

FEBRUARY 2025

Newsletter



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Superbrands

EAST AFRICA'S CHOICE

2024 - 2026



SCAN TO CREATE
TANGIBLE WEALTH

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LETTER FROM THE MD



Dear Esteemed Clients and Readers,

We remain committed to making both your homeownership and investment aspirations a reality. This year, we are implementing strategies to leverage on our existing partnerships with leading banks and Saccos in the country, who will provide attractive mortgage and property financing solutions, to ensure a seamless, accessible, and rewarding investment journey to you.

These partnerships align with our commitment to maintaining Centum RE as a one-stop shop for comprehensive real estate investment solutions in the East African Market.

Today, we have established partnership with over 18 banks and saccos, which include Stanbic Bank, ABSA bank, KCB Bank, Gulf African Bank (GAB), Sidian Bank, DTB Bank, I&M Bank, Family Bank, Equity Bank, NCBA Bank, Bank of Africa, Co-operative bank, Housing Finance Company (HFC), Kimisitu Sacco, UN Sacco, Qona Sacco (formerly known as Safaricom Sacco), amongst others.



HFC managing director Peter Mugeni with Centum RE managing director Kenneth Mbae signing a memorandum of understanding (MOU) partnership to boost property financing for buyers

As a result, our clients benefit from streamlined mortgage and property financing process with, faster approvals, and personalized support from dedicated Relationship Managers, who also offer complimentary personal and private banking services. This enables you to experience smooth, end-to-end support with a 48-hour turnaround time.

LETTER FROM THE MD



Additionally, our financing partners also offer Buy-to-Build financing, which covers the costs of both land acquisition and construction, as well as equity release solutions that allow homeowners access financing against the value of their existing properties.

It is also important to highlight that Kenya's banking sector has significantly expanded mortgage and property financing solutions through innovative solutions like the Kenya Mortgage Refinance Company (KMRC), which offers affordable and long-term mortgages with fixed single-digit interest rate as outlined below:

Fixed Interest Rate: 9.5%

Loan to Value Ratio: Up to 105%

Loan Tenure: Up to 25 years

Loan Amount: Up to Kshs. 10,500,000

Eligibility: Both Salaried and Self-employed Persons through Participating Banks and SACCOS

Furthermore, advancements in tenure documentation processes through government led initiatives such as through Ardhisasa and Sectional Titles have simplified and driven mortgage access in the Kenyan real estate market.

By leveraging on these developments, our clients can now invest through affordable long-term mortgage and property financing solutions, from as low as KES 23,000 per month.

We therefore invite you to take advantage of this offerings today, by starting your mortgage or property financing applications today to secure your dream property. For more information or any questions, feel free to reach out to us or write to us, and our team will be happy to assist you in every step of the way.

Thank you for your continued support

Kenneth Mbae

INTRODUCING THE REAL CONVERSATION PODCAST

Everything Real Estate



Do you want to learn about the current real estate trends? How to invest in real estate? or how to increase your investment value? Then *'The Real Conversation'* is your perfect companion. Join Mercy and Ednah every Thursday at 4pm on Youtube and Spotify for very entertaining and educative real estate insights. Follow our social media platforms to stay up to date on the conversation

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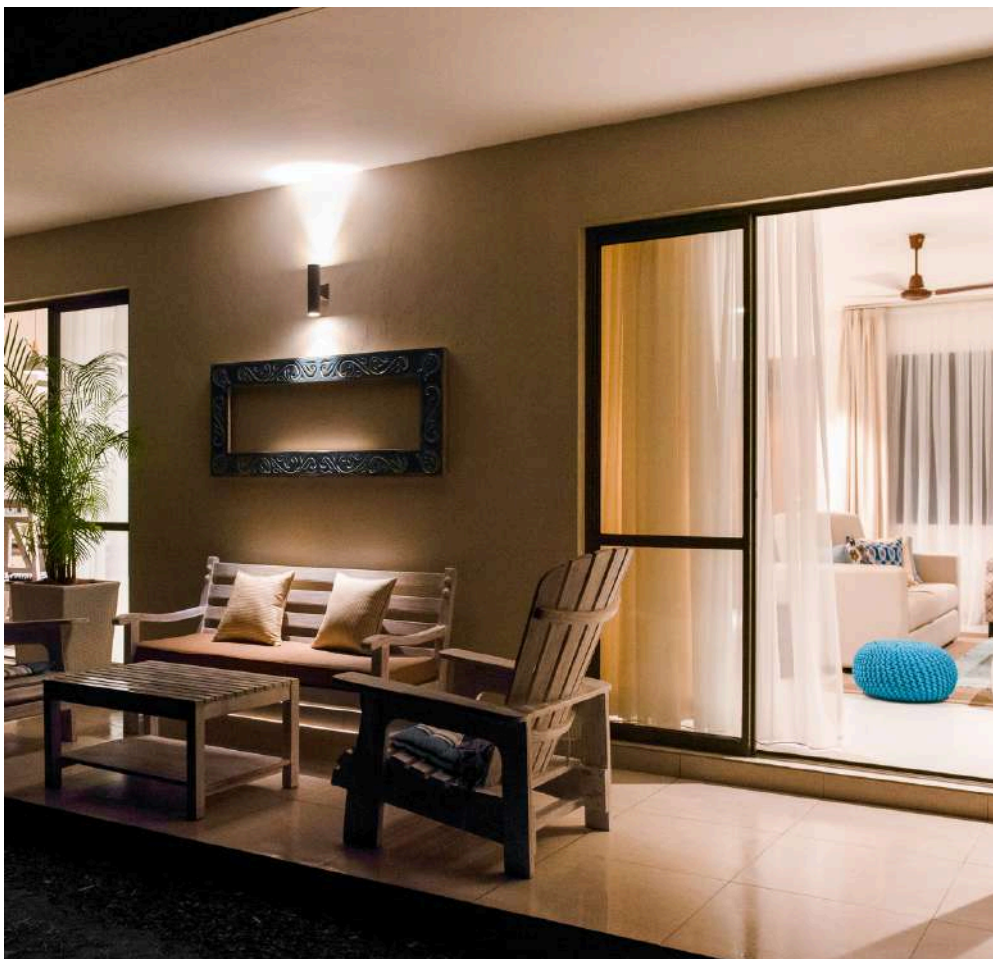
REAL ESTATE FINANCING IN KENYA



Money is a valuable commodity to all regardless of class, age and educational level. Like any other valuable commodity, money is scarce and needs certain principles to acquire and utilize. That said, real estate is undoubtedly a capital-intensive investment therefore making it crucial for all investors, both first-time homebuyers and seasoned developers, to understand the dynamics of financing. This blog will shed light on creative and efficient ways to purchase property and how to best utilize the rare and precious financial opportunities available in real estate.

The Importance of Real Estate Financing

Strategic financial solutions enable individuals to purchase, develop and invest in properties that would otherwise be unaffordable. These financing strategies, include Mortgages and home loans, developer financing, SACCO loans and Private equities & REITS; just to mention but a few.



Mortgages and Home Loans

This is the most popular real estate financing option globally including Kenya. Leading financial institutions like KCB Bank, NCBA, Absa, and Stanbic offer mortgage products with long repayment periods, making homeownership easier. In a bid to fast-track affordable housing, the Kenya Mortgage Refinance Company (KMRC) has stepped in with a game-changing solution, affordable mortgages at a fixed single digit interest rate of 9.5%. Designed specifically for low-to-middle-income earners, KMRC offers a repayment tenure of up to 25 years, levelling the homeownership ground farther.

One of the biggest advantages of mortgages is the extended repayment period, which helps reduce financial strain. Some financial institutions even extend mortgage services to diaspora clients, ensuring Kenyans abroad can also invest in property back home. Additionally, government-backed loans often come with competitive interest rates, making them an attractive choice. This option, however, is not without its hurdles, the standard mortgage interest rates in Kenya range from 14% to 22% which makes borrowing expensive to many, not to mention the strict eligibility requirements by banks that cut off some aspiring homebuyers.



