

2ND ESTATE AGENTS CONFERENCE

**THEME: RE-ENGINEERING REAL ESTATE FOR
EMERGING REALITIES**



8:00AM- 5:00PM
6th OCTOBER 2023
SAFARI PARK HOTEL

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Government of Kenya
FRC



**Institution of
Surveyors of
Kenya**



ETWONS PROPERTY CONSULTANTS LTD.

SCHEDULE

MORNING SESSION

8:00 AM-10:00 AM

Registration

EARB Secretariat

Introductory remarks

EARB Chairperson

The role of the Judiciary in mainstreaming Real Estate Sector

Hon. Justice Lucy Mbugua

Highlights on Role of Council of Governors to the Land Sector

Plan. Nicodemus Mbwika

Highlights on affordable housing and opportunities available for registered Estate Agents

PS State Department for Housing -Hon. Charles Hinga

Keynote Opening Address

Chief Guest-Hon. Zachariah Njeru, CS for Lands, Public Works, Housing & Urban Development

TEA BREAK

10:00AM-10:30 AM

MID-MORNING SESSION

10:30 AM-1:00 PM

Re – Aligning Professionals for Emerging Realities

Mr. Eric Nyadimo

Real Estate Portfolio Analysis and Re Engineering

Ms. Ruth Okal

**The Impact of Evolving
Regulatory Framework in
Real Estate Practice**

Mr. Chris Ayieko

**Facilities Management-
Exploring the future and
opportunities**

Mr. Paul Bagust

Q&A

Moderator

LUNCH BREAK

1:00 PM-2:00PM

AFTERNOON SESSION

2:00PM-5:00 PM

**Emerging Marketing Trends
in Real Estate Agency.**

**Mr Mark Dunford CEO
Knight Frank and team**

**Brief Presentation on Business
Premises Rent Tribunal**

**Mr. Nguthari Cyprian
Mugambi**

Plenary discourse

Moderator

Sponsors Presentations

Sponsor

Q&A

Moderator

FINAL SESSION

- Conference resolutions**
 - Conference Closing**
- Remarks**
- Certificate award**
- ceremony**

**Chairperson/ Chief
Rapporteur**

Vote of Thanks

Vice Chair

TEA BREAK

5:30 PM-6:00PM



**CHIEF GUEST: HON.
ZACHARIAH MWANGI**

Mr. Zachariah Mwangi Njeru is the Cabinet Secretary for Lands, Public Works, Housing, and Urban Development in Kenya. Under his docket are three (3) state departments with mandates on Lands and Physical Planning, Public Works, and Housing and Urban Development.

With a career spanning over 28 years in the public and private sector, Mr. Njeru has a wealth of experience in public sector administration, intergovernmental relations, public health, public finance, stakeholder engagement, mainstreaming governance and national values within public service, as well as business management and development.

Prior to his appointment to Cabinet, Mr. Njeru served as a Sub County Administrator in the County Government of Nakuru, a Nominated Councilor in the defunct Municipal Council of Nakuru, and as the Chairman of the Finance and Public Health Committees. Previously, he held managerial posts at Madison Insurance and Blue Shield Insurance. Mr. Njeru's vast experience in management, public administration, and urban development institutions allow him a nuanced view of the interventions required to resolve the complex issues related to land administration and management as well as the emerging urgent needs within the urban development sector. He truly appreciates the complexities of governance in a devolved context and the imperative for collaboration in achieving national development priorities.

A true son of Kenya, Mr. Njeru takes great pride in having schooled and built a successful career in Nakuru, one of the fastest-growing urban areas in Kenya. Indeed, his life's journey demonstrates a commitment to dutifully serving the Republic of Kenya. Mr. Njeru holds a Master of Arts degree in Public Administration and Management and a Bachelor of Science degree in Information Science.

**KEYNOTE SPEAKER:
HON. CHARLES HINGA**

Charles Mwaura Hinga is the Principal Secretary (PS) in charge of State Department for Housing and Urban Development

A Chartered Accountant (CA) and holds a Bachelor of Commerce (Accounting) degree from Kenyatta University.

The PS also holds a Bachelor of Accounting Science (Honors) from University of South Africa.

His core competencies include project and structured finance, dealing in structuring and business development.

In the course of his career, Hinga has led a number of landmark advisory mandates including the R1.5 billion City Of Johannesburg Broadband Network Project and PRASA restructuring and recapitalization plan.



