



An International  
Associate of Savills

KENYA  
AUGUST 2023

# INTRODUCTION

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The Pam Golding Property Group comprises a number of operating companies covering the full spectrum of the property market in sub-Saharan Africa and internationally.

## PAM GOLDING INTERNATIONAL PROJECTS

- London
- Mauritius
- Seychelles
- Germany
- Miami
- Portugal

## PAM GOLDING PROPERTIES

We are uniquely equipped to provide prospective buyers and sellers with a comprehensive range of professional property services, including rentals.

## PAM GOLDING AFRICA

- Namibia
- Kenya
- Zimbabwe
- Botswana
- Swaziland
- Zambia
- Mozambique
- Uganda



## MORTGAGE ORIGATION

Pam Golding Properties is a shareholder in ooba, one of South Africa's leading mortgage originators.

## PAM GOLDING PROPERTY MANAGEMENT SERVICES

We contribute towards the preservation and enhancement of the value of our clients' assets, thereby maximising investment growth and income generation.

## PAM GOLDING HOSPITALITY

- Pam Golding Hotels
- Pam Golding Lodges and Guesthouses
- Pam Golding Tourism and Hospitality Consulting





## GROUP PROFILE

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The Pam Golding Property Group offers clients a professional broad-based reach through a network of more than 300 offices throughout South Africa and the rest of Africa, including Zimbabwe, Botswana, Swaziland, Zambia, Mozambique, Kenya, Namibia, and Uganda.

As the first South African real estate company to market local properties abroad in 1986, the Group forms part of a strategic alliance with one of the world's largest property groups, Savills plc. This association provides clients with access to a highly respected international marketing network, as well as world-class resources and expertise at the cutting edge of global property trends.

In addition, Pam Golding Properties has international offices in the UK, Germany, Mauritius, Seychelles and facilitates property sales in Portugal, Spain and Miami.

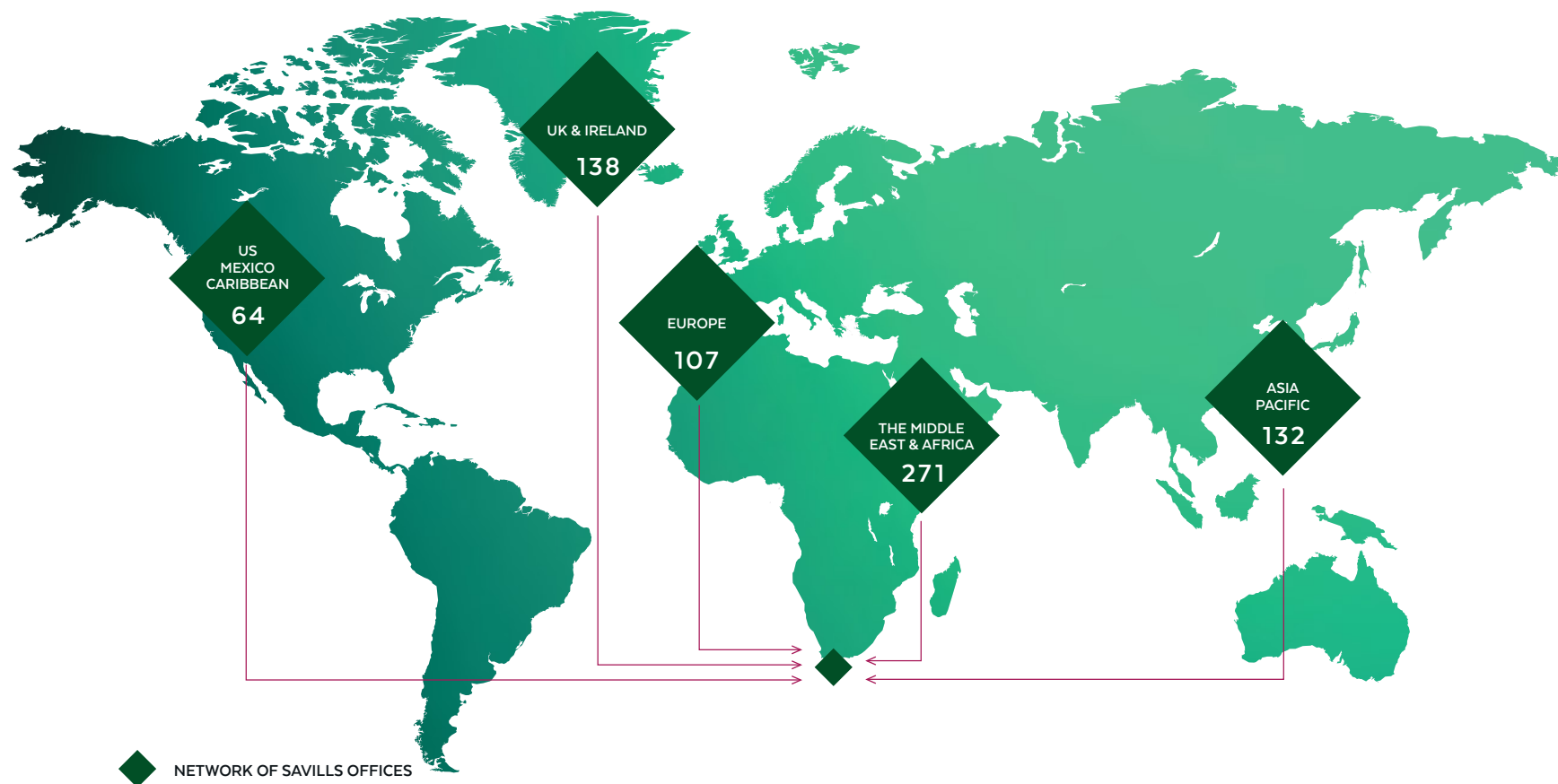
Designed to complement every property requirement, the Group offers a full spectrum of property services – including residential sales, rentals and mixed-use developments, resort/lifestyle estates, game and wine farms, hotels, lodges, guesthouses, hospitality and commercial projects, and offshore property investment.