An aerial shot of 1255 Palm Ridge in Vipingo by Centum Re

Developer Financing (Off-plan and Rent-To-Own Purchases)

As homeownership costs continue to rise, developers have introduced in-house financing options such as rent-to-own schemes and off-plan purchases. These alternatives enable buyers to spread payments over time while either living on the property or securing it before construction begins. Off-plan purchases are typically more affordable than completed homes, and their flexible payment structure, usually aligned with the construction timeline, make them easier to manage. Additionally, they eliminate the hassle of approvals incurred in mortgages. However, just like other options, developer financing is not without its setbacks. These include project delays or in the worst cases, developer insolvency due to insufficient funding which might lead to loss for investors.

SACCO Loans

Savings and Credit Cooperatives (SACCOs) are a preferred financing option to many. They are known for offering some of the lowest loan interest rates in the market, typically between 8% and 12% providing a more budget-friendly alternative. In addition to that, SACCOs have a simpler eligibility process and flexible repayment terms, making them a great option for aspiring homeowners.

However, there's a catch securing a substantial loan often requires long-term commitment to saving and since loan amounts are usually three to four times the savings, building up enough capital takes time.

Private Equity and REITS (Real Estate Investment Trusts)

Large-scale developers and investors find it challenging to secure substantial capital, this is where private equity and Real Estate Investment Trusts come in. These investment vehicles provide significant funding while allowing fractional ownership that enables development of large real estate projects. Many might wonder what fractional ownership entails; this allows small-scale investors to pool their resources and invest in income-generating properties. ILAM Fahari REIT for instance, through fractional ownership have allowed investors to own a share of lucrative real estate without the burden of full property management. They also provide a steady income stream through dividends, making them more attractive. The financing option, however, has faced some hurdles which include low awareness and early adoption making potential investors hesitant not to mention market fluctuations that lead to unpredictable returns.

The Road Ahead

Real estate financing in Kenya is a dynamic and evolving space. While there are challenges as seen in each financing option, innovative solutions and policy-driven incentives are paving the way for growth. By embracing technology, leveraging government support, and investing in sustainable development, stakeholders can unlock the immense potential in the sector and create more accessible pathways to property ownership.



KCB mortgage team at 26 mzizi court during a site tour



Centum RE staff with Co-operative bank staff during a real estate product training at Two Rivers



Visitors at Two Rivers Mall with Centum RE's Stephanie Adongo during the 'share the love' experience



Centum RE MD Ken Mbae with HFC MD Peter Mugeni together with both companies' staff at Loft Residences following the MOU signing



Centum RE MD Kenneth Mbae, Distributed Power Africa-Kenya (DPA-K) CEO Anthony C. Mburu, TRIFIC CEO Brenda Mbathi and Centum Group CEO Dr. James Mworira, during the signing of a partnership between Centum Real Estate and Distributed Power Africa-Kenya (DPA-K), which will more than double the solar power production at Two Rivers Power Company

EVENT GALLERY



Centum RE being presented the superbrands certificate by the East Africa Director Jawad Jaffer



Centum RE staff with KCB staff at Riverbank during the site tour hosted by Centum RE



Construction Updates; Nairobi Projects

Take a sneak peek into the latest construction updates on your new home! We are excited to share the progress & milestones as your property comes to life. Watch as each detail comes together, bringing you closer to the day you can step into your completed home. For more detailed updates or any specific inquiries, feel free to contact Centum Real Estate's offices using the information provided below:

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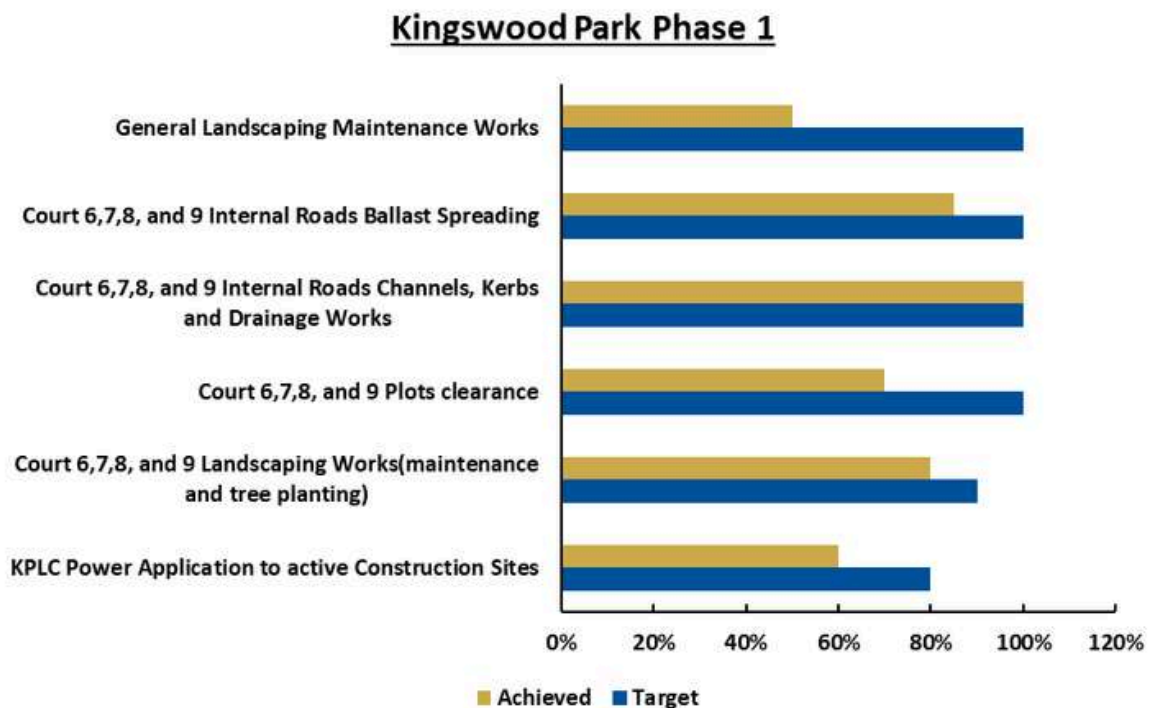
We're here to keep you informed every step of the way.

How to Interpret Construction Updates

Kingswood Phase 1 will be used as an example

- The labels on the vertical (y) axis are a description of the work done during the month
- While the horizontal (x) axis represents the percentage of work (0% to 120%)
- The blue bars within the graph represent the percentage of work that the projects team was targeting to complete within the month.
- The yellow bars represent the actual work completed during the month

From our example, ‘general landscaping maintenance works’ is the first description of work done. The percentage targeted for February (represented by the blue bar) is 100% while the actual work completed in February (represented by the yellow bar) is 50% i.e. between 40% and 60%



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Stay informed every step of the way.