**MS. EUNICE MACHARIA,
EARB chairperson**



A seasoned professional on land matters with experience in diverse working environments in public, private & corporate sectors with 30 years' experience. Managing Director, Etwons Property Consultants Limited, Chairperson, Estate Agents Registration Board (EARB), Immediate former County Executive Committee Member (CECM) in Charge of County Department of Lands, Housing, Physical Planning, Municipal Administration and Urban Development and Cabinet Member, Kiambu County, former Deputy Chair, Institution of Surveyors of Kenya among other social responsibilities. A full Member of the Institution of Surveyors of Kenya (MISK), A registered and Practising Estate Agent, A registered and practicing Valuer, Associate Member of the International Real Estate Managers (IREM).



**MR. JESSE KIHORO- Board member
EARB and the Chairperson
Conference Committee.**

Registered Estate Agent, Registered and Practising Valuer
Full Member Institution of Surveyors of Kenya (MISK).

Currently, Director Nile Real Appraisers EA Limited
registered in Kenya and Nile Real Appraisers Limited
registered in South Sudan.

A graduate of Bachelor of Arts degree in Land Economics
and Bachelor of Laws degree, both from the University of
Nairobi.

The immediate former Chairperson Estate Agency Chapter
(Institution of Surveyors of Kenya).

Has 19 years of experience in real estate consultancy (estate
agency, property management, valuation, feasibility studies
etc) practising in the East African region.

MR. NICODEMUS MBWIKA



Nicodemus Mbwika is an accomplished Urban Governance and Planning Specialist, Project Management Professional, Environmentalist and development researcher with extensive national and international experience spanning over 13 years. He is currently pursuing PhD in Environmental Policy at the Centre for Environmental Policy and Law at the University of Nairobi and holds a Master of Science degree in Project Management from the Jomo Kenyatta University of Science and Technology and a Bachelor of Arts degree in Urban and Regional Planning from Maseno University. Additionally, he holds training certificates in project management professional from Strathmore University and is a corporate member Kenya Institute of Planners, Registered Physical Planner in Kenya, Lead Expert in Environmental and Social Impact Assessment as well as a member of the Project Management Institute.

He is a firm believer in Sustainable Development and a pioneer devolution expert who has been part of the team which rolled out devolution in Kenya. He also successfully led research, project development as well project implementation in the Non-Governmental sector. Some of the major donors and development partners he has managed to work with include USAID, SIDA, FCDO, Bill, Melinda Gates and World Bank among others.

He has been involved in the design and implementation of several large-scale program interventions in urban governance and development within the devolution space in Kenya including the Kenya Urban Support Program I and II, Kenya Informal Settlement Program II, SymbioCity Kenya Program as well as the Kenya Devolution Support Program II. He is widely travelled and has participated in many international conferences and events and presented papers on urban governance and development focusing on the place of urban areas within development.

He has served as a resource person in urban governance, Urban Planning and Development, project planning and implementation, among others, for many Counties, National Ministries and Agencies and other bilateral agencies. He is also an accomplished writer for local publications and internationally acclaimed journals and magazines. Further, he has made intellectual contributions to the Government of Kenya through the development of the municipal charter template, County Spatial Planning Guidelines, County Spatial Planning Exemplar Format among others. Further he has served as the Joint Secretary in the review of the Survey Law and the Urban Reengineering and Transformation Taskforces.

He currently works at the Council of Governors as the technical head of the Lands, Housing and Urban Development Committee.

GUEST SPEAKER

Hon. Justice Lucy Mbugua



Hon .Judge Lucy Mbugua.
Head,Land Division Environment
and Land Court.
Judge of 6 years standing,worked
as a Judge of the Environment &
Land Court ,Meru for 4 years.

GUEST SPEAKER:
Mr. ERIC NYADIMO-ISK
President



Mr. Eric Nyadimo is a Licensed Surveyor and a Full Member of the Institution of Surveyors of Kenya (MISK). He is the Managing Director of Oakar Services a Geospatial Consultancy Firm working in the Eastern Africa Region. Eric has a MSc degree in Land Management and Land Tenure from the Technische Universität München, Germany and BSc.

Surveying from the University of Nairobi. He currently serves as the: President of the Institution of Surveyor of Kenya; Chair of the Lands & Physical Planning Sector Board at KEPISA; and Chair of TC211, a Working Group for Geospatial Standards under the Kenya Bureau of Standards. Eric Nyadimo has also served as the Chair of the Taskforce on Digitization of Land Records and Taskforce on the review of the Survey's sector's policy, legal and institutional framework for the Ministry of Lands, Public Works, Housing & Urban Development.

