

The

Get your copy for **Free**

Real Estate

Magazine

FOR DIANI BEACH
EDITION 2, 2024

**Hot Property
Sales In Diani**

EXCLUSIVE
background on
tax, legal and
valuations

Information
On How to Purchase



www.sandlovers.com



EDITORS LETTERS

WITH SUNNY COMPLIMENTS FROM SANDLOVERS DIANI REAL ESTATE



Dear Reader,
dear future and former client,
dear visitor to amazing Diani Beach,
dear Resident,

our first edition in April 2024 has been a great success and has shown an amazing amount of interest from residents, visitors, buyers and sellers of property. So it was only logical to publish the next edition sooner than originally scheduled for.

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

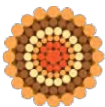
I have chosen a content which is of interest to any visitor to amazing Diani to get some insights but also provide a good amount of content for all residents.

Most of the information of course is available online and I invite you to visit my website. www.sandlovers.com

But as I know 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.

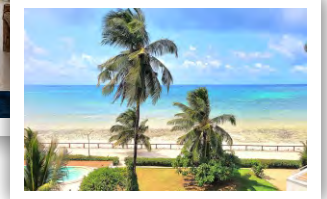
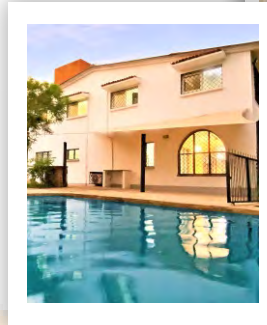
Enjoy your time flipping through the MAGAZINE and if you want to see a specific property – I am only a phone call away to pick you up and show you the beauty of the Diani real estate market.

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



Sandlovers
www.sandlovers.com

T H E M O S T



1. BEAUTIFUL VILLAS FOR SALE

Pg 3, 4, 7, 8, 9, 11, 12, 14, 15, 16, 18, 19, 20

2. EXCLUSIVE INTERVIEWS (SANDLOVERS)

Pg 21, 38

3. AMAZING PLOTS & APARTMENTS & MULTI-FAMILY HOUSES FOR SALE

Pg 22, 23, 24, 27, 28

4. PROPERTY SECTION, WINE SECTION, LEGAL SECTION, TAX SECTION

Pg 5, 10, 29, 40, 43

5. BREATHTAKING RESORTS FOR SALE & PRIME VILLAS

Pg 31, 32, 33, 40, 42, 43, 45

6. MIND-BLOWING SUPER PRIME SELECTION FOR SALE

Pg 35, 36, 37

Disclaimer:

The content of this Magazine is for basic information only and does not form an official offer to purchase; all property information is provided by the property owners and may not be fully accurate, all narrative content in different sections such as legal, tax and property belongs to the author of each article; Sandlovers does not take on any liability and we advise to check on any information mentioned in this Magazine.

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 YR



Living + Income

- 3 bedrooms main unit
- Additional 3x1 bedroom units, total of 250 sqm living area
- 500 sqm plot in 3rd row

KSH 20M

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 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

FACTORS CONSIDERED DURING PROPERTY Valuations

Property valuation is a critical aspect of real estate transactions in Kenya. Whether you're a buyer, seller, investor, or simply curious about the valuation process, understanding how property valuation is determined can provide you with insights to make informed decisions.



1. Market Analysis: Understanding the current state of the real estate market is crucial. It involves examining factors such as supply and demand, recent sales data, and market trends to determine the value of a property. It is the most valuable use of the asset (which may be different to how it is currently used) or the amount that a willing buyer and seller would agree to in an arm's length transaction..

2. Comparable Sales: Comparing the property, in question, to similar properties that have recently sold in the area can provide valuable insights. These comparables, or "comps," help determine the fair market value. Analysis are made of recent sales of similar properties in the same vicinity to determine a fair market value. Adjustments are made based on differences in factors like size, location, and amenities. It can be calculated by dividing the average selling price for similar properties in the locality with the size of the property under evaluation.

For commercial or income-generating properties, the potential revenue they can generate plays a vital role in valuation. Factors such as rental income, lease terms, and occupancy rates influence the value.

3. Physical Attributes: Evaluating the physical features and condition of a property is essential. This includes considering factors such as the age of the property, its size, layout, amenities, the type of building, its structure, durability, location, size, shape, road width, frontage, types and quality of building materials used, and the cost of these materials. For vacant land, the larger parcels of land generally command higher prices, but irregular shapes or parcels with unusable portions can negatively impact the value. A well-proportioned and easily accessible piece of land typically holds more value. Zoning regulations and permitted land use also influence property valuation. Lands designated for residential, commercial, or industrial use are valued differently. Compliance with zoning regulations and the potential for future development can drive up the land's worth.

4. Location: The location of a property can greatly impact its value. Factors such as proximity to amenities such as schools, hospitals, transportation hubs, and commercial centres significantly impacts the land's value. Prime locations in urban areas with good infrastructure tend to have higher valuations due to the convenience they offer. The availability of basic infrastructure, such as roads, electricity, water supply, and sewage systems, affects the value of property.

5. Income Potential: For income-producing properties (such as rental properties or commercial buildings), assessing the income potential is important. This involves analyzing factors such as rental rates, occupancy rates, expenses, and potential for future income growth.

