

Digest



A Publication of Username Investment Limited

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Issue 9



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REAL ESTATE INDUSTRY NEWS

Ministry of Lands pushes for improved service delivery at county registries



The government is on a fresh drive to improve efficiency and service delivery at land registries in the counties, through capacity building, financial support, and structural reforms. Ministry of Lands Cabinet Secretary Farida Karoney kicked off a country-wide inspection tour of all the registries in Kenya as part of the monitoring and evaluation process to help in the ascertainment and resolution of the challenges faced by Ministry officials, land buyers and sellers at the grassroots.

The visits are part of the Ministry's plan to streamline operations at land registries across the country, improve efficiency and delivery of services to Kenyans and fast-track the digitalisation of land records. This move will eliminate fraud in land registries and ensure faster processing of title deeds at county registries and this will enable investors develop their properties across the country.

PRISTINE GARDENS MATUU TITLE DEEDS NOW READY FOR COLLECTION



Pristine Gardens Matuu Phase I, II & III title deeds now ready for collection. Few plots are remaining in Phase III at only **Ksh 199,000**.

An instalment option is also available. The project is located 15 minutes from Matuu Town and touches Kivandini – Masinga tarmac.

PROJECT UPDATES

**Have you invested in Konza already?
The Nairobi Express Way is set to pass
just next to our Selim Plains Konza project**



The expressway is expected to greatly transform Nairobi transport and make it convenient to travel across the city without experiencing traffic snarl ups. This is good news to investors who are looking forward to build their own homes around Konza area as they will access Nairobi CBD conveniently. Investors are also set to reap capital gains from their real estate investments.

**Konza City now taking full shape as a
University at the Technopolis is set to
admit its first students in 2023**



Construction of the ultra-modern Kenya Advanced Institute of Science and Technology (KAIST) at the Konza Technopolis is set to be completed in 2022 and will admit its first students in 2023. This key development is expected to drive population growth and open up residential and commercial developments in Konza area

**It's all smiles for Springfield – Nakuru
Phase IV investors as construction of
Nakuru airport is set to begin**



The Kenya Airports Authority is set to begin construction of the Ksh3B Nakuru airport. The existing airstrip will be elevated into a modern international airport. Nakuru banks on the airport which will open up the region to the world, boost its economy through enhanced tourism and more vibrant flower exports. Investors will now choose to either access their residential homes in Nakuru using air transport.

**The wait is finally over! Kenyan &
French government has signed a deal to
expand Nairobi – Nakuru highway**



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Beautiful residential homes now coming up and ready for occupation at Springfield Nakuru



After empowering Kenyans own affordable land in Springfield – Nakuru Phase I, II & III at only Ksh 399,000, beautiful residential homes are now coming up and ready for occupation. Indeed, owning land at a pocket friendly price is possible in Kenya. Username takes prides in fulfilling home ownership dreams for all Kenyans regardless of their incomes.

Invest today at **Springfield – Nakuru Phase IV** at a cash offer of **Ksh 599,000** for an eighth acre plot. An instalment payment plan is available.

EMPLOYEES OF THE MONTH



Caroline Mukiri - Employee of the month Oct 2020

Customer Experience Department

In our Customer Service Week in October whose theme was Championing Customer Convenience, Caroline developed the concept, sieved through the activities and oversaw their implementation. Through this Username was chosen among a few other institutions in Kenya to a round table discussion to reflect on the week and share the experiences and achievements made.



Kevin Egesa - Employee of the month Nov 2020

Sales Department

Kevin recorded the second-highest revenue in the history of Username Sales in October. This is a thrilling record and a permanent legacy.

Username family celebrates you for this very outstanding performance and wish you better records ahead

DIGEST TAKE FIVE

Credit Control Department



From left William Swai (Finance Collection Officer), Damaris Chege (Finance Collection Officer) & Julius Karanja (Director & Head of Finance)

"We are glad that despite the economic downturn, we have enabled many Kenyans invest and own a place to call home amidst the pandemic," Username Investments Credit Control Team.

The Credit Control Department is comprised on Julius Karanja, Director & Head of Finance, William Swai and Damaris Chege. The Team has been instrumental in upholding the liquidity of the company.

How has COVID-19 impacted your day to day activities?

The pandemic has greatly affected the ability of a number of clients to continue making payments for their plots due to loss of incomes. This led to reduced monthly payments as clients also cushioned their own liquidity. Despite the negative impact, we have done our best and applied a moderate debt collection policy and this has enabled our clients continue investing. Those who are unable to continue with their payments we have given them an opportunity to move to cheaper projects amongst other options. As a department, we are glad that despite the economic downturn, we have enabled many Kenyans invest and own a place to call home amidst the pandemic.

What keeps you moving day by day?

We have mastered the art of consistency, persistence and patience. This is because, promises to pay are an integral part of debt collection. However, a promise has many dynamics. One could forget that they ever promised, therefore you must constantly remind them about it. That is consistency. A debtor could fail to meet their promise at the lapse of the agreed timeline. You must keep engaging them till they pay. That is persistence. Lastly, you cannot tire at being persistent and consistent, that is patience.

CUSTOMER SERVICE WEEK



END OF YEAR LUNCH



Username Investments gifts 20 needy families across the country with Christmas Shopping Vouchers



HEAD OFFICE

Le'Mac, 4th Floor,
Church Road, Westlands.

NAIROBI TOWN OFFICE

International Life House, 6th Floor,
Mama Ngina Street, Nairobi.

NAKURU TOWN OFFICE

Assumption Centre, 4th floor
Moi road, Nakuru.

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