

KPDA WEEKLY MEDIA REVIEW REPORT AS AT 19TH OCTOBER 2017

Weekly Insights into Current Affairs Affecting the Kenyan Real Estate Market

Every Friday, we select a few media articles from the week that we think are worth your time as a player in the property development sector. We look for compelling articles not only about trends in the market, but also policy issues, upcoming technologies and global trends in real estate. We would love to hear from you on what you are engaged in to promote the sector.

Contact us via ceo@kpda.or.ke

CEO DE-BRIEF

KPDA MEMBER MMC AFRICA LAW BANKS PRESTIGIOUS AWARD!

MMC Africa Law is proud to have been ranked by IFLR1000 as a “Recommended Law Firm” for 2018.

We wish to congratulate our lawyers for their exemplary individual rankings by IFLR1000 for the year 2018.

ESTHER OMULELE
HEAD OF COMMERCIAL AND PROPERTY DEPARTMENT
Ranked “Highly Regarded” in Banking, Mergers and Acquisitions
Also ranked as “Notable Practitioner”

ISSA MUNGAI KAMAU
PARTNER, HEAD OF COAST REGION
Ranked “Highly Regarded” in Banking, Project Finance, Mergers and Acquisitions

BERNARD MUSYOKA
Ranked “Highly Regarded” in Project Development, Mergers and Acquisitions, Energy, Oil and Gas sectors

JULIET MAZERA
Ranked “Rising Star” in the Banking, Mergers and Acquisitions, Islamic Finance, Energy and Real Estate Sectors

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MMC Africa
LAW

MMC Africa Law have been ranked by IFLR 1000 as the “RECOMMENDED LAW FIRM FOR 2018”

IFLR (International Financial Law Review) is the market-leading financial law publication for lawyers in financial institutions, corporates and private practice. IFLR1000 is the guide to the world's leading financial and corporate law firms and lawyers covering the business of law in over 120 jurisdictions worldwide.

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[Read More](#)

REMINDER INVITATION TO THE TOWN AND COUNTY PLANNERS ASSOCIATION OF KENYA (TCPAK) CONFERENCE WORLD TOWN PLANNING DAY - TOWN AWARDS OF EXCELLENCE, 6TH - 8TH DECEMBER 2017, NYALI, MOMBASA

The Town and County Planners Association of Kenya (TCPAK) is registered and approved professional association for town, land use or physical planners in Kenya. TCPAK invites you to the **Town and County Planning and Development Conference, 6th to 8th November 2017**, at the **Travellers Beach Hotel in Nyali, Mombasa**. The theme is **“Sustainable Development Planning, Investment & Entrepreneurship.”** The event will also be marking the World Town Planning Day and the Town Awards of Excellence 2017.

To download the program for the conference and to view more information on becoming a sponsor of this event, please click on the link below:

[..\Desktop\2017 Town and County Planning and Development Conference PROGRAM.pdf](#)

REMINDER INVITATION TO THE ISK REGIONAL CONFERENCE, 8TH - 10TH NOVEMBER 2017 AT THE INTERCONTINENTAL HOTEL, NAIROBI

The Institution of Surveyors of Kenya Regional Conference 2017 is scheduled for 8th to 10th November 2017 at the Intercontinental Hotel in Nairobi. The theme of the conference is *'The Land and Property Sector in Africa: Marching into the Future.'*

To download the invitation poster, please click on the link below:

[ISK 2017 Regional Conference, 8th - 10th November 2017.pdf](#)

For more information, please contact the ISK secretariat through the telephone numbers 020 2214 770 or 0724 929 737. Website: <http://www.isk.or.ke>



A bridge built in Lima, Peru around 1610 was made of mortar that was mixed not with water but with the whites of 10,000 eggs. The bridge, appropriately called the Bridge of Eggs, is still standing today.



