FEBRUARY FNB HOUSE PRICE INDEX

- The downward trend in year-on-year house price growth continued in February, but FNB Valuers did estimate a very slight improvement in demand



FNB PROPERTY MARKET ANALYTICS

1 March 2011

JOHN LOOS: FNB PROPERTY STRATEGIST 011-6490125 John.loos@fnb.co.za

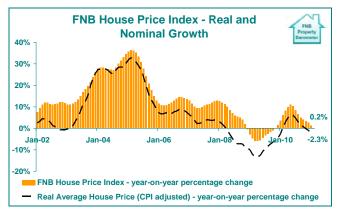
EWALD KELLERMAN: PROPERTY MARKET ANALYST 011-6320021 <u>ekellerman@fnb.co.za</u>

The information in this publication is derived from sources which are regarded as accurate and reliable, is of a general nature only, does not constitute advice and may not be applicable to all circumstances. Detailed advice should be obtained in individual cases. No responsibility for any error, omission or loss sustained by any person acting or refraining from acting as a result of this publication is accepted by Firstrand Group Limited and / or the authors of the material

First National Bank – a division of FirstRand Bank Limited. An Authorised Financial Services provider. Reg No. 1929/001225/06

FNB HOUSE PRICE INDEX YEAR-ON-YEAR GROWTH DECLINE CONTINUES

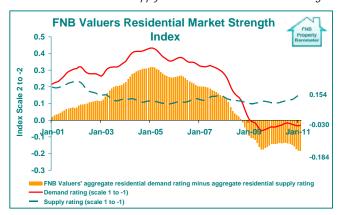
The February 2011 FNB House Price Index showed further slowing in year-on-year growth to a mere 0.2%, down from the previous month's revised 1.3% increase. In real terms, the January average house price (adjusted with the CPI) showed a year-on-year decline of -2.3%, due to that month's 1.3% nominal increase being significantly lower than the 3.7% consumer price inflation rate of that month.



As yet, the slowing year-on-year growth rate in the average house price has not been the result of recently increasing consumer price inflation, interest rate risk and economic risks. To the contrary, 2010 proved to be a relatively good economic year compared to 2009, with last week's GDP release showing that the economy had grown by +2.8% following a -1.7% contraction the year before. In addition, real disposable income growth was able to outstrip economic growth due to high wage increases and low consumer price inflation.

Rather, the weakening price growth trend is still driven by a lack of further interest rate stimulus since August 2009, after which time the Reserve Bank (SARB) slowed the pace of its interest rate cutting to a snail's pace, coupled with a high degree of household financial pressure caused by mediocre income growth and a high level of indebtedness still lingering. These factors have kept residential demand relative to supply unbalanced since a stage of 2008.

Despite a very slight improvement in the demand rating in February (possibly the result of last year's late interest rate cuts though it is a bit early to say), FNB's valuers continue to estimate a very weak demand situation relative to supply in the FNB Valuers' Market Strength Index.





The aggregate valuers' residential supply rating was a higher +0.154, from a previous month's revised +0.148, but the aggregate demand rating improved very slightly from a negative value of -0.034 previous to -0.030 in February. Subtracting the aggregate supply rating from the demand rating to obtain the Market Strength Index, the collective opinion of the valuers is that demand relative to supply weakened only slightly further from a rating of -0.182 in January 2010 to -0.184 in February due to further supply strengthening. However, this was only a marginal deterioration in the balance after far more significant deteriorations in the previous few months. It is possible that last year's late interest rate cuts may have provided some short term stability in the market.

FEBRUARY ECONOMIC DATA PROVIDES MIXED SIGNALS, AND NEAR TERM CONCERNS ARE FOCUSED MORE ON INFLATION AND INTEREST RATES THAN ON CURRENT ECONOMIC GROWTH

February's economic data releases were very mixed, with economic growth numbers showing improvement, but wage bill growth showing deterioration, and the inflation situation starting to cause greater concern. 2010 was a relatively good economic year, with consumer price inflation declining to just above 3% not far from year-end, real economic growth accelerating through the year to a respectable 3.8% year-on-year by the final quarter (and up to +2.8% for the year as a whole from -1.7% contraction in 2009), and 3 further 50 basis point interest rate

cuts in March, September and November respectively, to bring about single-digit prime rates for the 1st time in a few decades.

