

PROPERTY

360°

PARTNERSHIP PROFILE



INTRODUCTION

Property 360 is a trading name for Mazarire and Mtara Partnership, a full scale real estate services firm.

The partnership was formed in early 2024 and registered by the Estate Agency Council in March 2024, having met all the stipulated compliance requirements and the laws of Zimbabwe.

The partnership is focussed on delivering an experienced, innovative and expert real estate consultancy service to the Zimbabwe market.

The partnership currently has one office in Harare which is located at 8 Malcolm Road in Borrowdale.



MISSION

To profitably exploit our knowledge and experience in order to deliver a best-in-class service to consumers of real estate services in Zimbabwe for the benefit of all our stakeholders.

VISION

To add value to those who seek our services by serving expertly, innovatively, diligently and honestly.

VALUES

Professionalism, Innovation and Service

FOUNDING PARTNERS

The founding partners are Amos Mazarire and Patson Mtara. The two are highly seasoned, experienced and qualified property professionals with a combined real estate industry experience of over 80 years.

AMOS MAZARIRE *BSc, MRICS, FREI*

Holds a Bachelor of Science degree in Real Estate obtained from the University of East London, United Kingdom. He is a chartered surveyor, a professional member of the Royal Institution of Chartered Surveyors and a Fellow of the Real Estate Institute of Zimbabwe. He is also a member of the Valuers Council of Zimbabwe and has been a registered estate agent with the Estate Agents Council for over 30 years. He has served on the boards of both the Valuers Council and the Estate Agents Council and was a member of the Valuation Faculty of the Royal Institution of Chartered Surveyors. On his return to Zimbabwe in 1984, he joined Knight Frank Zimbabwe and was promoted to be a partner of the firm in 1989. He was a Senior Partner of Knight Frank Zimbabwe from 2001 to 2021 (20 years). As senior partner, he was responsible for overseeing service delivery in all aspects of the real estate business. On top of his experience in business management, he has amassed expertise in commercial and residential property sectors covering valuation, sales/acquisitions, lease management and general real estate consultancy. Amos also handled regional valuations including in countries such as Uganda, Botswana, Zambia, Mozambique and Tanzania.



PATSON MTARA BA, MSc, MBL, FRICS, FREI

Patson Mtara holds a Bachelor of Arts degree from the University of Westminster and a Master of Science degree from the University of Cardiff, United Kingdom. He is a chartered surveyor, a fellow of the Royal Institution of Chartered Surveyors, a fellow of the Real Estate Institute of Zimbabwe, a registered estate agent and a member of the valuers council of Zimbabwe. He also holds a Master of Business Leadership from the University of South Africa. After completing his studies in the United Kingdom he came back to Zimbabwe and joined Knight Frank in 1983 where he became an equity partner until he left in 2021. He served on the board of the Estate Agents Council and was the President of the Royal Institution of Chartered Surveyors, Zimbabwe Group. As equity partner at Knight Frank he was responsible for all agency transactions and property management in Zimbabwe.



SERVICE LINES

Valuation

We value commercial and residential properties for financial reporting, mergers and acquisitions, company restructuring, asset insurance, deceased estates, legal purposes, and sales and purchases.

As accredited members of professional institutions, our valuation reports comply with the set standards of the Royal Institution of Chartered Surveyors, the International Valuation Standards Committee and the Real Estate Institute of Zimbabwe.

We undertake detailed inspections taking note of value attributes, including location, design and quality. We, inter alia, note compliance with title deed conditions and town planning provisions, and building regulations. We comment on the building's condition. We undertake thorough market analysis to inform our valuation opinion and provide related commentary in our reports.

Sales/Acquisitions

We inspect the property as part of product acquaintance and advise on market price. With regards to sales, we effectively market the property via the internet and all social media channels for maximum reach. We lead the client in sales/acquisition negotiations, and in the whole process we are focused on protecting our client's interests. We advise in the preparation of sale agreements and the appointment of competent conveyancers. We monitor the conveyancing process by staying in contact with the lawyers until a transfer is achieved.

Property Management

For both commercial and residential property, we offer to manage investment properties. We proactively manage buildings administratively, financially and physically. We market vacant space and vet potential tenants. We ensure that all documentation, such as leases, correspondence and reports are in place and secure. We strive to achieve optimal rentals and their timely collection. We maintain financial records of funds received on behalf of clients and report to clients timeously. We undertake regular inspections to ensure a high standard of maintenance. Our inspections take note of aspects requiring attention and we prepare dilapidation reports for our clients.

Project Management

We are able to assemble a construction team, mobilise building materials, inspect construction, lead site meetings, report construction progress and monitor a construction project from start to finish. This service is ideal for clients who are in the diaspora and those who want minimal involvement in the construction process.



Leasing

As a stand-alone service, we undertake leasing and hand the tenant over to the client should the client wish to manage the property in-house. In this regard, we market the space, undertake suitability tests on potential tenants, including making recommendations to the client and drawing up suitable leases.

General Advisory

We offer property investment analysis, development appraisals, property portfolio construction and alignment, and market research. Investment analysis entails the measurement of a property's performance against benchmarks. Development appraisals involve the assessment of a development's suitability, mainly financially, and includes feasibility studies. Portfolio construction is related to advice on putting together an ideal portfolio in terms of sectoral composition and spread. Portfolio alignment is the analysis of the property portfolio make-up and recommendations for proactive actions to reposition it in order to achieve return maximisation.

We undertake tailor-made research, including for intended projects to inform their viability or market positioning. Research reports may also be for general information on the state of the market.



CLIENT LIST

As stated above, Property 360 is a recently established real estate practice. It is in the process of building a client base. Our record is related to our engagement with our erstwhile partners and cannot be given here. However, we are confident that we have substantial business contacts in a market which we have served for decades.

VALUE PROPOSITION

We, through years of experience, possess a 360 degree view of the market which gives us unparalleled insights in the real estate industry in Zimbabwe and which is buttressed by innovative approaches to add value to our clients.

We provide a 360 degree service with a view to meeting all the possible needs of our potential clients because sometimes, seemingly separate real estate requirements, are interwoven.

We are well qualified in the real estate field from both the academic and professional perspectives.

We are registered with the regulatory and statutory authorities to practice real estate in Zimbabwe.

We are well experienced in both the Zimbabwe and the regional markets.

We believe our decades-long market involvement should engender confidence and trust in ourselves from potential clients

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CONTACT DETAILS

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