Cascadia

February 2025



Ongoing internal
plumbing works

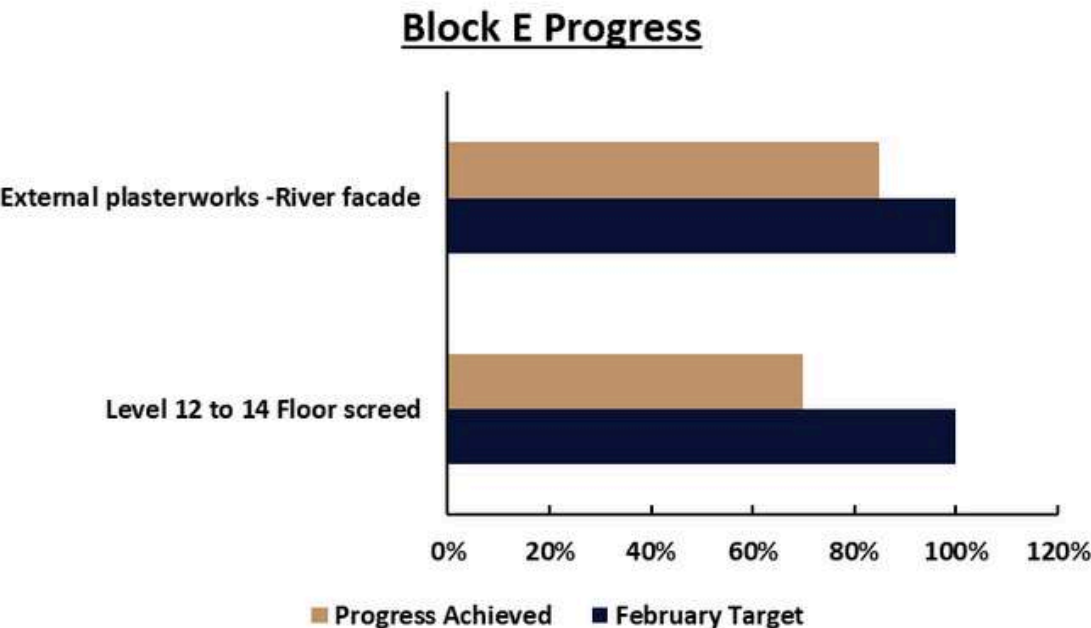
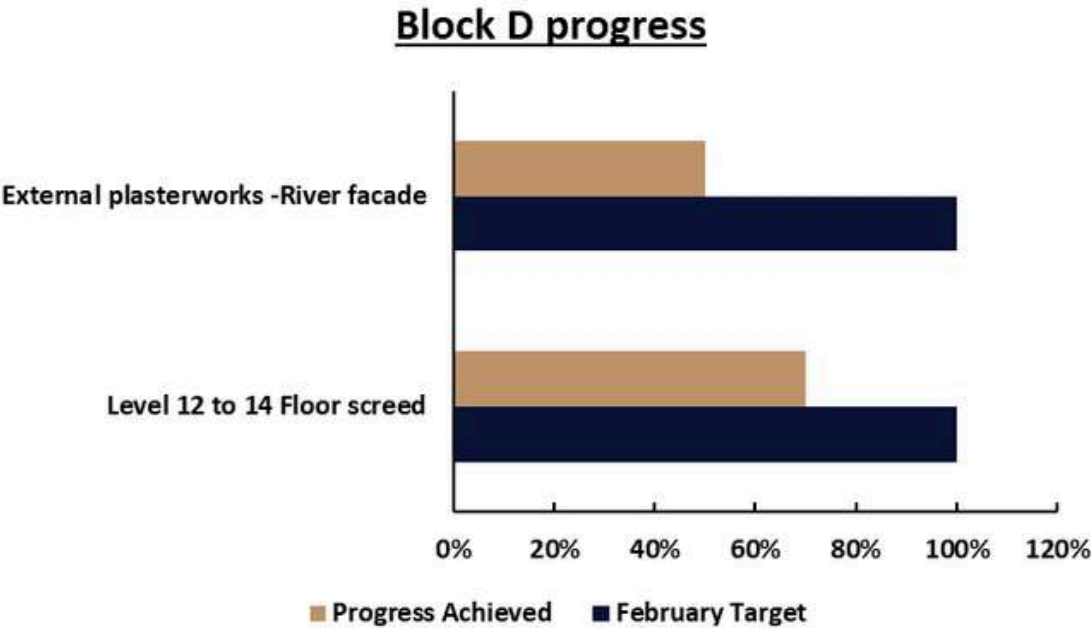
IF YOU LIKE

Cascadia Apartments

The construction of Cascadia Apartments is being carried out in multiple phases to ensure a smooth and efficient process. Phase 1A focuses on the finishes of Blocks D and E, which are the top priority in the current phase.

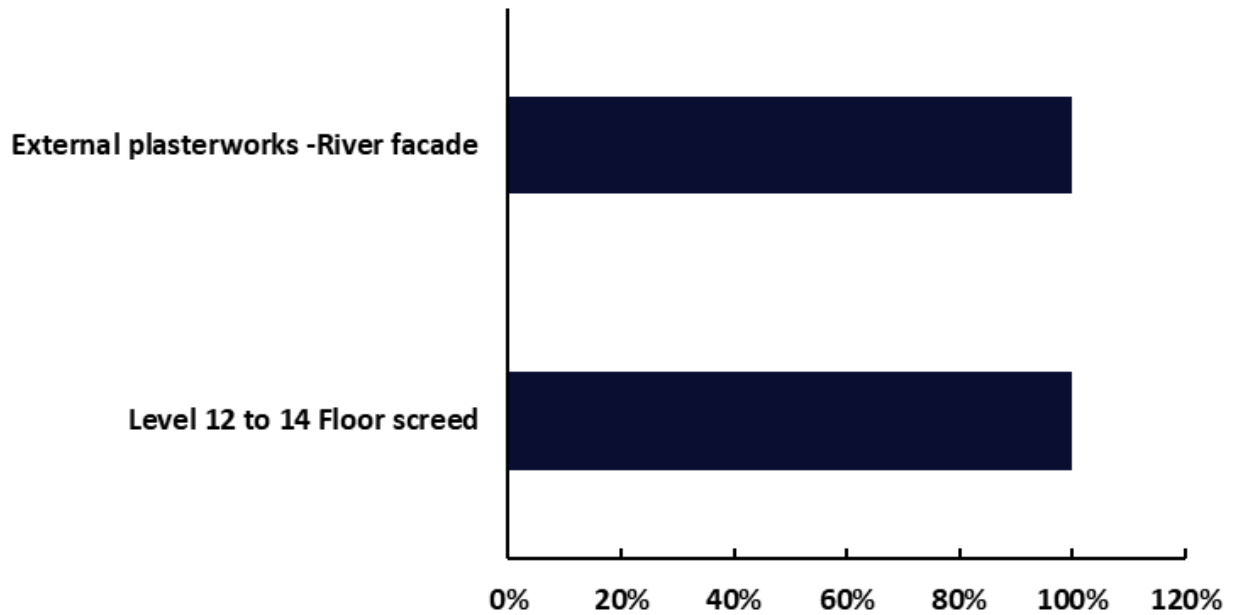
While Phase 1A is underway, Phase 1B (Blocks A and C Reinforced Concrete structure) will be ongoing in parallel with Blocks B, D and E ensuring steady progress across the entire project construction. This phasing will ensure efficient progress of the remaining workstream at Cascadia Apartments.

