

# HORIZON PROPERTIES

RealPropertyMerchants

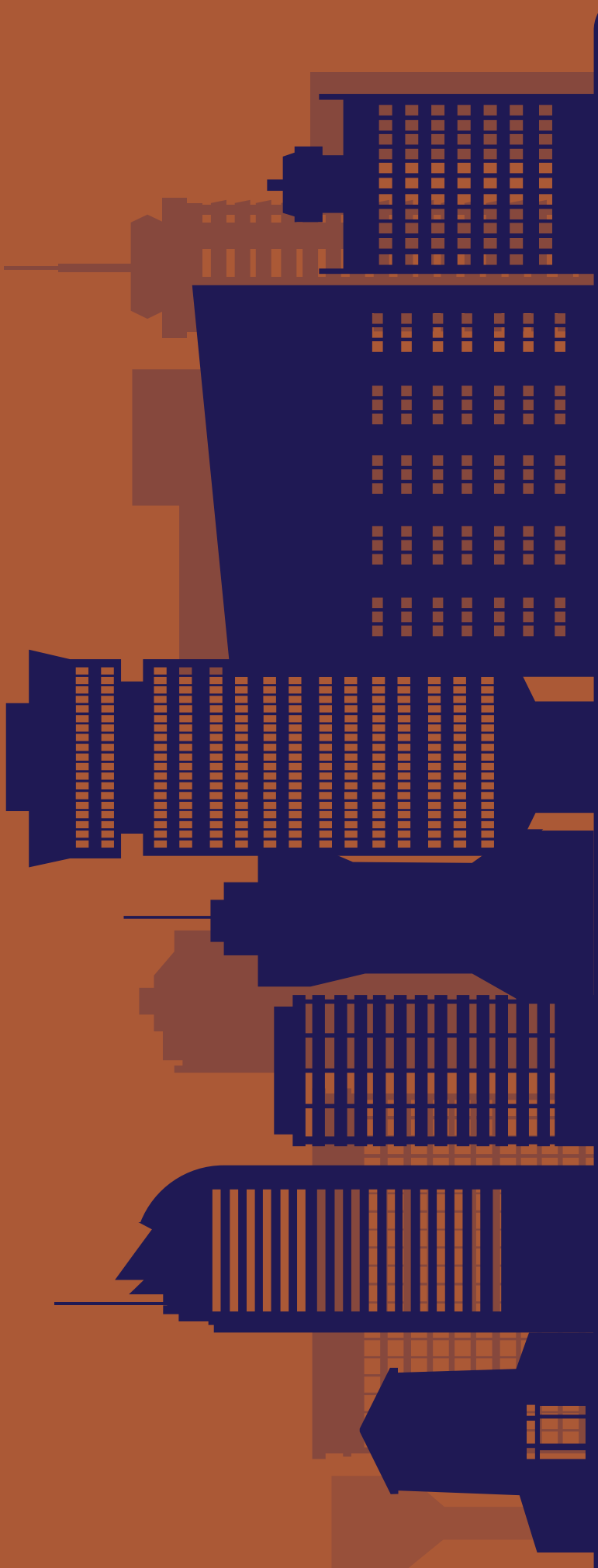


## COMPANY PROFILE

Accessibility | Flexibility | Simplicity



# Company Profile



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# REAL ESTATE AGENCY SINGLE OFFICE

## A. OVERVIEW AND BACKGROUND

### 1. a. COMPANY BACKGROUND

Horizon Properties is a leading real estate company which was registered in 2002 and incorporated in 2005. The core businesses of the company are Estate Agency, Land Development and Construction. Horizon Properties offers its services to private property buyers and sellers as well as investors both local and foreign, Horizon Properties also handles government projects under its construction wing. The Horizon Properties team is highly professional and focused with a strong motivation to deliver only the best services to its clients and customers, which has earned the company an outstanding reputation on the real estate market as one of the very best real estate service providers.

The company was established as a business name under CAP 389 of the Laws of Zambia under 136240 in the Index of Registration. It operated on a limited scale then until 2005 when it was incorporated due to rapid growth in the business and clientele. The Directors decided that the company be incorporated to absorb the expanded responsibilities to take care of the growing number of customers.

#### 2007

We understood well that our growth would only come if we proved to our clients that we could deliver on our promise to sell and to let the properties entrusted to us. The aggressive market campaign we engaged coupled with excellent customer care sent the signal that we meant to deliver to our client's expectations and serve them with a difference.