6. Unique Features: Unique features or characteristics of a property can add significant value. These could include scenic views, waterfront access, historical significance, architectural design, or other distinctive attributes that set the property apart from others.

7. Economic Factors: Consideration should be given to economic factors that can impact property valuation, such as interest rates, unemployment rates, and overall economic stability. Changes in regulations or tax structures can influence the value, making it essential to stay informed about legal aspects affecting land valuation.

Conclusion:

Property valuation in Kenya involves a comprehensive assessment of various factors, including location, size, land use, market trends, and more. Professionals such as appraisers/valuers contribute their expertise to ensure accurate and reliable valuations. As a key element in real estate transactions, understanding the property valuation process empowers buyers, sellers, and investors to make well-informed choices. By considering the multifaceted aspects that influence land values, you can navigate the real estate landscape with confidence.

Compiled by:



Mrs. N. Shah, Bsc (Hons) L.M.&D., M.I.S.K., R.V., R.E.A
Coral Property Consultants Limited,
Naimi@coralpropertykenya.com , 254-733618168
P. O. Box 81300-80100,
MOMBASA.



Beautiful Villas For Sale

VILLA RAY

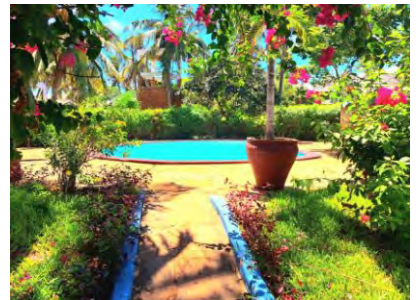


Living in style

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

€ 250,000

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

€ 250,000

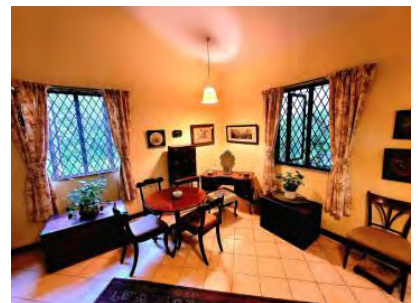
Beautiful Villas For Sale



Amazing Layout

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

€380,000



Loving & Charming

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

€230,000

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 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!

Wines From Austria in Diani

By far the most drunk white wine in AUSTRIA is Grüner Veltliner (64%) and thus also the most popular white wine, followed by Riesling and Chardonnay (each drink around 30%). The mixed set is drunk by 7% of Viennese wine consumers. The most popular red wine is Zweigelt, followed by Blaufränkisch.

Light white wines such as the Grüner Veltliner are drunk as spritzer, especially in company, which is a mixture of half wine (usually Veltliner) and half sparkling water. This popular summer drink is offered in all restaurants and is one of the most popular drinks in Austria.

Austria has rather smaller wineries, so due to the smaller quantities, the wines are drunk mainly by the Austrians and therefore Austrian wines are rarely found in other countries. We at Wein & More are very proud to offer these delicious wines here in Kenya.

As well as the Grüner Veltliner among the white wines, there are also two typical red wine grapes in Austria, the Zweigelt or Blaufränkische are processed both as a single grape and as a cuvee and brings the highest drinking pleasure. Growing areas for red wine can be found mainly in the thermal region south of Vienna and in Burgenland, where a Mediterranean microclimate provides the best conditions for balanced and strong red wines.

In Diani you can get all this AUSTRIAN WINES especially the VELTLINER called EASY comes with less alcohol (11%) and was made for the European Summer to have an EASY to drink and lighter wine.



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

ASK IN OUR WINE CELLER IN DIANI FOR AN AUSTRIAN WINE TASTING: CALL THE CELLAR +254 11 178 43 23

www.winemorekenya.com

Beautiful Villas For Sale



Gorgeous Living

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

€350,000



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

Beautiful Villas For Sale

Villa AL



2nd row ocean view

- 10 bedrooms / 10 bathrooms
- ca. 650 sqm living area
- 1,500 sqm plot with private pool
- Separation in 4 units possible

KSH 80M

Villa Chris

New Development With Completion
In November 2024

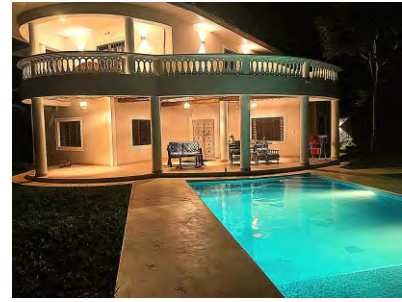


- 3 bedrooms / 3 bathrooms
- ca. 220 sqm living area
- 1,000 sqm plot in 3rd row
- Open kitchen and large lounge area
- Private pool

KSH 20M

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

€ 199,000

VILLA RAKI



New Development - completion QIII 2024

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

€ 230,000

Beautiful Villas For Sale

VILLA N12



Excellent Layout

- 3 bedrooms / 3 bathrooms
- ca. 250 sqm living area
- ca. 700 sqm plot with shared pool
- 2nd row in Galu Kinondo

KSH 22M

VILLA BEN



New Development - Completion in November 2024

- 3 bedrooms / all ensuite
- ca. 200 sqm living area
- 650 sqm plot in 3rd row
- Own private pool

