



**WEST KENYA REAL ESTATE**

WHERE DREAMS COME HOME



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## INTRODUCTION

West Kenya Real Estate Ltd was incorporated in the year 2014. The Company was formed to offer solutions to those in need of Property letting, Sales, Property management, Valuation and Construction. We are strategically placed to serve not only the eight counties of Western Region of Kenya namely; Kisumu, Migori, Homabay, Siaya, Vihiga, Kakamega, Busia and Bungoma counties, but the entire republic of Kenya. West Kenya Real Estate Ltd is a focused property company with a large, well balanced portfolio comprised of residential, commercial and mixed-use properties.

# “Your Gateway to Property Investment”

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## Our Vision

To be the real estate company of choice in Kenya.

## Mission Statement

To establish our agency as the preferred real estate company within our market area, building relationships within our community, staff and business providers. To provide systems, tools and services for our staff to enhance their careers and help them achieve the highest degree of success in their business as well as their personal lives.

## Our Core Values

The ideals that drive West Kenya Real Estate forward can be divided into 5 different core values that guide our decision making:

1. **Commitment to Excellence** - Commitment in all we do for our internal and external customers. First rate and superior service. Ownership of the outcome.
2. **Integrity** - High standards of honesty and strong moral principles. Doing the right thing all the time with no exemption.
3. **Inspire** – To motivate, influence, energize and stimulate the working environment.
4. **Innovators** - progressive, enlightening forward-thinkers who engaging in new ideas for better solutions and streamlining processes.
5. **Fearless** – Able to take on challenges, difficult situations, demanding customers and tight deadlines without being reckless. Always engaging in critical thinking.

## OUR SERVICES

### CONSTRUCTION SERVICES

West Kenya Real Estate Ltd offers tailor made construction solutions to clients, corporates and individuals, Government and Non-Governmental organization as well as private sector. Our competence and work ethics have been nurtured over the past ten years and this explains the so many successful projects we have completed.

We do not offer construction financing but rely on clients to secure financing for the project then we come in as the contractor. We do new developments, renovations, extensions and mix development. We draw plans and assist our clients have them approved by the government bodies. We are experienced in all categories from retail, office and industrial development to single- and multi-family homes.





## PROPERTY VALUATION SERVICES

Our qualified property experts provide accurate and high quality commercial and residential valuations and consultancy services for a wide range of purposes. Our clients and companies benefit from real estate asset valuation services that are integrated from a cross-section of practice and



industry experts across the firm, enabling us to offer interdisciplinary solutions for complex business needs. Our services for property asset valuations include:



## Commercial Valuation Services

- Commercial Buildings
- Offices
- Land
- Mixed Use Portfolios
- Purpose Built Properties
- Hotels and Resorts
- Hospitality and Leisure
- Industrial Properties
- Malls
- Properties Under Construction
- Schools & Hospitals



## Residential Property Valuation

- Villas
- Residential Buildings
- Residential Compounds
- Off-Plan properties
- Palaces
- Properties Under Construction
- Residential Plots





## PROPERTY SALE

In order to sell your property or get tenants to occupy it at the right price requires commitment and a host of marketing activities. At West Kenya Real Estate, we give clients opportunity to dispose their property by either selling or letting to the right party at the fastest time possible.

We have creative strategies of attracting sales and quick occupancy of units. These include, but not limited



to, digital materials, on-site marketing through signage, hosting open days, web marketing, print marketing and property viewing. We also assist you during legal paper works and payments.

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WHERE DREAMS COME HOME





# PROPERTY MANAGEMENT

We offer comprehensive Property Management services that include on-going communication, comprehensive marketing and advertising, thorough tenant screening and selection, full-service leasing, timely rent collection, regular inspection, cost-effective and reliable maintenance, strict and compliant evictions, and comprehensive accounting.



## Managing property for your peace of mind

Services for Resident Management Companies, property owners and residential developments.



