

### **A General Introduction – UPmarket Property Consultants**

Established in 2007, UPmarket Property Consultants Limited is a Real Estate consultancy firm with a steadily growing solid client base and a committed professional team delivering high standards of property services in Zambia.

Our combined experience of the company's Staff and Directors provides a track record of over 18 years of successful Property Management, Property Valuation, Marketing, Sales, Asset Management and Leasing across the landscape of the Zambian property market.

We work in close partnership with our clients enabling us to quickly recognise and adapt to their needs and the constantly changing market conditions. Consequently, we are able to put forward relevant solutions within this highly dynamic and challenging investment property industry.



UPmarket has been successful in handling various assignment concerning valuation services, Property Developments Consultancy and related Property Investment Advisory services in the public and the private sectors in Zambia. We believe our track record and highly skilled team make us very well qualified for the tasks at hand.



We are locally registered with Corporate Membership with the Surveyors Institute of Zambia (SIZ) and the Zambia Institute of Estate Agents (ZIEA)

### **Our Mission**

To be the market leader in each of the markets we serve. We will earn this leadership by providing to our clients, reliable, high quality, innovative property consultancy services while providing a fulfilling and exciting career to our Partners and Associates. We will add value to the industry by providing legendary customer services through our passionate commitment to professionalism and client satisfaction.



*Mwila Changala, MRICS – Managing Partner*  
**For and on Behalf of UPmarket Property Consultants**



### **Core Values**

- Professionalism
- Courtesy and
- Friendliness

In building on these values, we believe teamwork and integrity are critical elements to our hard work, recognizing that we need to work together to succeed.



### **Areas of Specialization**

UPmarket Property Consultants offers broad based real estate services which include the following:

#### **Property Valuation**

Our valuations are set out in accordance with the latest edition of the Royal Institution of Chartered Surveyors (RICS), London, UK, "Appraisal and Valuation Manual", as recognized by the Surveyors' Institute of Zambia under the Valuation Chapter.



We have been engaged to undertake valuations of property for various purposes, including, Resettlement, Collateral, Accounting, Sales, Rental, Insurance ,etc. Properties valued include land and buildings, movable assets, farms, Plant and Machinery, mines etc.

We are Registered Valuation Surveyors with Valuation Surveyors Registration Board (VSRB) in Zambia.

### **Estate Agency and Property Development**

We offer a full range of residential/commercial sales and letting services and market advice for various properties including houses and flats.

We also advise on various residential/commercial developments, from project inception through to completion and sale or letting. We offer a wealth of expertise with a team of qualified graduates. We are uniquely positioned to offer superior services due to our vast and varied industry experience. We are currently supervising various property developments with the most notable being the development of an office development for the Engineering institute of Zambia (EIZ) in the Mass Media office node. Upmarket is offering support to the Engineering institute of Zambia (EIZ) from inception and project design to the management of the office block that will offer approximately 4,000 square metres of office space.





### Property and Facilities Management

UPmarket has a philosophy of aggressively and professionally managing the assets of our clients to maximize the assets' value. We utilize cutting edge strategies to create; add and/or protect the value of our clients' assets whilst increasing revenue, improving operational efficiency and reducing overall costs. We analyse our properties from a strategic platform aimed at enhancing the assets' value whilst improving tenant retention and the service provided to all stakeholders. Key to this is the Financial, Administrative and Physical Management of the properties.

### Property Investment Advisory Services

We offer our clients investment media comparison and performance related analysis. This includes general property advisory services.

### Directors

No	Name
1	Mwila Changala
2	Rosemary Sifuel Ndeleki

### Auditors

Our books of accounts are prepared by Reeds Business Solutions anchored by Mr. Daniel Katongo, a Chartered accountant.

### Staff Training and Development

UPmarket is committed to the training and development of Real Estate Graduate Surveyors with the aim to produce Partners and Associates both now and for the future.