Real disposable income growth benefited from the combination of higher economic growth and low inflation to record quarter-on-quarter annualized growth rates of well-above 5% in two of the 1st 3 quarters of the year.

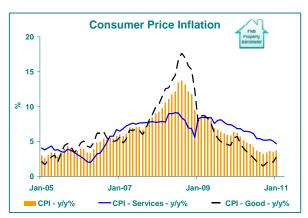
And of course we had a significantly better property year in 2010 than in 2009, with an average price increase of +6.6% being well up on the -3% decline for 2009.

However, events of, and data released in, the month of February pointed towards a possible slower growth rate in real disposable income going forward, with nominal wage bill growth slowing from 11.5% year-on-year in the 3rd quarter of 2010 to 9.1% in the 4th (to be expected as companies try to claw back their operating surpluses previously eroded by high wage inflation), and January consumer price inflation rising further to 3.7% from 3.5% in the previous month.

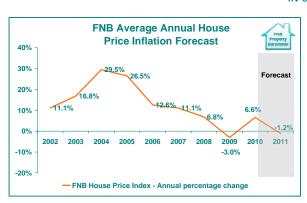
While 3.7% CPI inflation is hardly troublesome, February saw a surge in oil prices, ending the month on around \$112/barrel (Brent Crude), up from \$99.8/barrel at the end of January, on the back of a political crisis unfolding in the Middle East. In addition, the IMF Commodity Price Indices for January showed global food prices rising year-on-year by 26.8% in dollar terms, up from 20.9% in December. Food prices are crucial to SA's inflation fortunes, with food being one of the major items in the CPI.

These global events would suggest a further rise in consumer price inflation through 2011.





IN CONCLUSION



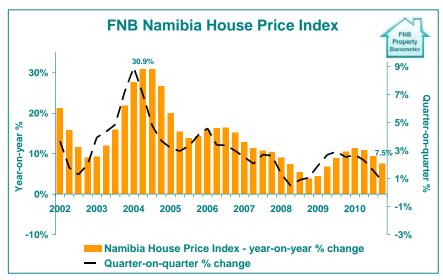
And so, with year-on-year house price growth now close to zero, rising inflation pressures expected to slow real household disposable income growth, and interest rate hiking expected to start late in 2011, our expectation for mild average house price decline of around -1% for the year as a whole remains. Predicting Middle East Crisis outcomes is virtually impossible, but it must be said that its potential impact on oil prices poses "upside" risk to inflation and interest rates, "downside" risk to economic growth expectations, and thus "downside" risk to our projection of only moderate house price decline.



Notes: When an FNB valuer values a property, he/she is required to provide a rating of demand as well as supply for property in the specific area. The demand and supply rating categories are a simple "good (+1)", "average (0)", and "weak (-1)". From all of these ratings we compile an aggregate demand and an aggregate supply rating, which are expressed on a scale of -1 to +1. After aggregating the individual demand and supply ratings, we subtract the aggregate supply rating from the demand rating to obtain the FNB Valuers' Residential Market Strength Index.

The FNB House Price Index is a fixed-weighted average of its sub-indices, which are split by room number and by sectional title versus freehold properties. The index is lightly smoothed using a Hodrick-Prescott smoothing function. An index month commences 7 days prior to the end of the previous month to 7 days prior to the said calendar month.

PROPERTY LIFE IN NAMIBIA CONTINUES TO LOOK A LITTLE BETTER THAN SA, THOUGH PRICE GROWTH ALSO APPEARS TO BE TAPERING



Our quarterly FNB Namibia House Price Index continues to move in similar directions to the South African index, thus slowing further as at the final quarter of 2010. From a previous quarter's 9.4%, the 4th quarter year-on-year growth rate slowed to 7.5%. However, this remains significantly better than the 3.4% growth for South Africa in the same quarter. Whilst Namibia has a very similar economic and interest rate cycle to South Africa, we believe that the better performance of our neighbour reflects less aggressive lending/borrowing during the boom years, which may have kept the overall household sector finances in slightly better shape.



