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The
Real Estate

Magazine

FOR DIANI BEACH

EDITION 1, 2024

EXCLUSIVE

**Interviews
with Buyers
& Sellers**

Information
On How to Purchase

HOT PROPERTY
Sales In Diani



www.sandlovers.com



WITH SUNNY COMPLIMENTS FROM SANDLOVERS DIANI REAL ESTATE



Dear Reader,
Dear Future And Former Client,
Dear Visitor To Amazing Diani Beach,
Dear Resident,

Thank you very much for taking some of your valuable time to read through this first edition of Diani's **The REAL Estate MAGAZINE**.

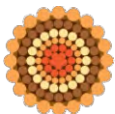
It is my aspiration to provide an overview easy to digest of available properties in Diani Beach combined with some insight information – you may want to keep this MAGAZINE as a reference point for individual interest or share with a good friend.

Most of the information of course is available online and I invite you to visit my website www.sandlovers.com. But as you may enjoy much more the sun, the beach and the ocean during the day a printed "old fashion" MAGAZINE might just suit you better.

If you require additional information on any of the properties showcasing in the MAGAZINE please contact me - I am delighted to provide you with sizzling sales documents.

Enjoy your time flipping through the MAGAZINE and if you want to see a specific property – I am only a phone call away to pick you up and show you the beauty of the Diani real estate market.

Yours, Ole Sauer, MRICS
+254 (0)7 45 43 555 8



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Disclaimer:

The content of this Magazine is for basic information only and does not form an official offer to purchase; all information is provided by the owners and may not be fully accurate; Sandlovers does not take on any liability and we advise to check on any information mentioned in this Magazine



Sandlovers

www.sandlovers.com

Beautiful Villas for Sale

VILLA FM

Modern Luxury

- 5 bedrooms / 5 bathrooms
- ca. 360 sqm of living area
- 2,000 sqm plot – 3rd row
- Amazing pool area



KSH.53M

VILLA RA

Tropical Living

- 1st row with direct beach access
- 3 bedrooms / 3 bathrooms
- Tropical garden with large pool
- Ocean view from roof-top terrace



€450,000

Beautiful Villas for Sale

VILLA B

Efficiency at its Best

- 3 bedrooms / 3 bathrooms
- ca. 220 sqm living area
- 1,000 sqm plot in 2nd row
- ca. 250m from the beach



€230,000

VILLA G

Great Standards

- 4 bedrooms / 3 bathrooms
- ca. 360 sqm living area
- ca. 700 sqm plot in 2nd row
- Amazing roof-top terrace



KSH.28M

Beautiful Villas for Sale

VILLA RAY

Living in Style

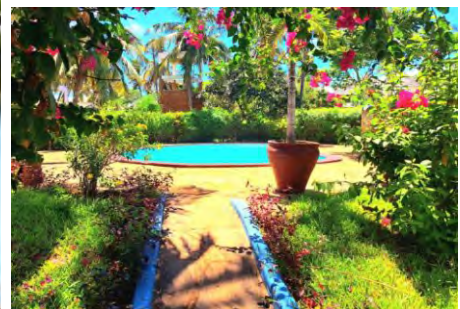
- 2 bedrooms / 2 bathrooms
- ca. 200 sqm living area
- 1,000 sqm plot in 4th row
- Highest fit-out standards



VILLA D

With Great Potential

- 3 bedrooms / 3 bathrooms
- ca. 300 sqm living area
- 3,200 sqm plot in 3rd row
- Nice large pool area



EXCLUSIVE INTERVIEW



Annamarie and Anne Jongema

A happy seller in Diani

Q1: How long have you been living in Diani now?

A: We visited Diani for the first time in 2007, just before election riots. Since that time we came often to visit Diani. In 2011 we sold our business, a cinema, and we made the decision to go and retire in Diani

Q2: Are you an active participant in the Diani property market, and have you sold property in the recent past?

A: Our interest in real estate was always there even before we lived in Diani. But we have seen the real estate in Diani grow and getting mature. We like to keep busy and my wife likes to do redecoration so that's how we ended up with some property and do them up for sale or rental

Q3: What do you like most about Diani?

A: Diani is a thriving tourist city with many places to go and eat, drink and enjoy yourself. With great opportunities in both rental and buying/selling market

Q4: Did Sandlovers assist on your recent sale and how long did it take to find the purchaser?

A: Sandlovers is a good partner to explore the market, buying, selling or rental. We already sold some property through Sandlovers and all went smoothly...The time it took to get people interested in some of my property was short and we got some viewings within a week...

Q5: Is there anything you miss in Diani you would like to find here?

A: Diani is growing to a mature little city, in my opinion we need to get more shops, not only focused on tourist, but focusing on growing middle class and commuters who will come with the opening of the bypass. Talking furniture stores, clothing, sports and leisure.

Q6: How would you describe and characterize yourselves as a seller?

A: As an opportunity buyer/seller and landlord we see ourselves as a fair and easy to approach couple which cares for their tenants...