# SAVILLS



The Pam Golding Property Group represents the interests of Savills plc in Southern Africa and, in turn, has access to one of the world's most powerful real estate networks. Listed on the London Stock Exchange – and with an international network of more than 600 offices and

associates in 27 countries including the Americas, the UK, continental Europe, Asia Pacific and the Middle East – Savills offers unparalleled access to a global database of buyers.



# LEADERSHIP TEAM

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Late Mrs. Pam Golding  
*Founder & Life President*



Andrew Golding  
*Group Chief Executive*



Kunaal Samani  
*Managing Director (Kenya)*



Shaif Sharif  
*General Manager (Kenya)*



Trupti Gorajia  
*Sales Manager (Nairobi)*



Urvi Jethwa  
*Sales Manager (Coast)*



Jones Mulli  
*Rental Manager (Nairobi)*



Shraddha Dhakan  
*Marketing & Events  
Manager (Kenya)*



Esther Wachira  
*Finance Manager (Kenya)*



# RESIDENTIAL SALES TEAM

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(Left to Right) Farsheed Alibhai, Maggie Macharia, Wambui Kabita, Rakhee Raval, Sandra Njeri, Martha Karanja, Esther Awalla, Nili Dodhia, Caroline Malenya, Michelle Patel, Rupal Vora, Sansi Dietz, Reema Shah, Urvi Jethwa, Leonard Onyancha, Angela Kuria, Christine Oile, Ivy Mwikali, Ciru Ng'ang'a, Shradha Shah, Angela Wanjira, Amina Yusuf, Tracy Masinde, Dorothy Karimih.

*Live Remarkable.*



## RESIDENTIAL RENTALS TEAM

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(Left to Right) Priya Matharu, Judith Talikwana, Angela Githongo, Vivian Mwangi, Rupal Shah, Lorna Mathenge, Ayyub Karinhah, Mamta Shah, Letty Ohanya, Mercy Ndau, Pooja Bamra, Pinky Matharu, Mary Gichane, Lily Sagini, Shaneel Sadrani, Isabel Gichuru.

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## COMMERCIAL TEAM

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(Left to Right) Teshpal Matharu, Jones Mulli, Hiraj Parmar, Rosetta Makali, Rina Shah, Nafisa Teja, Neera Shah, Avneet Nandhra, Dennis Macharia

*Live Remarkable.*



# PROPERTY MANAGEMENT TEAM

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(Left to Right) Arzina Omar, Ricky Juttla, Judy Njogu, Sunny Singh

*Live Remarkable.*



## COAST TEAM

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(Left to Right) Lana Flowers, Alex Erskine, Heena Khan, Ely Benaglia

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## OUR ACCOLADES

Pam Golding Properties is the most highly awarded real estate company in Africa, winning no less than 59 international Property Awards including:

### 2023-2024

Best Real Estate Agency Over 20 Offices South Africa  
Best Real Estate Agency Marketing Kenya Award Winner –  
Real Estate Agency Website South Africa Award Winner –  
Real Estate Agency Marketing South Africa

### 2022-2023

Best Real Estate Agency Over 20 Offices South Africa  
Best Real Estate Agency Marketing Kenya Award Winner –  
Real Estate Agency Website South Africa Award Winner –  
Real Estate Agency Marketing South Africa

### 2001 - 2020

Best Real Estate Agency Marketing,  
South Africa 2001, 2003, 2004, 2005, 2007, 2016, 2018,  
2019, 2020, 2021, 2022-2023