€ 180,000

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



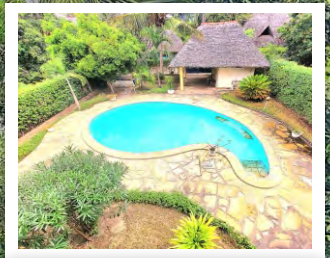
Villa MT



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

- 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; e.g. Supermarket Chandarana is located in 2nd row
- 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
- A purchase price can be agreed in KSH, EURO, USD or any other currency
- Non-kenian purchasers can only buy leasehold title deeds, freehold titles can be acquired by kenian citizens
- Normal costs involved for purchasing property is 4% 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
- Timeline from signing a sales agreement to actual handover of property is in general 90 days, sometimes faster
- 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
- Someone should never undervalue the joy and reward of owning a piece of paradies in Diani, simply an amazing place to visit or live

Beautiful Villas For Sale

VILLA RE



An African Dream

- 3 bedrooms all ensuite
- ca. 450 sqm living area
- 1,800 sqm plot in central Diani
- Amazing pool area
- Private sundowner tower

€ 445,000

VILLA AB



All About Location

- 3 bedrooms / 3 bathrooms
- ca. 240 sqm living area
- 1,000 sqm plot in 2nd row
- Amazing terrace for Yoga and Sports

€ 180,000

Beautiful Villas For Sale

VILLA HJ



Kiss ME Alive

- 3 bedrooms / 2 bathrooms
- Separate cottage
- 2,000 sqm plot in 2nd row
- Nice large pool with sauna

€ 210,000

VILLA CORAL



Natural Bauhaus Feeling

- 5 bedrooms / 5 bathrooms
- 2,000 sqm plot in 3rd row
- ca. 500 sqm living area
- Amazing pool area

€ 495,000

Beautiful Villas For Sale

VILLA AT2

Excellent Deal

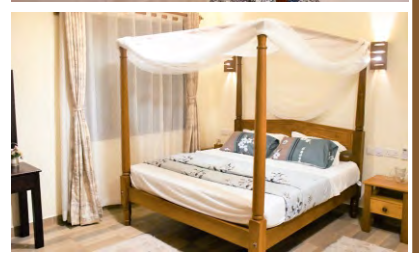


- 2 bedroom2 / 2 bathrooms
- Own pool on ca. 450 sqm plot
- Walled and fenced plot
- Open kitchen and living room

PRICE: KSH 15M

VILLA N6

Amazing Living Concept



- 3 bedrooms / 3 bathrooms
- ca. 250 sqm living area
- 700 sqm plot in 2nd row
- Shared pool on secured compound

PRICE: KSH 22M



“Here I am where I belong”

- Karen Blixen

We have had the honor to discuss recent changes in the Safari industry with **Elisabeth Stocker, owner of You And Nature Ltd.** in Diani and one of if not the most experienced tour operators in Diani - purely dedicated to personal tailor-made safaris.

Q: What were the biggest recent changes in the Safari industry in Kenya?

A: The biggest change was the recent increase in park fees for tourists; park fees were at \$ 70 per person for a 24 h slot with generosity handling and flexibility and have now gone up to \$ 100 per person for a 12 hours period and going up to \$ 200 for a 12 hours period at migration season (July to October).

Q: What impact do these changes have on the Safari industry and especially to our respected tourists?

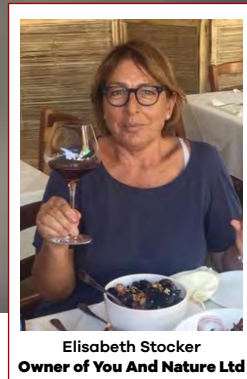
A: It is quite surprising that the actual impact has been somehow unexpectedly low; some returning clients and tourists are shortening their safaris or book cheaper camps but in general the demand for safaris remains high.

Q: Do you see changes in booking behaviours that tourists for example book earlier, shorter tours, more luxury?

A: Yes, indeed there are some significant changes I discover; more and more safari bookings are done online and tourists are choosing from existing packages without much individual approach; honestly I am missing the personal conversation with clients in my office to discuss their priorities, dreams and expectations – but this I am afraid is a general change in our digital world nowadays.

Q: Is there a specific category of safaris you are specialized in?

A: Yes, mostly for Kenya primarily and in a very low number we do Uganda Gorilla trekking and Tanzania trips. It is precious to me and my personal wish to find an appropriate solution and design for any kind of budget and timeframe.



Elisabeth Stocker
Owner of You And Nature Ltd

I suggest last minute booking as valuable solutions, due to this unpredictable reality of up and down. For families with children it is a good option to consider the quality offered by booking a private arrangement in a 4x4 vehicle, or Safaribus if money is an issue, experiencing NATURE and it's magnificent variety and beauty in complicity and privacy with their own children.

Q: Do you see any changes happening at the Camps that they prepare for more luxury, more excitement or any other new strategy?

A: yes certainly; Camps are definitely going for more and more quality rather than quantity; I wouldn't call it a "flight to luxury" but the camps are upgrading their tents, food menus and other amenities such as bonfires, bush breakfasts, sundowner events and their safari cars.