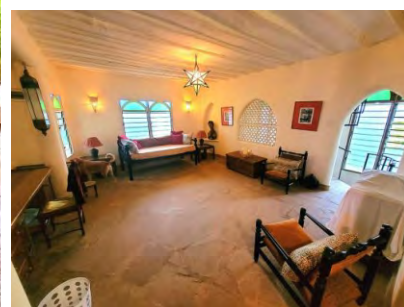
Thank you very much both of you for meeting up today to have this interview.

Beautiful Villas for Sale

VILLA FA

Amazing Layout

- 4 Bedrooms / 4 Bathrooms
- ca. 350 sqm living area
- 670 sqm plot in 2nd row
- great potential for more bedrooms

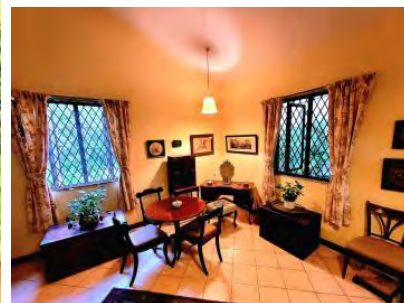


€380,000

VILLA JE

Loving & Charming

- 3 bedrooms / 2 bathrooms
- ca. 260 sqm of living area
- 2,000 sqm plot in 2nd row
- Nice tropical garden with pool



€280,000

Beautiful Villas for Sale

VILLA ROS

With Additional Cottage

- 6 bedrooms/4 bathrooms
- ca 420 sqm living area
- 2,000 sqm plot
- 2nd row with private pool



KSH. 30M



VILLA BH

Luxury Living

- 2 bedrooms/2 bathrooms
- ca. 220 sqm living area
- 1,000 sqm plot
- 2nd row gated community



€ 260,000



THE WINE SECTION

WINE
&
MORE

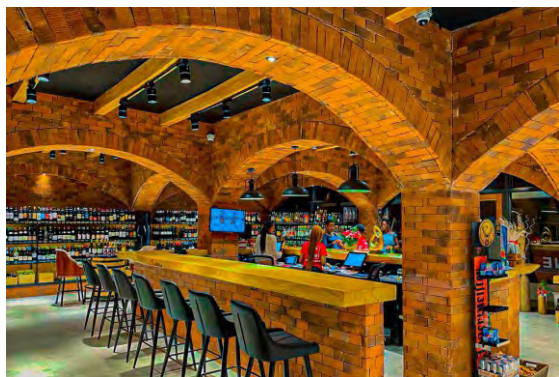
WINE & MORE

Living in *DIANI BEACH* means also having the *BEST WINE SHOP IN KENYA CLOSE* to you!

In this celestial sphere, wine needs special attention when it comes to the storage and transport of the valuable beverage. At Wine & More we guarantee a cold chain that is good for the wine and allows you to have the taste that the winemaker wants to express in his wine.

At the same time, we also have wines in our range, which are specially made by the winemaker for our climate and are mostly drunk in Europe only in summer. In this context, it should be mentioned that wines that taste good to us in Europe do not provide the expected enjoyment here due to the higher humidity and temperatures, as we are used to.

We from Wine & More were AWARDED by the Italian GAMBERO ROSSO association for the BEST WINE SHOP in KENYA.



Come by and taste our wines from all over the world, we have about 1,200 different wines ready for you.

With our weekly flight we offer free tastings of 3 different wines every day. Our Sommelier can lead you to the wines you like.

If you want to have a private WINE TASTING, we offer you products at your choice in our WINE CELLAR (corkage fee 1.000 per bottle) or we can come to your place and do the WINE TASTING in your HOUSE. (Please ask for a quote) THE BEST WINE CELLAR also offers goods like Coffee, Cheese, Ham, Salami, Gin, Liquor, Whisky, and other Spirits.

Have a look at our ONLINE SHOP: www.winemorekenya.com

If you plan an event or a wedding, ask for a wine tasting with our SOMMELIER to get the right wine for your event. We will pair your menu perfectly with our wide range of wines from around the world



AWARDED by the Italian GAMBERO ROSSO association for the BEST WINE SHOP in KENYA.

We hope to see you soon in our BEST WINE CELLAR IN KENYA. (Location - Next to DIANI SEA RESORT)

Beautiful Villas for Sale

VILLA H

Gorgeous Living

- 5 bedrooms/3 bathrooms
- ca. 350 sqm living area
- 2,000 sqm plot
- Many patio areas



KSH. 49.5M

VILLA P

Traditional Living

- 2 bedrooms / 2 bathrooms
- ca. 165 sqm living area
- 620 sqm plot size
- Open space at gallery



€ 145,000

Beautiful Villas for Sale

VILLA AH

In Harmony with Nature

- 2 bedrooms + 2 bathrooms
- ca. 250 sqm living area
- 5,500 sqm plot in 5th row
- Large private pool



€ 175,000

VILLA C

Swahili Style

- 2 bedrooms / 2 bathrooms
- ca. 320 sqm living area
- 1,000 sqm plot in 3rd row
- large gallery for extension



€ 145,000



EXCLUSIVE INTERVIEW



Anja and Chris Hyde

A happy couple purchasing in Diani

Anja from Sweden and Chris from Australia, married with 3 adult children and have built and owned properties in New Zealand, Australia and presently own a few properties in Stockholm. They recently purchased a property in Diani in 2nd row

Q1: How would you describe and characterize yourselves as buyers?