Daily Nation | Nation Team | Thursday 19th October 2017

WESTERN KENYA INVESTORS FEEL THE PINCH OF PROLONGED CAMPAIGNS

Private investors in western Kenya have started laying off workers because of the current political uncertainty which has resulted in poor business. [Read More](#)

The Standard | Dominic Omondi | Thursday 19th October 2017

SCARED REAL ESTATE DEVELOPERS WITHHOLD BILLIONS AS POLITICAL TEMPERATURES RISE

Scared real estate developers have held on to their cash as the heightened political activity throw the economy into uncertainty. [Read More](#)

Daily Nation | David Mwitari | Thursday 19th October 2017

GO HOUSE HUNTING THE SMART WAY



Cutting-edge technology in the form of apps is making looking for a house to buy or rent easier as internet penetration increases with a rise in the number of smart phones.

REAL ESTATE APPS GOOD FOR INDUSTRY, SAY PLAYERS

With a rising number of real estate stakeholders joining the online platform to undertake their business, many are asking: Could this be the beginning of the end of estate agents?

According to Martin Dais, the MD of FAPCL, a real estate consultancy and management company, property agents should learn to manage their listings more reliably, and fluidly at this time when real estate marketing is moving online.

"Using apps as property marketing tool helps agents to efficiently list and sell properties," says Dias. He says that at FAPCL, 30 to 40 per cent of the properties that they sell come from online portals.

Dan Karua of Jumia House says that apps will not eliminate the human element in real estate business any time soon. He says the apps just makes the work of the real estate sector players easier. "Online marketing is not slicing the cake but educating the market on the fact that it is revolutionising the real estate market and creating a cake that is big enough for any real estate salesman," he says.

In this era of smart phones, you can buy or rent your dream home from the comfort of your seat by just downloading an app

By David Mwitari
dmwitari@standardmedia.co.ke

Managing your property portfolio, selling land, booking hotel rooms or even renting a house is becoming easier, thanks to the rise of cutting-edge apps in the market.

The apps are increasingly taking over the work that used to be done by estate agents and land brokers.

App developers are riding on a strong Internet penetration in the country. One report this year said Kenya's Internet is one of the fastest in Africa and the Middle East. The report said that 21 million Kenyans enjoy Internet connectivity.

Here are some of the apps that have taken the centre stage in Kenya's real estate sector:

Mploti

Land buying and selling company Property Reality Company (PRC) recently an app called Mploti, which according to PRC chairman Brian Gacari will help cut out middle men in land transactions.

"Traditionally, land buying has been viewed as a complicated and rigid process. Mploti aims at changing this by allowing Kenyans to own land by paying as little as Sh500 per day as installment," says Gacari.

What key players offer

- The main player in app technology in housing today is Jumia House and Property24. An earlier player was Buyrent Kenya.
- Jumia enjoys 50 per cent of the classifieds space market share.
- OLX has also been working hard to become a key player on this front.
- Mploti allows land buyers to pay in installments, usually Sh500 per day.

Mploti app only requires one to text the word "Mploti" to 33300, and later reply with 1 to register, enter their full name and ID number.

Property24

Property24, a South African real estate company, has been operating in Kenya since 2013. Their app, Property24, brings Kenyan real estate together. When it was launched, it started as a free online housing market portal. Last year, they started charging agents to list their property on the portal.

"We have helped the Kenyan real estate agent by moving away from the traditional unregistered housing broker who used to take home hunters for viewing at a fee," says Githinji Muhoro, Property24 customer relations manager.

Muhoro says that about 20,000 properties have been listed on the app since its launch. In the app, agents pay Sh3,500 for unlimited property entries per month or Sh2,300 for up to 10 properties per month.

They now have more than 400 agents who use the app on a daily basis to market their products.

Jumia House app

This app started as Lamudi. It allows a real estate professional to do everything with the click of a button. One can upload new properties, manage inventory, receive direct messages from clients, and even perform advanced competitor analysis. It is among the leading house selling and renting apps in Kenya.