#### OUR C.E.O. HEADS INDUSTRY REGULATION 2009-2010

About 2009-2010, Horizon Properties C.E.O. Dr. Saul Kiwempindi extended his leadership capabilities to the Zambian Estate Agency Industry by embarking on a mission to help create sanity in the industry. He led a vigorous campaign lobbying real estate practitioners and government officials to support the commencement of the Estate Agents Act which was passed in the year 2000 but never commenced. This effort led to the operationalization of the statutory provisions of the Agents act 21 of 2000.

#### 2010 –ZIEA SECRETARIAT AT HORIZON PROPERTIES

In the year 2010, Horizon Properties offices doubled as Zambia Institute of Estate Agents (ZIEA) secretariat for almost the whole year. Horizon Properties C.E.O. Dr. Saul Kiwempindi oversaw the signing of the commencement order for Act no. 21 of 2000, the law that regulates Estate Agency practice in Zambia

He was consequently elected first President of Zambia Institute of Estate Agents, a position he held for 2 terms (6years). Today Estate Agency practice in Zambia is Law.

It was under the tenure of Dr. Kiwempindi that ZIEA introduced the General Certificate in Estate Agency course, a competency training program that all who aspire to practice as estate agents in Zambia have to pass in order to be registered.

#### 2011 – COMPANY VENTURES INTO LAND DEVELOPMENT

Horizon Properties launched one of the most successful land developments projects on the Zambian property market dubbed "Cheap Plots for sale" where residential parcels of land are planned, packaged and offered at affordable prices with attractive terms of payment. Horizon properties sales land the company owns as well as on contractual basis on behalf of independent land owners.

## **2013 – 2014 / 2015 – 2016 HORIZON PROPERTIES AWARDED FOR EXCELLENCE**

The company's commitment to offer excellent real estate services didn't go unnoticed, this was evidenced by the excellence awards we received from PMR Africa an awarding consultancy which carries out independent interviews with business leaders, senior government officials, political figures and other influential citizens whom they request to rate businesses in various fields.

Horizon Properties was a recipient of the following awards from PMR Africa in the estate agency services category:

**2013-2014 SILVER ARROW WINNERS**

**2014 -2015 GOLD ARROW WINNERS**

**2015 -2016 DIAMOND ARROW WINNERS (the last year that PMR operated in Zambia)**

**2021-2022 awarded Best Estate Agency in Zambia - Single office and rated five star at the Africa - Arabia Property Awards**

**2021- Horizon properties launches Horizon Green village housing development on a 550 acre estate, the first largest sustainable housing development in Zambia by a Private developer.**

**2022-2023 Awarded Best Estate Agency in Zambia- Single Office and rated five star at the Africa - Arabia Property Awards**

## **CORPORATE VALUES**

Our values are derived from our continuous discovery of how real service is indeed about passion, diligence and sincerity, and thus we hold on to these values ...HONESTY. INTEGRITY. DILIGENCE.

Our mission is to offer real estate services efficiently and effectively with integrity, honesty and diligence to satisfy the needs of our clients.

Our vision is to become an icon in property services delivery in our primary markets.

### **b. PERIOD OF EXISTENCE TO DATE**

Horizon Properties has been operating on the Zambian market for over 20years

### **c. HIGHLIGHTS OF THE LAST 12 MONTHS**

#### **THE ZAMBIAN REAL ESTATE MARKET POST 2021**

Our real estate market posts the 2021 elections received wings of politically generated hope from the brand-new regime that was ushered in office with a landslide victory. Our local currency strengthened against the convertible currencies as the majority Zambians and the international community expressed confidence in the New Regime's capacity to stir the nation to great heights of economic growth. This was fertile for the property market and generally activity was hyped.

#### **Business status at Horizon Properties**

For Horizon Properties, the post 2021 elections period has been great despite the hyped competition. Our records show a continuous growth in sales and listings as well as inquiries recorded during the last two years. This was expected as we continued benefiting from the momentum built over the years, but especially the past three years.

Our residential portfolio, farmland and land development portfolios continue to grow numerically and in terms of market influence and geographical reach.

### **Farmland Portfolio**

This is now a fully-fledged department within our operations and we have streamlined staff to position this segment for growth, it has been recording very healthy activity, both sales and listing and our aim is to fully unleash the potential of this business segment to cover every corner of our nation with listings and sales.

### **Residential Sales**

Sales are still averaging a sale every day and we are targeting a 40% upward increment for now and all our plans are targeted towards that.