A: We would say very discerning. We look for Form and Function in a property. Form being for us, the location, the structure of the building, does the landscaping match the house structure, the layout and design of the garden, the quality of the build and fittings etc. Function for us is about the flow. How well does the inside flow between the rooms, is there connectivity, does the inside connect to the outside, are the fittings, specifically the materials used representative of the inside design and the outside structure.

Q2: Before buying in Diani have you been a regular traveller to Diani and what do you like most about Diani?

A: In 2018 we first went to Diani and fell in love with the friendliness of the local people, the environment (the beaches are stunning) and the climate. We loved the numerous restaurants covering a lot of ethnicities and the quality of food is first class. Having so many resorts in the Diani Beach area adds to quality chefs serving quality fresh food, food is everything for us.

Q3: Have you been using real estate services from Sandlovers and have they been useful?

A: Once we started to think about properties, we googled real estate services in Diani Beach- Sandlovers stood out and Anja contacted Ole Sauer. Straight away we felt we were dealing with a company that was knowledgeable, honest and truthful about the risks, and the legal costs and issues we would face as new buyers. That was refreshing and ultimately encouraged us to move forward with investigation into the Diani Beach property market. We did contact other Real Estate companies but none compared to the detailed information and insights provided by Sandlovers

Q4: Is this your first purchase in Diani and why did you choose Diani?

A: Yes, this is our first property purchase in Diani. We had looked at France, Italy (Sardinia), Spain and Portugal and none ticked our boxes like Diani Beach, with a key factor being that English is a strong spoken language and contracts are written in English. We had visited Diani Beach on 4 separate occasions and as mentioned it was not hard to reach the decision, that this is it! We found the perfect property and here we are.

Q5: How many Villas did you visit and look at before finding the perfect villa?

A: In July 2023, we returned to Diani and in the 10 days we were there Sandlovers organised for us to visit 20+ properties ranging from villas, boutique resorts and plots. Certainly, eye opening, at times confusing and tiring, visiting so many properties in a short time. However, the viewings gave us a balanced sense of what's on offer within our price range.

Q6: Is there anything you miss in Diani and would like to find here?

A: To be honest the customer service can be a little slow and at times frustrating (except for real estate services) however that is expected and having lived in the Pacific, its something we understand. As far as products, food and services such as hospitals etc Diani seems to deliver, wait Anja says a good hair dresser!

Thank you very much, it was a pleasure talking to you both Anja and Chris.

Beautiful Villas for Sale

Villa KC



Refurbishment to Perfection

- 4 amazing large bedrooms plus 4 bathrooms
- ca. 300 sqm of fully refurbished living area
- ca. 1,250 plot in 4th row Galu area
- 600m to the beach

Price:
€ 250,000

Villa Raki



New Development - completion mid 2024

- ca. 250 sqm of living area
- 1,000 sqm plot in 4th row
- Private pool plus own well

Price:
€ 230,000

Beautiful Villas for Sale

Villa CM



Spacious Garden meets Nature

- ca. 400 sqm of living area
- 5 bedrooms and 4 bathrooms
- ca. 3,900 sqm plot in 3rd row
- Large private pool, building potential

Price:
€ 255,000

Villa Fili



When you need room to breath

- ca. 300 sqm of living area
- Nice private pool with massage area
- ca. 1,000 sqm plot in 2nd row
- Building potential

Price:
€ 185,000

Beautiful Villas for Sale

Villa M

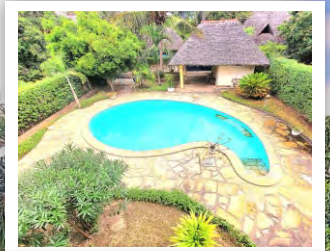


- 2nd row gated community
- Ca. 265 sqm living area
- 1,000 sqm plot, newly built in 2017
- 50 sqm roofed terrace
- 350 m walking distance to the beach

Price:
€ 315,000

Villa MT

Little Treasury



- Ca. 200 sqm of traditional living area
- 500 sqm plot in 2nd row
- Gated community 400m to the beach
- Roofed terrace ca. 80 sqm

Price:
€ 145,000



Good to know...

...about Real Estate In Diani

01 Often a **location** is described as 1st, 2nd or 3rd row, this indicates the section of a plot where 1st row (or sometimes referred to as beach 1) is between the beach and the Beach Road; 2nd row is between the Beach Road and into the country side; e.g. Supermarket Chandarana is located in 2nd row.

02 To **purchase property** in Kenya you need a KRA Pin number (Kenya Revenue Authority, tax department) – we are happy to refer you to reliable contacts for applications.