Q: You are advising clients for decades in English, German and Italian language, what is the average budget per person for 2 nights flight safari into the Masai Mara for a good average tented camp?

A: This is very much depending on the season but outside peak season of migration average costs are at \$ 1,250 - 1,400 per person, the same safari during migration would costs \$ 1,500 – 1,600.

Q: A personal question you may allow; I am sure you have one or two favorite camps as your hidden secret and you won't share with us but which is the most breathtaking region to visit for a Safari?

A: That is a very personal question, especially all places in Massai mara are breathtaking; but my favorite landscape within the Massai Mara is ANGAMA REGION.

Thank you so much Elisabeth, as always so touching and inspiring talking to you and spending valuable time together, Asante Sana rafiki yangu mpendwa.

PLOTS FOR SALE

PLOT KE

4th row - development plot

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

Price: KSH 8M



PLOT K

3rd row - excellent value

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

Price: KSH 15M

PLOT TW

2nd row-development plot

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

Price: KSH 16M



PLOTS FOR SALE

PLOT MZ

1st row - development plot

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

Price: KSH 32M



PLOT T

1st row - direct beach front

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

Price: KSH 150M

PLOT RV

2nd row-great central location

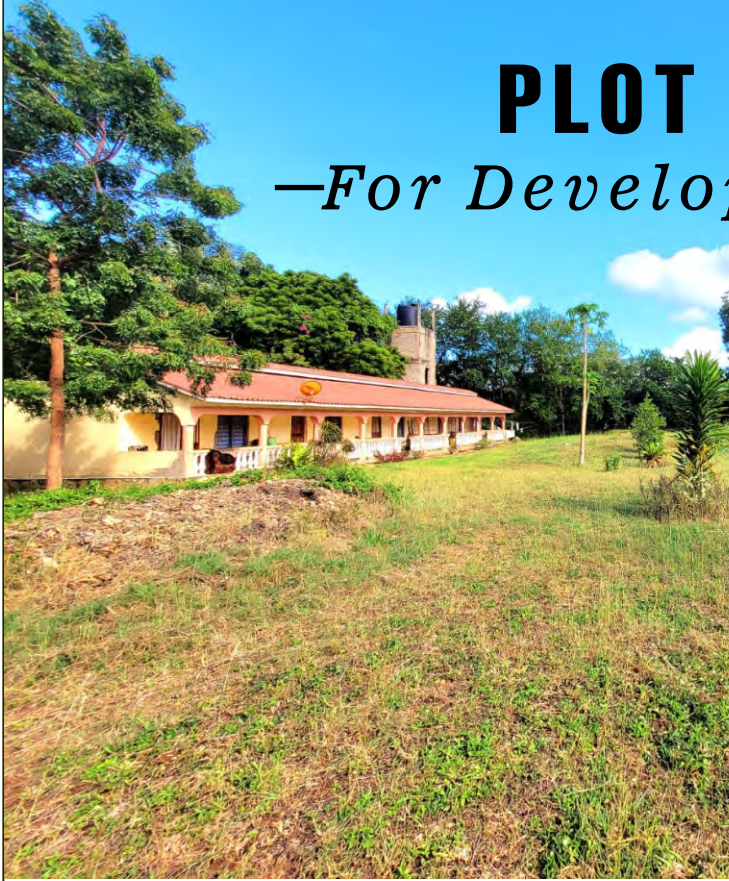
- 2000 SQM plot size
- Total of 2 plots of same size
- Central Diani location

Price: KSH 20M



PLOT B

—For Development—



- ca. 5,500 sqm (1.35 acres)
- 3rd row in central Diani Galu location
- Ideal for sub-division and a residential development

Price: KSH 35M

PLOT S

2nd row in best Galu location

- Total 3,200 sqm
- 2 plots each 1,600 sqm
- Available together or separate for each 1,600 sqm plot

Price: KSH 10M





SOUTH COAST RESIDENTS' ASSOCIATION

WHO IS SCRA?

South Coast Residents Association (SCRA) is based in Diani Beach and acts as a support function to residents along the south coast of Kenya. SCRA is a non-profit, non-religious, non-political and multiethnic Association whose mandate is to liaise with the local government authorities, to act as a watch dog, to help provide and improve the social and communal services to which residents are entitled and to conserve and improve its environment. Our devolved Government is proving to be accessible, and we look forward to our continued relationship with them. SCRA represents over 1,000 people including residents, hoteliers, bankers, local businesses, fishermen, youth groups, charity organizations etc.

ONGOING ISSUES

SCRA is actively engaging the Kwale planning office, NEMA, Kwale Forestry Service and the construction authority to alert them of illegal developments in Diani. SCRA won a landmark legal case against a developer, not respecting the zoning plan.

The Kwale County Government (KCG) has requested SCRA to assist in the formulation of a new Zoning Plan for Diani Municipality (extending from Waa to Gazi). This Zoning Plan will replace the current plan, but will be based on the same principles. It will be the guide to the future development of the wider Diani area.

SCRA is constantly putting pressure on the Kenya Rural Roads Authority (KeRRA) to speed up the process of rehabilitating the Diani Beach Road

SCRA is cooperating with KCG to upgrade, regulate and clean up the beach access roads

SCRA is engaging with KPLC, NEMA and the Forestry department to prevent the further willful felling of trees that are in the way of power lines in cooperation with Colobus Conservation

SCRA is working with KWS to start the implementation of the Diani/Chale Marine Reserve.