**Listings:** we currently average 2 listings everyday totaling to about 700 properties listed in a year.

### **Operational response and improvements**

**Staffing:** we have almost doubled the No. of sales people to help handle the volume of clientele and we have employed a land surveyor for improved turnaround time on subdivisions and beacon siting for farmland and residential stands.T

**Operational vehicles:** we have a fleet of 12 operational vehicles, for efficient operations.

**Office space:** we have expanded the size of our sales floor space by 70sqm being an extension of our town office space in the last 12months

**Customer service :** Horizon Properties has been gaining a huge clientele base sitting at over 10,000 currently and with this magnitude it is not easy to maintain five-star customer experience, however, we have developed systems and processes that enable us to provide exceptional customer care services and each member of staff has a task and obligation to deliver to the high standards that we have set and indeed the customers' expectations and serve them with a difference. This is benchmarked by our feedback system which is publicly displayed for customers to response in case of dissatisfaction.

**Indemnity Cover :** All our transactions are insured to ensure maximum security of our customers hard earned funds.

### **OUR CUSTOMER SERVICE POLICY STATEMENTS**

In the quest to deliver high standard real estate agency services to our clients we have committed ourselves in our service delivery and commitment statement by stressing the following:

- Putting our customer's interests first in responding to their needs and expectations promptly at all times.
- Making sure that the information given to our clients is accurate to the best of our knowledge.
- Understanding that each customer is valuable and unique in their own needs, and therefore, handle each customer with respect and understanding.
- Making sure that honesty is the pillar of all our property services in the best interest of our customers

- Attending to our customer's needs promptly within 48 hours depending on the complexity of the matter.
- Making sure that a customer does not stay in our offices for more than five minutes unattended to in any circumstances whatsoever.
- Tailoring all our services to our customer's needs to the best of our ability and expertise.

**Feedback system:** The above Customer service standards are maintained through **our feedback system and complaints resolution process**. We have feedback forms in our board room and waiting rooms and a feedback contact number which customers can call to give feedback to the Customer Services Manager or to any senior staffer or indeed our CEO on the quality of service received. We also conduct impromptu reach out calls to our customers to find out their experience with us and how helpful their dealing agent has been.

These processes prompt sales people to ensure that they uphold our service delivery and customer care policies.

**After sale service:** Horizon Properties also ensures that we provide after sale service to all our clients. After sell service is any support provided to a customer after the service has already been rendered.

**Operations Manual:** Our services are standardized by policies and procedures enshrined in our operations manual

#### **International Property Award and five-star rating**

We are a two-time winner of Best Real Estate Agency -Single Office category in Zambia, also rated a five-star estate agency. International Property Awards are a symbol of the highest standards of professional excellency and it has been a great honor for us to be recognized and decorated as such, and it's been a huge motivation to keep improving our services.

#### **d. WORKING HOURS**

The office operates from 08:00hrs in the morning to 17:00hrs in the afternoon, Monday to Friday, 08:30hrs in the morning to 12:30hrs in the afternoon on Saturday. Sales Agents however take appointments beyond working hours subject to the convenience of buyers and sellers.

## HORIZON PROPERTIES CONSTRUCTION DIVISION

Our construction Division is a fully fledged company which is duly registered with the National Construction Council and Engineering Institute of Zambia.

As building contractors we are registered in Grade 3 in General building and Housing, Grade 2 in Roads and Earth works and Grade 2 in Civil Works.

Construction Division was born out of a quest for diversification to services which are related in nature, Horizon Properties separated Construction activities from Property development in order to streamline its operations.

The Construction Division is located at the company headquarters on plot No.4 along Chindo Road in Woodland area of Lusaka. The division is comprised of civil Engineers, Construction Managers, Building foremen, Electrical foremen, Plumbing foremen, site clerks, bricklayers and other support staff. Most of our staff in the construction division are employed on contractual basis and upon availability of projects apart from the key technical staff who are on permanent basis.

## ABILITY TO COMPLETE ASSIGNMENTS

Horizon Properties has a rich track record in assignment completion through successful and timely execution of all its assignments consistently. This is the result of its able and motivated team of professionals who are well placed to handle tasks commensurate with their qualifications. Its indigenous back ground has played a very important role as the company continuously taps into its rich local market knowledge of the geographical, cultural, social political and economic trends.

The division has also outsourced other expert engineers from Uganda and India to beef-up the available expertise. This expertise has helped the company plan and come up with workable technical strategies though the primary focus was initially marketing and selling of property particularly targeting the middle and lower sector of the property market, opportunities availed themselves in the building construction and property development sector, as a direct result of the proficiency that the company has continued to exhibit. The company is determined to expand the construction division which is fanned by the Horizon tradition of hard work, absolute commitment to customer satisfaction and handling every assignment to the best of our ability.