03 A **purchase price** can be agreed in KSH, EURO, USD or any other currency.

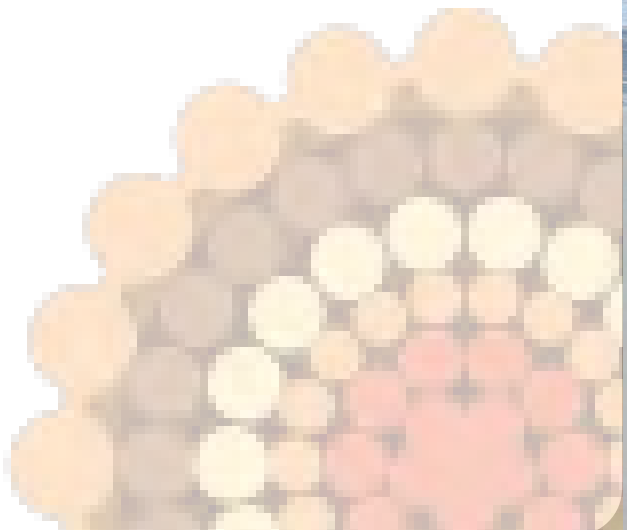
04 **Non-kenian purchasers** can only buy leasehold title deeds, freehold titles can be acquired by kenian citizens.

05 **Normal costs involved** for purchasing property is 2% stamp duty in Kwale county, 1.5-2% legal fees depending on amount of purchase price, 0.25 – 0.5% registration and other administrative fees.

06 **Timeline** from signing a sales agreement to actual handover of property is in general 90 days, sometimes faster.

07 Every property has a title which can be checked at the registration office by any instructed legal advisor to ensure the **validity of an existing title deed**.

08 Someone should never undervalue **the joy and reward** of owning a piece of paradies in Diani, simply an amazing place to visit or live.



Plots for Sale

PLOT KE

PRICE
KSH. 8M

4th row - development plot

- 2,400 sqm (0.6 acres)
- 1,200m to the beach
- Galu Beach Area



PLOT K

PRICE:
KSH. 15M

3rd row - excellent value

- 4,000 sqm (1 acre) development plot
- Beginning of 3rd row
- Golf course area



PLOT TW

PRICE:
KSH. 16M

2nd row-development plot

- 2,000 sqm (1/2 acre)
- 350m from the beach
- Central Diani location



Plots for Sale

PLOT MZ

1st row
development
plots

PRICE:
KSH. 40M

- Ca. 1,100 sqm plot size each,
- 4 plots in total, private beach access,
- Central Diani area



PLOT T

1st row-direct
beach front

PRICE:
KSH. 150M

- 2.7 acres plot size
- ca. 10,800 sqm
- Galu area



PLOT RV

2nd row-great central
location

PRICE:
KSH. 20M

- 2000 SQM plot size
- Total of 2 plots of same size
- Central Diani location



Multi-family Houses For Sale

Complex A

High Yielding Investment

- 7 Residential units
- ca.1,330 sqm living area
- 2,000 sqm plot
- 2nd row central Diani area
- Large central pool

PRICE: € 799,000



Complex MB

A Smart Investment

- 4 residential units
- ca. 480 sm residential area
- Plot size at 1,000 sqm
- 2nd row with ocean view from amazing roof top terrace

PRICE: KSH. 55M





Why buy property today?

- There is currently a great variety and amount of properties on the market for sale
 - The strong EURO/USD exchange rate (even if it weakend a bit to €1 : KSH 148) boosts activities and make some Villas a „good-value-for-money“ purchase where the sales price is in KSH
 - The opening of the Dongo Kundu Bypass with reduced travel time from Diani to Mombasa airport to ca. 45 mins will have a positive impact on the Diani property market; prices may not increase immediately but certainly more sales will take place and this reduces the availability of quality Villas in the very near future
 - The extension of Diani Airport with longer runways will bring more and more passengers to Diani with easy connection to Nairobi – this will have the same effect as the opening of the Dongo Kundu Bypass
 - A great amount of properties are currently at a certain point of their lifecycle where they reach renovation and re-positioning and offer an inspirational opportunity to purchase
 - Renovation and building costs will increase at a fast speed as discovered in other international markets.
- The legislation for real estate provides a clear and reliable path for purchasing your dream property.
- ... and at the end of the day Diani Beach is one of the best rated holiday destinations in Africa and such a lovely place to visit, live at or invest in**
- ... and Diani Beach is ranked among the best beaches in the world – and you simply want to feel it every day.**

Apartment AN

Smart Living



€ 115,000

- 2 bedrooms + 2 bathrooms
- Perfectly located in 2nd row
- Ca. 95 sqm living area
- Large shared pool

Apartment F

Excellent Value



€ 95,000

- 2 bedrooms + 2 bathrooms
- ca. 300m to the beach,
- ca. 95 sqm living area
- 2nd row, large shared pool

Apartment AW

Luxury Living

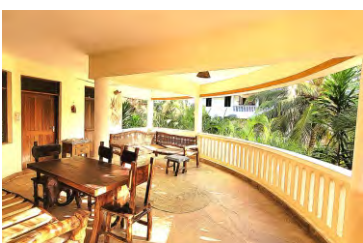


€ 125,000

- 2 bedrooms + 3 bathrooms
- ca. 145 sqm living area
- 3rd row
- Nice shared pool area

Apartment G

3 Minutes beach walk



€87,500

- 2 bedrooms + 2 bathrooms
- ca. 95 sqm of living area
- Located on 1st floor
- Large shared pool



DM Tours

Safaris designed for you... since 1999

A new broom sweeps clean – but the old ones know where the dirt is... DM Tours - not only under new management but also under new ownership, with the same authentic and reliable services as in the past. Sandlovers has spoken to the new „faces“ to find out more for you. Experience the visions of Aaron and Nadine for DM Tours.