"On average, we get 100 subscriptions and over 300,000 listings cumulatively. As at now, we are just short of 25,000 monthly listings for both rentals and sales," says Dan Karua, Jumia House MD.

Jumia House app has sold more than 5,000 homes since its inception with rentals that have gone in the portal standing at over 200,000 listings in the last four years. It registers more than five million hits in a year from house hunters.

Hilton Hhonoruors app

Then there is the hospitality front. Earlier this year, Hilton Hotel launched Hhonoruors app, a digital check-in portal, coming hot on the heels of the digital key portal, which was the first in the Hhonoruors App series first rolled out in the United States market to the hotel chain's 400 outlets.

Hhonoruors app has been around for close to one year. It now opens over one million times every month, with nearly seven million rooms having been opened. It has also unlocked 350 doors since its launch in 2016.

"Guests will now be able to take advantage of Hilton's innovative technology platforms such as online check-in and the ability to choose individual rooms when booking via the Hilton Honours App," says the hotel.

In Kenya, the app is set to be rolled out in Hilton's recently-acquired 109-room Amber Hotel on Nairobi's Ngong Road. The portal enables guest online booking and check-in without the help of a customer care agent.

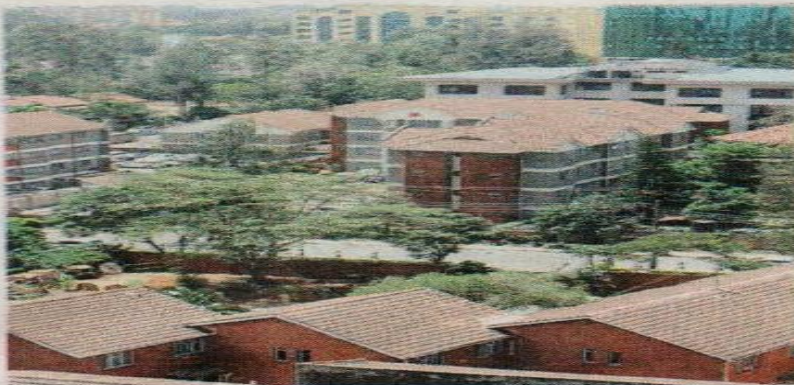
TESTIMONIAL FROM KPDA MEMBER - MMC AFRICA LAW



"MMC Africa Law is a full service indigenous law firm founded in 1995. We joined the Kenya Property Developers Association in the year 2015. In the two years that we have been members of the Association, we have enjoyed the benefit of meeting stakeholders within the real estate sector including developers, Government agencies and officials, building consultants and professionals, amongst others. We have also participated in advocating for the improvement of public policy in the sector with the objective of developing a real estate sector that is efficient, robust and sustainable for our Kenyan population." - **Esther Omulele - Deputy Managing Partner, Head of Commercial & Property Department**

Daily Nation | David Mwitari | Thursday 19th October 2017
KILIMANI OFFICE MARKET EXCEEDS DEMAND

Report. Kilimani office market supply exceeds demand



The office market in Nairobi's Kilimani area is headed for a glut as supply is currently estimated to surpass demand. According to DataFintech's September 2017 report, the median rent for commercial property in the neighbourhood decreased by 10.7 per cent in the third quarter of 2017 compared to the same period last year. The sale price for office space in Kilimani grew by 11.5 per cent between the third quarter of last year and this year's third quarter. This is attributed to the increase in the number of Grade A offices. Overall, gross yield of commercial property in the area was 23.8 per cent in the last one year. DataFintech report said the price of a three-bedroom house in the area had increased from Sh26 million in the third quarter of 2016 to Sh30 million in the third quarter of this year.
[David Mwitari]