Best Real Estate Agency Marketing,  
Africa and Global 2003, 2004, 2005, 2016,  
2018, 2019, 2020, 2021, 2022-2023

Best Real Estate Agency Advertising Agency,  
South Africa, Africa and Global 2003, 2004, 2005


Best Real Estate Agency over 20 offices, South Africa 2003,  
2004, 2005, 2006, 2007, 2011, 2013, 2014, 2015, 2016, 2017,  
2018, 2019, 2020, 2021, 2022-2023

Best Real Estate Agency over 20 Offices, Africa 2003, 2011,  
2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021,  
2022-2023





# RESIDENTIAL PROPERTIES



## Complimentary Market Assessment

If you are thinking of  
selling and would  
like a complimentary  
assessment on your  
property, I would  
love to be of service.

Residential enquiries  
welcome

SANSI DIETZ  
0780 700 567  
sansi.dietz@pamgolding.co.ke  
Muthaiga & Spring Valley

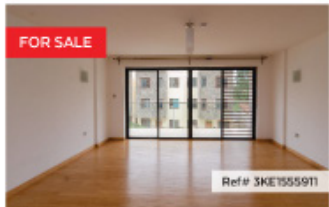
## Sold By Me



 <p>SOLD</p> <p>3 Bedroom House Muthaiga</p>	 <p>SOLD</p> <p>4 Bedroom House Muthaiga</p>	 <p>SOLD</p> <p>5 Bedroom House Muthaiga</p>
 <p>SOLD</p> <p>1 Acre land Muthaiga</p>	 <p>SOLD</p> <p>4 Bedroom House Muthaiga</p>	 <p>SOLD</p> <p>6 Bedroom House Muthaiga</p>
 <p>SOLD</p> <p>2.62 Acre land Muthaiga</p>	 <p>SOLD</p> <p>2.08 Acre land Spring Valley</p>	 <p>SOLD</p> <p>1 Acre land Muthaiga</p>
 <p>SOLD</p> <p>2.54 Acre land Muthaiga</p>	 <p>SOLD</p> <p>1.9 Acre land Muthaiga</p>	 <p>SOLD</p> <p>1 Acre land Muthaiga</p>



## Kiambu Road, Thika Road & Thome | FOR SALE



FOR SALE

Ref# SKE155591

Bedroom 2 | Bathroom 2  
Thika Road - Ksh 15.5 million



FOR SALE

Ref# SKE1583384

Bedroom 2 | Bathroom 3  
Thika Road - Ksh 95 million



FOR SALE

Ref# SKE1574423

0.25 Acre  
Kiambu - Ksh 20 million



FOR SALE

Ref# SKE1588990

Bedroom 3 | Bathroom 2  
Thika Road - Ksh 23 million



FOR SALE

Ref# SKE1576995

0.25 Acre  
Kiambu Road - Ksh 20 million



FOR SALE

Ref# SKE1592895

Bedroom 4 | Bathroom 4  
Thika Road - Ksh 27 million



FOR SALE

Ref# SKE1602736

Bedroom 5 | Bathroom 4  
Kiambu Road - Ksh 66 million



FOR SALE

Ref# SKE1578400

0.25 Acre  
Kiambu Road - Ksh 20 million



FOR SALE

Ref# SKE1568441

Bedroom 3 | Bathroom 3  
Thika Road - Ksh 23 million



FOR SALE

Ref# SKE1571989

Bedroom 2 | Bathroom 2  
Thika Road - Ksh 19 million



FOR SALE

Ref# SKE1595460

Bedroom 4 | Bathroom 4  
Thika Road - Ksh 27 million

Let our Kiambu Road & Thika Road area specialist, Dorothy Karimih be of service to you, if you are looking to buy or sell.

### A word from my clients...

"The Initial Meeting with Dorothy was a good experience. Dorothy followed up actively after the offer was made and tried to expedite the process, which was delayed by the buyer's lawyer. The conversations with her were always professional and pleasant."  
Jochem

"Karimih was very conversant with the particular location where I was looking for property. You keep up with the good job."  
David

PLEASE SCAN MY QR CODE TO VIEW

My Agent Profile | My sold properties | My current listings on the market | To request a valuation



**Dorothy Karimih**  
+254 (0)790 498 899  
dorothy.karimih@pamgolding.co.ke

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AGENCY MARKETING 2021-2022  
INTERNATIONAL PROPERTY AWARDS

45 years  
of Remarkable  
people & property

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An International  
Associate of Savills

## TO LET

### Riverside

PAM GOLDING  
PROPERTIES



2 Bedrooms



REF #SKE1596327

Newly built 2-bedroom apartments to let. A well designed and modern finishing with a generously spaced area. Both bedrooms consist of spacious bathrooms being lavishly executed. The premises is located within the heart of Riverside.