Q: What were the first changes you have done when stepping into the reliable footprints of DM Tours?

A: That's a great question! In the beginning, we didn't change much; we followed the principle of 'never change a running system.' We refurbished our cars, the office, and the workshop, taking our time to understand exactly what could be improved rather than changed.

Q: How many sleepless nights did you have since you took over on August 1st 2023?

A: 15 I would say. But they were also productive :-)

Q: What makes DM Tours the leading safari operator in the region?

A: I wouldn't consider us the leading Operator in the region, since there are many different approaches to operating safaris and I think the diversity of offers in the market attracts different clientele. We, as well as our clients, value comfort, efficiency and reachability. This we provide with a lot of passion! We only use Landcruiser's fitted with drinking water systems and car fridges. All our guides are well experienced and we make sure that we keep a high standard to our operations.

Q: What is your vision for DM Tours – what does DM Tours look like in 2030?

A: We have Visions of offering a wider and more diverse spectrum of camps lodges in Kenya. The privately managed sector offers so much besides the already stunning national parks, that we want people to be able to explore these places with us. Enlarging our Landcruiser fleet is also a goal we are looking into.

Q: Which are your favourite safari tours, and you highly recommend?

A: Whenever you go on Safari, you should go for a minimum of 3 nights but we really recommend a combination of air and road safari on a 7-14 days tour through Kenya, staying min 2 nights in one location!

Q: A personal question you may allow; where do you go on your vacation when your job is dealing with the most touching destinations in the world?

A: We do our own Safaris here in Kenya! We love the Country and its diversity in Nature, so we take advantage of living here!



Thank you so much Aaron and Nadine, as always so nice and inspiring talking to you. No doubt, DM Tours has been taken to the next level.

**Aaron Rosenbohm - +254 (0)7 98 72 4334
www.dmtours.net**



Prime Villas For Sale

Villa LS

Luxury 1st row
Living



- 3 bedrooms and 3 bathrooms.
- Ca. 300 sqm living area.
- 2,000 sqm 1st row plot.
- Newly built in 2023

Price:
USD 500,000

Villa BV

Modern State-of-the-Art



- 3 Bedrooms and 3 Bathrooms.
- Ca. 450 sqm of pure luxury living area.
- 2,000 sqm plot within 3rd row and 7 mins from the beach
- Newly built, highest international standards

Price:
USD 650,000

Prime Villas For Sale

Cliff Villa

It is this 1st row feeling



- ca. 275 sqm of prime residential area
- 4 bedrooms plus 4 bathrooms
- 1st row 50m from the beach with direct access
- Amazing ocean view from terrace

Price:
USD 475,000

Villa N

Pure Traditional Luxury



- ca. 450 sqm living area
- 2,000 sqm plot, 5 bedrooms and 4 bathrooms
- Separate guest house
- Amazing pool area with water fall

Price:
€ 650,000

this space has been proudly donated by Sandlovers



Colobus Conservation Eco Tours

Nestled along the shores of Diani Beach in Kenya lies a rehabilitation centre dedicated to the preservation and protection of the six primate species of Diani including the vulnerable black-and-white Angolan Colobus monkey. Established in 1997 in response to alarming rates of colobus monkey fatalities along the Diani Beach road, Colobus Conservation is a not-for-profit organization committed to promoting the conservation, preservation, and protection of primates and their coastal forest habitat.

A Lifeline for Wildlife

Colobus Conservation operates a 24-hour primate emergency rescue service within the Diani area. This dedicated team of animal welfare experts responds swiftly to reports of injured or sick monkeys, striving to reach them within twenty minutes of notification. Every effort is made to minimize stress to the animals while providing appropriate treatment. This commitment to animal welfare is at the core of Colobus Conservation's mission to safeguard the region's primate population.

Championing Conservation Efforts

Beyond emergency response, Colobus Conservation works tirelessly to conserve and regenerate indigenous forest habitats, crucial for the survival of the Angolan Colobus monkey and other endemic species. By collaborating with local communities, the organization engages in initiatives aimed at protecting remnant forest patches and promoting sustainable land use practices. Through education workshops tailored for residents, schools, and students of all ages, Colobus Conservation fosters awareness of conservation and primate issues, empowering individuals to become stewards of their environment.

Experience Conservation in Action

Now, travelers have the opportunity to be a part of this vital conservation effort through Colobus Conservation Eco Tours. Led by knowledgeable guides deeply passionate about wildlife preservation, these eco tours offer a rare glimpse into the work Colobus Conservation does.

Join Us in Making a Difference

As you plan your next adventure, consider embarking on a tour with Colobus Conservation. By participating in one of our eco tours, support vital conservation initiatives and also play a role in safeguarding the future of primates in Diani. Whether you're a nature enthusiast, an advocate for animal welfare, or simply seeking a meaningful travel experience, we invite you to visit Colobus Conservation and discover the magic of conservation in action.