Ruth is a seasoned Real Estate investment expert with a wealth of experience spanning over 18 years having worked in different sectors such as valuation, property management, REIT management, portfolio management, agency, listed real estate asset management.

Ruth was instrumental in setting up and continues to manage the first listed Real Estate Investment Trust in East Africa, then known as STANLIB Fahari I-REIT, and later ILAM Fahari I-REIT. She has also served in various capacities as an advisor at industry and policymaking levels on developing interventions meant to transform the Real Estate Investment space and deepen the capital markets in Kenya.

Ruth is a member of the main committee as well as the current chairperson of the Policy, Publications and Research (PPR) Sub-Committee of the REIT Association of Kenya (RAK), a Board Member at the Valuers Registration Board, Member of the Affordable Housing task force for the Kenya Property Developers Association and an examiner for the Institution of Surveyors of Kenya (ISK). Ruth has also held various speaking and investor education engagements as part of her strategic professional development initiatives and giving back to society.



**GUEST SPEAKER:MS.
RUTH OKAL**

Mr. Paul Bagust is Head of Property Standards at RICS responsible for creating new standards, best practice and thought leadership on all property related matters with a specific focus on facility management and corporate real estate.

Over the years, Paul has contributed to the discourse around workplace productivity, AI, the impact of emerging technology on the sector and he frequently represents the profession as government liaison at leading industry events.



GUEST SPEAKER:
PAUL BAGUST- Head of Property Practice RICS



GUEST SPEAKER:
MR. CHRISTOPHER AYIEKO-Managing Partner at Lumumba & Ayieko Advocates

Mr. Ayieko is the Managing Partner at Lumumba & Ayieko Advocates. He is an advocate of the High Court of Kenya, a commissioner for oaths and a notary public. He holds a Master of Laws (LL.M) in Regional Integration Law from University of Dar es Salaam. He also holds a Postgraduate Diploma in Law from the Kenya School of Law, a Bachelor of Laws degree from Kenyatta University and a Certified Public Secretariat (CPS II).

As a legal practitioner with significant achievements in a range of advisory capacities, Mr. Ayieko is an expert when it comes to handling complex legal issues relating to policy formulation, public interest litigation, regional integration law among others.

So articulate and with a robust command of the law, Mr. Ayieko has tackled complicated matters in regional and international law disciplines on behalf of the firm's clients. He has also acted as a legal consultant in the formulation and the drafting of the major policies and law for many sectors including media, telecommunication, real estate among others. His unrelenting pursuit of the rule of law and natural justice and often thought provoking means to solving legal disputes remains unmatched.

Prior to founding the firm, Mr. Ayieko worked for Airtel Networks Kenya Limited, Africa Towers Limited, Transparency International and International Commission of Jurist, Kenyan Section. He is a member of the Law Society of Kenya and the East Africa

Law Society.

GUEST SPEAKER:
MR. MARK DUNFORD- Knight
Frank CEO



Mr. Mark Dunford earned a Bachelor of Science degree in Hospitality Management from the EHL Ecole Hoteliere Lausanne, Switzerland in 2004.

His first entry into the world of work was in January 2005 with the STR Global (originally known as The Bench) as the UK sales manager, based in London.

In January 2007 he joined JLL in London as an Associate, working there for two years before relocating to the Mediterranean city of Barcelona as the development director of Franklyn Hotels & resorts in 2009

His next move was northward bound to Switzerland, as a consultant with the Lausanne Hospitality Consulting, where he worked as a senior consultant until December 2014.

Mark then ventured into self-employment at MD Principal Independent Advisory, still based in Lausanne Area.

In June 2017, Mark moved back to JLL as the Vice President of the Hotels and Hospitality group in sub-Saharan Africa tasked with heading the East Africa unit of JLL in Nairobi, a post he held for three and a half years before moving to Dubai in July 2019 as JLL's Director of Capital Markets Middle East and North Africa.

In January 2021 he joined Cavendish Maxwell, as Partner and Head of Investment & Commercial Agency in Dubai.

He is now heading Knight Frank Kenya from its Nairobi office as CEO. An avid sportsman, Mark has played rugby at a national level, is an expert swimmer and a biking enthusiast. He also takes part in triathlon competitions and plays rugby regularly.

He has sat on the Boards of the following organizations:

- EHL, January 2013 – Dec 2014, in the China Advisory Business.
- Kenya Utalii College, July 2016 – July 2019.
- Seychelles Tourism Board – Since June 2010 to present.
- Superbrands East Africa Council – Sits as judge in the Council.

