20%	0	0%	1	1			1	50%	1	50%	0	0%					
7.2 Proof to our satisfaction that the contractor is registered, and the development units are protected, with the NHBRC under the Housing Consumer Protection Measures Act, No 95 of 1996, and the prescribed fees have been paid	2	NA			1	1			1	25%	1	25%	2	50%	1				1	100%	0	0%	0	0%	1				2				2				4	80%	1	20%	0	0%	2				0	0%	2	100%	0	0%					
8 CERTIFICATE TO COMMENCE CONSTRUCTION																																																									
8.1 Certificate to Commence Construction in terms of Section 7(3) of the National Building Regulations Act, No 103 of 1977	2				1	1			3	75%	1	25%	0	0%	1				1	100%	0	0%	0	0%	1				2				1	1			4	80%	1	20%	0	0%	2				0	0%	2	100%	0	0%					
9 GEOTECHNICAL REPORT																																																									
9.1 An acceptable geo-technical report	1	1			1	1		Conditions of establishment covers this	2	50%	2	50%	0	0%	1				0	0%	0	0%	1	100%	1				1	1			2				By a registered engineer	4	80%	0	0%	1	20%	1	1			1	50%	1	50%	0	0%				
9.2 A certificate from a structural engineer or other suitably qualified professional that the ground conditions are stable and that the foundations and structural design are suitable for development	2				1	1			3	75%	1	25%	0	0%	1				0	0%	0	0%	1	100%	1				2				Especially when detrimental soil conditions are reported in the geo-technical report	2				5	100%	0	0%	0	0%	1	1			1	50%	1	50%	0	0%				
10 DEMOGRAPHICS STUDY																																																									
10.1 An acceptable demographic study	2				1	1		In high to medium demand areas with pre-sales - not essential	0	0%	3	75%	1	25%	1				1	100%	0	0%	0	0%	1				2				Only required for shopping centres and specialised properties such as petrol filling stations	2				2	40%	3	60%	0	0%	1	1			0	0%	1	50%	1	50%				
11 PROFESSIONALS																																																									
11.1 Proof of the members of the professional team	2				2				0	0%	4	100%	0	0%	1				0	0%	0	0%	1	100%	1				1	1			2				3	60%	2	40%	0	0%	2				0	0%	2	100%	0	0%					
11.2 The final appointment of the members of the professional team, including any joint venture arrangement with any other contractor, shall be subject to the Bank's approval upon such conditions as it may deem fit in order to satisfy itself that each professional consultant is suitably qualified, experienced and indemnified	1	1			2				1	25%	3	75%	0	0%	1				0	0%	0	0%	1	100%	1				1	1			2				3	60%	2	40%	0	0%	2				0	0%	2	100%	0	0%					
11.3 Proof of professional qualifications and experience to the Bank's satisfaction	1	1			1	1			2	50%	2	50%	0	0%	1				0	0%	1	100%	0	0%	1				1	1			2				4	80%	0	0%	1	20%	2				0	0%	2	100%	0	0%					
11.4 A copy of the relevant professional indemnity insurance policy	2				2				4	100%	0	0%	0	0%	1				1	100%	0	0%	0	0%	1				2				2				5	100%	0	0%	0	0%	2				0	0%	2	100%	0	0%					
11.5 A copy of the relevant agreement or letter of appointment	1	1			2				1	25%	3	75%	0	0%	1				0	0%	1	100%	0	0%	1				1	1			2				3	60%	2	40%	0	0%	1	1			0	0%	1	50%	1	50%					
11.6 Approval by the Bank of the professional team shall further be subject to each professional consultant acknowledging receipt of the Bank's notification that it will act as financier, that the Bank will rely on the professional consultants' payment certificates, recommendations, or other documentation, and that such professional consultant is deemed to owe a duty of care to the Bank in the exercise of all duties in terms of his appointment	1	1			2			Administrative	1	25%	3	75%	0	0%	1				0	0%	0	0%	1	100%	1				1	1			2				Where possible, in some cases on small projects designers and sometimes used that are not registered Architects. The Engineer must therefore be registered	4	80%	1	20%	0	0%	2				2	100%	0	0%	0	0%				