February Progress

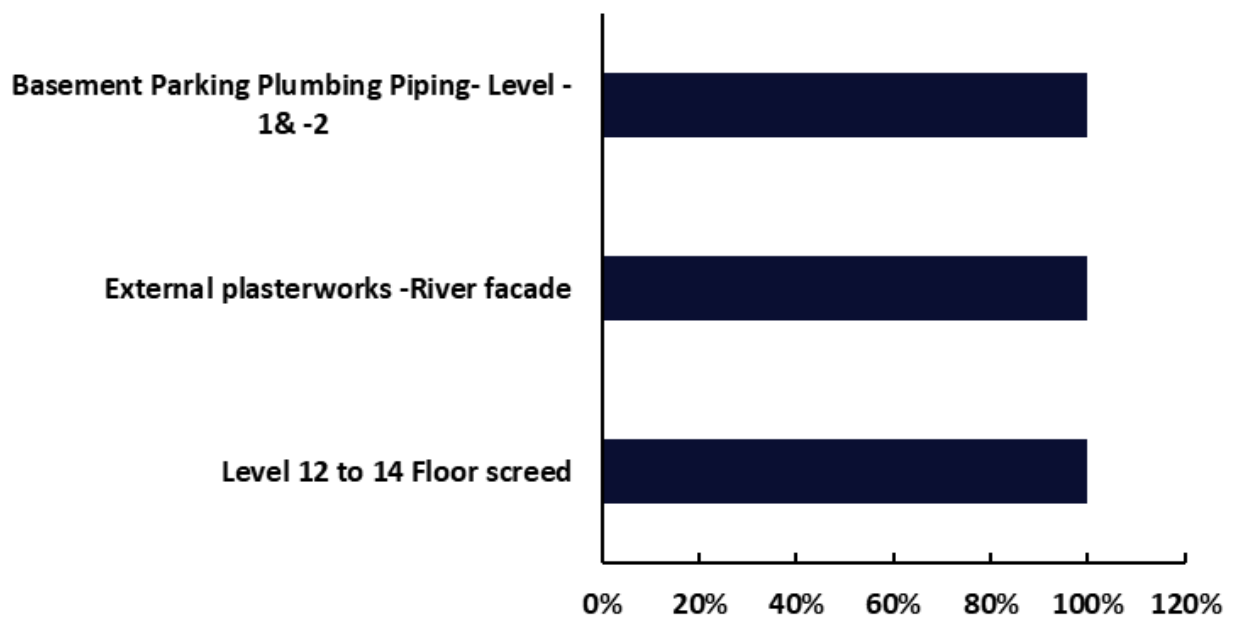


March Targets

Block D Targets



Block E Targets



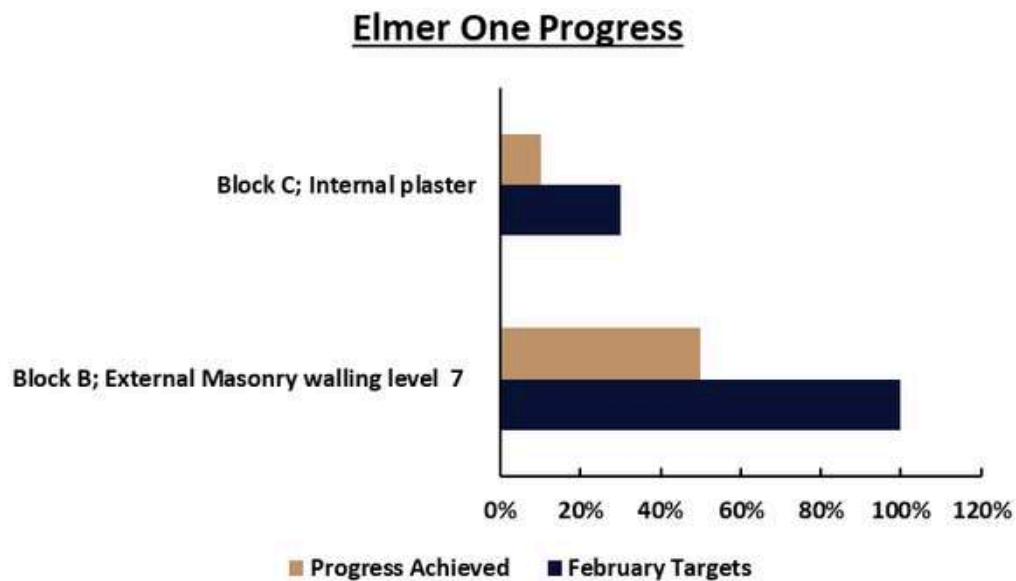
FEBRUARY 2025

265 ELMER ONE

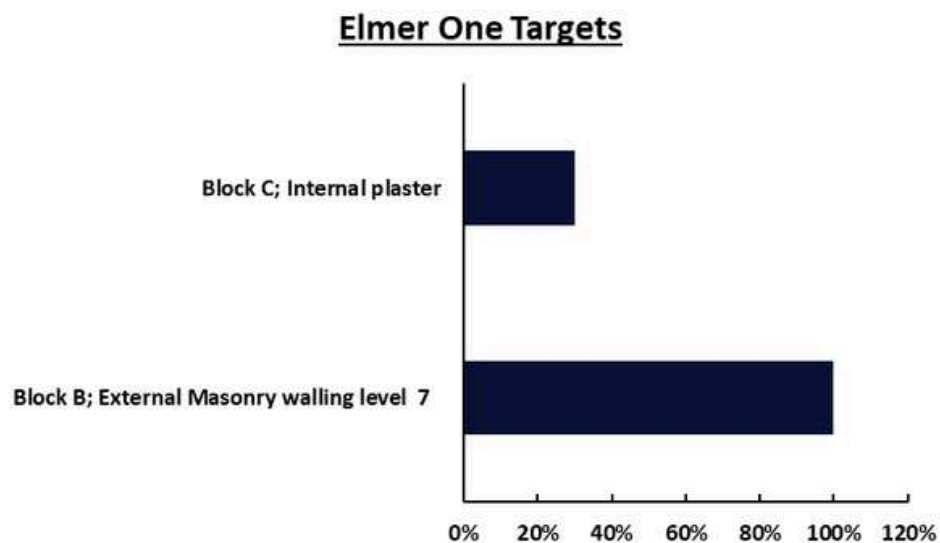


265 Elmer One Apartments

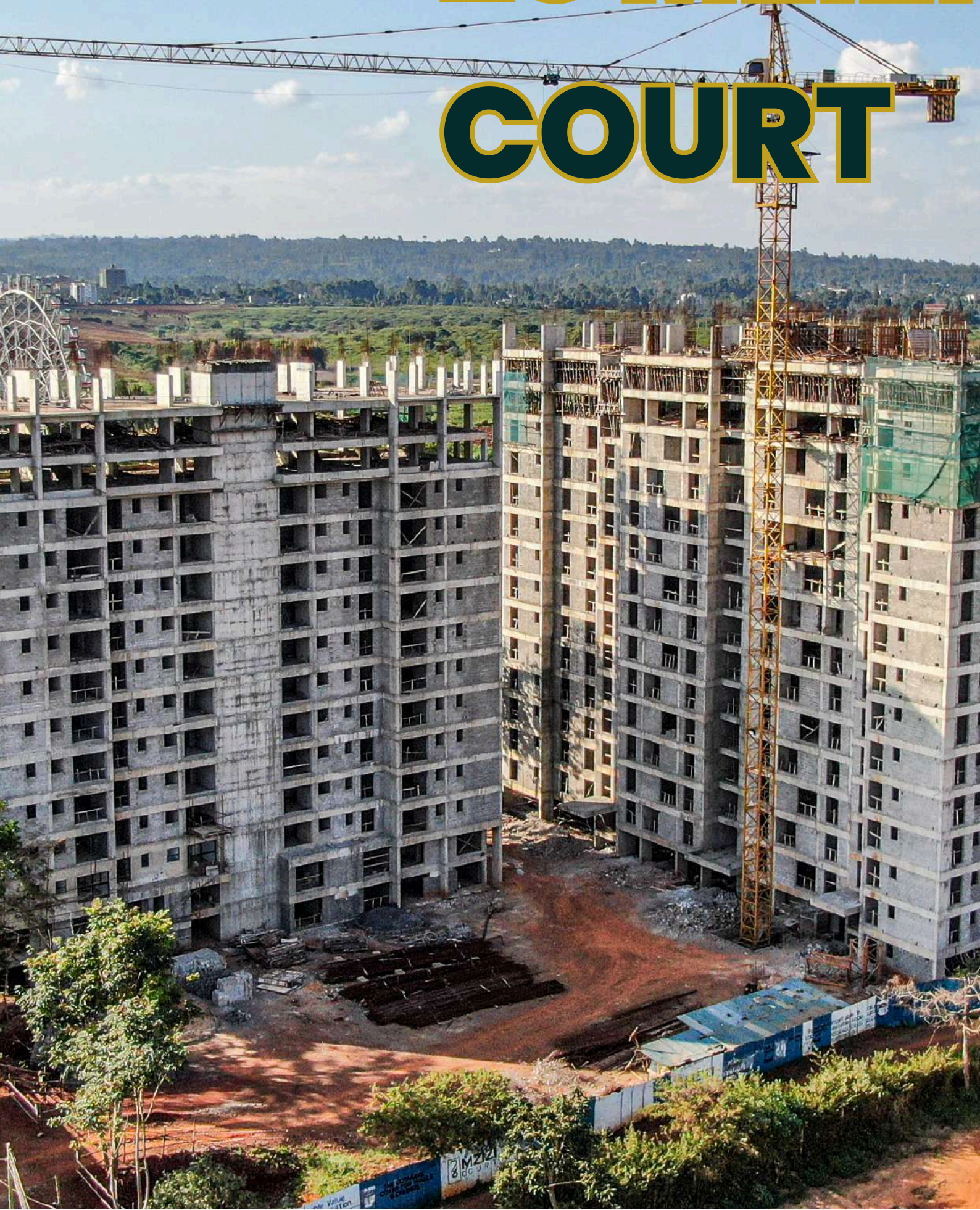
February Progress



March Targets



26 MZIZI COURT

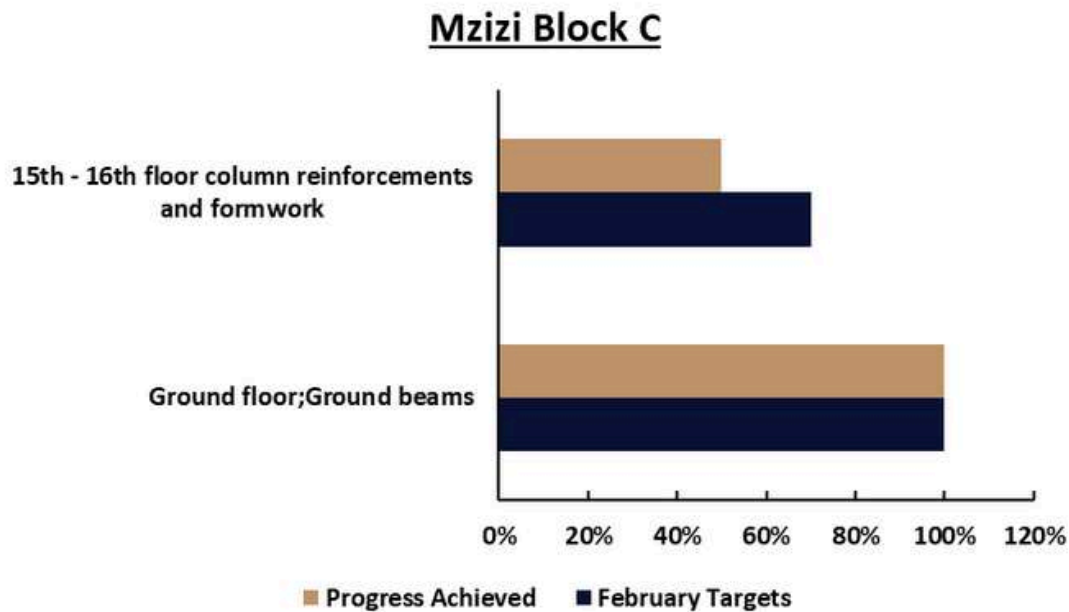


26 Mzizi Court

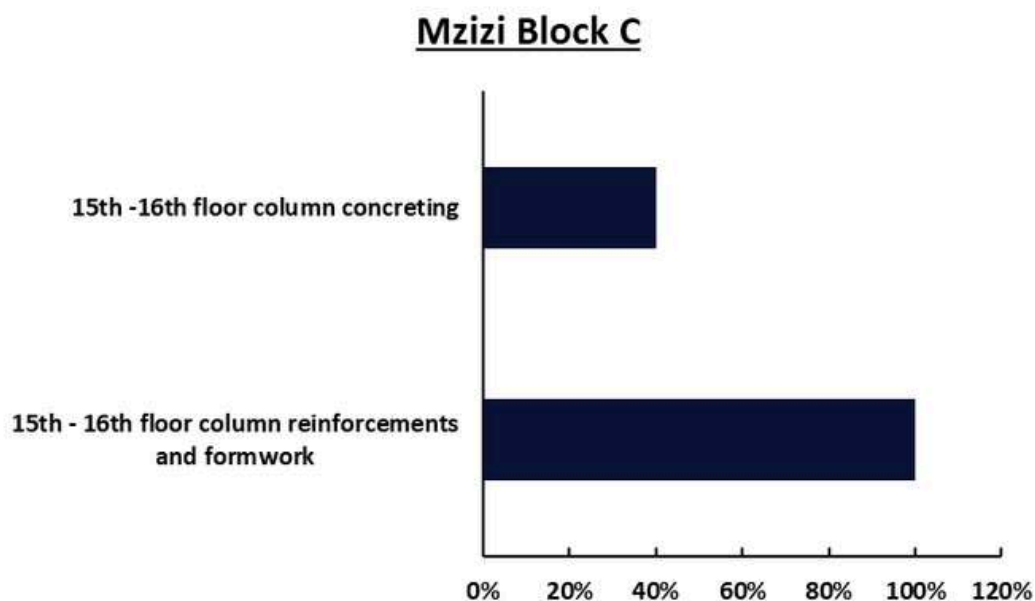
The construction of Mzizi Court Apartments is being carried out in multiple phases to ensure a smooth and efficient process. Phase 1A focuses on Blocks B and C while Phase 1B focuses on Blocks D and E