Learn More

Contact your area specialists:

Ayyub Karinhah | 0796 451 112  
ayyub.karinhah@pamgolding.co.ke

Lorna Mathenge | 0798 569 240  
lorna.mathenge@pamgolding.co.ke



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# PROPERTY MANAGEMENT

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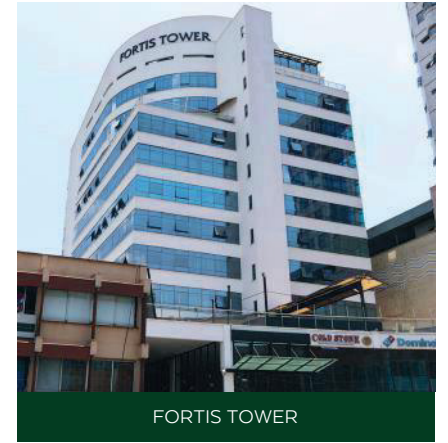
Pam Golding offers a comprehensive range of Property Management services in Nairobi, providing professional service and peace of mind at all times. We provide each and every client tailor-made property management solutions catering to a diverse selection of needs, ranging from extensive portfolios to individual units. Finding the right tenant to lease your residential or commercial property in Nairobi is now a seamless process. Our skilled Property Management team at Pam Golding Properties takes care of every detail, from the basic to the most complex, helping maximise returns by leveraging efficient maintenance, marketing and tenant relations.



Sunny Singh & Ricky Juttla



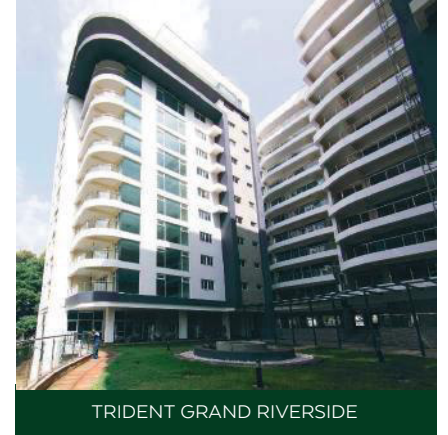
ROYAL APARTMENTS



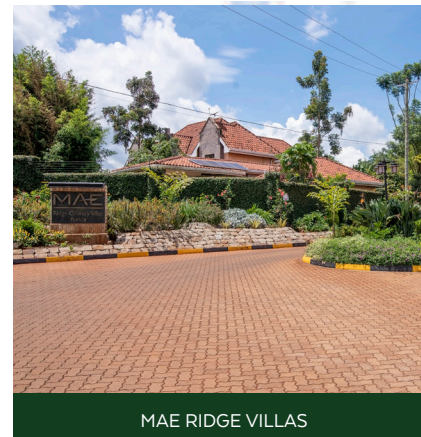
FORTIS TOWER



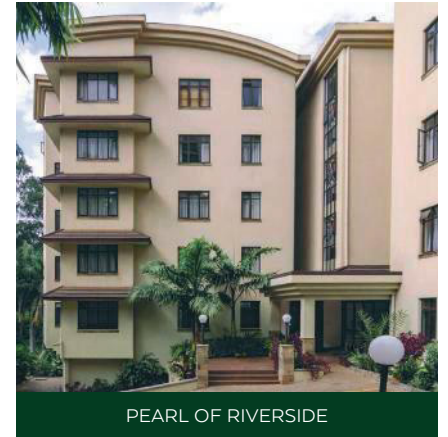
ANMOL RESIDENCE



TRIDENT GRAND RIVERSIDE



MAE RIDGE VILLAS



PEARL OF RIVERSIDE

## OUR SERVICES

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On a region-by-region basis and through our skilled and experienced team, Pam Golding Properties offers professional consultation services in the following critical areas of successful property development:

- Feasibility and viability studies
- Market research
- Product development advise
- Financial modelling advise
- Architectural advise and modelling
- Legal advise
- Marketing strategy development and implementation

## VALUE PROPOSITION

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As an international organisation with extensive hands-on experience in real estate marketing, the Group shall bring the following critical values to bear:

### **CREDIBILITY:**

We are responsible for marketing many prime property projects across Africa and internationally.

### **EXPERIENCE:**

We have strong international & local experience and reach both within and outside Africa.

### **INVESTOR CONFIDENCE:**

Our track record has the effect of protecting our client's interests and maintaining the confidence and trust of purchasers.

# MARKETING & PROMOTIONS STRATEGY

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The Pam Golding Property Group has a dedicated Marketing Division comprising a full-service offering. Our marketing approach to projects does not allow for the simple application of a generic marketing plan, but requires an in- depth discussion in order to gain a thorough understanding of the project's selling and marketing benefits, and subsequent customisation, to achieve optimal sales results.