### Contact Persons

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## **Contact Details:**

### Physical Addresses:

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Website: [www.upmarketprop.com](http://www.upmarketprop.com)

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Kitwe  
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Email: [info@upmarketprop.com](mailto:info@upmarketprop.com)

## **Some of our Corporate Clients**

Africa Energy Resources  
Alexander Forbes  
Bank of China  
Bank of Zambia  
Barclays Bank Zambia  
Buluwe Properties  
Capital Fisheries  
Cavmont Bank  
Cetzam Financial Services  
Chambeshi Water and Sewerage Company  
Collum Coal Mining Industries Ltd  
Deloitte and Touché  
Denison Mines Zambia Limited  
Diamond General Insurance Limited  
Ecobank Zambia Ltd  
Finance Bank (Z) Limited  
FINCA Zambia  
Grant Thornton Management Accountants  
IHS Zambia  
Investrust Bank Plc.  
Impala Warehousing and Logistics (RSA)  
Jizan Construction Limited  
Luapula Water and Sewerage Company  
Madison Pension Trust Fund  
Meanwood Property Development Co.  
Micro-Bankers Trust  
Mukuba Pension Trust  
Mulungushi International Conference Centre  
Mulungushi Village Complex Limited  
National Pension Scheme Authority (NAPSA)  
National Housing Authority (NHA)  
OmegaCorp Minerals (Z) Limited  
Prima Reinsurance Plc.  
Professional Life Assurance  
Public Service Pension Fund Board (PSPF)  
Southern Water and Sewerage Company Limited  
Stanbic Bank Zambia Limited  
Standard Chartered Bank (Zambia) Plc.  
Tiger Animal Feeds  
Wilson and Cornhill Legal Practitioners  
Workers Compensation Fund Control Board (WCFCB)  
Zambia National Building Society (ZNBS)  
Zambia National Commercial Bank Plc.  
ZESCO Limited



## **Key Professional Staff**



### **Mwila Changala, MRICS - Managing Partner**

Mwila, Bsc (Land Economy); MBA, founder and CEO of UPmarket since inception in May 2007. Upon graduating from the Copperbelt University in 2002, he qualified and was Registered as a Valuation Surveyor in 2004. Mwila worked at Knight Frank Zambia, an International firm of property consultants for five years. He also served as Property Manager for Mukuba Pension Fund for 5 years, a senior Management position reporting to the Board of Trustees. He has over 17 years experience in the Zambian property market. A Chartered Surveyor with RICS, Full Member of the Surveyors Institute of the Zambia (MSIZ) and the Zambia Institute of Estate Agents (MZIEA). Current Board Member of the Valuation Surveyors Registration Board (VSRB).



### **Rosemary Sifuel Ndeleki – Kombe (Consultant)**

Rosemary, MBA Finance, Postgrad. Dip (Housing and Urban Development and Valuation of specialized properties). Post Grad. Valuation of Specialised Properties; Adv. Dip (LMV). Upon graduating from the university, She qualified and was registered as a Valuation Surveyor in 2000). Rosemary Joined UPmarket in November 2007. She is a qualified Registered Valuation Surveyor with over 20 years experience with the Government Valuation Department under the Ministry of Local Government and Housing, Lusaka. She has experience in Rating Valuation, Property valuation, property taxation, management of government real estate, advise the government on land acquisition and land related ACTS; Housing and land development. Fellow Member Surveyors Institute of Zambia (SIZ); Member of Commonwealth Associations of Surveyors and Land Economy (CASLE); Member of Africa Real Estate Society (AFRES). Also Member of Zambia Institute of Estate Agency (ZIEA)



### **Chifuka Sakala – Associate Director**

Chifuka, B.Sc. (Real Estate); is a graduate from the Copperbelt University and joined UPmarket in 2012. He has a bias in Valuation Surveying, Estate Agency and Real Estate Management. He is a registered Valuation Surveyor with 7 years working experience. Chifuka also manages our northern region Office located at Mukuka Pension House in Kitwe. He is an Associate Member of the Surveyors Institute of the Zambia (AMSIZ) and the Zambia Institute of Estate Agents (AZIEA).



