



MAISHA DEVELOPMENTS - FAQs

GENERAL

1. Eventual number of units to be constructed and how big is the land?

Maisha Developments will be constructed on a land measuring approximately 11 acres.

There will be a total 593 units broken down as follows:

- 243 units at Maisha Makao (91 two bed units and 152 three bed units).
- 350 Units at Maisha Mapya (220 two bed units and 130 three bed units).

2. What is the difference between Maisha Mapya and Maisha Makao?

Both schemes have 2 and 3 bedroom apartments. However, Maisha Makao consists of larger units than Maisha Mapya.

The finishes and amenities in Maisha Makao and Maisha Mapya are similar (Indian porcelain tiles, European kitchens and wardrobes, imported laminated flooring, imported sanitaryware, heavy duty steel casement windows, provisions for inverter, vwasher/dryer). However, there are the following major differences:

- Maisha Mapya will be ground + 4 floors. Makao will be ground + 5 floors.
- Maisha Mapya has no elevators, whereas Maisha Makao has elevators.
- Maisha Mapya has laminated kitchen worktops whilst Maisha Makao has granite worktops.
- Maisha Mapya does not come with any kitchen appliances, Maisha Makao comes with an integrated hob, oven and extractor.
- Maisha Makao comes with a provision for an undersink heater in the kitchen
- There is a swimming pool in the Maisha Makao development.

3. Where is the project located?

Maisha Developments is located within the master planned Tilisi project. This is located off the A104 (Nairobi-Nakuru highway), 30Kms from Nairobi CBD and 27Kms from Westlands. It is also 10 minutes from the Northern, Western and Southern bypasses. There is also an entrance to Tilisi directly off Limuru Road.

4. What is Tilisi?

Tilisi is a 400-acre master planned and mixed used city on the outskirts of Nairobi which develops world-class infrastructure and sells fully serviced land parcels for investors to develop.

Tilisi comprises; light industrial, residential, educational, medical, recreational, hospitality, commercial and retail uses, ultimately offering an all encompassing corporate and community experience.

Please see www.tilisi.co.ke for more information

5. What infrastructure is Tilisi providing?

Tilisi is providing:

- Paved roads
- Footpaths
- Drainage
- Street lighting
- Cycle lanes
- Sewerage connection and sewer treatment plants
- Piped water from 8 boreholes
- Well manicured and landscaped lawns
- ClearVu Perimeter fence and manned gates and CCTV surveillance
- Underground power reticulation
- Fibre cable connection
- Recreational areas
- Jogging track

6. How is the project phased?

Maisha Developments will be constructed in 3 phases; 1st phase is set to commence from early 2021. Phase 1 will consist of 100 units in Maisha Mapya and 99 units in Maisha Makao. Each phase will take approximately 18-24 months.

7. When did construction commence?

Construction will commence from early 2021.

8. When will Phase 2 commence?

The second Phase is expected to commence in 2023/2024.

9. What security measures are being implemented?

- Tilisi has 24hr manned gate houses at all entrances with guards patrolling throughout the day.
- Tilisi also has backup alarm systems.
- Maisha will have a 24 hrs manned gate house at both Mapya and Makao
- There is access control at each staircase.
- There is CCTV surveillance at strategic points.
- ClearVu Perimeter wall fencing around the entire project.
- Well lit compound with street lighting within the Maisha estate.

10. What is the water supply?

The water is supplied through the 8 boreholes within Tilisi. The water is pumped and stored in the underground and elevated water storage tanks at one corner of the project.

11. What is the capacity of the water storage tanks?

- Maisha Mapya, the underground storage tank holds 212,000 litres with around 70,000 litres being reserved for fire-fighting and the remaining 142,000 litres being used for domestic purposes. The elevated tower tank has a capacity of 168,000 litres.
- Maisha Makao, the underground storage tank holds 200,000 litres with around 65,000 litres being reserved for fire-fighting and the remaining 135,000 litres being used for domestic purposes. The elevated tower tank has a capacity of 126,000 litres.

12. What measures are you taking for power outages?

There is a standby generator for the common areas in case of power outages. Each unit has a provision for an inverter inside.

13. How many parking spots do I get with the purchase of a parking spot?

Each apartment comes with 1 designated parking spot with the exception of the 3 bedroom Maisha Makao unit which comes with 2 parking spots.

14. Can I purchase more parking spots?

Yes, you can purchase another parking spot for Kshs. 400,000/-.

15. Where can people dry their clothes?

At the roof top of each block we shall be providing facilities for home owners to dry their laundry.

16. Are there features to be implemented in the units to take care of the cold seasons?

There is imported wooden laminate flooring for the living rooms and bedrooms to give residents a warm feel.