Monthly FNB House Price Index (July 2000 = 100)



Date	Index	y/y %	Date	Index	y/y %	Date	Index	y/y %	Date	Index	y/y %	Date	Index	y/y %
Date	aox	change	Duto	uux	change	Duto	maox	change	Duto	uox	change	Duto	aox	change
Jul-00	100.0		Feb-03	121.0	11.1%	Sep-05	215.1	20.8%	Apr-08	290.1	10.1%	Nov-10	299.7	3.4%
	99.2		Mar-03	121.0	11.1%	Oct-05	217.5	20.8% 17.8%	May-08	290.1	8.6%		299.7	2.6%
Aug-00	99.2 98.6					Nov-05	217.5					Dec-10		
Sep-00			Apr-03	125.7	12.3%		220.7	15.0%	Jun-08 Jul-08	284.9	7.0%	Jan-11	297.1	1.3%
Oct-00	98.4		May-03	127.7	13.4%	Dec-05	_	12.8%		284.2	6.0% 5.5%	Feb-11	296.4	0.2%
Nov-00	98.6		Jun-03	129.8	15.0%	Jan-06	229.6	11.5%	Aug-08	285.8				
Dec-00	98.9		Jul-03	132.2	16.8%	Feb-06	234.4	10.8%	Sep-08	288.1	5.1%			
Jan-01	99.3		Aug-03	134.4	18.3%	Mar-06	238.3	10.5%	Oct-08	289.7	4.0%			
Feb-01	99.6		Sep-03	136.9	19.7%	Apr-06	240.8	10.8%	Nov-08	289.4	2.0%			
Mar-01	99.7		Oct-03	140.3	21.6%	May-06	241.9	11.3%	Dec-08	287.2	-0.4%			
Apr-01	100.0		Nov-03	144.1	23.9%	Jun-06	242.2	12.1%	Jan-09	283.3	-2.8%			
May-01	100.6		Dec-03	148.0	26.1%	Jul-06	242.8	13.0%	Feb-09	278.7	-4.8%			
Jun-01	101.4		Jan-04	151.7	27.7%	Aug-06	244.1	13.8%	Mar-09	275.4	-5.8%			
Jul-01	101.8	1.8%	Feb-04	155.2	28.3%	Sep-06	246.4	14.5%	Apr-09	272.8	-6.0%			
Aug-01	102.2	3.0%	Mar-04	158.2	28.3%	Oct-06	249.0	14.5%	May-09	271.0	-5.7%			
Sep-01	102.5	4.0%	Apr-04	160.8	27.9%	Nov-06	252.0	14.2%	Jun-09	271.8	-4.6%			
Oct-01	102.9	4.5%	May-04	163.0	27.6%	Dec-06	255.5	13.6%	Jul-09	274.4	-3.4%			
Nov-01	103.7	5.1%	Jun-04	165.1	27.2%	Jan-07	258.9	12.8%	Aug-09	278.6	-2.5%			
Dec-01	105.1	6.2%	Jul-04	168.1	27.2%	Feb-07	261.3	11.5%	Sep-09	283.2	-1.7%			
Jan-02	106.9	7.7%	Aug-04	172.4	28.3%	Mar-07	262.5	10.2%	Oct-09	287.2				
Feb-02	108.9	9.3%	Sep-04	178.0	30.0%	Apr-07	263.4	9.4%	Nov-09	289.9	0.2%			
Mar-02	110.7	11.1%	Oct-04	184.6	31.6%	May-07	264.6	9.4%	Dec-09	291.5	1.5%			
Apr-02	112.0	11.9%	Nov-04	191.9	33.2%	Jun-07	266.2	9.9%	Jan-10	293.2	3.5%			
May-02	112.6	11.9%	Dec-04	199.3	34.6%	Jul-07	268.2	10.5%	Feb-10	295.7	6.1%			
Jun-02	112.8	11.2%	Jan-05	206.0	35.8%	Aug-07	270.9	11.0%	Mar-10	298.2				
Jul-02	113.1	11.1%	Feb-05	211.6	36.3%	Sep-07	274.2	11.3%	Apr-10	300.0				
Aug-02	113.7	11.2%	Mar-05	215.5	36.2%	Oct-07	278.6	11.9%	May-10	300.9	11.0%			
Sep-02	114.4	11.6%	Apr-05	217.4	35.2%	Nov-07	283.8	12.6%	Jun-10	300.1	10.4%			
Oct-02	115.4	12.1%	May-05	217.2	33.3%	Dec-07	288.4	12.9%	Jul-10	298.0	8.6%			
Nov-02	116.3	12.2%	Jun-05	216.1	30.9%	Jan-08	291.4	12.5%	Aug-10	297.0				
Dec-02	117.4	11.7%	Jul-05	214.8	27.8%	Feb-08	292.8	12.0%	Sep-10	297.6	5.1%			
Jan-03	118.8	11.2%	Aug-05	214.4	24.3%	Mar-08	292.2	11.3%	Oct-10	299.1	4.2%			