Pam Golding Properties has the capacity to include the following products and services in a programme:

- Marketing and promotional planning, including the development of the project brand and communication strategies
- Campaign planning and implementation
- Creative development
- Fully integrated online strategy
- Media planning and buying
- Production
- Print buying
- Photography & Videography



# WEBSITE

The Pam Golding Properties website is today, one of the leading independent real estate website in Kenya, based on both unique visitors and page impressions. Our homepage creates a seamless user experience, with the primary focus on search and visitors being able to find their dream home as quickly as possible. Clients are able to make use of unique search options which include a school, draw and on show search, pin their favourites on a pin board, as well as set custom alerts to be instantly notified when a suitable property becomes available.

pamgolding.co.ke over a 12 month period receives an average of 100 000 visits.



## Featured Properties



# PROPERTY PORTALS - LOCAL & INTERNATIONAL

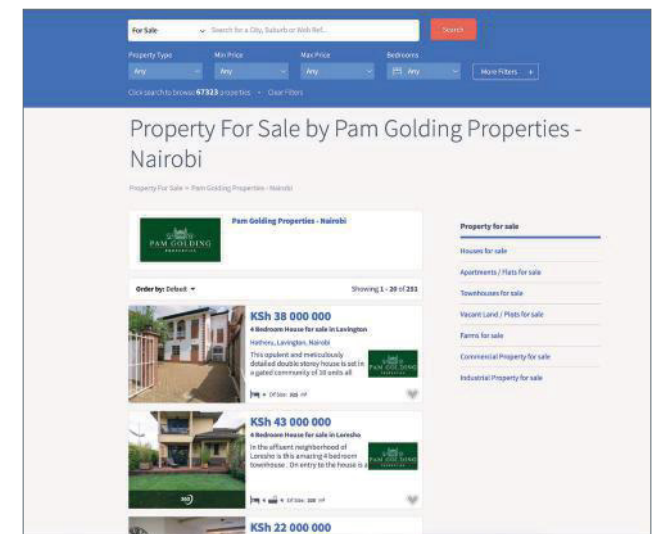
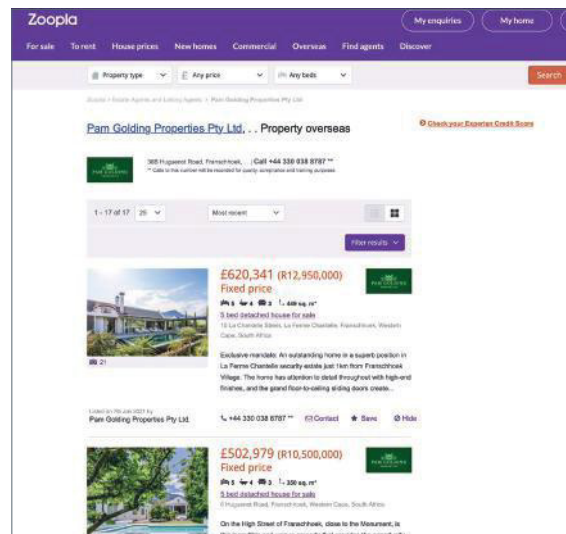
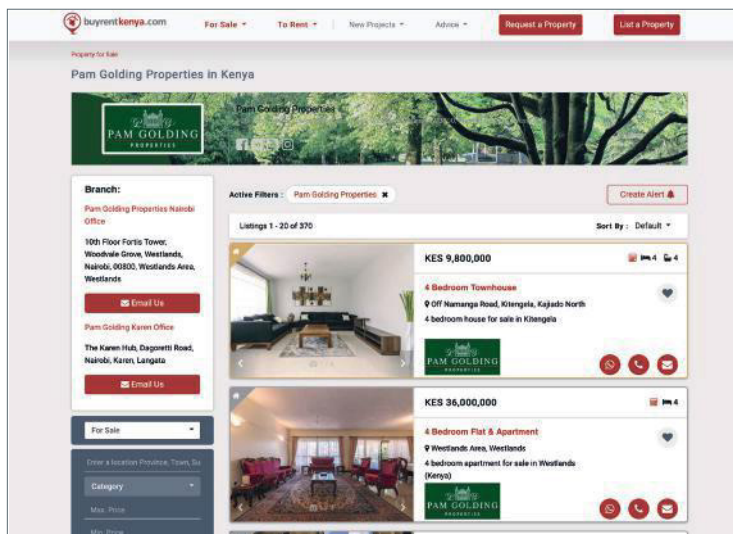
Capitalise on a strategic alignment and association with Savills PLC, a global real estate group listed on the London Stock Exchange with 600 offices across the globe, Pam Golding Properties is able to showcase a selection of properties from our luxury portfolio on a number of international websites and property portals, namely;

property24.co.ke

buyrentkenya.co.ke

zoopla.co.uk

Pam Golding Properties boasts one of the largest listing presence in Nairobi, as well as the largest geographical footprint. The culmination of these efforts contributes to a monthly lead generation of over 600 leads.