**LUENA BRIDGE MAINTENACE**



**MPIKA MARKET PROJECT**



**JW KASEMPA RESIDENCE**



**MWEKERA PROJECT**



## 2. a. STAFF AND QUALIFICATIONS:



**Saul Kiwempindi (Dr) – Founder and CEO. He has a BSc in Education (Makerere), Cert. Principles of Law (UNZA) Diploma in Public International Law(Japan) MBA –(Mancosa) DBA ( Atlantic International University) and a Certificate in Construction Management(UCT)**

Dr Kiwempindi is a highly focused and experienced Business Professional, an entrepreneur, a property Investment Consultant, a business management advisor with excellent interpersonal, client development and customer service skills. The proof of his capacity is displayed in the space that Horizon Properties occupies on the Zambian market.

As founder and CEO of the company, he is credited with building a local company from the ground, and stirring it to the top of a market previously dominated by multinational real estate firms.



**Mrs. Barbara Kiwempindi (Operations Director) National Diploma Real Estate (UNISA) MSC Real Estate . (UCEM)**

A highly focused and goal-oriented property consultant and business manager with excellent interpersonal, client development and customer service skills.

Barbara is multi skilled and very innovative. She has a knack for negotiations, eagles' sight for scanning opportunities in the market. She couples all this with workable marketing innovations that set the company apart. She co-founded Horizon Properties 21 years ago.



**David Muneku (Finance Department) FCCA, AZICA**

He is our accountant and has worked with Horizon Properties for over 4 years



**Sarah Sepiso Simushi**  
**(Customer Care and Admin. Manager)**  
**Diploma in Human Resource**  
**Languages: English Nyanja and Bemba**

Sepiso oversees customer relations for the company as well as supervise the sales team. She is energetic, eloquent, organised and results oriented. Her contribution to the drive force of the company is invaluable. Sarah has been with Horizon Properties for over 8 years



**Mr. Abraham Kiwempindi**  
**(Legal Officer)**  
**LLB-(UNZA)**  
**Advocate for the High Court of Zambia (AHCZ)**  
**Certificate in Project Finance Law**  
**Certificate in Construction Management (University of Cape Town)**  
**Languages: English Nyanja and Bemba**

Abraham is our legal officer. He is energetic, hardworking, focused, intelligent, analytical and goal oriented. He is multi skilled and serves the company beyond his core area of legal matters. He works in operations and also contributes invaluable to marketing decisions. He has been with Horizon Properties for 7 years



**Felix Mpange Chileshe**  
**(Business Support Services Manager)**

Felix has over 11 years practical and theoretical training in property transactions at Horizon Properties and has handled transactions in hundreds which has enriched him with such knowledge on real estate acquisitions and registration which can't be acquired from any classroom set up. He is the mobile version for our transactional paperwork and he's simply irreplaceable. He has been with Horizon Properties for 11 years.



**Adrian Mbewe**  
**(Farmland Listings Coordinator)**  
**Secondary Teachers Diploma,**  
**Project Planning and Management (Cert.UNZA)**  
**Monitoring and Evaluation (Cert.UNZA)**

A teacher by profession settled in basically from his first day at Horizon Properties. He has proven that he's probably more of a negotiator than an educator. He is the force behind our expansive portfolio of farms for sale. He has been with Horizon Properties for 3 years and is the outstanding performer in the category of farmland sales and listings.



**Derick Katongo**  
**(Liason Officer For Horizon Green Village Project)**  
**Bachelor of Arts in Education (UNZA)**  
**Research Method and Data Analysis (Cer. UNZA)**  
**Occupational Health and Safety (Cer. UNZA)**

He has worked with Horizon Properties for over 2 year



**Florence Siyame**  
**(Senior Listings Coordinator)**  
**Diploma in Human Resource management**  
**Languages: English Nyanja and Bemba**

Florence is a pleasant sales person who is highly gifted in people skills. She is well spoken, patient, reliable, positive and focused. Florence has consistently developed the requisite skills for excelling in sales and pushed herself to be among the top most performers. Florence is among the longest serving employees for Horizon Properties having been around for over 12 years



**Grace Chisanga**  
**(Administrative Officer)**  
**Diploma in Business Administration**  
**Languages: English Nyanja and Bemba**

Grace is a multi-tasking, hardworking lady with a likeable temperament. She is our administrative officer for general duties. She has worked in every department of the company and understands all the systems very well. She forms part of the customer care team that resolves grievances for customers. Grace has been with Horizon Properties for 9 years.