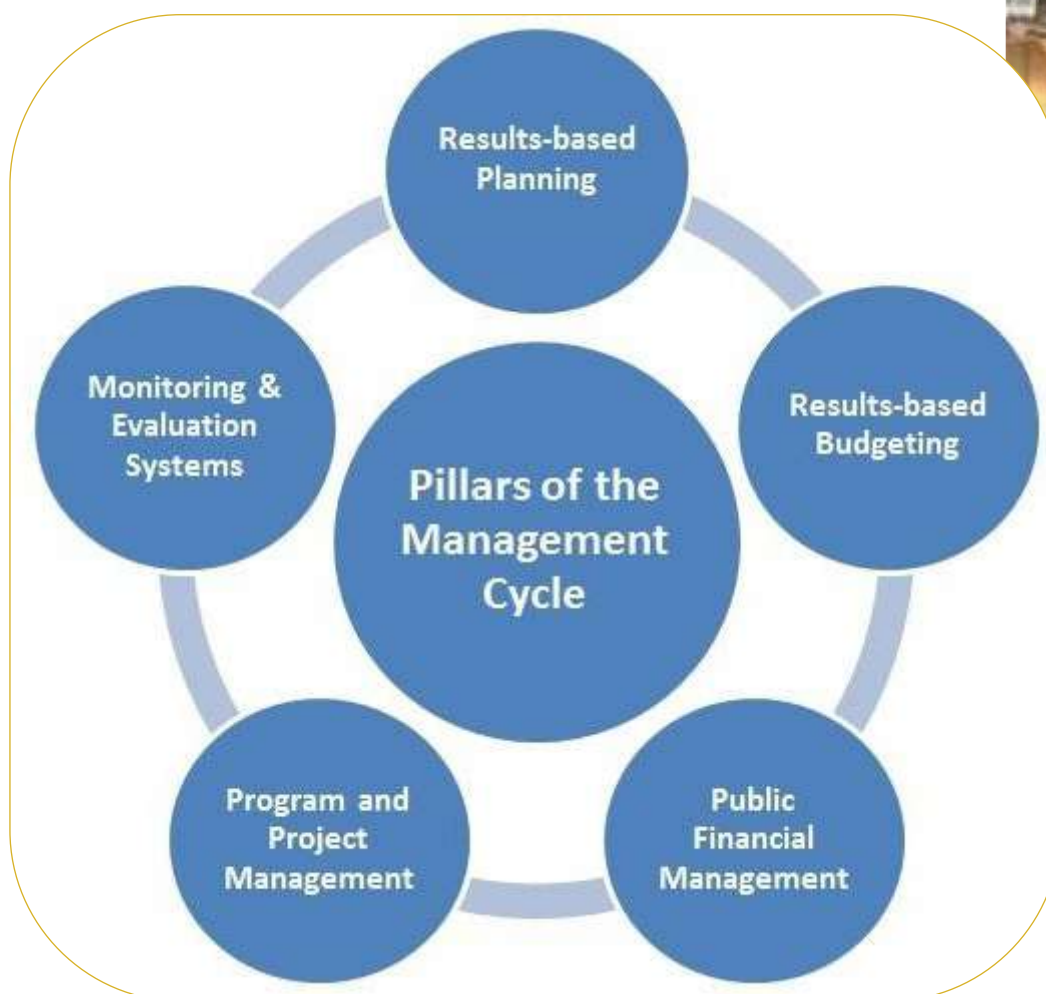


## On-Going Communication

A secure online account provided by your local Real Property Management office keeps you updated on property activity, including vacancies, leasing, maintenance, inspections and financial reports. Whether you stay a few blocks from your rental property or hundreds of miles away, you can monitor the activity of your property from the convenience of your computer, 24 hours a day anywhere in the world.







### Comprehensive Marketing & Advertising

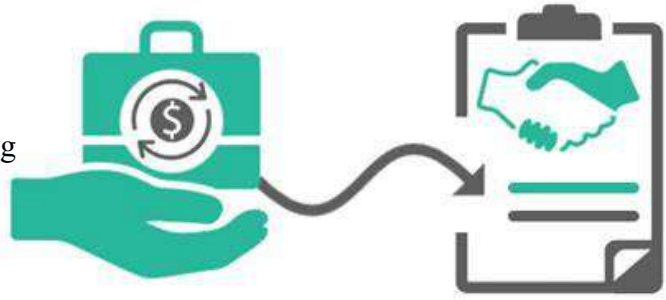
Each day your property is vacant is same as money out of your pocket. Professional management costs are easily offset by shorter vacancy times. Experienced marketers fill vacancies faster. Your property is advertised on high traffic rental and classified websites. A professional “For Rent” yard sign adds exposure to capture drive-by prospective tenants. Professional, experienced leasing agents respond promptly to inquiries and advise prospective tenants on details about the property, and show your home in the best possible light.

### Thorough Tenant Screening & Selection

Having a wrong tenant can quickly cost you what you save in professional management fees. Every tenant application is evaluated based on credit, criminal background, sex offender registry, employment verification and residency/rental history. Thorough screening complies with all applicable laws.

### Full-Service Leasing

Your leasing agent manages the lease signing with the approved tenant, using a professionally prepared lease, and ensures that all proper contracts are executed correctly. During lease signing, the tenant gets information that will assist in



preserving your property's value. He/she also pays all rent, deposits and any other fee in accordance with local legal and financial regulations, which are recorded in your online account.

### Timely Rent Collection

Nothing affects your cash flow more than late or missing rent payments. Rent is collected every end of the month and deposited into your account expeditiously. The collection processes are professional but tough, and Real Property Management staffs are extremely diligent in collecting

### Regular Evaluations

Professional evaluations of your property both inside and out are beneficial to ensure tenants are complying with the terms of their lease and to assess property conditions.

### Cost-Effective, Reliable Maintenance

We have an extensive network of contractors, vendors and in-house staff to handle property maintenance and repair work. In addition, partnerships with national and local vendors provide discounted equipment and services and assist in minimizing maintenance expenses.