# TRAINING ACADEMY

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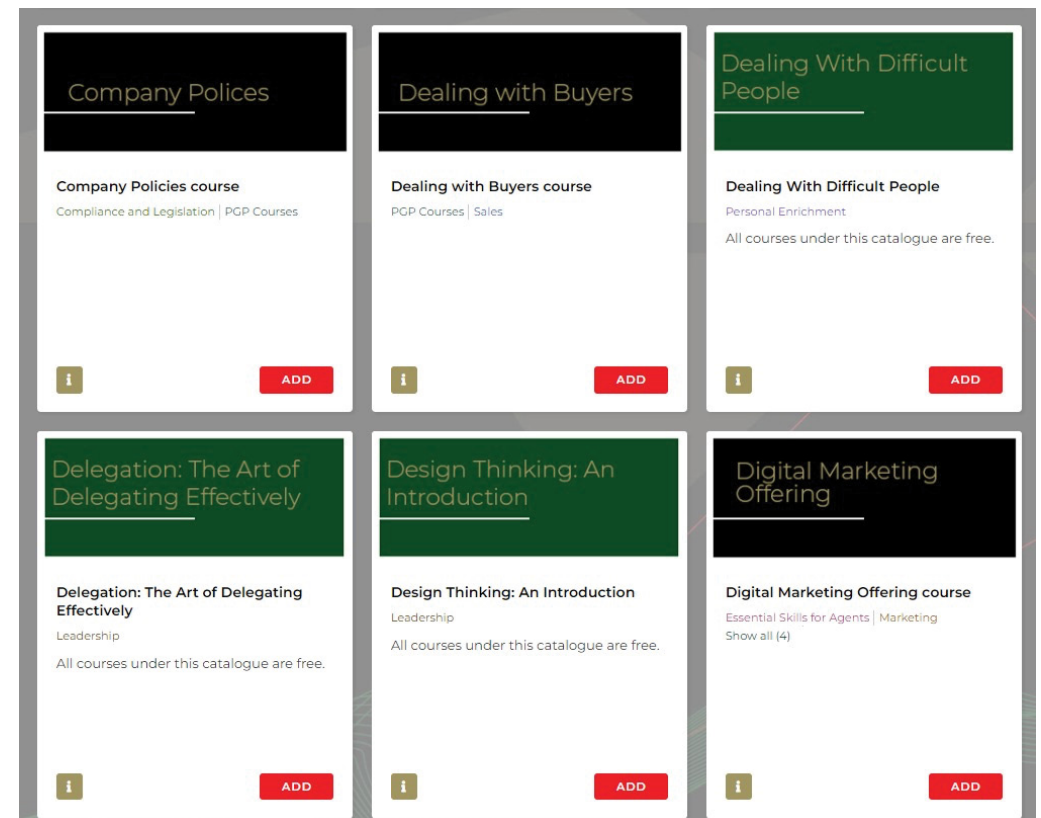
The Pam Golding Academy is an ever-evolving place of learning, created and developed for Pam Golding Properties' agents, management and staff. Delivering training and content that is relevant, necessary and cutting edge, the Academy ensures teams are empowered to master every facet of the Pam Golding Property Business.

Using a blended model, it combines face-to-face and online learning, along with valuable crowd-sourced information, to create a holistic learning experience that can be accessed at an agent's convenience, anywhere and at any time. The Academy's online learning component includes a library of over 100 topics that span the entire group.

The live training component of the blended models covers, amongst other things:

- Selling Skills Training Programme in preparation to write the required NQF4
- The PGP Way
- Training content on real estate fundamentals
- Personalised workshops that equip agents for their Professional Careers

The Academy also has an exclusive association with the highly regarded and recognised Chartall Business College and is the only real estate training platform of its kind to offer this holistic experience.



# ALCHEMY

Alchemy is Pam Golding Properties' bespoke Customer Relationship Management software that allows agents to generate and manage professional, personalised communications for selected property (or properties), which can be sent to their database of buyers. This web-based application assists agents in their day-to-day activities, by being able to dynamically generate emailers and print collateral.



