



Introductory Message

Welcome to our second issue. We are grateful and appreciative of the warm reception we have received regarding our newsletter. We will endeavor to ensure that we provide you with informative information and the best insights and investment ideas in the real estate market. Our intention is to help you thrive in the real estate market by providing you with all the information you need to make informed

decisions. We believe that the Zambian real estate sector has a lot of untapped potential, and we want to help unlock this potential. We hope you find this newsletter informative and insightful. If you need any assistance in the real estate sector, feel free to visit us. We are always available to help.

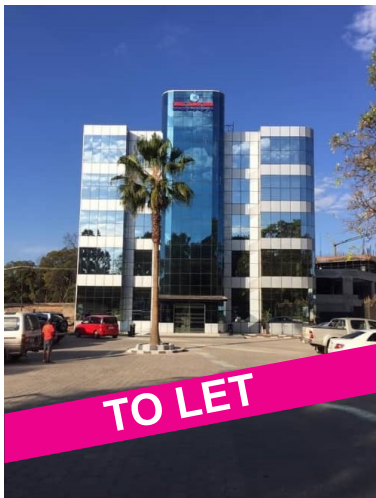
**Warm Regards,
Musonda Kalumbeta**



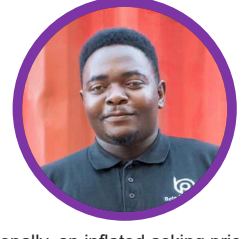
Dabwiso Mayembe

Testimonial

I've talked to Paul Mtonga from Beta properties multiple times about real estate and the real estate market. He is very knowledgeable, professional and passionate about his career. Anyone who works with him is lucky to have him on their side. It's a competitive market and Beta properties knows how to navigate the complexities to their clients advantage. They secured tenants for one of our office spaces in Rhodes park.



REALTORS TIP



Pricing your property

It is crucial to ensure that the pricing of your property is accurate and well-aligned with its value. Setting an excessively high asking price without substantial justifications may deter potential buyers and lead to an extended selling period for your property. Therefore, it is imperative to conduct a thorough evaluation of your property's market value, taking into account various factors such as its location, size, condition, amenities, and comparable sales in the area.

By accurately pricing your property, you create a more attractive and enticing proposition for potential buyers. They are more likely to be drawn to a property that aligns with its perceived value, as it reflects a fair deal and an appropriate investment. On the other hand, an inflated asking price can generate skepticism and apprehension among buyers, making them hesitant to consider your property seriously.

Furthermore, an excessively high asking price may result in your property being overlooked or ignored by potential buyers searching within a specific price range. Online listing platforms and real estate agents often have filters that allow buyers to search for properties within their desired price bracket. If your property's price exceeds their budget, it may not even appear in their search results, reducing the visibility and exposure of your listing.

Additionally, an inflated asking price can lead to a longer selling period. When a property remains on the market for an extended period, it can create an impression of stagnation, raising concerns among potential buyers. They may question why the property hasn't sold yet and assume that there might be underlying issues or a lack of interest from other buyers. Consequently, they may be more hesitant to make an offer, or even worse, decide to avoid your property altogether.

To avoid these pitfalls, it is advisable to consult with a professional real estate agent or appraiser who can provide an accurate assessment of your property's value. Their expertise and knowledge of the local market will help you set a competitive asking price that attracts potential buyers and ensures a smoother selling process. Additionally, staying informed about market trends and adjusting the price accordingly, if necessary, can help maintain momentum and interest in your property.

In conclusion, accurately pricing your property is of paramount importance when it comes to attracting potential buyers and expediting the selling process. By setting a reasonable and realistic asking price, you create an environment that encourages serious consideration from buyers and minimizes the risk of prolonged market exposure.

ARTICLE

A short Guide to Land Banking

We would like to introduce the concept of land banking as a valuable tool for real estate investment. Land banking involves acquiring parcels of land with the intention of future resale or development. There are two key principles that we firmly believe in: firstly, change is constant, and secondly, property values appreciate over time. With this understanding, we can confidently say that as an area undergoes change and meets people's expectations, the demand for land will increase, subsequently driving up prices. This knowledge helps real estate professionals identify areas with growth potential and accurately assess the value that land will appreciate by. Developers are constantly seeking suitable areas for their next projects, and families are actively searching for locations to build their permanent homes.