## OUR CORPORATE VALUES



**Honesty**

**Integrity**

**Diligence**

## HORIZON PROPERTIES TEAM



**Paul Chileshe**  
Listings Coordinator



**Ephraim Siwo**  
Verification Officer



**Kunda Fyumba**  
Customer service and  
Sales officer



**Edward Makani**  
Sales and letting  
intern



**Lawrence Namenda**  
Sales intern



**Rennie Muunkanta**  
Sales intern



**Sailas Kabaso**  
Sales Agent



**Martha Mpansaile**  
Sales and lettings  
intern



**Lutanda Kahoota**  
Sales and letting  
executive



**Hellen Zimba**  
Sales and letting  
executive



**Zacks M'tonga**  
Sales and letting  
executive



**Sailas Phiri**  
Sales executive



**Makungu Mwamba**  
Sales and letting  
intern



**Changu Maimbo**  
Sales and letting  
executive



**Louis Lungu**  
Assistant Administrative  
officer



**Caroline Gize**  
Customer Service and  
Sales officer



**Joseph Chaiwila**  
Listing agent



**Kumbukani Kalumbi**  
Graphic Designer



**Bertha Hakanzaba**  
Cashier



**Chikonde Kafwaka**  
In-house land  
Surveyor



**Lizzy Nyambe**  
Hospitality Department



**Prisca Mwanza**  
Hospitality Department

## b. OFFICE INTERIOR AND EXTERIOR PHOTOS

### KABULONGA OFFICE: INTERIOR



### KABULONGA OFFICE: EXTERIOR



**TOWN OFFICE:**



**TOWN OFFICE: EXTERIOR**





# GREEN VILLAGE OFFICE



# Construction Division





Zambia Institute of Estate Agents



CERT. 5203/2023

ZIEA MEMBERSHIP No. 07

# Practicing Certificate

Pursuant to the Estate Agents Act (Act No. 21 of 2000)

## THE ZAMBIA INSTITUTE OF ESTATE AGENTS

Hereby certifies that

*Horizon Properties Ltd*

as defined by sub-section 2 of section 7  
of the Estate Agents Act (Act No. 21 of 2000)  
of the Laws of Zambia

is duly admitted as a

### CORPORATE MEMBER OF THE INSTITUTE

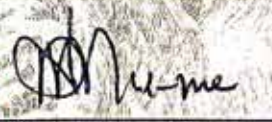
for the period 1st January 2023 to 31st December 2023

Given under this seal of The Zambia Institute of Estate Agents

this 1<sup>st</sup> day of January 2023

  
Chairperson



  
Registrar



Zambia Institute of Estate Agents



CERT. 5195/2023

ZIEA MEMBERSHIP No. 017

# Membership Certificate

Pursuant to the Estate Agents Act (Act No. 21 of 2000)

## THE ZAMBIA INSTITUTE OF ESTATE AGENTS

Hereby certifies that

*Saul Kiwempindi*

as defined by sub-section 2 of section 7  
of the Estate Agents Act (Act No. 21 of 2000)

of the Laws of Zambia

is duly admitted as a

## FELLOW MEMBER OF THE INSTITUTE

for the period 1st January 2023 to 31st December 2023

Given under this seal of The Zambia Institute of Estate Agents

this 1<sup>st</sup> day of January 2023

  
Chairperson



  
Registrar



Zambia Institute of Estate Agents



CERT. 5194/2023

ZIEA MEMBERSHIP No. 016

# Membership Certificate

Pursuant to the Estate Agents Act (Act No. 21 of 2000)

## THE ZAMBIA INSTITUTE OF ESTATE AGENTS

Hereby certifies that

*Barbara Kiwempindi*

as defined by sub-section 2 of section 7  
of the Estate Agents Act (Act No. 21 of 2000)  
of the Laws of Zambia

is duly admitted as a

### FELLOW MEMBER OF THE INSTITUTE

for the period 1st January 2023 to 31st December 2023

Given under this seal of The Zambia Institute of Estate Agents

this 1<sup>st</sup> day of January 2023

Chairperson



Registrar



Plot # 44 Paseli Rd Northmead  
 P O Box 38332  
 Lusaka Zambia  
 +260 744 929 800 +240 924 481 112 +240 974 107 874  
 info@adelvis.co.zm  
 www.adelvisgeneralinsurance.co.zm

**COVER NOTE**

**RISK NOTE NO :** 19231

<b>Insured Name</b>	HORIZON PROPERTIES	<b>Policy No</b>	010/110/2/17845/2023
<b>Insurance Type</b>	Professional Indemnity Zambia	<b>Debit No</b>	17845
<b>Account</b>	HORIZON PROPERTIES	<b>File No</b>	
<b>Address</b>	KABULONGA SHOPPING COMPLEX, SHOP NO 8, CHINDO ROAD, LUSAKA TIN: ., VRN: .	<b>Tax Invoice No</b>	
<b>Insurer Name</b>	Adelvis General Insurance Company	<b>Intermediary</b>	Lusaka Branch
<b>Cover Period From</b>	24-May-2023 12:00AM To 23-May-2024		

<b>DETAILS OF COVERAGE</b>	<b>DESCRIPTION OF RISK</b>
Real Estates And Construction	Against Liability For Damages, Calamity Costs And Expences In Respect Of Breach Professional Duty By Negligent.