Affordability. NHC to build cheaper houses using EPS panels

■ The National Housing Corporation (NHC) has handed over another construction project built using the EPS technology to the National Police Service. The Expanded Polystyrene technology was first applied in Kenya in 2013 in building 44 police housing units in Ruai, Nairobi. The was handed over in September 2014. The latest project comprises a staff canteen, administration block, a car parking area, water reservoir and common cooking area. NHC has an EPS factory in Mavoko, Machakos County, where they manufacture panels using polystyrene. The panels are cost-effective, safe and delivers a new construction faster than brick and mortar. The Ruai project took three months to complete. NHC MD Andrew Saisi said during the handing over of the police units that they working with national and county governments to build decent and affordable houses using such technologies. "We will continue to train artisans across the country on the use of EPS panels to enable deployment of the technology effectively," he said. **[David Mwitari]**

18TH OCTOBER 2017

Daily Nation | Jaindi Kisero | Wednesday 18th October 2017 PROTECT INVESTORS FROM RIP-OFF BY COWBOY PROPERTY DEVELOPERS

The game is all-too-familiar: A smooth-talking developer approaches you with an opportunity to buy a plot in a major property project where the signature development and main attraction will invariably be a golf course surrounded by 300 high-end villas and first-world standard amenities, all built behind high security walls. [Read More](#)

Daily Nation | Gitonga Marete | Wednesday 18th October 2017 PERFECTLY CONTAINED ALTERNATIVE TO BRICK AND MORTAR

"People are shocked that I am operating a transport business with a fleet of 60 trucks from an office made from containers. But I tell them that I am not only working from an office that is just as nice as theirs, but my plot is also intact. There is nothing to prevent me from making use of it when the time comes," he says, adding that the beauty of the technology is convenience.

[Read More](#)

Daily Nation | Anita Chepkoech | Wednesday 18th October 2017 SLEEPING GIANT AWAKENING

While most towns in the country have been growing rapidly thanks in large part to devolution, Bomet, the headquarters of Bomet County, seems stuck in a time warp. [Read More](#)

Nyandarua Governor Francis Kimemia has revived a tussle between Nyandarua and Laikipia counties over the location of Nyahururu town. [Read More](#)

17TH OCTOBER 2017

Business Daily | Lynet Igadwah | Tuesday 17th October 2017
CONSTRUCTION REGULATOR EYES POWERS TO TRY ROGUE CONTRACTORS

Currently, the NCA regulates the professional conduct of contractors and construction workers. [Read More](#)

Business Daily | Maureen Kakah | Tuesday 17th October 2017
FORMER CBK BOSS NYAGAH WINS TATU CITY FRAUD CASE

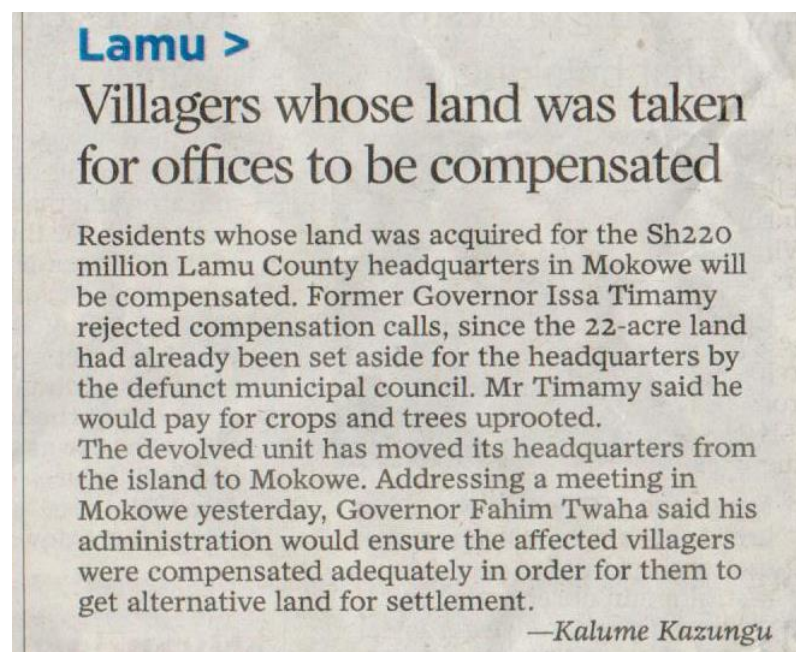
Nahashon Nyagah will be paid yet-to-be-specified damages together with city lawyer Nelson Havi and Lucas Akunga Omariba for being falsely accused of fraud by two companies – Kofinaf, one of Kenya's largest coffee growers and Mauritius-based Galba mining limited. [Read More](#)