Cumulative Percentage Change in the FNB House Price Index



From Date	Cumulative %	From	Cumulative %						
	change to Feb	Date	change to Feb						
	2010		2010		2010		2010		2010
Jul-00	196.4%	Feb-03	145.0%	Sep-05	37.8%	Apr-08	2.2%	Nov-10	-1.1%
Aug-00			140.3%		36.3%		3.2%	Dec-10	-0.9%
Sep-00			135.7%		34.3%		4.0%	Jan-11	-0.2%
Oct-00			132.1%		31.8%		4.3%	oun ii	0.270
Nov-00			128.4%		29.1%		3.7%		
Dec-00			124.3%	Feb-06	26.4%		2.9%		
Jan-01	198.6%		120.5%		24.4%	•	2.3%		
Feb-01	197.6%		116.5%		23.1%	Nov-08	2.4%		
Mar-01	197.4%	Oct-03	111.3%	May-06	22.5%	Dec-08	3.2%		
Apr-01	196.3%	Nov-03	105.7%		22.4%	Jan-09	4.6%		
May-01	194.5%	Dec-03	100.2%	Jul-06	22.1%	Feb-09	6.4%		
Jun-01	192.2%	Jan-04	95.4%	Aug-06	21.4%	Mar-09	7.6%		
Jul-01	191.0%	Feb-04	90.9%	Sep-06	20.3%	Apr-09	8.7%		
Aug-01	190.1%	Mar-04	87.3%	Oct-06	19.0%	May-09	9.4%		
Sep-01	189.1%	Apr-04	84.3%	Nov-06	17.6%	Jun-09	9.0%		
Oct-01	188.1%	May-04	81.9%	Dec-06	16.0%	Jul-09	8.0%		
Nov-01	185.9%	Jun-04	79.5%	Jan-07	14.5%	Aug-09	6.4%		
Dec-01	182.1%	Jul-04	76.3%	Feb-07	13.4%	Sep-09	4.6%		
Jan-02	177.3%	Aug-04	71.9%	Mar-07	12.9%	Oct-09	3.2%		
Feb-02	172.2%		66.5%		12.5%	Nov-09	2.2%		
Mar-02	167.7%	Oct-04	60.6%	May-07	12.0%	Dec-09	1.7%		
Apr-02	164.7%	Nov-04	54.4%		11.3%	Jan-10	1.1%		
May-02			48.7%		10.5%		0.2%		
Jun-02	162.7%		43.9%		9.4%		-0.6%		
Jul-02	162.0%		40.1%		8.1%		-1.2%		
Aug-02	160.8%		37.5%		6.4%	-	-1.5%		
Sep-02	159.1%		36.3%		4.4%		-1.2%		
Oct-02	156.9%		36.4%		2.8%		-0.6%		
Nov-02	154.9%		37.1%		1.7%	-	-0.2%		
Dec-02	152.4%		38.0%		1.2%	•	-0.4%		
Jan-03	149.5%	Aug-05	38.3%	Mar-08	1.4%	Oct-10	-0.9%		