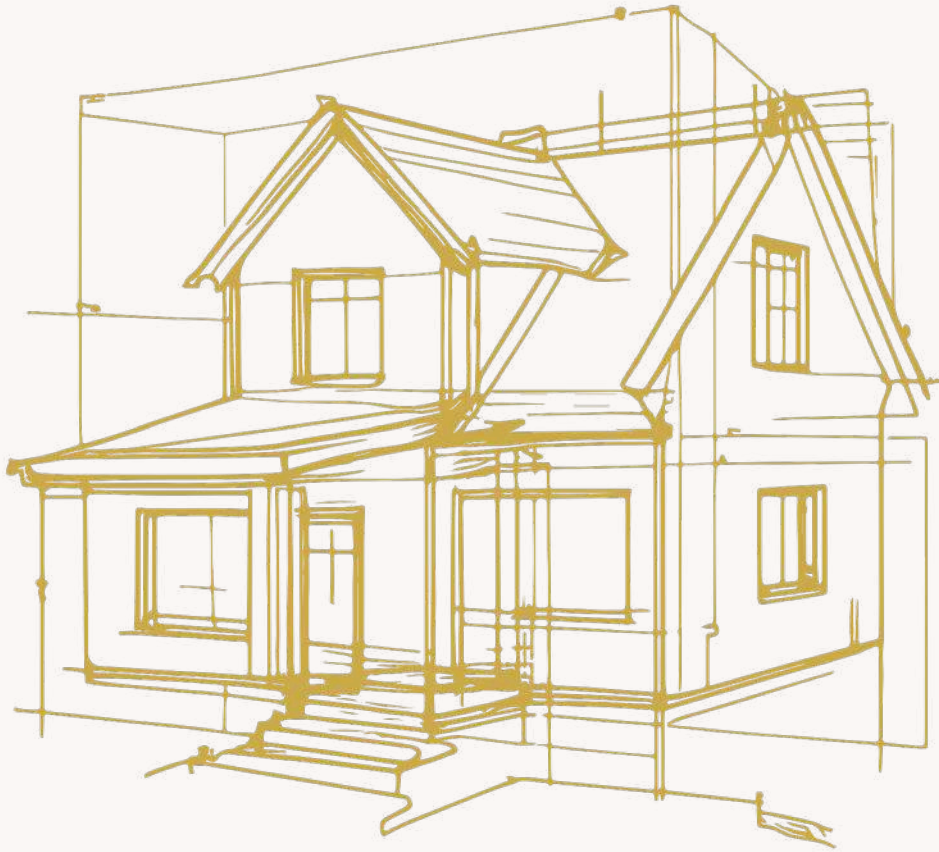
The phasing aligns with IFC funding that is projected to accelerate the remaining work streams across all Mzizi projects

February Progress



March Targets





Construction Updates ; Vipingo Projects

Welcome to the Construction Updates section for Phase 2 of our Vipingo development! We are excited to announce that Phase 2 has officially commenced, and we will be sharing regular updates on the progress right here. Stay tuned to see how your future home is taking shape. If you would like a more detailed update or have any questions, feel free to contact Vipingo Development's offices directly at:

+254 747 01 99 78

info@vipingodevelopment.com



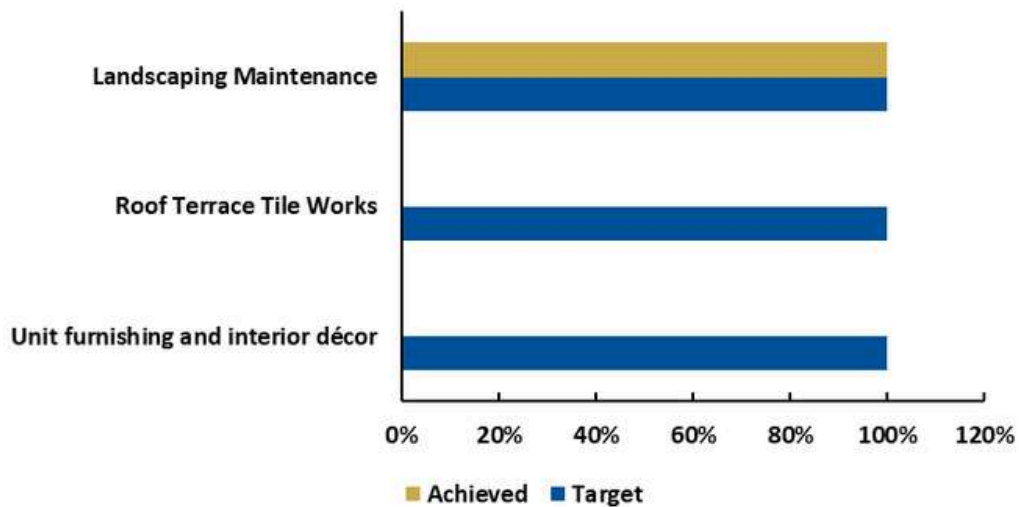
AWALI ESTATE PHASE 2



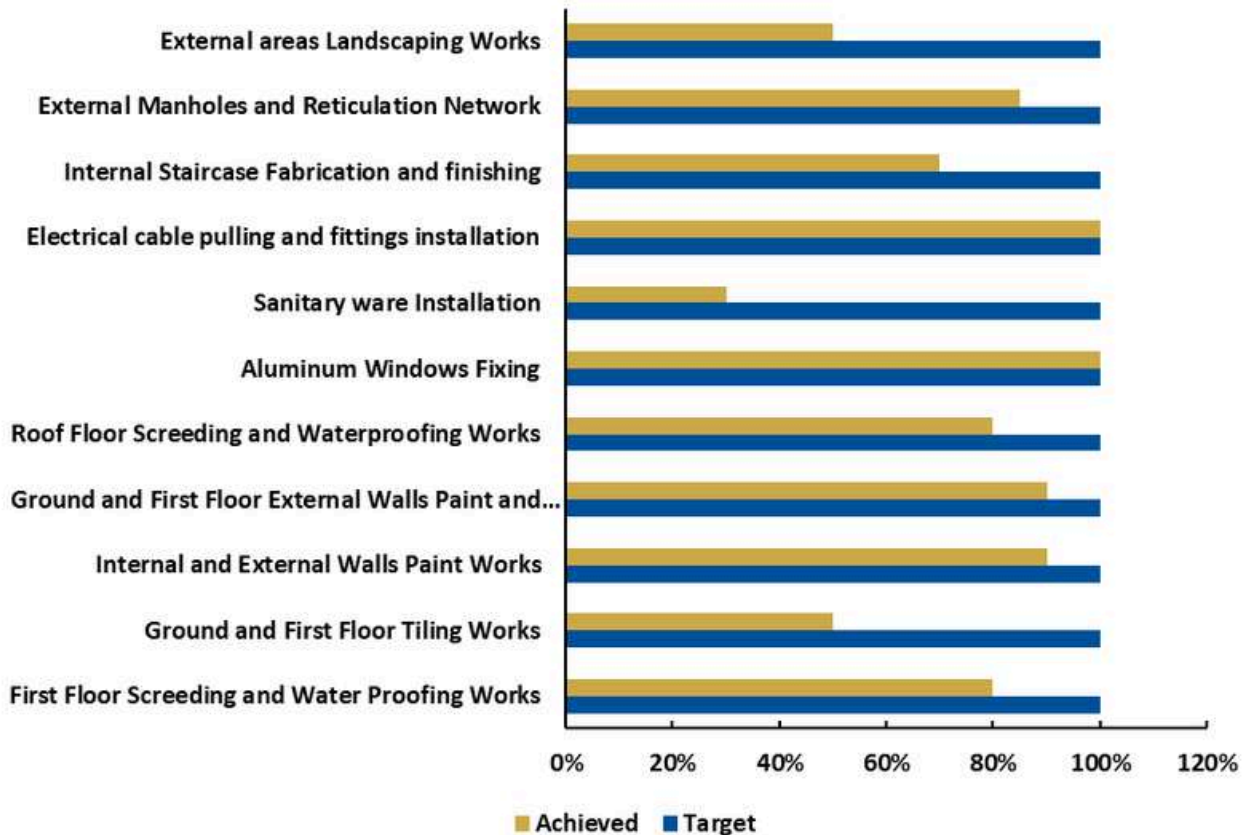
Awali Estate – Phase 2

February Progress

Awali Bungalow Showhouse



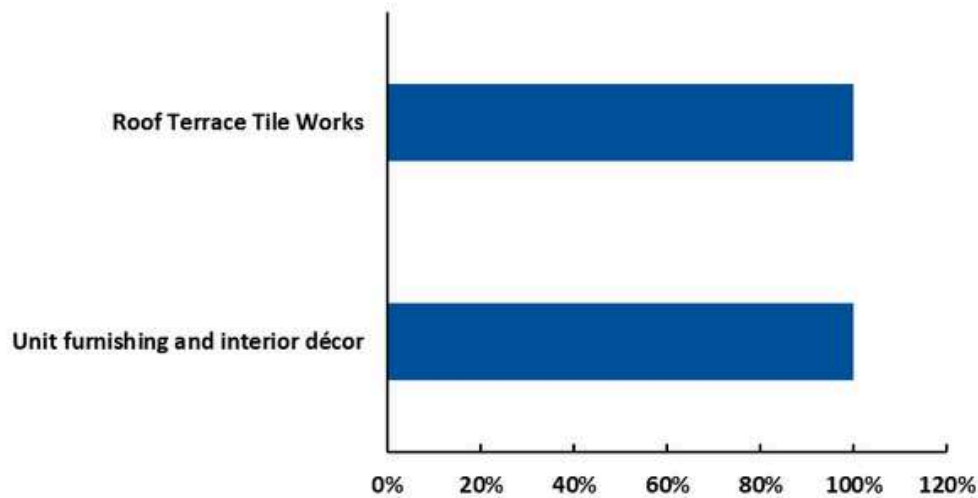
Awali Maisonette Showhouse



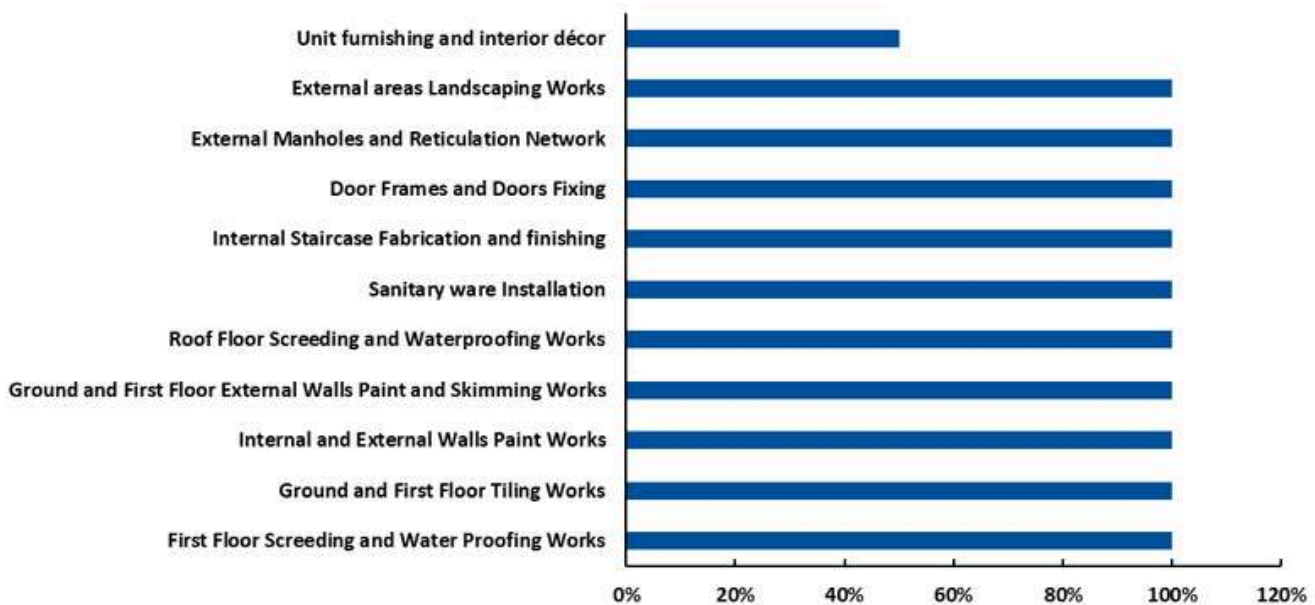
Awali Estate – Phase 2

March Targets

Awali Bungalow



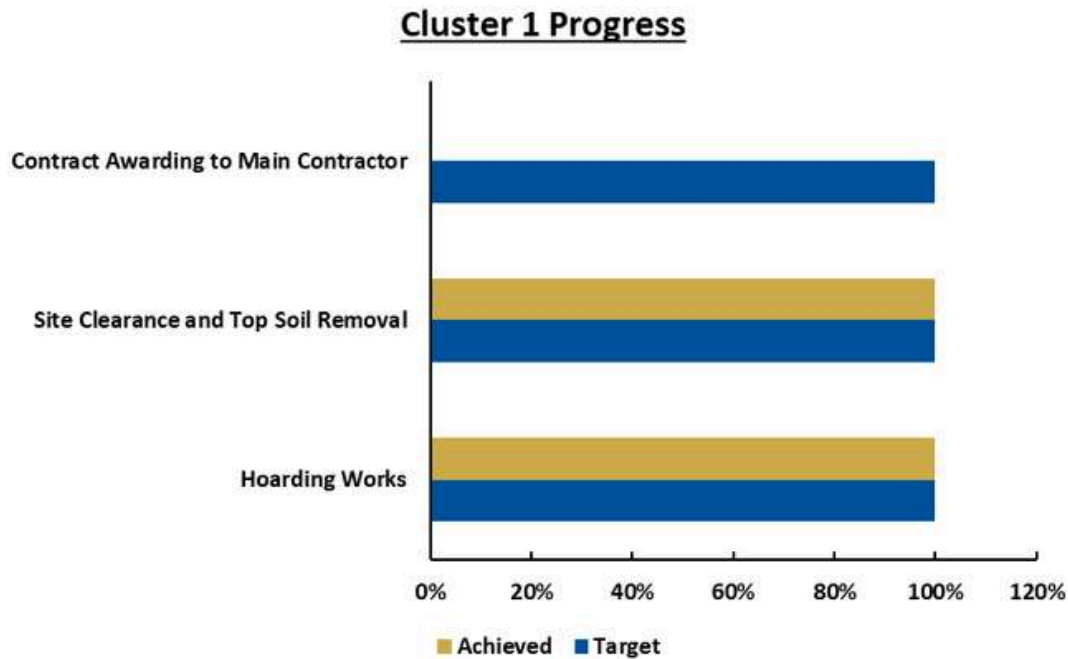
Awali Maisonette



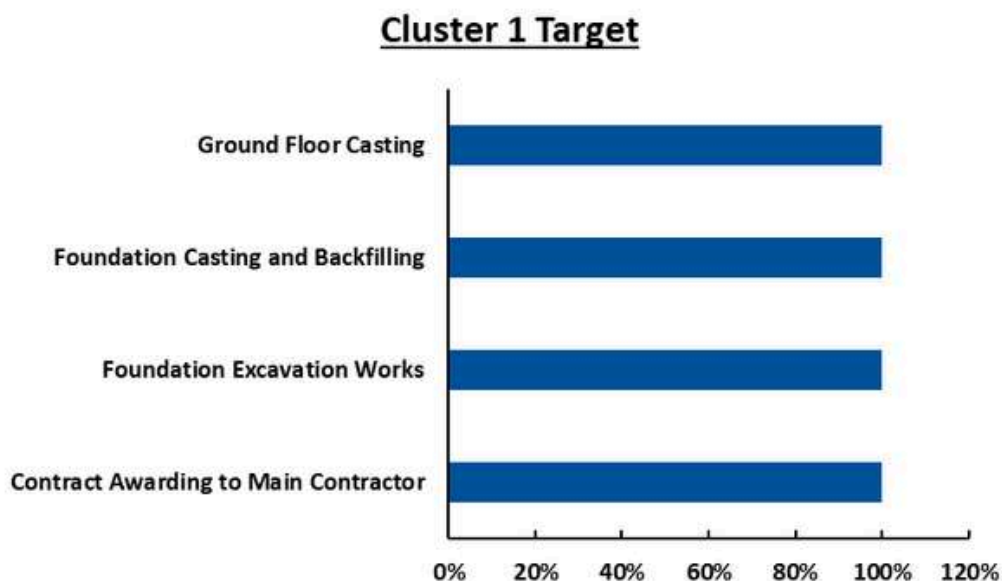
1255
PALM RIDGE
APARTMENTS
PHASE 2

1255 Palm Ridge Apartments

February Progress



March Targets



**BUY &
BUILD
FINANCING
AVAILABLE**

at a rate of

9.5%
p.a


VIPINGO
DEVELOPMENT
LIMITED

PHASE 3
Now selling

FROM **KES 3.3M**

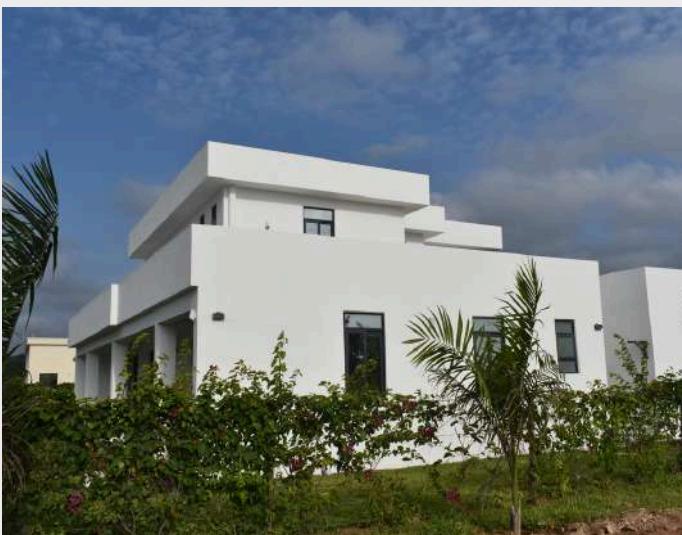