11.7 Should any professional consultant fail or refuse to acknowledge receipt of the notification referred to in 11.6 above, the Bank reserves the right to call for a cession in security of all or part of the developer/subcontractor's rights in and to any agreements/contracts vis-à-vis such professional consultant, provided that such rights have in the opinion of the Bank not been limited to an acceptable extent, and that cession of such rights is not prohibited in terms of the relevant agreement/contract	1	1			2				1	25%	3	75%	0	0%	1				0	0%	1	100%	0	0%	1				1	1			1	1			Since the bank is not a party to the contracts with the professional and is a 3rd party, the client will have to undertake signing such an agreement with the professional? Professionals have a duty to be accurate and professional in terms of code of conduct anyway	3	60%	1	20%	1	20%	1	1			1	50%	1	50%	0	0%				
11.8 Based on the assessment of the abovementioned information and documents, the Bank reserves the right to impose such further conditions as it may deem fit	1	1			1	1			2	50%	2	50%	0	0%	1				0	0%	1	100%	0	0%	1				1	1			1	1			Which above mentioned report? Since we do not have a contract with the professional, we can only impose conditions on our client. He can contract further with his professional	3	60%	1	20%	1	20%	1	1			1	50%	1	50%	0	0%				
12 BUILDING CONTRACT, DRAWINGS, ETC																																																									
12.1 The contractor, construction contract, development costs, site development plan, architectural drawings, specification and schedule of finishes together with any change or cancellation thereof, must be approved by the Bank in writing and, where required, by the competent authorities	1	1			2				3	75%	1	25%	0	0%	1				0	0%	1	100%	0	0%	1				2				2				4	80%	1	20%	0	0%	2				0	0%	2	100%	0	0%					
12.2 The Town Council, that the rates and taxes for water and electricity in respect of the property are paid up to date or from the Body Corporate of a Sectional Title Scheme or any other applicable governing body that levies and rates and taxes are not in arrears	2				2			No certificate from LA no transfer	4	100%	0	0%	0	0%	1				1	100%	0	0%	0	0%	1				1	1			1	1			3	60%	1	20%	1	20%	2				0	0%	2	100%	0	0%					
12.3 A certificate as required in terms of regulations of the Occupational Health and Safety Act, No 85 of 1993 in respect of electrical installations as well as confirmation that the Safety Standards contained in the Construction Regulations to this Act have been complied with	2				1	1		No certificate from LA no transfer	3	75%	1	25%	0	0%	1				0	0%	0	0%	1	100%	1				2				How can this be possible if building not erected yet?	2				2				5	100%	0	0%	0	0%	2				0	0%	2	100%	0	0%

Pre-disbursement Condition	Residential				Residential				Credit Compliance				Monitoring and Control				TOTAL					
	Residential				Residential				Credit Compliance				Monitoring and Control				TOTAL					
	HIGH	MED	LOW	COMMENTS	HIGH	MED	LOW	COMMENTS	HIGH	MED	LOW	COMMENTS	HIGH	MED	LOW	COMMENTS	HIGH	MED	LOW	COMMENTS		
1 GENERAL																						
1.1 Registration of the Mortgage Bond and all security documents listed as Pre-registration conditions to be duly signed and legally in order.	1				1				3	100%	0	0%	0	0%	1							
2 BORROWER'S EQUITY																						
2.1 Proof that the borrower has contributed in cash towards the property and/or the development.	1				1				3	100%	0	0%	0	0%	1							
2.2 A certified copy, acceptable to the bank, of a Bank, Contractor's or Disbursement Company Performance Guarantee for the construction of the development. Alternatively, a retention on each drawdown will be retained and will only be released on fulfillment of the conditions relating to final disbursement.	1				1				0	0%	3	100%	0	0%	1							
3 PLANS AND DIAGRAMS																						
3.1 General plan or proposed township approved by the Surveyor General	1				1				1	33%	1	33%	1	33%	1							
3.2 Subdivision diagram in respect of the property approved by the Surveyor General	1				1				0	0%	2	67%	1	33%	1							
