

The Service Abec Real offers to overseas clients

Abec Real offers property search and acquisition service in Kenya to clients stationed abroad. We find and secure the best property at the best price to match our clients' lifestyle and budget. Our expertise and experience incorporate all types of property, from country cottages, houses and estates to flats and apartments, pied-à-terre, investments, commercial premises and land.

In this particular service we act only for the buyer and tenant.

Abec Real offers a professional, discerning, discreet and personal property finding service.

Established as registered valuers and property consultants, the company is not trying to persuade you to buy the properties that we have to sell. The company acts on behalf of clients in locating suitable properties for purchase or rental from a wide range of sources: estate agents, developers and the property professionals' information 'grape-vine'.

Why Use Abec Real?

Abec Real makes finding a property abroad easier. Whether you wish to buy or to rent, we take care of every aspect for you. The Service offered spans from searching, advising and negotiating, through to checking every detail and chasing all other parties. We save you time, trouble and frequently, save you money using our experience and negotiation skills.

Passionate about understanding exactly what you're looking for, Abec Real is determined to find the property that's right for you. As an established property consultancy, we regularly hear of properties before they reach the open market and often have access to properties that others might never get to see.

The company offers the same diligent and attentive service to clients looking to purchase a buy-to-let investment as well as being able to offer excellent advice on expected yields, suitability for rental and preferred locations.

Our search & acquisition services

Property buying

We pride ourselves on quickly understanding what each client is looking for. Some clients require extra help to find the right location, while others know exactly what they are looking for down to their favoured streets; we help as much as needed and are sensitive and flexible to our clients' different requirements.

Renting

Perhaps you need to rent a property or a pied-à-terre; we'll find you a property that suits your circumstances. Abec Real will negotiate the rental and lease details on your behalf. Even if it's a temporary or occasional residence, or seeking serviced offices, we will find property that meets your needs and the company's diligence in this is unrivalled.

Investing

Over the years bricks and mortar have been a sensible and worthwhile long-term investment and will probably continue to be so. Few know what kind of property lets most easily, which locations are most popular, which up and coming areas are most stable and offer the best capital growth or what yields are possible. Abec Real does and advises investment clients on all of these, as well as finding and negotiating the purchase of suitable properties.

Complementary services

Familiarisation tours

Those new to Kenya may wish to consider a Familiarisation Tour. A day's driven tour through selected areas; it highlights local amenities, property market conditions, architectural styles and the pros and cons of each area. This service is also available to non-clients, without commitment.

Relocation services

These include the project management of interior design works, removals, transferring of utilities, and finding schools, as required. This may involve sub-contracting to specialist associates and be subject to a separate agreement.

Property management

The company acts as your agent with regard to the financial management and day-to-day running of your investment property portfolio. Busy clients from throughout Kenya and overseas enjoy this invaluable service.

Step by step guide to services

Step 1: Understand

Whenever possible an in-depth, one-to-one meeting, allows Abec Real to understand your requirements and preferences fully. If you reside overseas you'll be sent a property search registration form to be completed and returned, followed by an in-depth telephone meeting.

Step 2: Search

Abec Real will consider all properties currently on the market, meeting your criteria. Our extensive network of contacts, including developers and private vendors, frequently unearths suitable properties not available on the open market. From personal viewings of those matching your requirements closest, the company selects only the most suitable for you to consider. For each short-listed property, you will be presented with a detailed, independent analysis of its features.

Step 3: View

At a convenient time and date, outside office hours if required, you will be collected from your hotel and accompanied by Abec Real on pre-arranged appointments to each dwelling on the list. You'll be offered unbiased market opinion and assisted in all enquiries. Most clients find what they want quickly, although the process will continue until the ideal property is found.

Step 4: Negotiate

There's lot more to making an offer than simply haggling over price. Abec Real will advise and then negotiate on your behalf. Our experience and knowledge of the market enables us to optimise your offer.

Step 5: Support

Once your offer has been accepted we can refer you to tried and trusted lawyers, financial advisors, surveyors and other relevant professionals. Please note that if a mortgage is required the process of acquiring a loan should already be well in motion (we would also ask you to give our name to the lending bank, thereby enabling us to all the relevant chasing on your behalf).

Step 6: Complete

Abec Real will oversee all the stages of the transaction, dealing with the lawyers, mortgage company and estate agent/vendor involved, up to the exchange of contracts and through to completion.

For buy-to-let investments, the company can oversee the property until it is suitable let, negotiating tenancy terms on your behalf. In addition, we can undertake the management of the property on your behalf.

Fee Structure

Our Fees for finding a property are based on the Estate Agents (Remuneration) Rule Schedule as follows;

Search for property to buy

Retainer Fee; KSh 50,000 (deductible from Success fee but non-refundable)

Success Fee (payable on exchange of contracts):

- 5% on the first Ksh 100,000
- 3% on the next Ksh 900,000
- 1.5% on the residue

Search for property to rent

Retainer Fee; Ksh 25,000 (deductible from Success Fee but non-refundable)

Success Fee (payable on exchange of documentation)

Residential:

- Lease up to one year – 7.5% of annual gross rent
- Lease of over one year – One month's rent

Commercial

- General agency – 10% of annual gross rent



We would be pleased to quote for our services upon application.

Should you wish to engage Abec Real property search and acquisition service, kindly send an email to info@abecreal.com or a partnering firm in your location requesting a property search registration form and our Terms of Business Agreement

We look forward to hearing from you

Yours sincerely,
Sam Manjau
Director
Abec Real