SCRA is actively involved in monitoring and improving the security situation at the South Coast. We have regular meetings with the security agencies and organise security meeting for members. SCRA is also represented at the monthly Kenya Association of Hotel Keepers security meeting



WHY SHOULD I JOIN SCRA?

You will receive regular updates on our dedicated members Whatsapp group to inform you about: Upcoming events, Special offers, Security threats or issues, updates of changes in laws (like new NHIF and NSSF rates, general laws affecting residents)

We also manage a South Coast Crime Alert group as well as a noise pollution group. All relevant government officials are members in these groups and monitor them regularly

- You can have your say in matters revolving around the South Coast Community
- We have regular meeting where you can raise issues concerning environment, illegal activities and structures, noise pollution and so on
- You have a channel through which to seek advice on matters
- Receive discounts from many businesses in Diani Beach and beyond:
 - 10% discount on Safarilink flights, booked through the Diani office
 - 20% discount on food and beverages at Swahili Beach Resort
 - 10% discount at Funky Monkey Restaurant
 - 10% discount at Tiki Bar Restaurant
 - 15% discount at Severin Sea Lodge and Severin Safari Camp
 - 20% discount on meals at Pinewood Resort
 - 15% discount at Leopard Beach Resort & Spa

SCRA MEMBERSHIP

Membership to SCRA runs on an annual basis from January to December and is renewable each year.

KES 3.000/- individual membership

KES 5.000/- family membership (2 members of the family have voting rights)

KES 10.000/- corporate membership (4 corporate members have voting rights)

After payment, please send an email to secretary@scra.co.ke start with your names, phone number and email.

Please contact us anytime with questions and contributions

CURRENT SCRA COMMITTEE

- Chairman, George Mokaya, chair@scra.co.ke
- Vice-chairman, Dr. Stan Kinsch
- Secretary, Valentina Huth, secretary@scra.co.ke
- Treasurer, Wambui Ngunya
- Nathan Bosire, security
- Birgit Rehfeld-Tanui, security
- Paul Enright, security
- Pauline Vata, legal
- Adam Tuller, KWS liaison
- Susan Maingi, environment
- Stephanie Fernandez, development
- Jane Magondu, assistant treasurer



George Mokaya - Chairman, SCRA



The poster features the SCRA logo at the top, a megaphone icon, and the text '2024 MEMBERSHIP RENEWAL'. It lists membership fees: Corporate Kshs. 10,000, Family Kshs. 5,000, and Individual Kshs. 3,000. Below this is a M-PESA QR code with the text 'LIPA NA M-PESA' and 'PAYBILL NUMBER 8 8 0 1 0 0 ACCOUNT NUMBER PAYS CRA24'. At the bottom, it provides a QR code for new members and the website www.scra.co.ke and email chair@scra.co.ke.

Apartment AN

Smart Living



€125,000

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

Apartment AW

Luxury Living



€125,000

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

Multi-family Houses For Sale

Complex A

High Yielding Investment

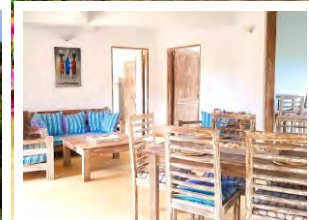


- 7 Residential units
- ca.1,330 sqm living area
- 2,000 sqm plot
- 2nd row central Diani area
- Large central pool

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



Tax Planning in *Real Estate*

Tax planning in real estate encompasses strategizing to minimize tax liabilities and maximize financial benefits associated with real estate investments. It involves a range of actions designed to optimize the tax treatment.

In Kenya with an array of real estate opportunities present, tax planning helps in leveraging tax credits and incentives such as industrial building allowance depending how commercial the venture is.

It is vital to maximize deductions such as mortgage interest, property taxes, and operating expenses, reducing taxable income. Notably, real estate can be depreciated over time, providing a non-cash deduction that reduces taxable income. Effective tax planning ensures appropriate calculation of depreciation.

Tax planning also helps in managing the capital gains incurred when selling properties. Keeping a record of all expenses incurred while purchasing, developing and enhancing the real estate can help reduce the capital gains tax on selling of the very property.

An advantage that the investors can take off tax planning is the management of cash-flows. It can reduce tax liabilities allowing investors to re-invest the savings on the existing property or future investment.