GUEST SPEAKER:
MR. BONFACE ABUDHO-
Research Spokesperson for
Africa, Knight Frank



Mr. Boniface Abudho is a highly capable professional with a strong academic background in Urban and Regional Planning, complemented by expertise in IT. With over seven years of experience in Urban Management and Real Estate Research.

Currently working as a Research Analyst at Knight Frank, and holds the position of Research Spokesperson for Africa within the company.

His exceptional knowledge and keen interest in real estate research have made him a sought-after contributor to numerous Knight Frank Global and Africa Research publications. Furthermore, he is frequently invited to prestigious local and international real estate events as a distinguished speaker.

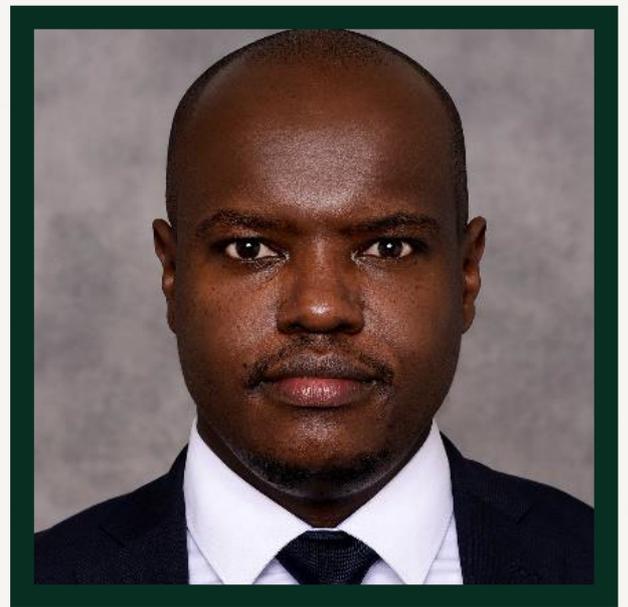
Before joining Knight Frank, Boniface made significant contributions to various urban development projects at Eco Build Africa. Notably, he played a pivotal role in the review of Building Codes for Malawi and Afghanistan, as well as the development plan for Konza Techno City.

Boniface's passion for real estate research is unwavering, and he is dedicated to driving positive change within the industry. His focus lies in advancing Environmental Social Governance (ESG) and Property Technology (prop-tech) initiatives.

It is worth mentioning that Boniface holds corporate memberships with the Kenya Institute of Planners and the Commonwealth Association of Planners.

GUEST SPEAKER:
MR. CHARLES MACHARIA- Senior
Research Analyst, Knight Frank

Mr. Charles Macharia is a seasoned real estate professional with over 17 years' experience. He thrives in market studies, valuation, agency, site acquisitions, and has a comprehensive understanding of diverse real estate asset classes.



Currently serving as a Senior Research Analyst at Knight Frank Kenya, Charles oversees local and international market and feasibility studies, ensuring accurate assessments and projections for clients. He specializes in the valuation of diverse portfolios, leveraging his extensive knowledge and expertise to deliver precise and reliable valuations. Charles is committed to professional excellence, as evidenced by his membership in the Institution of Surveyors of Kenya (MISK). He is a registered and practicing Valuer (RV) and a registered estate agent (REA), demonstrating his qualifications and credentials in the real estate industry.

In addition to his real estate expertise, Charles holds the esteemed title of a Certified Public Accountant (CPA K) and is a member of the Institute of Certified Public Accountants of Kenya, further enhancing his comprehensive understanding of the financial aspects related to real estate transactions. He is also a respected Member of the Royal Institute of Chartered Surveyors (MRICS), which attests to his international recognition and adherence to the highest professional standards.

With his extensive knowledge, diverse skill set, and notable professional affiliations, Charles continues to make significant contributions to the real estate industry, providing invaluable guidance and expertise to clients and organizations.



**GUEST SPEAKER:
NGUTHARI CYPRIAN MUGAMBI-
CHAIRMAN BPRT**

Mr. Nguthari has been an advocate since 1998 and is the Managing partner at Nguthari & CO. Advocates. He is the current chairman of the Business Premises Rent Tribunal (BPRT) now serving his second term as chairperson and leading a team of ten members.

He holds an MBA(strategic management, Jomo Kenyatta university of agriculture and technology), LLB honours, (Nairobi University) and diploma in law, (enya school of law)