To engage in land banking, one must possess a keen sense of foresight to identify potential future growth areas. Here are a few ideas to consider when acquiring land:

Always look for areas that demonstrate growth potential. The key is to buy at a low price and sell at a higher value.

Check with the local city council for any development areas they may have made available for public sale. City council prices are usually reasonable.

Explore the Ministry of Lands for unclaimed parcels of land. Express your interest in acquiring them through the Ministry of Lands and the Commissioner of Lands. Make sure to visit the Ministry

of Lands for more detailed information.

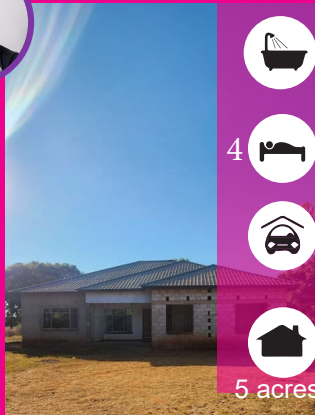
As cities expand, consider locations near traditional parcels of land. In some cases, traditional leaders are open to converting traditional land into state land, often at relatively lower prices, once the appropriate processes have been followed.

By employing these strategies, you can maximize the potential of land banking for your real estate investments. Remember, a thoughtful approach and thorough research are essential to make informed decisions in this field.

Best Regards,
Musonda Kalumbeta

PROPERTIES

FOR SALE



4

5 acres

Asking price : K 11 million

5-acre land awaits with a 4-bedroom house that is 75% complete. This enticing property boasts road front access and is situated in an incredibly accessible location.

Priced at an attractive 11 million Kwacha, this listing presents a promising investment for those seeking to create their dream home or capitalize on a valuable real estate venture.

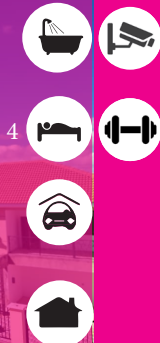
Contact : 0979324670
musonda@betaproperties.net



Asking price is ZMK 1,000,000, 1 Acre

Makeni Bonaventure : Located in a serene and secure neighborhood, we present an exceptional opportunity to own a one-acre plot in Makeni Bonaventure. This well-developed area offers a tranquil and safe environment, perfect for building your dream family home or making a lucrative investment. Situated just 16 kilometers from Kafue road and a mere 300 meters from the main tarred road, this plot enjoys excellent accessibility. Don't miss out on this chance to own a piece of prime land in Makeni Bonaventure. Contact us today to seize this incredible opportunity.

Contact: 0976473822
Rachel@betaproperties.net



4

Asking price: \$195000

Ibex on Twin Palm Road:
Security, Serenity, and Luxury - All in One Place! We are thrilled to present to you our esteemed real estate newsletter featuring the stunning properties in Ibex on Twin Palm Road - the epitome of modern living combined with tranquility.

Contact: 0976257510
paul@betaproperties.net



3

Asking price : K850,000

Ibex: This 3 Bedroom house msc (Roof Level) in Ibex Palm Grove residential on 2nd street For Sale. Welcome to the future of modern living! We're excited to present to you an incredible opportunity to own a stunning 3 bedroom house with a sleek, modern design sitting on a 40x30 plot.

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paul@betaproperties.net



2x2



Two-bedroom apartments: K1,700,000
Three-bedroom apartments: K2,500,000

Sunhill Villas in Ibex 4th Street :Discover your dream home in this exquisite housing complex. Whether you're looking to rent or buy, Sunhill Villas has something perfect for you.

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2.5 Acres

Asking price 1.8 million Kwacha

21 miles : An exceptional opportunity awaits you in the thriving location of 21 Miles! We are thrilled to present this remarkable road front land, encompassing an expansive 2.5 acres of untapped potential. Whether you are an investor, developer, or visionary individual, this land offers the perfect canvas for your dreams to come to life.