Real estate is a vast subject to tackle as it branches into numerous areas depending on what interests the investors. The rule of thumb is, it is imperative that the major tax factors need to be assessed and evaluated before considering the investment ensuring compliance with the laws. This is further for the purpose of sound financial decision making with optimal tax benefits. Some of the factors include:

- 1.** Investors must register themselves, whether individual or corporate, for Personal Identification Number (PIN) with Kenya Revenue Authority (KRA). It is a unique number linked to your National ID, Paassport of Certificate of Incorporation, without which, one cannot proceed to property transactions in Kenya.
- 2.** Stamp duty is a significant tax paid at the time of property transfer, with the rate of 4% across major municipalities in Kenya and must be concluded before the transfer of ownership is completed.
- 3.** Capital gains tax is paid at the time of sale of the property, with the rate increased from 5% to 15% of the net gain
- 4.** Value added tax is applicable at the rate of 16% on commercial property transactions. Residential properties are not subject to this tax especially if they are sold by registered developers.
- 5.** Understand the annual property tax obligations. This includes both historical and current rates in the specific county to anticipate future costs. Property owners are required to pay annual rates to the county government. The rate is based on the value of the property and varies by county.
- 6.** Land Rent is an annual fee paid to the government for leasehold properties. It varies depending on the location and the terms of the lease.
- 7.** Rental Income Tax is applicable whereby a property owner wishes to rent out their property on long-term basis. Residential Income Tax is applicable at the rate of 7.5% per month. For commercial properties, the standard corporation tax is applicable on corporates and individuals, respectively. This is payable to Kenya Revenue Authority (KRA).
- 8.** Monthly Tourism levy of 2% is applicable on property rental on short-term basis to Tourism Levy Fund Authority.
- 9.** Legal and Registration Fees include charges for legal services, property registration, and title deed processing. They are not taxes per se but are essential costs that should be factored into the overall budget while preparing your projections for the potential investment.
- 10.** Due Diligence Costs are related to conducting due diligence (e.g., title searches, valuation reports) should be considered as part of the overall transaction costs.
- 11.** Annual licenses play a major role in the running of the rental business. These include Single Business Permit, Tourism Regulatory Authority License, Health certification for all the employees, Inspection License, Environmental Affluent Discharge License, and National Environmental Management Authority (NEMA) audit certification. These are a few common licenses that are mandatory for the running of the rental business.

With the above basic understanding of how initial tax planning should be, it does enable property owners to stay compliant with the Kenyan tax laws while preparing to invest in real estate in Kenya. Thus, it is important to consult with local tax advisors who can effectively guide you through the intricacies and optimize your tax stance.

By Dr. Saeema Salim, PhD

Managing Director - Aasan Solutions Limited Contact Number - 0732315859

Prime Villas For Sale

Villa LS



Luxury 1st row Living

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

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

USD 575,000

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

USD 395,000

Villa N



Pure Traditional Luxury

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

USD 650,000

This space has been proudly donated by Sandlovers

THE ANNUAL Diani Charity Goat Derby

BY: EAST AFRICA WOMEN'S LEAGUE - SOUTH COAST BRANCH **2024**

This colourful event, held at Diamond Leisure Golf Club, South Coast is a fun, family day out and attracts "punters" from across East Africa.

The Goat Derby will be held on Sunday 13th October 2024 at the Diamonds Leisure Lodge Golf Club.

The day includes 10 goat races where the goats which are the stars of the day, run a circular racetrack in front of excited owners and cheering spectators. During the day there will also be a fabulous raffle, Mel Tote, champagne tent, food stalls and prizes for the best dressed lady, gentleman and hat! For children there is a bouncy castle as well as a fancy dress competition.

As the brainchild of Pauline McKenzie, of the East Africa Women's League, South Coast Branch, the Goat Derby has raised Kshs. 27Million over the years for the following various charities.

- Diani/Ukunda Epilepsy Clinic
- Kwale District Eye Centre
- K.S.P.C.A
- Cancer Hospices
- Women's Self Help Groups
- Msambweni Palliative Care Centre
- Numuyumba Primary School-Special
- Needs Unit
- Cerebral Palsy Unit

This year, our target is to suppose the Ksh 1.7 million we made last year. You can help by supporting this exciting event through the sponsorship of race for Ksh 35,000/- or a goat for Ksh 15,000/- we would like to thank you in advance for your invaluable support and hope you will join us for this fun filled day on Sunday 13th October 2024 @ noon.



The goats enjoy it too!

Pauline McKenzie Mobile: 0722346142 | Email: paulinemckenzie27@gmail.com

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 Ocean view

- 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**



Ole Sauer

Principle of Sandlovers in Diani talking about the real estate market and changes

Q: How is the current market for real estate in Diani?

A: It is very very active since Easter; although we have just gone through the normal quiet months of May and June, the real estate market did not show any slow down and there is extremely good demand from purchasers.

Q: What is the sweet spot of the demand?

A: In general there is a good diversity of buyers looking to purchase real estate in Diani, from an empty plot over a refurbishment to a turn-key ready villa. About 80% of the demand currently is looking at a price range of USD 150,000 – 250,000 for an existing villa in good location.

Q: What kind of product is currently in demand?

A: That is always the most interesting question; about 90% of the entire demand is split amongst a) an existing villa or apartment with 62% of the demand, followed by b) 17% plot buyers for own developments and c) 12% of the demand is from buyers looking for a refurbishment opportunity. Only 5% of the demand is currently for multi-family houses or small boutique resorts; but certainly a number which has increased recently and will grow dramatically shortly.

Q: Have you seen any changes in the real estate market over the last 12 months?

A: oh yes, there are big big changes I can see – first of all the demand, the amount of inquiries has increased by almost 200%; if we registered 52 new inquiries for the second quarter in 2023, we have received 151 new inquiries within the same period of 2024 – this is amazing enough to be optimistic.

Q: But what does the increase in purchaser mean?