Daily Nation | Jaindi Kiseru | Tuesday 17th October 2017
PROTECT INVESTORS FROM RIP-OFF BY COWBOY PROPERTY DEVELOPERS

The game is all-too-familiar: A smooth-talking developer approaches you with an opportunity to buy a plot in a major property project where the signature development and main attraction will invariably be a golf course surrounded by 300 high-end villas and first-world standard amenities, all built behind high security walls. [Read More](#)

16TH OCTOBER 2017

Daily Nation | Kalume Kazungu | Monday 16th October 2017
VILLAGERS WHOSE LANDS WAS TAKEN FOR OFFICES TO BE COMPENSATED



EIGHT HIGH-RISE BUILDINGS TO BE DEMOLISHED OVER SAFETY CONCERNS

Kisii >

Eight high-rise buildings to be demolished over safety concerns

More than eight high-rise buildings in Kisii Town are set to be demolished over safety concerns. National Buildings Inspectorate top officials led by Mr Moses Nyakiongora said the houses pose grave danger to occupants. Mr Nyakiongora further warned developers against flouting safety concerns when putting up storey buildings. "It is a matter of grave concern that unscrupulous and greedy developers had been flouting all rules of safety to set up houses which are becoming death traps," he told *Nation*. He was speaking yesterday after visiting the site of a four-storey building that collapsed in Kisii Town on Wednesday killing seven people and injuring 22 others. Mr Nyakiongora added that the government will also go for developers building on riparian lands.

—Magati Obebo

40 ACRES EARMARKED FOR COUNTY OFFICES GRABBED

Tharaka-Nithi >

40 acres earmarked for county offices grabbed

Private developers have grabbed 40 acres of public land in Kathwana that had been earmarked for the establishment of the Tharaka-Nithi county headquarters. Addressing a public meeting at Kathwana yesterday, Deputy Governor Nyamu Kagwima said only 60 acres out of the 100 acres had remained. He asked those who had built houses on the land to demolish them before the county brings them down at a cost.

— Alex Njeru

14TH OCTOBER 2017

STANDARDS KEY IN DRIVE TO CREATE SMART CITIES

The world is projected to have 41 megacities with more than 10 inhabitants each by 2030. According to the United Nations, urban areas are also expected to house 60 per cent of people globally and one in every three people will live in cities. [Read More](#)

UPCOMING KPDA EVENT

KENYA PROPERTY DEVELOPERS ASSOCIATION - LEARNING AND DEVELOPMENT SYMPOSIUM, MONDAY 4TH DECEMBER 2017 AND TUESDAY 5TH DECEMBER 2017 AT THE ICEA LION CENTRE, WEST WING, NAIROBI

THEME: *'THE JBC CONTRACT: WHAT DEVELOPERS MUST KNOW'*

DATE: Monday 4th December 2017 and Tuesday 5th December 2017

VENUE: Bowman's Offices - ICEA Lion Centre - West Wing, Nairobi

TIME: 8.00am - 12.00noon



We Welcome All Our Members And Partners To Advertise through the KPDA MEDIA WEEKLY REVIEW REPORT. For more information, kindly contact the KPDA Secretariat on 0737 530 290 or 0705 277 787 or by emailing m.mboqo@kpda.or.ke

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