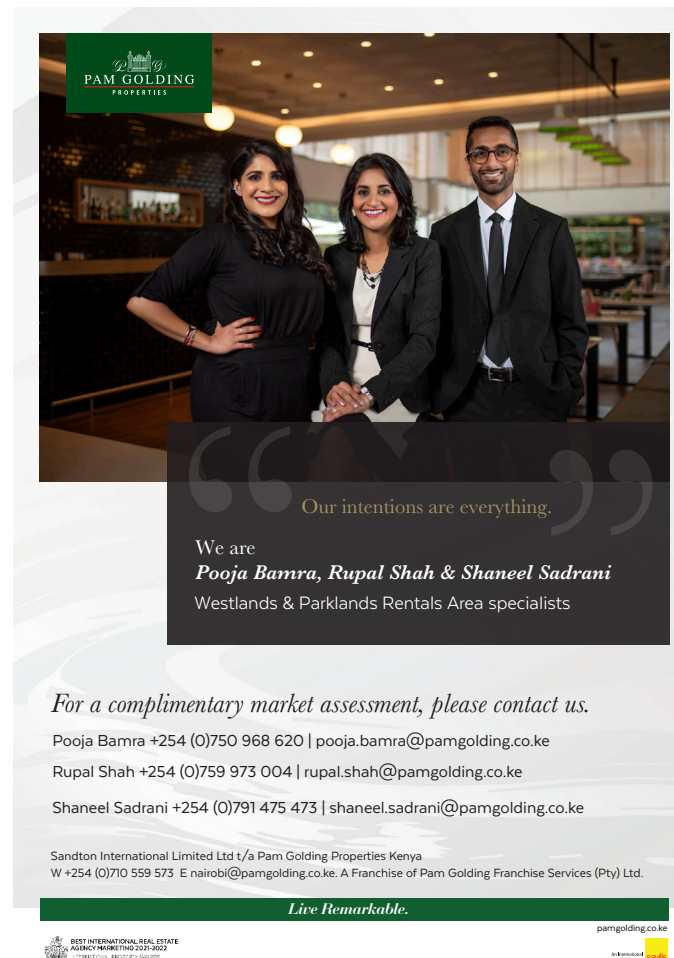
Buyers & Tenants  
*are looking for commercial  
properties just like yours*

Westlands, Parklands, Riverside,  
Gigiri & Lavington

Nafisa · 0748 103 409  
Rina · 0704 419 251  
Avneet · 0718 898 089

**PAM GOLDING**  
COMMERCIAL

*Live Remarkable.*



**PAM GOLDING**  
PROPERTIES

Our intentions are everything.

We are  
**Pooja Bamra, Rupal Shah & Shaneel Sadrani**  
Westlands & Parklands Rentals Area specialists

*For a complimentary market assessment, please contact us.*

Pooja Bamra +254 (0)750 968 620 | pooja.bamra@pamgolding.co.ke  
Rupal Shah +254 (0)759 973 004 | rupal.shah@pamgolding.co.ke  
Shaneel Sadrani +254 (0)791 475 473 | shaneel.sadrani@pamgolding.co.ke

Sandton International Limited Ltd t/a Pam Golding Properties Kenya  
W +254 (0)710 559 573 E nairobi@pamgolding.co.ke. A Franchise of Pam Golding Franchise Services (Pty) Ltd.

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PROPERTY CONSULTANTS ASSOCIATION

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**Let By Us**  
Spring Valley

**PAM GOLDING**  
PROPERTIES

**LET BY US**

**4 Bedroom House**

Surrounded by the lush greenery, this beautiful property boasts of 4 spacious and naturally very well-lit bedrooms, 2 en-suite. A kitchen designed with fitted with cupboards and drawers as well as a pantry for extra storage. The generously spaced living room opens up to the lovely garden. There is a safe haven in place in the house. There is also a study room and DSQ for 1 available. There is an electric fence on this property.

Contact your area specialists :

Pinky Matharu | 0795 159 184  
pinky.matharu@pamgolding.co.ke

Mamta Shah | 0795 159 056  
mamta.shah@pamgolding.co.ke

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BEST INTERNATIONAL REAL ESTATE  
AGENCY MARKETING 2021-2022  
PROPERTY CONSULTANTS ASSOCIATION