Welcome to Colobus Conservation – where every visit makes a difference.



Fredrick Onyancha - Conservation Manager

Super Prime Selection



Villa Sea View

No compromises on
the ocean view

- 5 bedrooms and 4 bathrooms
- Ca. 350 sqm of breathtaking living area
- 4,000 sqm plot, very large private pool
- Outdoor lounge area overlooking the ocean

Price:
USD 1.5M



Super Prime Selection



Villa MZ

1st Row Oceanview

- Ca. 1,500 sqm of highest luxury living area
- Currently 4 bedrooms plus 4 bathrooms with options to increase to 8 bedrooms
- 500 sqm roofed terrace
- Breathtaking roof-top bar with amazing oceanview
- ca. 2,000 sqm plot
- Newly built and finished in 2024

Price:
Upon request



Super Prime Selection



Villa T

More Oceanview
is simply impossible

- Ca. 500 sqm of high-end living area
- 4 bedrooms plus 4 bathrooms
- Ca. 9,500 sqm plot
- 1st row amazing beach front
- Swim-up bar to your lounge area

Price:
Upon request





A happy *Real Estate Agent*, owner of *Sandlovers in Diani*

Ole Sauer

Q: How many years of experience do you have in the real estate sector?

A: My experience goes back to over 33 years in property and I still love it as much as on day one

Q: Do you have any specific real estate qualifications which have an international standard?

A: Yes, indeed; I am a registered Chartered Surveyor (MRICS) at the Royal Institution of Chartered Surveyors in London, UK which stipulates my business ethics and integrity. All is based on a real estate qualification diploma from College of Estate Management in Reading, UK

Q: What do you like most about Diani?

A: It is the best place to live, come for vacation and make friends and enjoy the variety of amazingly high quality restaurants and bars

Q: What were your highlighted business roles throughout your career?

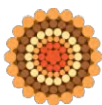
A: My wide international expertise brought me to one real highlight as being the owner and main shareholder of the Knight Frank business in Berlin for over 10 years, a real reward

Q: Is there anything you miss in Diani and you would like to find here?

A: Not really much, but many people know me continuously asking for white asparagus – so I keep searching....

Q: How would you describe and characterize Sandlovers as a real estate agent in Diani?

A: Very straight forward – the personal touch is key in everything we do and with the dedication for professional property services we simply love what we do.... and it shows



Sandlovers
www.sandlovers.com

THE PROCESS OF CHANGE OF USER OF LAND

-By Jane Kagu

Jane is a commercial, property and corporate lawyer practicing as such in a law firm in Mombasa with a branch in Kwale, Kenya

Land within the Kwale County is mostly freehold which is considered to be agricultural. Sections of Diani however have Leasehold titles from the national Government or the Municipal Council (as it were) now the County Government. The term for the Lease from either the national Government or County Government is 99 years. In instances where old leasehold titles had been issued with a 999 years term, the same automatically converted to 99 years when the Constitution 2010 was promulgated. There are also developed properties sitting on freehold land but instead of subdivision having been undertaken to issue individual titles, the owner created leases over the said properties. In such instances the registered owner of the freehold land on which the development is erected becomes the Lessor who grants a 99 years lease to each of the individual owners of the units. In case of purchase of a leasehold Property whose term has a few years left, the registered owner can always apply for extension of the lease which basically means the terms of the existing lease continue without interruption.

The state (through the devolved units of Government) has the absolute powers to control how land is used in Kenya. These powers are donated and subject to the provisions of the Physical and Land Use Planning Act, 2019 together with its regulations. The Act gives the County Governments the authority to grant or deny change of user approvals.

The rationale behind the control of use of land by county government is to ensure that development on private land does not contravene the overall plan set aside by each county government. The control is also aimed at ensuring that county governments collect revenue from properties with commercial use in the form of Ground Rates.

In achieving this, there are three main Users of land for privately owned land:

1. Agriculture 2. Residential 3. Commercial

For this reason, any owner of land (Leasehold and Freehold) is required under the Act to make an application for change of user should they desire to apply the property in a manner that is not contemplated on the use of the property under the title documents and the Master Plan.

A change of user is the process of changing the intended use of a property from one category to another. This can be done for a variety of reasons, such as to convert a residential property into a commercial property or to change the use of a piece of land from agricultural to residential or industrial.

Before undertaking a Change of User application, it is key to assess how the proposed development aligns with local planning policies and existing trends. One should obtain comprehensive details about the site's physical attributes, location, and infrastructure availability are essential components as well as an analysis of the development's potential impact on the socio-economic and physical environment within the area.

The process of obtaining a change of user approval in Kenya involves the following steps:

1. Advertisement and Recommendations:

The process begins with an advertisement and the collection of recommendations from members of the public and relevant line ministries, facilitated by the County Government. This phase often coincides with an application for a construction permit.

2. Application Initiation:

The investor, with the assistance of a registered physical planner, submits an application for the change of user using the PPA 1 form, duly signed by the physical planner.

3. Public Notices:

Public notices regarding the proposed change of user are published in two daily newspapers, inviting objections from the public for a minimum period of 14 days. A site notice is also placed on the property.