Items-Covered	Sum Insured (in ZMW)	Premium (in ZMW)
Annual Aggregate Limit		
Annual Aggregate Limit	1,500,000.00	22,500.00
<b>Total</b>	<b>1,500,000.00</b>	<b>22,500.00</b>
<b>Training / Insurance Levy</b>		<b>1,125.00</b>
<b>Total Premium</b>		<b>23,625.00</b>

ISSUED BY, CYNTHIA MULENGA  
 Date of Issue : 15-May-2023  
 TIN: 1011854675



*Cynthia Mulenga*  
 Authorized Signatory



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Plot # 44 Paseli Rd Northmead  
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 info@adelvis.co.zm  
 www.adelvisgeneralinsurance.co.zm



**Republic of Zambia**

**CERTIFICATE OF INCORPORATION  
OF A PRIVATE COMPANY LIMITED BY SHARES**

*(Section 10)*

**This is to certify that**

**HORIZON PROPERTIES**

..... Limited (company name)

is on and from the **14th** day of **April, 2005**  
Incorporated as a private company limited by shares.

Given under my hand and seal at Lusaka, Zambia this  
**14th** day of **April, 2005**



*B. K. Mwalongo*  
B. K. Mwalongo

Assistant

Registrar of Companies

[Note that this certificate is not valid unless the official seal of the Registrar of companies has been affixed]



**NATIONAL COUNCIL FOR CONSTRUCTION  
CERTIFICATE OF CONTRACTOR REGISTRATION**

*This is to certify that*

**HORIZON PROPERTIES LIMITED**

has in terms of the NCC Act No. 10 of 2020 been registered in

**GRADE 3  
CATEGORY B  
General Building and Housing**

**(Zambian-Citizen Owned)**

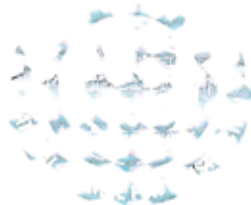
**FOR THE PERIOD JANUARY 2023 TO DECEMBER 2023 WHICH ENTITLES THEM TO ENTER INTO  
CONSTRUCTION WORKS CONTRACTS IN ACCORDANCE WITH THIS GRADE AND CATEGORY**

**Executive Director**

**Registration No: 3BZCO-5008/NCC-2V1**

**Director-Registration & Regulation**

**Serial No: ZCO/85V12/3B-0003**



*Certificate valid only up to 31 December 2023*

03.20/00020





**NATIONAL COUNCIL FOR CONSTRUCTION  
CERTIFICATE OF CONTRACTOR REGISTRATION**

*This is to certify that*

**HORIZON PROPERTIES LIMITED**

has in terms of the NCC Act No. 10 of 2020 been registered in

**GRADE 2  
CATEGORY C  
General Civil Engineering Works**

**(Zambian-Citizen Owned)**

**FOR THE PERIOD JANUARY 2023 TO DECEMBER 2023 WHICH ENTITLES THEM TO ENTER INTO  
CONSTRUCTION WORKS CONTRACTS IN ACCORDANCE WITH THIS GRADE AND CATEGORY**



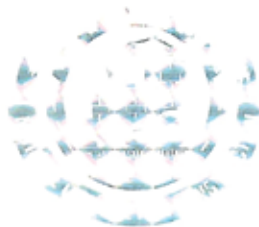
Executive Director

Registration No: 2CZCO-5008/NCC-2V1



Director-Registration & Regulation

Serial No: ZCO/85V12/2C-0003



*Certificate valid only up to 31 December 2023*

02 2000028



# NATIONAL COUNCIL FOR CONSTRUCTION CERTIFICATE OF CONTRACTOR REGISTRATION

*This is to certify that*

**HORIZON PROPERTIES LIMITED**

has in terms of the NCC Act No. 10 of 2020 been registered in

**GRADE 2**

**CATEGORY R**

**General Roads and Earthworks**

**(Zambian-Citizen Owned)**

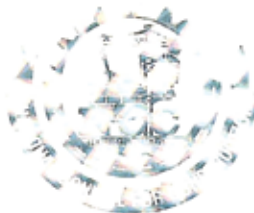
**FOR THE PERIOD JANUARY 2023 TO DECEMBER 2023 WHICH ENTITLES THEM TO ENTER INTO  
CONSTRUCTION WORKS CONTRACTS IN ACCORDANCE WITH THIS GRADE AND CATEGORY**