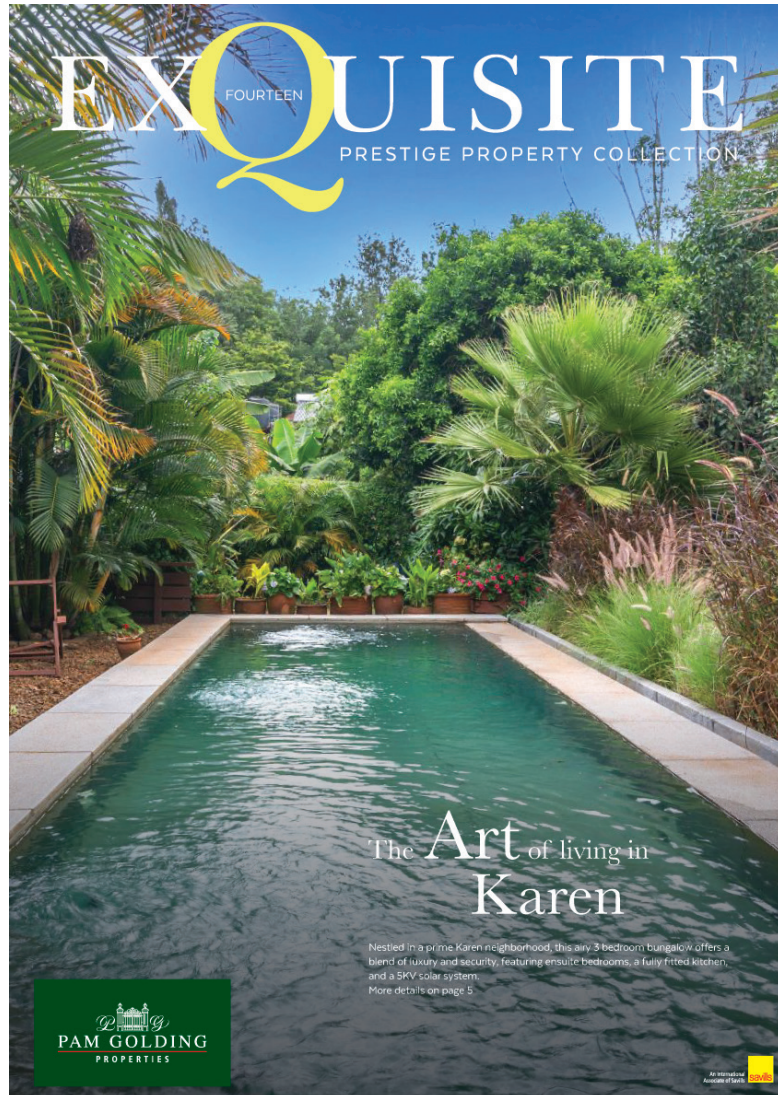
pamgolding.co.ke

45 years  
of excellence  
people & property



# EXQUISITE

Exquisite is Pam Golding Properties Kenya's bi-yearly publication – an ultimate guide to buying, selling and renting properties in Kenya. For each edition, we print 12,000 copies of the publication, which are then distributed door-to-door to our clients



## BELONG. GTC TOWER

Located in the heart of Westlands, GTC Towers is a luxurious development favored by Fortune 500 companies and local entities seeking prestige. The office tower features a modern architectural style that integrates light and shadow, making it a striking business landmark. Its low e-coated glass facade ensures optimal lighting while maintaining temperature balance. Amenities include a helipad, 12 high-speed lifts, backup generators, a borehole, a smart card system, and advanced security. Spaces range from 3,800 to 17,668 square feet, with prices varying by zone. Parking is available at a ratio of 2 bays per 1,000 square feet.

*Live Remarkable.*

BEST INTERNATIONAL REAL ESTATE  
AGENCY MARKETING 2021-2022  
INTERNATIONAL PROPERTY AWARDS

Since 1976  
**45 years**  
of remarkable  
property & progress

pamgolding.co.ke  
An International  
Association of Savills



## GOLDCLUB & NATIONAL CONFERENCE

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The GoldClub incentive programme was initiated with a view to recognising Pam Golding Properties' agents and their outstanding service excellence and their achievement of exceptional sales in property while exhibiting the highest level of professionalism in true Pam Golding Properties tradition. This is an annual program, cumulative on a quarterly basis, and is designed to reward agents to achieve quarterly and annual targets within their particular categories.

Agents that achieve these targets are invited to the annual Pam Golding Properties conference.



From Left to Right : *Nili Dodhia, Trupti Gorajia, Reema Trupti, Dr Andrew Golding & Sansi Dietz*

# HEART OF GOLD

Through the Heart of Gold Trust, the Pam Golding Property Group has embarked on a number of initiatives in support of worthy community projects, as part of our 'Live Remarkable' TV and digital marketing and advertising campaign. The Heart of Gold programme incorporates all the many and varied CSI initiatives across its more than 2 000 individual agents and staff and through its office network of 300 offices in South Africa and 10 other African countries.

The Heart of Gold is the golden thread that weaves between our Live Remarkable Campaign and our PGP Purpose. Each office has its own unique way of giving back that is specific to the culture of the people and the area in which they operate.



GROW INITIATIVE

*If you want to hear the Sound of the  
bird, don't buy a cage.  
PLANT A TREE*



FORMULA MILK DRIVE

In support of The Nest Home, we invite  
you to help us feed the orphans with Formula Milk.

Paybill Number : 542542

Account number : 05789

Together we can make a difference!



Listen, understand and be  
perceptive to your client's needs.  
These, and a passion for selling, are  
essential ingredients. And always  
maintain the highest degree of ethics  
and professionalism at all times.

**The Late Mrs Pam Golding, Founder & Life President**