3.3 Site development plan in respect of the proposed development approved by the local authority	1				1				1	33%	1	33%	1	33%	1							
3.4 Consolidation diagram reflecting the consolidated erven approved by the Surveyor General	1				1				0	0%	2	67%	1	33%	1							
3.5 Building plans approved by the local authority	1			Depending on when disbursement is made this is the only requirement that is important. As far as I am aware approval of building plans implies that 3.1 to 3.4 above have been approved.	1				2	67%	1	33%	0	0%	1							
3.6 Engineering designs approved by the local authority	1			Only in the case of services taken over by the Local Authority. This applies to Township establishment.	1				1	33%	2	67%	0	0%	1							
4 TOWNSHIP & DEVELOPMENT																						
4.1 The signed Services Agreement with the local authority	1				1				1	33%	2	67%	0	0%	1							
4.2 Written evidence to our satisfaction that the development contribution has been paid to the local authority or acceptable provision has been made for payment thereof.	1			This is a nominal part of the costing (it should form part of feasibility)	1				0	0%	1	33%	2	67%	1							
4.3 Conditions of Establishment approved by the local authority	1				1				2	67%	1	33%	0	0%	1							
4.4 Written evidence to our satisfaction that you are not precluded by section 87 or 89 of the Town Planning and Townships Ordinance, No 15 of 1986 (Gauteng), or any other law or by-law applicable in other provinces, from entering into contracts for the alienation or disposal of erven in the township.	1			The effect of non-compliance is that sales are not valid.	1				1	33%	1	33%	1	33%	1							
4.5 Written evidence to our satisfaction that external services including inter alia roads, water reticulation, waterborne sewerage and electricity have been installed to the boundary of the township and are available to all erven in the township or that acceptable provision for installation has been made.	1			At present this is important.	1				2	67%	1	33%	0	0%	1							
4.6 A certificate by the townplanner confirming that the proposed development has been approved by all the relevant authorities.	1			Low importance if we have 4.8	1				1	33%	1	33%	1	33%	1							
4.7 A certificate by the townplanner confirming that the conditions to be complied with prior to the declaration of the township as an approved township as contained in the approved conditions of establishment have been complied with or should they not have been complied with yet, compliance thereof is a formality.	1				1				2	67%	1	33%	0	0%	1							
4.8 A certificate by the townplanner confirming that all laws in respect of environmental matters have been complied with.	1			Superfluous if we have 4.8 (BANK)	1				1	33%	1	33%	1	33%	1							
4.9 A certificate by the townplanner confirming that the development complies with the applicable town planning scheme.	1			Superfluous if we have 4.8 (BANK)	1				1	33%	1	33%	1	33%	1							
4.10 A certificate by the townplanner confirming that the proposed development will be undertaken in accordance with the record of decision issued by the Department of Agriculture, Environment and Affairs.	1			But incorporated in 4.8	1				2	67%	0	0%	1	33%	1							
4.11 A certificate by the townplanner confirming that no further legal procedures which may prevent the township from being declared an approved township.	1			What's the difference with 4.8	1				1	33%	1	33%	1	33%	1							
4.12 A certificate by the townplanner confirming that he is satisfied that proclamation of the township is a formality and won't be unduly delayed.	1			Repeat of 4.8	1				3	100%	0	0%	0	0%	1							
4.13 A certified copy of the current zoning certificate from the local authority certifying that the property may be used for the following purposes.	1				1				0	0%	0	0%	0	0%	1							
5 ARCHITECT'S CONFIRMATION																						