A: At the same time, Q II 2023 compared to QII 2024 the stock, the amount of villas for sale has increased by almost 100%, from 35 to 67 villas being for sale. At the same time purchasers have started to look at new developments and purchase off-plan. Also the amount of new developments increased and plot buyers build their own dream home.

Q: What impact will all this have on the higher-end and luxury market segment?

A: The luxury and higher-end segment of the market is always following behind the mainstream market by 6-12 months, so I can see already strong signs of increased demand for higher priced villas in the region of USD 500,000 – 1,200,000 from international buyers; a great amount of potential buyers for the high-end segment are already active and have engaged Sandlovers to identify best available options.

Q: What about the apartment segment – do you see any changes here?

A: There is definitely an increase in demand registered for apartments, mainly 2-3 bedrooms apartments. There is more demand for an apartment with ocean view than for a villa and I think this is because most of the demand is coming from Nyali based buyers with ocean view apartments all around.

Q: Why do purchasers look at Diani when they have already investments in Nyali?

A: I can only repeat what clients tell us that they like the low density of buildings in Diani and fell in love with the nature around and the height restrictions; for most of the buyers Diani offers this special authentic vibe where trees are higher than properties and it is a living within nature for them. I hope we can keep it like that.

Q: Why do you think buyers are engaging with Sandlovers on their acquisition?

A: About 85% of all purchasers are first time buyers in Diani and Sandlovers is a trusted, experienced and personal outfit who is going beyond just introducing and showing a property; Sandlovers is aware of all upcoming questions, has been in the same shoes of the buyers and is not just another real estate agent, Sandlovers is offering a business friendship on their client 's journey to purchase the right property; our business ethic and behaviour provides the level of comfort someone needs to take the right decision.

Q: What is your outlook for the second half of 2024?

A: With the amount of properties we managed to put under offer already in the last 6 weeks and the significant increase in demand the next 6 months will show a good take-up of villas, apartments and plots in Diani; at the same time Diani will move more and more towards a sophisticated real estate market without losing its coastal vibes; Diani is a small tiny market compared to any other international real estate market but it remains a first choice holiday destination – prices will remain stable for a while with an expected increase towards the year end festive season. We will see more and more international buyers securing a piece of paradise in our beautiful Diani area and I can 't blame anyone joining us

Ocean View in *Perfection*



USD
510,000

- 3 luxury bedrooms, all ensuite
- Full ocean view from all bedrooms and lounges
- Within a secured compound of 6 villas

- Roof-top terrace for breathtaking moments and sunrises
- An absolute 5* interior design
- One of the very rare beach front opportunities

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



THE PROCESS OF CONVERSION OF FREEHOLD TITLE TO LEASEHOLD

-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

Introduction:

The Constitution of Kenya 2010 (the Constitution) significantly altered non-citizens land ownership rights by limiting the interest that could be held to no more than ninety nine years. In effect this means that any interest in land held by a non-citizen that is greater than ninety nine (99) years, e.g. freehold interest would be converted to a ninety nine (99) year leasehold interest (Article 65 of the Constitution). The definition of a non-citizen also includes a body corporate not wholly owned by Kenyan citizens and a trust where the beneficiaries are non-citizen.

This provision came into effect on 27th August 2010. However no regulations were immediately enacted detailing the process by which titles would be converted, creating a lacuna and vacuum in the law. Without a mechanism for conversion the status of properties owned by non-citizens became unclear. This lacuna was finally resolved on 24th November, 2017 with the gazettment of the Land Regulations, 2017 (the Regulations). The Regulations provide that the National Land Commission (NLC) will undertake the process of converting applicable titles held by non-citizens. The Regulations also require the NLC to undertake this process within five years from the commencement of the Regulations (Regulation 14(1)). The process of conversion of titles was therefore expected to have been completed by 2022. The Regulations confirm that any transfer of land from a non-citizen holding freehold land to a citizen which occurred after 27th August 2010 will be treated as transferring a leasehold interest of no more than ninety-nine (99) years.

The following is a step by step procedural guideline provided under the Regulations for the conversion of title.

Step 1 - Notification of Affected Land Owners

The NLC will notify non-citizens, who own freehold titles or leasehold titles that exceed ninety nine (99) years, of the intention to convert their title. The notification will be published in the Kenya Gazette and in at least two newspapers with nationwide circulation. In addition the NLC will inform the land owner of a date when the land will be resurveyed for the purposes of issuing new titles.

Step 2 - Survey of Land

The affected land will then be re-surveyed, geo referenced and a cadastral map and plan produced by the Department of Survey. The purpose of carrying out this survey is to identify the delineation of boundaries of a parcel of land prior to issuing a new title.

Step 3 - Surrender of Title

The land owner will then be required to surrender the original title document to the NLC in exchange for a leasehold title.

Step 4 - Issuance of a New Title

On receipt of the original title document from the land owner and the cadastral map and plan from the authority responsible for survey, the NLC will prepare a lease for a term of ninety-nine (99) years.