Property and Mortgage Market Summary, and Key Economic Indicators

END OF PERIOD	2006	2007	2008	2009	2010	Q1-2010	Q2-2010	Q3-2010	Q4-2010	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11
Residential Property Prices														
FNB National Average House Price (Rand)	636,111	706,810	755,192	732,215	780,361	773,684	785,969	778,583	783,209	782,735	784,356	782,537	777,435	775,575
y/y % change	12.6	11.1	6.8	-3.0	6.6	5.9	10.5	6.7	3.4	4.2	3.4	2.6	1.3	0.2
Major Metro Areas Average House Price (Rand)	867,502	990,373	1,024,332	1,010,409	1,079,821	1,046,234	1,068,564	1,090,896	1113590					
y/y % change	18. 2	14. 2	3. 4	1	6. 9	4. 21	6. 62	8. 02	8.6					
- Top End Area Average House Price (Rand)	1,459,175	1,653,304	1,720,340	1,722,882	1,849,291	1,790,071	1,829,556	1,868,550	1908986					
y/y % change	15.2	13.3	4.1	0.1	7.3	5.0	7.1	8.3	8.8					
- High Income Area Average House Price (Rand)	876,366	999,311	1,028,604	1,009,903	1,076,500	1,046,521	1,066,849	1,086,880	1105750					
y/y % change - Middle Income Area Average House Price (Rand)	18.3 584,391	14.0 667,835	2.9 684.775	<i>-1.8</i> 663,791	6.6 705,474	4.4 681,763	6.6 697,051	7.6 713,017	7.7 730064					
//v % change	22.9	14.3	2.5	-3.1	6.3	2.5	5.6	7.13,017						
,, ,	261,721	331,582	352,852	336,532	361,425	348,004	356,787	365,690	375219					
- Affordable Area Average House Price (Rand)	1 1													
y/y % change	30.4	26.7	6.4	-4.6	7.4	2.8	6.9	9.5	10.5					
Coastal Holiday Towns Average House Price (Rand)	712 586	802 253	835 549	853 766	829 969	851 819	840 820	823 351	803887					
y/y % change	24.7	12.6	4.2	2.2	-2.8	0.2	-1.7	-3.7	-5.9					
FNB Residential Property Barometer														
Level of Residential Demand Activity (Scale 1 to 10)	6.0	5.7	4.5	5.2	5.9	6.4	6.0	5.7	5.79					
y/y % change	-7.6	-5.2	-20.8	15.6	13.6	32.3	24.4	0.2	1.9					
First time buyers as a percentage of total buyers (%)	21.8	17.8	15.0	15.8	17.0	17.0	19.0	15.0	17.0					
Buy-to-let as a percentage of total buyers (%)	17.5	12.8	13.0	12.0	7.5	9.0	-							
Average time of properties on the market (Weeks and Days)	8.0	10.0	15.4	17.0	15.1	12.4	17.1	15.4						
Percentage of properties sold at less than asking price (%)	64.0	77.3	84.3	86.0	79.5	76.0	81.0	81.0						
Percentage of properties on the market for 3 months or more (%)	26.0	42.8	74.8	74.0	73.0	61.0	79.0	78.0	74.0					
Residential Building Sector														
Number of units' plans passed	103,925	102,691	84,508	54,493	46,508	9,125	13,839	13,737	9,807	3,818	3,746	2,243		
y/y % change	1.6	-1.2	-17.7	-35.5	-14.7	-38.5	8.9	-0.8		-30.1	-3.2	-40.7		
Square metres' worth of plans passed	13,877,783	13,490,430	10,181,185	6,160,932	5,803,797	1,207,541	1,574,012	1,685,332	1,336,912	495,857	489,471	351,584		
y/y % change Average size of units' plans passed (square metres)	-2.3 133.5	-2.8 131.4	<i>-24.5</i> 120.5	-39.5 113.1	-5.8 124.8	<i>-24.0</i> 132.3	-1.7 113.7	14.5 122.7	-10.8 136.3	- <i>15.0</i> 129.9	-3. <i>7</i> 130.7	<i>-13.8</i> 156.7		
Average size of units plans passed (square metres)	133.5	131.4	120.5	113.1	124.8	132.3	113.7	122.7	136.3	129.9	130.7	156.7		
Number of units completed	70,005	76,661	70,058	56,947	39,731	8,866	9,230	10,071	11,564	3,861	4,314	3,389		
y/y % change	-0.9	9.5	-8.6	-18.7	-30.2	-42.6	-30.4	-26.0	-20.9	-13.4	3.2	-43.3		
Square metres' worth of buildings completed	9,094,252	9,327,001	8,615,194	6,713,973	4,778,298	1,072,883	1,176,352	1,223,973	1,305,090	402,167	485,628	417,295		
y/y % change	3.5	2.6	-7.6	-22.1	-28.8	-41.9	-25.3	-24.5	-21.9	-28.3	-12.9	-24.4		
Average size of units' completed (square metres)	129.9	121.7	123.0	117.9	120.3	121.0	127.4	121.5	112.9	104.2	112.6	123. 1		