  
\_\_\_\_\_  
Executive Director

Registration No: 2RZCO-5008/NCC-2V1

  
\_\_\_\_\_  
Director-Registration & Regulation

Serial No: ZCO/85V12/2R-0002



Certificate valid only up to 31 December 2023

02.200000007



**Silver Arrow  
2013**

**Zambia Country Survey**

**Leaders and Achievers**

Companies and institutions doing most in their sectors over the past 12 months to stimulate the economic growth and development of Zambia

**Horizon Properties  
Limited**

Real Estate Agents

Very Good

*Rated by a random, national sample of 115 respondents comprising of CEO's, MD's, business owners, company directors and managers and senior local and national government officials based in Zambia*



# Golden Arrow 2014

## Zambia Country Survey

### Leaders and Achievers

Companies and institutions doing most in their sectors over the past 12 months to stimulate the economic growth and development of Zambia

## Horizon Properties Ltd

Real Estate Agents

Excellent

*Rated by a random, national sample of 105 respondents comprising of CEO's, MD's, business owners, company directors and managers and senior local and national government officials based in Zambia*



# Diamond Arrow 2015

## Zambia Country Survey

### Leaders and Achievers

Companies and institutions doing most in their sectors over  
the past 12 months to stimulate the economic growth and  
development of Zambia

## Horizon Properties Ltd

Real Estate Agents

Outstanding - 1<sup>st</sup> overall

*Rated by a random, regional sample of 110 respondents comprising of CEO's,  
MD's, business owners, company directors and managers and senior local and  
national government officials based in Zambia*

## HORIZON GREEN VILLAGE HOUSING DEVELOPMENT



Horizon Green Village is a modern, Eco-Friendly housing project pioneered by Horizon Properties. Horizon Properties is currently the best and most trusted real estate company on the Zambian real estate market and has diligently delivered various properties in its 20 years of existence.

The Green Village project is anchored on c. The project is structured to be affordable to the average working-class Zambian both in formal and informal sector. It was officially launched on 23rd of October 2021



### Location

The project sits on a 580-acre estate and is located in Silverest extension, 20km from the airport round-about and 3km off Great East Road on a smooth Chalimbana gravel road, this road is earmarked to be tarred and has already been awarded to a contractor. Lusaka East is among the most prime locations in the city, the location has distinguished itself by the quality of development and proile of its settlers.

## AMENITIES AND FACILITIES

The needs of the families are at the core of the Green Village Project. Therefore, the developer has allocated 20 acres of land for the provision of retail, recreational and other facilities

- Mini shopping mall
- Supermarkets
- Grocery centers
- Markets.
- Sports areas
- Children's play parks and green parks
- Botanical centers
- Police post
- Schools
- Mini hospital.



## SERVICES

Horizon Green Village services include; A good road network which is nearing completion.



- Water reticulation using communal boreholes connected to every household.

- Electricity which is already on site.

- Sustainable sewage system that will see the Installation of biodigesters to every household.

## ENVIRONMENTAL PROFILE

The Green Village features sandy loamy soil which is perfect for growing healthy trees, as the soil holds and allows water to sip into the ground

The site has different beautiful species of Miombo Woodlands, and plans are underway to rehabilitate them through pruning to help them grow bigger and better shapes as trees and not shrubs



## ENVIRONMENTAL PROFILE

Green Village has some unique and rare tree species such as the Protea, Mubanga Scotsman, Rattle etc, which are under the protect and save" program.

## SUSTAINABILITY FEATURES

Sustainability features in the Green Village project include the following.

- Embracing natural sources of energy.
- Burning to clear is strictly prohibited
- No cutting down of trees ■
- Bio-digester sewer management system
- Bio-digester sewer management system



## ENVIRONMENTAL PROFILE

Modernity features in the Green Village project include the following,

- Order of houses and proper planning
- Skillion roof type.
- Skillion roof type.





# Diamond Arrow 2016

## Zambia Country Survey

Leaders and Achievers

Companies and institutions doing most in their sectors over  
the past 12 months to stimulate the economic growth and  
development of Zambia

# Horizon Properties Limited

Real Estate Agents

Outstanding – 1<sup>st</sup> overall

*Rated by a random, national sample of 118 respondents comprising of CEO's,  
MD's, business owners, company directors and managers and senior  
government officials based in Zambia*



# Award Winner

Real Estate Agency Single Office  
Zambia

Horizon Properties Ltd

IN ASSOCIATION WITH

INTERNATIONAL  
PROPERTY  
*& Travel*

SUPPORTED BY

AIREA • SIDS • TIDA • SLIID

Presented by the International Property Awards  
[www.propertyawards.net](http://www.propertyawards.net)