Step 5 - Registration of Documents

The NLC will then forward the original title document, the lease and the cadastral map and plan to the Chief Land Registrar for registration to reflect the reduced term of 99 years at a peppercorn rent. There is no requirement under the Regulations for the NLC to notify the landowner once the registration procedure and issuance of title is complete. In general we can only provide a rough time estimate for such a procedure but the entire process may well take 6-9 months or more depending on government bureaucracy and red tape until full registration of the new leasehold title. The landowner will not be required to pay fees for this process. We do not yet know when NLC will commence the process of conversion of titles, but if you should receive a notice to convert your titles and require any assistance please do not hesitate to contact us at info@kaguadvocates.com

NOTE:

Any non-citizen who owns a freehold title can commence the process on their own and does not have to wait until NLC contacts them; This "voluntarily" approach might be assessed when a current non-citizen freehold title owner has the intention to sell his property and the wider purchasing audience is the international buyer who will require a leasehold title anyway.

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

This space has been proudly donated by Sandlovers



Diani Tigers



Empowering Youth Through Sports and Education:

The Diani Tigers Studio Since its founding in 2016, Diani Tigers Studio has stood as a pillar of support for disadvantaged youth in Diani, Kenya. Originally established to offer free taekwondo classes, the studio has evolved into an official Community Based Organization (CBO) committed to providing opportunities for personal growth, education, and community engagement through sports.

Expanding Horizons: From Taekwondo to Football and Beyond What began with taekwondo has grown to include free football classes, nurturing talented young athletes, particularly the girls team, Diani Tigers Startlets, who have excelled and gained recognition as one of the top teams on the Coast. Diani Tigers Studio not only promotes physical fitness and sportsmanship but also emphasizes educational support and community involvement. Beyond sports training, the studio engages youth in activities such as beach and road cleanups, instilling a sense of responsibility and pride in their community.

The DIANI TIGERS WOMEN'S FOOTBALL SUPER CUP:

Celebrating Peace and Empowerment A highlight of their efforts is the upcoming DIANI TIGERS WOMEN'S FOOTBALL SUPER CUP, scheduled for August 10th and 11th, 2024, at the Seacrest Ground behind Manyatta Club in Diani. This event not only showcases local female talent but also promotes peace and gender equality in the region, bringing together twelve teams and over 260 participants. To make this impactful event possible, we are seeking sponsors who share our commitment to empowering young women through sports. Your sponsorship will help cover the costs of organizing the tournament, including team logistics, and awards. By supporting the DIANI TIGERS WOMEN'S FOOTBALL SUPER CUP, you're not just promoting athleticism; you're investing in the empowerment and leadership of young women in our community. Join us in celebrating peace, gender equality, and the spirit of sportsmanship. For sponsorship opportunities or more information on how you can support this event, please contact us directly.



Supporting Our Mission: How You Can Make a Difference

Diani Tigers Studio extends its impact beyond sports, supporting youth by covering school fees and related expenses. Additionally, the studio is investing in the future of two young adults by providing housing, food, and training to become certified taekwondo coaches. Lunches are also provided for all children participating in taekwondo and football training sessions, ensuring they receive proper nutrition alongside their physical and educational development.

Join Us at Diani Bazaar

We welcome you to visit Diani Bazaar, where our gym is located, or join one of our training to witness firsthand the positive impact of our programs and meet the dedicated coaches who make Diani Tigers Studio a transformative force in our community. Your visit not only supports our cause but also raises awareness of the vital role sports play in youth empowerment.



Together, We Can Create Change

By supporting Diani Tigers Studio, you're investing in the future of our community. Your contributions help provide essential resources and opportunities for disadvantaged youth, empowering them to reach their full potential. Join us in building a brighter future through the transformative power of sports and education.



For more information on how you can support Diani Tigers Studio or get involved, please contact us directly. Thank you for your generosity and commitment to making a difference.

Contact Information:

Email: taekwondo.diani@gmail.com
Phone: +254 701 594 495 / +254 700 104 756 /
+254 112 420 016

DONATION DETAIL

Kenya Commercial Bank (KCB)
Account name: Diani Tigers Studio for Martial Arts
Account number: 1284959988
Branch: Ukunda



Together, let's empower youth, one kick at a time!

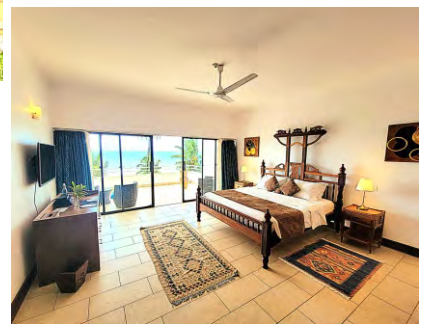
Resorts For Sale

Holiday Resort KL



6 Luxury Villas

- All with ocean view
- Large pool area
- Direct beach access from the resort
- Large restaurant and dining area



Established successful resort with great client base

PRICE - USD 3,000,000

This space has been proudly donated by Sandlovers



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.

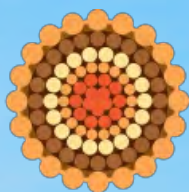
To know more about our fantastic curriculum, or about life at TradeWinds Academy, contact us to arrange a tour of the school – we would love to show you around!

Pre-Primary • Primary • Lower Secondary

www.tradewinds.academy • admin@tradewinds.academy • 0768-172-104



*We simply love property,
and it shows...*



Sandlovers



www.sandlovers.com | +254 (0)7 45 43 555 8