17. Where are you getting your finishes from?

There is a mix of local and imported material. Selected finishes are being sourced as follows:

- Tiles - from India
- Sanitaryware - from China
- Kitchens - from Turkey
- Wardrobes - from Turkey
- Laminate flooring - from China and Germany

18. How long is the grace period for repairs after construction?

The buyer has 6 months from practical completion certificate date to report any issues/ defects which we will repair/ fix.

19. Are you using any new technology to build this project?

We will be using a modular aluminium formwork to construct. The System is fast, simple, adaptable and very stable. It is unique because it forms all of the concrete in a building including walls, floor slabs, columns, beams, stairs, window hoods, balconies and various decorative features in exact accordance with the architects' design.

20. Can I make changes to the apartment before or after purchase?

No structural change is allowed. No walls will be allowed to be broken as the walls are all structural. Only minor changes can be done within the property after handover at your own cost and supervision.

21. What developments have the developers previously done?

The developers of Maisha Developments have had shareholding in the following projects within Nairobi:

Greenspan Mall and Estate, Solitaire, West End towers, Delta Towers, Delta Annex, Tilisi Views, Capital Centre, Warwick Centre and the Radisson Blu Arboretum.

FINANCIAL

22. How is the project financed?

Partly self financing and part credit facility from Prime Bank.

23. What payment options are available?

A) Payment Plan for Cash Purchase

Purchase price goes down by 8.5% of the standard pricing.

Payment terms are as follows:

- Kshs. 100,000/- Booking Fee on signing of Booking Form (sum of 20,000/- shall be retained as cancellation fee in cases of any withdrawals)
- 10% - less 100,000 upon signing of Letter of Offer (within 14 days)
- 90% - On or before signing of sale agreement (within 30 days)

B) Payment plan for Instalments

Purchase price as per the standard pricing.

Payment terms are as follows:

- Kshs. 100,000/- Booking Fee on signing of Booking Form (sum of 20,000/- shall be retained as cancellation fee in cases of any withdrawals)
- 10% - less 100,000 upon signing of Letter of Offer (within 14 days)
- 10% - On or before signing of sale agreement (within 30 days)
- 60% - Spread over 3 equal instalments
- 20% - Upon completion

C) Payment plan for Mortgage Buyers with 20% Deposit

Purchase Price increases by 7% on the standard pricing

Payment terms are as follows:

- Kshs. 100,000/- Booking Fee on signing of Booking Form (sum of 20,000/- shall be retained as cancellation fee in cases of any withdrawals)
- 10% - less 100,000 upon signing of Letter of Offer (within 14 days)
- 10% - On or before signing of sale agreement (within 30 days)
- 80% - Upon completion

D) Payment Plan for Mortgage Buyers with 10% Deposit

Purchase Price increases by 8% on the standard pricing

Payment terms are as follows:

- Kshs. 100,000/- Booking Fee on signing of Booking Form (sum of 20,000/- shall be retained as cancellation fee in cases of any withdrawals)
- 10% - less 100,000 upon signing of Letter of Offer (within 14 days)
- 10% - On or before signing of sale agreement (within 30 days)
- 80% - Upon completion

24. Who are your banking partners?

We have partnered with selected banks that we can recommend to ensure an efficient and timely process, however you are free to engage your own financier.

25. What are your minimum deposit requirements?

The absolute minimum deposit required is 10% of the purchase price.

26. Will Maisha help me find a tenant?

Undoubtedly, there will be enquiries for rental. We shall keep a database of all such enquiries and match up tenants and landlords.

27. Is my money safe with you? What comfort can you give me?

Absolutely. We have started construction and did not require a certain amount of pre-sold units to start construction like other developers. We have a proven track record in past developments and are also part of the Tilisi developers so we are part of this development for the long term.

We will also update buyers with regular newsletters and the site is open for visitors/buyers every day of the year.

28. Why should I invest now?

Quite simply to take advantage of a larger choice of apartment types to choose from when purchasing your dream home.

29. Rental return on the investment?

- We are anticipating a rental return for Maisha Mapya for 2 Bed to be Kshs. 22,500/- and Kshs. 27,000/- for the 3 Bed per month.
- Rental Return for Maisha Makao for 2 Bed to be Kshs. 30,000/- and Kshs. 40,000/- for the 3 Bed per month.