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1200 sqm

Asking price : K250,000

Ngwerere: Nestled just 500 meters away from the main road, we present two exquisite plots in the picturesque region of Ngwerere. These splendid plots boast a generous size of 1200 square meters each, offering ample space to build your dream home or invest in a promising venture. Whether you're looking for a tranquil retreat or a lucrative opportunity, these plots have it all. Imagine waking up to the serene beauty of Ngwerere every day or making a smart investment that holds the promise of future prosperity.

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PROPERTIES

TO LET



2500 sqm

Asking price : \$3500 unfurnished.

Leopards Hill: Private and spacious stand-alone property for rent. Features include open-plan kitchen, ample hosting space, outdoor BBQ area, and fenced garden. Ideal for families and pet lovers. Rent includes water, generator, and amenities like DSTV and wireless internet. 24/7 security.

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2 & 3

- Unfurnished: K14,000 - Unfurnished: K20,000
- Furnished: K20,000 - Furnished: K26,000

Two-bedroom apartments:
Three-bedroom apartments:
Sunhill Villas in Ibez 4th Street :Discover your dream home in this exquisite housing complex. Whether you're looking to rent or buy, Sunhill Villas has something perfect for you.

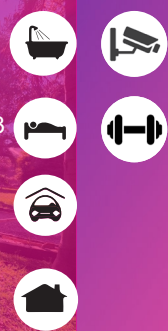
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Rent: K7,500/month

Motorised gate for enhanced security, Avondale, near Koshako Shopping Complex : Welcome to a realm of refined living in this luxurious 3-bedroom flat, complete with a master self-contained suite. Located in the highly sought-after neighborhood of Avondale, adjacent to the vibrant Koshako Shopping Complex, this prestigious residence offers a perfect fusion of comfort and style. Beyond the confines of this captivating residence lies a prime location, offering unparalleled convenience with the nearby Koshako Shopping Complex. Experience the epitome of affordable luxury as you revel in the comfort and prestige of this remarkable home.

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3

Asking Rent : 14000 per month

New Kasama: Discover the epitome of luxury living in New Kasama with our exquisite 3-bedroom rental units. Each unit features spacious bedrooms with en-suite bathrooms and a guest toilet for added convenience. Enjoy the privacy of a well-maintained, expansive private yard, while also having access to a communal pool and gym shared among the 10 units on the premises. With 24-hour security, this quiet and secure area ensures peace of mind.

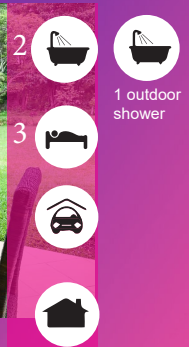
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Asking price for rent K8000.

Opposite CDL, Soweto Market: Discover a prime location in the vibrant Soweto market, directly opposite CDL. We proudly present a shop with road frontage, eagerly awaiting your business to shine and thrive. Soweto is a bustling hub of culture and commerce, and your shop will be nestled right in the heart of it all. From the lively market ambiance to the vibrant community, this is where your business can truly flourish.

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Asking price : \$ 2500

Leopards Hill: Spacious modern open-plan kitchen, private parking, and air conditioning in the living room. Rent includes water, generator, and inverter. Additional amenities include DSTV, wireless internet, and access to a shared swimming pool.

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Asking price for rent \$ 1250

Ibex : Nestled in the sought-after neighborhood of Ibex Main, this delightful home awaits its lucky new owners. Boasting three bedrooms and two bathrooms, it offers ample space for comfortable living, making it an ideal haven for families or individuals seeking room to grow. Step outside into your private yard, a tranquil oasis where you can unwind and create cherished memories with family and friends. Whether it's a cozy barbecue or a serene evening under the stars, this space offers the perfect escape from the hustle and bustle of everyday life.

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paul@betaproperties.net



Asking price for rent K4200

Obama : Presenting a fantastic opportunity to reside in the charming neighborhood of Obama, this delightful two-bedroom flat with one bath is ready to welcome you with open arms. Whether you're a young professional, a couple, or a small family, this cozy space offers all the comforts you need for a fulfilling lifestyle.

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Beta Properties

WHY SHOULD YOU GIVE US A CALL?

**WE ARE:
RELIABLE
PROFFESIONAL
TRUSTWORTHY
AND WE GET
THE JOB DONE**



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Email: info@betaproperties.net

Visit our website: www.betaproperties.net