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KINGSWOOD PARK





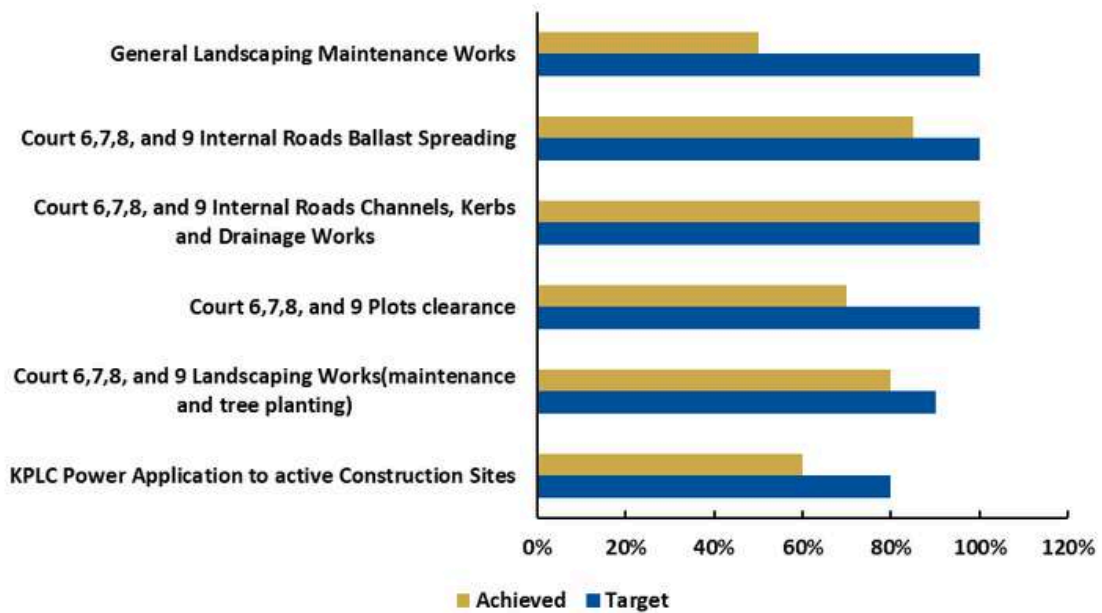
KINGSWOOD PARK HOMEOWNERS CONSTRUCTION PROGRESS



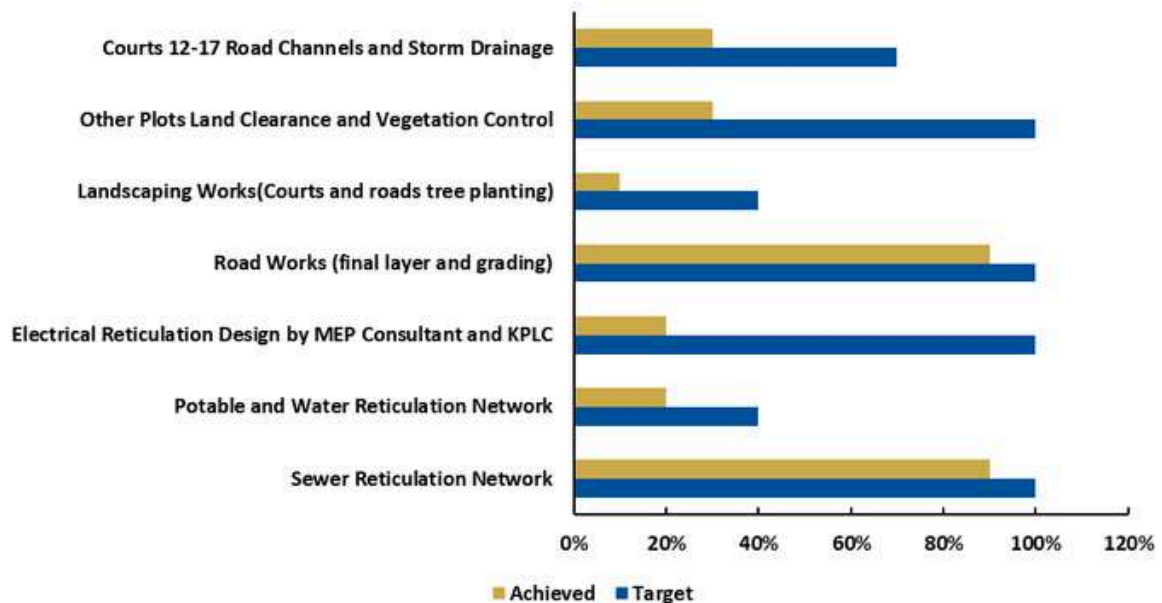
Kingswood Park

February Progress

Kingswood Park Phase 1



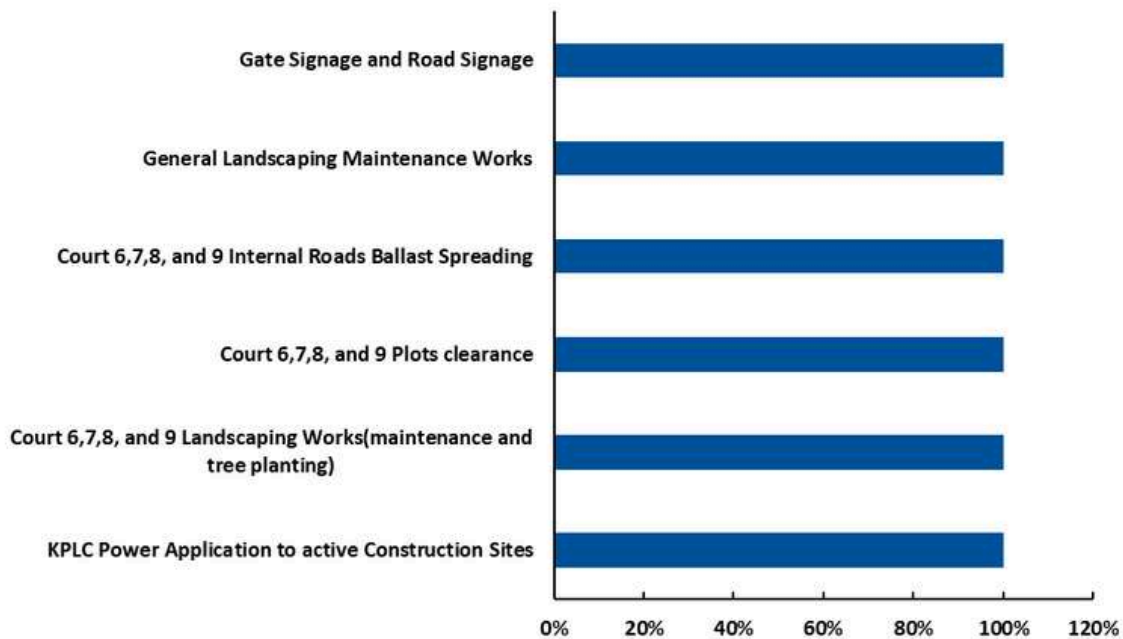
Kingswood Park Phase 2



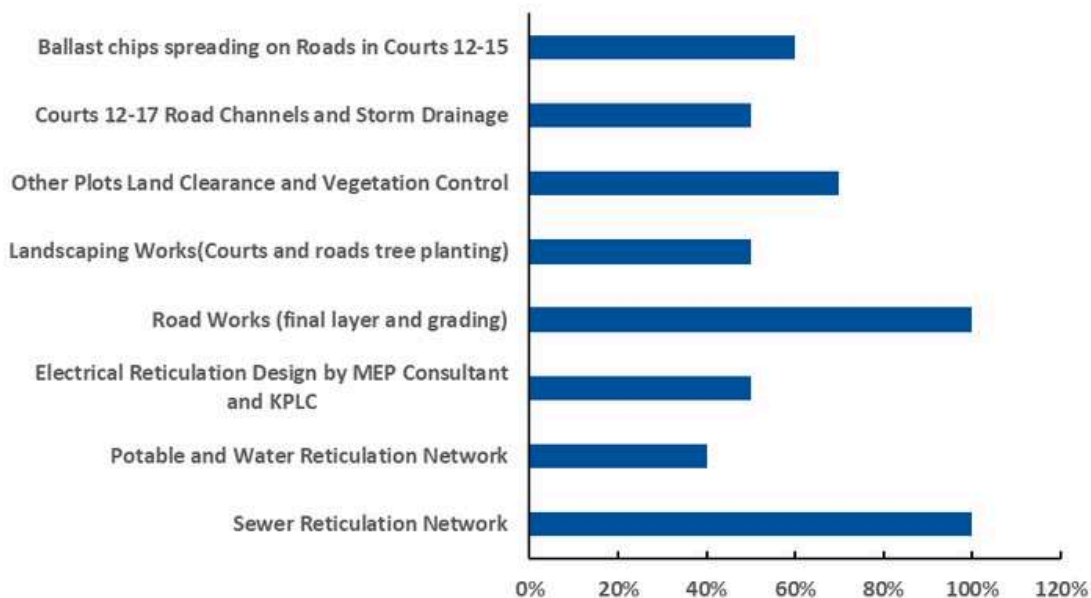
Kingswood Park

March Targets

Phase One Targets



Phase Two Targets



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Applies to sales recorded from 27th Jan 2025

*T& Cs apply



Experience our Perfect Portfolio Virtually

Centum Real Estate is excited to announce that you can now explore our Nairobi portfolio like never before with immersive virtual tours!

Now, you can effortlessly **view any property by simply clicking on the project you're interested in below** and experience every detail up close and get a true sense of what each property has to offer. Start your virtual tour today and discover the perfect one for you!



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[Click here for Studio Tour](#)

[Click here for 2 Bedroom Tour](#)



The Loft Residences

[Click here for 4 Bedroom Duplex with Garden + DSQ](#)

[Click here for 4 Bedroom Duplex + DSQ Tour](#)



Riverbank

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[Click here for 2 Bedroom Tour](#)

[Click here for 3 Bedroom Tour](#)



Mzizi Court

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Cascadia Apartments

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