5.1 The site development plan has been prepared in accordance with the approved rights.	1			Only applicable if 5.5 has not been obtained otherwise of high importance.	1				1	33%	1	33%	1	33%	1							
5.2 The building plans have been prepared in accordance with the National Building Regulations Act and relevant municipal by-laws.	1			Only applicable if 5.5 has not been obtained otherwise of high importance.	1				1	33%	1	33%	1	33%	1							

Pre-disbursement Condition	Residential Regional Manager				Residential Consultants				Credit Compliance Manager				Credit Compliance				Monitoring and Control Manager				Monitoring and Control				TOTAL																	
	LOW	HIGH	MED	COMMENTS	HIGH	MED	LOW	COMMENTS	HIGH	MED	LOW	COMMENTS	HIGH	MED	LOW	COMMENTS	HIGH	MED	LOW	COMMENTS	HIGH	MED	LOW	COMMENTS	HIGH	MED	LOW	COMMENTS	HIGH	MED	LOW	COMMENTS										
	# of responses				# of responses				# of responses				# of responses				# of responses				# of responses																					
5.3 Approval of the building plans is a formality and will not be unduly delayed	1			Only applicable if 5.3 has not been obtained otherwise of high importance	1				2	67%	0	0%	1	33%	1					1	100%	0	0%	0	0%	1					7	41%	7	41%	3	18%						
5.4 Prior to the pouring of concrete, that the foundations are correctly positioned, do not encroach on any other property/building line and are adequate			1	Could cause complications later	1				2	67%	0	0%	1	33%	1					1	100%	0	0%	0	0%	1					14	82%	2	12%	1	6%						
6 PRE-SALES																																										
6.1 A schedule of selling prices approved by the Bank, net of Vat, asset agent's commission and transfer fees for release purposes	1			Hopfully the conditions state that the proceeds of sales are added to the bank so this becomes part of an administrative function and need not be a condition of the loan	1				6	0%	1	33%	2	67%	1					1	100%	0	0%	0	0%	1					8	47%	5	28%	4	24%						
6.2 Proof has been provided to us to our satisfaction that pre-sales have been entered into			1	Working should be that pre sales have been achieved not just simply entered into	1				3	100%	0	0%	0	0%	1					1	100%	0	0%	0	0%	1					11	65%	5	29%	1	6%						
7 HOUSING CONSUMERS PROTECTION MEASURES ACT (RESIDENTIAL DEVELOPMENTS INCLUDING SECTIONAL TITLES)																																										
7.1 Proof that the proposed development has been approved by the NHBRC, and the Department of Geo-Science, where applicable			1		1				6	0%	3	100%	0	0%	1					1	100%	0	0%	0	0%	1					8	47%	6	35%	3	18%						
7.2 Proof to our satisfaction that the contractor is registered, and the development units are produced, with the NHBRC under the Housing Consumer Protection Measures Act, No 95 of 1996, and the prescribed fees have been paid			1		1				1	33%	2	67%	0	0%	1					1	100%	0	0%	0	0%	1					9	53%	6	35%	2	12%						
8 CERTIFICATE TO COMMENCE CONSTRUCTION																																										
8.1 Certificate to Commence Construction in terms of Section 7(3) of the National Building Regulations Act No 103 of 1977			1	But is this not included in 8.2?	1				2	67%	1	33%	0	0%	1					1	100%	0	0%	0	0%	1					12	71%	5	29%	0	0%						
9 GEOTECHNICAL REPORT																																										
9.1 An acceptable geo-technical report			1	Included in township establishment	1				2	67%	1	33%	0	0%	1					1	100%	0	0%	0	0%	1					11	65%	4	24%	2	12%						
9.2 A certificate from a structural engineer or other suitably qualified professional that the ground conditions are stable and that the foundations and structural design are suitable for development			1	If a prof engineer designs the structures this should be enough	1				1	33%	2	67%	0	0%	1					1	100%	0	0%	0	0%	1					12	71%	4	24%	1	6%						
10 DEMOGRAPHICS STUDY																																										
10.1 An acceptable demographic study			1	Not important if we have a pre-sale requirement	1				6	0%	0	0%	3	100%	1					0	0%	1	100%	0	0%	3					18	9%	9	53%	5	29%						
11 PROFESSIONALS																																										