AFRICAN  
PROPERTY  
AWARDS  
REAL ESTATE

LAUFEN

2022-2023



Best Real Estate Agency  
Single Office  
Zambia

Horizon Properties Ltd

IN ASSOCIATION WITH

INTERNATIONAL  
PROPERTY  
*AWARDS*

SUPPORTED BY

AIREA • SIDS • TIDA • SLIID

Presented by the International Property Awards



AGRICULTURAL & COMMERCIAL  
COOPERATIVE SOCIETY  
OF ZAMBIA LIMITED

Best Climate Action Enterprise Exhibit 2nd Position

Was Awarded to

HORIZON PROPERTIES LTD

---

at the

**95th Zambia Agricultural and  
Commercial Show and Exhibition**

*Society President*



*Chief Executive Officer*



**AGRICULTURAL & COMMERCIAL  
COOPERATIVE SOCIETY  
OF ZAMBIA LIMITED**

**Best Private Service Industry Exhibit 3rd Position**

**Was Awarded to**

**HORIZON PROPERTIES LIMITED**

**at the**

**95th Zambia Agricultural and  
Commercial Show and Exhibition**

A handwritten signature in black ink, appearing to read 'M. Banda', is written over a horizontal line.

*Society President*



A handwritten signature in black ink, appearing to read 'M. Banda', is written over a horizontal line.

*Chief Executive Officer*

## EQUIPMENTS



# EQUIPMENTS















## D. MARKETING (CONTINUED) PROPERTY FOCUS RADIO PROGRAM

Horizon Properties has been hosting Property Focus Radio Program, an educative real estate program that runs for 45 minutes every Tuesday at 18:00hrs. This program airs on Hot FM 87.7 FM one of the country's top radio station. This program has been running for three years now

A promotional graphic for the "Property Focus" radio program. On the left, a man in a dark suit and glasses sits on a yellow chair, resting his chin on his hand. The background is dark with a blue and white pattern. The text "Property Focus" is written in a large, elegant script. In the top right corner, there is a circular logo with the number "20" and the word "Horizon" below it. Below the main title, a dark banner contains the text "TUNE IN TO #HOT FM 87.7". Below that, it says "TODAY AT 18:30hrs". At the bottom, there is a website address "www.thehorizonproperties.com" and a "FOLLOW US ON" button with icons for Facebook, Instagram, Twitter, and LinkedIn. The Horizon Properties logo is in the bottom left corner.

**Property Focus**

**TUNE IN TO #HOT FM 87.7**

**TODAY AT 18:30hrs**

www.thehorizonproperties.com

FOLLOW US ON

Facebook Instagram Twitter LinkedIn

Horizon Properties

#### **4. INNOVATIONS UTILISED TO PROMOTE OUR AGENCY AND SERVICES**

Horizon Properties has a highly innovative team which engages the market through vigorous advertising through classified smalls and spot ads on radio, catalogue circulating and yard signs.

#### **SUPERIOR CUSTOMER SERVICE**

Our aggressive marketing front is backed by an awesome customer care team and the sales team. From office courtesy by very polite staff, clients enjoy the comfort of our offices, waiting rooms and board rooms which are well equipped with refreshments. All this in air-conditioned offices.

Staff present a very neat look all the time as we have streamlined our office dress code to branded uniform.

#### **GIFT PACKS AND PROMOTIONS**

We have innovated ways of making our customers feel appreciated by handing out gift packs on close of transactions, thank you cards, calendars and diaries are handed out at the close of each year.

Our company also runs various promotions and competitions to raise our brand awareness countrywide.

#### **FEEDBACK SYSTEM**

We have provided a strong platform encouraging customer feedback which also helps us manage aggrieved customers.

Feedback and grievance management is another strong tool that helps us remain accountable to our customers and thus strengthen our brand further. We have added a feedback line which is displayed on our facebook page.



**Real Service is  
Sincere and  
Passionate**

# Choose the estate agency of choice

- **We are Horizon Properties.**
- **We are passionate to serve.**
- **We deliver on our promise.**
- **We are the winning team on today's market.**



**KABULONGA OFFICE**

Old Kabulonga shopping  
complex

Shop. 8, Chindo road

Tel: +260 211 260422

**TOWN OFFICE**

Plot No. 449 Katondo Road

Realty House on the alley

behind Lusaka Hotel

Tel: +260 211 226 902

**CONSTRUCTION DIVISION**

Plot No. 4 Chindo Road

opposite woodlands A

Secondary school

Tel: +260 211 269 275

[www.thehorizonproperties.com](http://www.thehorizonproperties.com)

[Horizon Properties.com](http://Horizon Properties.com)

Email: [info@thehorizonproperties.com](mailto:info@thehorizonproperties.com)





Accessibility | Flexibility | Simplicity