4. Planning Brief/Report:

A planning brief/report for the site is prepared by the physical planner, explaining the alignment of the change of use with planning policies and its lack of adverse effects on the land and neighbouring properties. The duration of this process varies based on the project scale.

5. Payment:

The required fee is paid to the respective County Government, and the receipt is attached to the planning brief/report prepared by the physical planner.

6. Submission:

The planning brief/report is submitted to the County Government's Department of Physical Planning for approval, along with any public objections received.

7. Review and Resolution:

The County Government reviews the proposal and public objections (if any) and passes a resolution, recording reasons for its consideration or non-consideration. This process may extend depending on additional requirements.

8. Permission Issuance:

If the authority finds that the changes are relevant to planning principles, in the public interest, and not in contravention of any other statute, it grants permission by issuing a PPA2 form.

To successfully apply for a change of user approval, the following requirements must be met:

Duly Filled P.P.A 1 Forms: Two copies of the P.P.A 1 form, in triplicate, submitted and signed by a Registered Physical Planner.

Planning Brief: A planning brief prepared and signed by a Registered Physical Planner.

Ownership Documents: Ownership documents, including Title Deeds.

Comprehensive Location Plan: A comprehensive location plan.

Advertisement of Proposal: Advertisement of the proposal in two local dailies and on-site.

Application Fee Receipt: Receipt of the requisite application fee paid to the County Government.

·Latest Rates Payment Receipts: Receipts for the latest rates payments.

The costs associated with the change of user application process vary depending on the specific circumstances. However, some of the typical costs include:

Change of User Application Fee: Counties may charge different fees depending on the location and nature of the change sought.

PPA 1 Form Fee:

Newspaper Advertisements: Costs related to advertising the proposal in two daily newspapers.

·**Professional Fee:** varies and is based on the size and location of the project or property.

Obtaining a change of user approval in Kenya is a complex and time-consuming process that could take between six to nine months to complete. However, by following the outlined procedure and meeting the required requirements, property owners and investors can increase their chances of success.

The key to a successful change of user application is to have a well-prepared planning brief/report that demonstrates the alignment of the change of use with planning policies and its lack of adverse effects on the land and neighboring properties.

The content of this document is intended to be of general use only. For specific legal advice please do not hesitate to contact the author- wanjirukagu@gmail.com

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Diani Turtle Watch is a program of Local Ocean Conservation, a non-profit organization focused on sea turtle protection in Kenya. Local Ocean Conservation, previously Watamu Turtle Watch started back in 1997 to cope with the impact of human activity to sea turtle survival in the marine environment. Beach development, poaching and accidental Bycatch was posing a threat to the continued existence of sea turtles in the marine environment. Later in 1998 Watamu Turtle Watch launched the Bycatch and Release Program to manage the problem sea turtle fishing net entanglements. In 2002 Watamu Turtle Watch adopted the name Local Ocean Conservation in an effort to encourage local community participation in marine conservation. Much later in 2012, Diani Turtle Watch was born. This was because of sea turtle were being killed for food and the development along Diani Beach was discouraging sea turtle nesting. Presently Diani Turtle Watch oversees 30kms of beach stretch between Kongo River and Funzi Island.

We are based out of the Marine Centre at The Sands at Nomad where we are open to the public between 9am – 4pm. Our projects include sea turtle nest protection, Bycatch and release, mortality, anti-poaching patrol, education and awareness.



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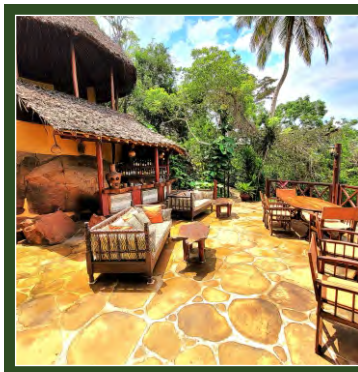


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- 2 Villas plus Camp Tent
- 3 lounge areas plus outdoor bar 25 acres in total
- Breathtaking view over Mwaluganje Elephant Sanctuary
- 30 minutes drive to Diani Beach
- Excellent for a private residential complex or a small boutique camp



VALUATIONS

The term "**valuation**" in finance and investment is associated with determining the economic value of an asset, or a company, among numerous concepts. Whatever category you fall under, a capable investor, business owner, or financial analyst, grasping valuations is a core element for correct and fruitful choices. In this article, we will discuss the different techniques applied to determine value of assets, or the companies, as well as the factors affecting valuations and the main aspect of influence in the financial market, i.e. correct valuation.

S o m e c o m m o n t y p e s i n c l u d e :

- 1. Real Estate Valuation:** It sets the price of asset.
- 2. Business Valuation:** Establishes the value of a business or a company. Assesses the total capital employed and divides it by the net profits.
- 3. Asset Valuation:** It looks at the worth of assets like machines or high-tech equipment.
- 4. Investment Valuation:** Figures out stock value or a bond that one has invested in.
- 5. Personal Property Valuation:** Makes an assessment of auto damages, personal asset valuations including antiques, or collections.