### Strict and Compliant Evictions

Even with careful placement, occasionally, there's still a tenant who needs to be evicted. Staff members are very knowledgeable in the 'state, local landlord and tenant laws'. If a tenant does not pay rent on time or breaches the terms of the lease, we initiate the proper legal steps necessary, in the fastest possible timeframe, to minimize your costs and get the property leased again.

### Comprehensive Accounting

The goal of property management services is to maximize your income and minimize your expenses. To keep track of your income and expenses there is a centralized accounting system. This all-inclusive accounting and reporting system, backed with itemized statements and tax documentation, keeps all your property management financial information organized in one place.



**COST EFFECTIVE AND FAST**

### PROPERTY LETTING

We also relieve you of the burden of looking for tenants for your next project. At West Kenya Real Estate, we have well planned strategies that help us fill a vacant apartment within the shortest time possible. We have experience with both small and big projects involving hundreds of units.





## PROPERTY INVESTMENT SERVICES

West Kenya Real Estate helps facilitate your investment by introducing you to a team of independent professionals including lawyers, accountants, mortgage brokers and the team at experienced Real Estate practitioners. West Kenya Real Estate works tirelessly with your advisors and other third parties to ensure you have a property investment strategy that meets your goals.

- Provide examples of properties that your financial analysis suggests you can afford
- Compile a property pack based on information conveyed to us by developers for each investment property that we consider could help achieve your investment strategy
- Assist in ensuring that you and your advisors have a comprehensive due-diligence process on any houses that meet your criteria
- Carry out real estate research to ensure your property investment is sound
- Research and identify the most desirable property investment locations
- Include research on real estate location demographics and forecasted growth
- Identify any future developments in the local area that could affect your chosen property's value

### **Property Investment: a portfolio of assets that work for you**

Based on your long-term financial needs and short-term challenges, our chartered accountant will prepare a tailored investment strategy for you and provide you with conservative ten-year property projections showing expected outgoings, income and tax savings.

West Kenya Real Estate Property Investments does not believe in fixing an investor into a property. Rather, our objective is that you find the best solution to suit your earnings and outgoings—and then ensuring you have the right financial and legal structures in place.

## TEAM MEMBERS:

### Benard Onyango (Managing Director)

Benard has extensive experience and expertise in the real estate industry. He has a reputation for being a straight-forward, effective communicator and a highly motivated professional. His conscientious professionalism, combined with an ability to connect and communicate with people is guaranteed to keep the company's significant portfolio teeming. He's also an outstanding leader, leading his team to manage projects proactively, efficiently and effectively.



### Barnabas Odhiambo Otieno (Quantity Surveyor).



Barnabas is skilled, qualified and well experienced with best construction practices and ethics. He does oversight of construction projects, estimation of costs, hiring and purchasing of materials and efficient delivery of construction assignments.

### Nancy Shimule (Financial Analyst)

Nancy is an experienced administrator, who focuses on managing the finance and accounts as well as providing excellent client liaison. She has both local and international work experience within the industry and utilizes this knowledge to ensure financial prudence is achieved and clients' funds are managed not only effectively but also profitably.



### Bildad O. Onditi (Engineer)



Engineer Bildad brings a wealth of experience of over 30 years in public sector and private practice. He has overseen major constructions work, including but not limited to, roads, public markets and buildings. His wealth of experience was acquired from among other places Mumias Sugar Company and Lake Basin Development Authority.

### Modecai O. Onyango (Engineer)

Modecai is an experienced youthful engineer who has demonstrated his skills in managing project production efforts for unit deliveries within stipulated time as well as performing technical support and customer services for all projects. He is a very trustworthy and dependable team member.



### Onienga John Stephen (Property Valuer)



John has practice property valuation and management for several years. He is very skilled having graduated from the University of Nairobi with a bachelor's degree in real estate. His work involves property valuation and reporting. He has outstanding experience in property appraisal, mapping and surveying processes, real estate laws, performing mathematical and statistical calculations for valuation purposes.

### Mercy Osoi (Administration)

She is a very talented administrator who understands the intrigues existing in the modern corporate environment. She has over 5 years of active administrative assignment both in real estate sector and BPO. She is dependable, hardworking, God fearing and very organized.



### Jackson Odhiambo (Estate Manager)



Jack is a skilled Estate Manager, who incorporates professionalism, sound judgment and key evaluation skills to his integral role. Jack's responsibility is to deliver client and tenant satisfaction while using his knowledge and experience to evaluate the property market. His role required in analyzing market trends and developing quality assurance has been greatly impactful on the organization.



# For Enquiries:

## CONTACT US:...



### PHYSICAL ADDRESS

Kodiero Business Centre  
1st Floor Room 1 along Kibos Road,



### POSTAL ADDRESS

P. O Box 2518  
KISUMU Code 40100,



### MOBILE

Airtel: 0789-217-685/0736-722-000  
Safaricom: 0724-481-087/0798-952-518



### EMAIL

Email: [info@westkenyarealestate.com](mailto:info@westkenyarealestate.com)

Website: <https://westkenyarealestate.com>