30. What are the other costs involved in purchase?

There are the following additional costs:

SECOND SCHEDULE Schedule of Costs

Payable to MMC Asafo on execution of the Agreement for sale

	ITEM	AMOUNT (KSHS)
1	Legal Fees (Exd. Of VAT) (1% of purchase price)	1%
2	Stamp Duty on the Agreement for sale	500.00
3	Issuance of share Certificate	1,000.00
4	Bank Charges	1,000.00
5	Cost of Transfer of Reversionary Interest	3,000.00
6	Disbursements	4,000.00
7	VAT on Legal Fees and Disbursements	TBA

Payable to MMC on execution of the Lease

	ITEM	AMOUNT (KSHS)
8	Registration fees on the Lease	8,500.00
9	Stamp Duty on Lease (@ 4% of the Value of the Property).	4%
10	Valuation Costs	8,500.00
11	Consent to Lease	2,000.00

Payable to Maisha Housing Limited on or before the Completion Date

	ITEM	AMOUNT (KSHS)
1	Water meter installation	12,800.00
2	Electricity meter installation	17,400.00
3	Registration of the Management Company	1,500.00
4	Service Charge for Twelve (12) months*	72,000.00
5	Deposit for Service Charge equivalent to twelve months service charge (inclusive of VAT)	72,000.00
6	Consideration for Reversionary Interest	5,000.00

* The above service charge relates to Maisha Mapya. Maisha Makao's service charge and deposit for Service Charge equivalent to 12 months will be Kshs.54,000/- respectively.

LEGAL

31. What is the legal tenure of the purchase?

Leasehold title of 99 years since 2014

32. Who are your lawyers and their fees?

MMC Asafo Advocates and their negotiated fee is approximately 1% of the property value purchased (as per point 26).

33. What is reversionary interest?

This is the transfer of ownership by the head lessor to the management company (to which every purchaser/ lessee is a shareholder) to enable the management company to renew the lease on expiry of the term of the current lease.

34. Can you recommend lawyers who I can hire to represent me?

We have a recommended panel of lawyers. This can be shared upon request.

35. Who will issue us with the occupation certificates?

The architect issues the occupation certificate.

36. How long should it take to complete the purchase process?

- The booking form is done instantly.
- The letter of offer should be signed within 2 weeks of the booking form.
- The sale agreement should be signed within 30 days of signing the letter of offer.
- The registration of the lease should take approximately 4 to 5 months from the date of completion.

MANAGEMENT

37. How is the property going to be managed in the future?

We will have in place an external Management company fully appointed by Maisha Developments Residents Association.

38. Do buyers get a share of the management company?

Yes, you will have a share of the Management company which takes care of the residents welfare in terms of decision making and voting rights.

39. What are your service charge rates and how soon should one begin paying for it?

- For Maisha Mapya, we expect the service charge to be approximately KShs 4,500 per month.
- For Maisha Makao, we expect the service charge to be approximately KShs 6,000 per month.
- Service charge commences once the occupation certificate is issued.

40. What does service charge cater for?

- Security
- Garbage collection
- Water and electricity for common areas
- Landscaping
- Generator running costs
- Cleaning
- General maintenance and repairs – Lifts, Swimming pool, Multi-purpose court, replacement of street bulbs, service roads, repair of blocked sewers etc.
- Management costs
- Payments to service contractors,
- Audit/Company Secretarial fees
- Land Rent and Rates
- The Tilisi wide service charge (infrastructure levy and urban management levy) for the common services in Tilisi.

41. Does the developer make a profit on service charge

No, the developer does not make any profit. The service charge is fully audited by the owners and all service providers will eventually be selected by the management company run by the owners.

42. How do I pay my water and electricity bills?

The Head Lessor "Tilisi Developments Plc" or its affiliates or subsidiaries shall provide power and water supply. The Head Lessor will bill the Maisha Management Company who in turn will raise individual invoices to each apartment based on their consumption. Each homeowner is liable to pay their utilities based on their consumption to the Maisha Management Company who shall further remit these to the Head Lessor.

AMENITIES

43. What are the amenities being provided?

Both developments contain a clubhouse, a multi-purpose court and commercial shops. Maisha Makao has a heated swimming pool.

44. Do I have to pay for the use of the clubhouse?

It will eventually be up to the management company run by the owners. However, we envision a small charge for booking the clubhouse to avoid misuse/ overuse.

45. Do I have to pay to use the Gym?

Whilst we are building a space dedicated to a gym for both Maisha Mapya and Maisha Makao, the space will be sold to an entity that will operate the gym as a commercial venture. Therefore, there will be a membership fee for the use of the gym.

46. Do I have to pay for using the swimming pool?

It will eventually be up to the management company run by the owners. We will set it up to be part of Maisha Makao's service charge. However, the management company will have the liberty to change it to a 'pay per use' system.

47. What sports can be played on the multipurpose courts?

Football, hockey, badminton and basketball.

48. What equipment are you providing in the children's play area?

There are provisions for various children's play equipment

49. I am interested in a commercial opportunity (salon, shop, creche, gym or others). How do I proceed?

The commercial spaces are available for sale with the prices varying depending on the respective sizes. Write us an email on sales@maishadevelopments.com stating your interest and our sales team will advise on the next steps.