11.1 Proof of the members of the professional team			1	For contractual purposes this is important	1				1	33%	1	33%	1	33%	1					0	0%	1	100%	0	0%	1					5	29%	10	59%	2	12%						
11.2 The final appointment of the members of the professional team, including any joint venture arrangement with any other contractor, shall be subject to the bank's approval upon such conditions as it may deem fit in order to satisfy itself that each professional consultant is suitably qualified, experienced and indemnified			1	Formally once 11.1 is in place	1				6	0%	1	33%	2	67%	1					0	0%	1	100%	0	0%	1					5	29%	9	53%	3	18%						
11.3 Proof of professional qualifications and experience to the Bank's satisfaction			1	Formally once 11.1 is in place	1				6	0%	2	67%	1	33%	1					0	0%	1	100%	0	0%	1					7	41%	8	47%	2	12%						
11.4 A copy of the relevant professional indemnity insurance policy			1		1				3	100%	0	0%	0	0%	1					1	100%	0	0%	0	0%	1					15	88%	2	12%	0	0%						
11.5 A copy of the relevant agreement or letter of appointment			1		1				6	0%	2	67%	1	33%	1					0	0%	1	100%	0	0%	1					5	29%	10	59%	2	12%						
11.6 Approval by the Bank of the professional team shall further be subject to each professional consultant acknowledging receipt of the Bank's notification that it will act as financier, that the Bank will rely on the professional consultants' payment certificates, recommendations, or other documentation, and that such professional consultant is deemed to owe a duty of care to the Bank in the exercise of all duties in terms of his appointment			1	I think this is a very important condition	1				1	33%	2	67%	0	0%	1					1	100%	0	0%	0	0%	1					10	59%	6	35%	1	6%						
11.7 Should any professional consultant fail or refuse to acknowledge receipt of the notification referred to in 11.6 above, the Bank reserves the right to call for a cession in security of all of your/the developer/subcontractor's rights in and to any agreements/contracts vis-a-vis such professional consultant, provided that such rights have in the opinion of the Bank not been limited to an acceptable extent, and that cession of such rights is not prohibited in terms of the relevant agreement/contract			1	Links to above	1				1	33%	2	67%	0	0%	1					1	100%	0	0%	0	0%	1					8	47%	8	47%	1	6%						
11.8 Based on the assessment of the abovementioned information and documents, the Bank reserves the right to impose such further conditions as it may deem fit			1		1				1	33%	2	67%	0	0%	1					1	100%	0	0%	0	0%	1					9	53%	7	41%	1	6%						
12 BUILDING CONTRACT, DRAWINGS, ETC																																										
12.1 The contractor, construction contract, development costs, site development plan, architectural drawings, specification and schedule of finishes together with any change or cancellation thereof, must be approved by the bank in writing and, where required, by the competent authorities			1	If a competent prof team sees there is little to be gained with the condition	1				2	67%	0	0%	1	33%	1					1	100%	0	0%	0	0%	1					11	65%	5	29%	1	6%						
13 CERTIFICATES																																										
13.1 The Town Council, that the rates and taxes for water and electricity in respect of the property are paid up to date or from the Body Corporate of a Sectional Title Scheme or any other applicable governing body that levies and rates and taxes are paid in arrears			1		1				1	33%	2	67%	0	0%	1					1	100%	0	0%	0	0%	1					10	59%	5	29%	2	12%						
13.2 A certificate as required in terms of regulations of the Occupational Health and Safety Act, No 85 of 1993 in respect of electrical installations as well as confirmation that the Safety Standards contained in the Construction Regulations to this Act have been complied with			1		1				1	33%	2	67%	0	0%	1					1	100%	0	0%	0	0%	1					11	65%	5	29%	1	6%						
43									57	74%	51	38%	27	20%						55	71%	13	29%	0	0%						48	58%	1	2%	1	2%	465	61%	288	31%	62	8%