Property and Mortgage Market Summary, and Key Economic Indicators

END OF PERIOD	2006	2007	2008	2009	2010	Q1-2010	Q2-2010	Q3-2010	Q4-2010	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11
Mortgage Market														
Total Mortgage Advances Outstanding (R'm)	684,593	853,819	966,921	1,001,946	1,042,133	1,016,617	1,023,395	1,041,775	1,042,133	1,043,530	1,046,835	1,042,133	1,043,875	
y/y % change	30.0	24.7	13.2	3.6	4.0		3.4		4.0	4.7	4.8	4.0	3.8	
New residential loans and re-advances granted (R'm)	338,327	364,575	272,905	188,122	182,181	57,318	60,736							
y/y % change	36.0	7.8	-25.1	-31.1	-3.2	53.6	52.1							
Residential re-advances granted (R'm)			48,878	53,699	31,925	9,984	9,849							
y/y % change				9.9	-40.5	-24.6	-13.6							
Total residential mortgage loans outstanding - Banks (R'm) yly % change	546,196,842 28.2	672,988,765 23.2	753,122,034 11.9	775,061,630 2.9	806,538,171 <i>4.1</i>	787,884,649 2.8	792,975,870 3.2		806,538,171 <i>4.1</i>	809,301,649 <i>4.6</i>	811,877,268 <i>4.8</i>	806,538,171 <i>4.1</i>		
Key Economic Indicators														
Real Gross Domestic Product (R'm at 2000 prices)	1,659,122	1,751,499	1,814,134	1,783,617	1,834,293	1,813,630	1,826,265	1,838,587	1,858,688					
y/y % change	5.6	5.6	3.6	-1.7	2.8	1.7	3.1	2.7	3.8					
Real Residential Fixed Investment (R'm)	36,198	35,882	33,257	30,202	#N/A		28,320		#N/A					
y/y % change	8.2	-0.9	-7.3	-9.2	#N/A	-7.3	-7.0	-6.8	#N/A					
Prime Rate (%)	11.2	13.2	15.1	11.8	10.0					9.5	9.3	9.	9.	9.
Yields on Government Bonds 10 years and Longer (%)	7.9	8.0	9.1	8.7	8.6	9.1	8.9	8.3	8.2	8.0	8.1	8.4	8.5	8.7
Currencies - USDZAR	6.75	7.04	8.27	8.43	7.32	7.52	7.57	7.32	6.88	6.90	6.97	6.78	6.99	7.17
Currencies - EURZAR	8.48	9.64	12.10	11.72	9.68	10.36	9.61	9.43	9.36	9.58	9.52	8.98	9.36	9.78
CPI - y/y % change	4.6	7.1	11.5	7.1	4.3		4.5	3.5		3.4	0.0	3.5	3.7	
Gauteng pump price y/y%						22.5	15.6	4.0	7.3	6.3	8.9	6.8	11.9	
FNBBER Consumer Confidence Index	19.0	21.0	0.3	3.0	14.5									
RMBBER Business Confidence Index	83.5	74.8	40.0	26.0	42.5	43.0	36.0	47.0	44.0					
SARB Composite Leading Business Cycle Indicator	125.4	125.5	117.0	110.7	129.7		130.4			130.1	129.7	131.5		
y/y % change	5.8	0.1	-6.8	-5.3	17.1	21.5	21.0			11.8	8.1	8.0		
Real Retail Sales (2008 Prices) - R'm	468,329	498,641	500,066	481,908	506821	116,520	121,484		146,177	42,518	44,351	59,308		
y/y % change Manufacturing Valume of Braduction (Index 2005–100)	11.9 104.8	6.5	0.3 110.4	-3.6 96.2	5.2	1.3 95.2	5.1 100.0			6.5 111.7	8.0 113.5	8.3		
Manufacturing - Volume of Production (Index 2005=100)	104.8	109.6 <i>4.6</i>	110.4 0.7	-12.9	100.9 <i>4.9</i>		100.0 8.7			2.3	113.5 4.6			
y/y % change Mining - Volume of Production (Index 2005=100)	98.7	97.8	92.3	86.2	91.8					2.3 95.2	4.6 99.6	99.9		
y/y % change	-1.3	-0.9	-5.7	-6.6	6.5		-1.6			6.7	9.5			
Vehicle Sales - Total (NAAMSA)	647,021	613,043	489,340	353,970	426,233	106,720	97,590		111,036	37,383	38,178		38,934	
y/y % change	14.5	-5.3	-20.2	-27.7	20.4		22.1		25.3	18.2	27.2	31.6	14.1	
Passenger Vehicle Sales - Total (NAAMSA)	427,021	384,582	294,761	224,754	279,238	69,985	61,852		71,690	24,699	23,971	23,020	27,578	
y/y % change	13.3	-9.9	-23.4	-23.8	24.2	16.6	22.2			18.5	24.1	43.2	16.0	
												I .		