II. Reasons for a Property Valuation

There are several reasons why someone might need a property valuation:

1. Selling or Buying: An assessment of a real estate property is made in order to know what is its worth on the market. Thus, this is very important when you are buying or selling any property. It implies that the property is appraised adequately, and the seller does not suffer a loss due to overpricing or under-selling. However, many sales are formalised without a valuation report as the actual sale price is defined by the market and agreed between a willing buyer and seller.

2. Mortgage or Financing: Lending companies tend to appoint an evaluator of the property who must estimate its exact value, before arranging a mortgage loan or other financing. This Olympian grades them on the size of the loan and the risk attached.

3. Insurance Purposes: One of the insurance companies' essential institutions is the valuation of real estate. It provides an extra level of security to the premises, since it takes care of the state of the property in case of a given loss, e.g. damage, theft or other unfortunate cases.

4. Estate Planning: The assessment of the property value assists in enforcement of laws dealing with estate planning or handling the estate. By performing an accurate valuation it gives an eligible quantification of the property that will be utilized for tax purposes, as well as to probate property inherited.

5. Property Tax Assessment: Municipal tax authorities may apply sales tax assessment in order to determine the property tax rate. It helps in calculation of the amount of property taxes for a place with regard to the property's value.

6. Investment Analysis: Real estate investors will find investment analysis a necessary instrument. The tool allows them to take a look into the future whether it be buying, selling, or renting. In turn, that helps in informed decision-making with the consideration of future earnings and profitability.

III. Importance of Accurate Valuation:

Informed Decision-Making:

Establishing true values allows investors and stakeholders to make quality choices through buying, divestment, or simply keeping something. Whether it is an individual stock, a company or a financial tool as sophisticated as is defined, its variable value depends on the fact.

Capital Allocation:

Many companies use (i.e. valuations) to explain and inform the management and finance decisions especially areas related to how capital is allocated. Precise valuation determines the right price for mergers and acquisitions, public offering as well as investment in company like the one I am planning..

Investor Confidence:

Transparency and dependable valuations are the things that help to boost investors' confidence, which in turn will increase liquidity. In other words, investors are drawn to a company that is responsible in providing transparent and meaningful information on finances and future direction.

Conclusion

Valuation is a multi-dimensional process that covers multiple aspect of financial analysis, business affairs, and business risks. Whatever your reasons for wanting to explore, whether you are a potential investor, an investor, or the business owner itself, understanding the basics of valuation is fundamentally important. Through the use of several valuation techniques and the study of the factors that affect them, people and organizations can get more knowledge and more confidence in order to deal with all the complicated and complex situations that they can meet in finance.

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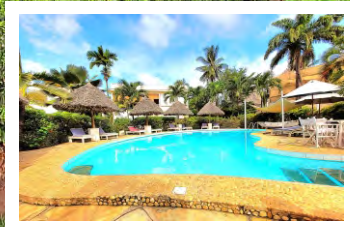
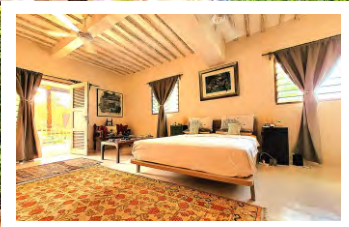


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Resorts For Sale

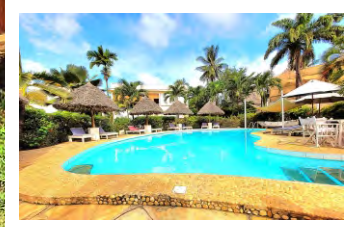
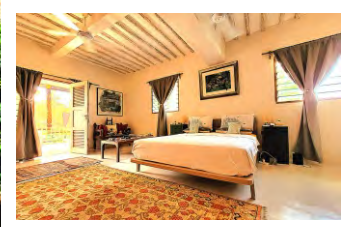
Holiday Resort AS *Well Established*



- Total of 4 Villas on 2,500 sqm plot.
- 2nd row and 3 minutes to the beach, Galu area.

PRICE - € 950,000

Holiday Resort ND *Excellent Potential*



- Total of 10 units of different sizes.
- 2.5 acres plot (10,000) in 4th row.

PRICE - € 600,000

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Where Every Child Has The Chance To Shine

TradeWinds Academy is a British and International Curriculum day school for children aged between 2 and 14. We first opened our doors in 2017 with 37 children, and now have more than 130 children from Preschool to Year 9. Numbers on roll continue to grow as more and more young families choose to make Diani their home.

Our aim is to provide holistic, internationally relevant learning in a safe and nurturing environment. Children's well-being is our priority, and everything we do is underpinned by our 3 core values: Belong, Explore, Shine.



BELONG

Everyone within the school community feels welcome
Everyone feels valued
Everyone appreciates diversity



EXPLORE

Everyone is encouraged to be creative and curious
Everyone loves learning
Everyone experiences a rich and varied curriculum



SHINE

Everyone brings the best version of themselves
Everyone's success is celebrated
Everyone knows their own strengths

The caring environment that we provide allows children to flourish academically, socially and emotionally. With small class sizes, children get the attention that they need to help them reach their full potential. Our holistic approach to learning means that every child has the chance to shine.

To know more about our fantastic curriculum, or about life at TradeWinds Academy, contact us to arrange a tour of the school – we would love to show you around!

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