### **Jonathan Lubemba – Associate Director**

Jonathan, B.Sc. (Real Estate); is a graduate from the Copperbelt University and joined UPmarket in 2010. He has a bias in Property Valuation, Sales and Lettings and Property and Facilities Management with over 8 years working experience. He is a registered practicing Valuation Surveyor with 8 years working experience. He is a Full Member of the Surveyors Institute of the Zambia (MSIZ) and the Zambia Institute of Estate Agents (MZIEA).



### **Chileshe Musukwa – Valuation/Estate Agency**

Chileshe, B.Sc. (Real Estate); is a graduate from the Copperbelt University and joined UPmarket in 2014. He has a bias in Valuation Surveying and Estate Agency, with 4 years working experience . He is enrolled as a candidate for the Assessment for Professional Competence (APC) under the Valuation Surveyors Registration Board which will eventually lead to his qualification and registration as a practicing Valuation Surveyor. He is an Associate Member of the Surveyors Institute of the Zambia (AMSIZ) and the Zambia Institute of Estate Agents (MZIEA).



### **Chimba Chibwaya – Valuation/Property Management/ Estate Agency**

Chimba , BSc. (Real Estate); is a graduate from the Copperbelt University and joined UPmarket in 2015. He has a bias in Valuation Surveying, Estate Agency and Real Estate Management, with 7 years working experience. He is an Associate Member of the Surveyors Institute of the Zambia A(MSIZ) and the Zambia Institute of Estate Agents (AMZIEA).



### **Margaret Maida-Mbulo – Valuation/Property Management/ Estate Agency**

Margaret, BSc. (Real Estate); is a graduate from the Copperbelt University and joined UPmarket in 2015. She has a bias in Valuation Surveying, Real Estate Sales, Lettings and Marketing and Real Estate Management, with 6 years working experience. She is an Associate Member of the Surveyors Institute of the Zambia (AMSIZ) and a Full Member of the Zambia Institute of Estate Agents (MZIEA).

### **Nawa Nyambe – Valuation**

Nawa, B.Sc. (Real Estate); is a graduate from the Copperbelt University and joined UPmarket in 2016. He has a bias in Valuation Surveying and Estate Agency, with 4 years working experience . He is enrolled as a candidate for the Assessment for Professional Competence (APC) under the Valuation Surveyors Registration Board which will eventually lead to his qualification and registration as a practicing Valuation Surveyor. He is an Associate Member of the Surveyors Institute of the Zambia (AMSIZ) and the Zambia Institute of Estate Agents (MZIEA).



**Republic of Zambia**

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

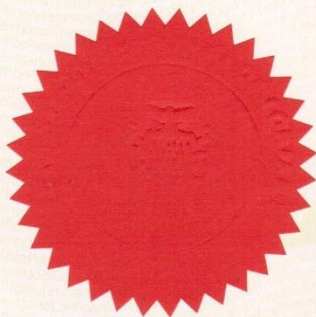
*(Section 10)*

**This is to certify that**

**UPMARKET PROPERTY CONSULTANTS**

..... Limited (full name of company)  
is on and from the .....5<sup>th</sup>.....day of .....December, 2007.....  
Incorporated as a private company limited by shares.

Given under my hand and seal at Lusaka, Zambia, this .....  
.....5<sup>th</sup>.....day of .....December, 2007.....



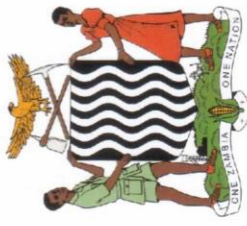
  
A. Bwembya

*Assistant Registrar of Companies*

[Note that this certificate is not valid unless the official seal of the Registrar of Companies has been affixed]  
Stocked by the Office of the Registrar of Companies

ORIGINAL

VSRB/008/6/18



REPUBLIC OF ZAMBIA

# Practicing Certificate

Pursuant to the Valuation Surveyors Act (CAP. 207)  
**THE VALUATION SURVEYORS REGISTRATION BOARD**  
as the Registrar hereby Certifies that

*Changala Mwila*

a Valuation Surveyor as defined by the Valuation Surveyors Act (Cap. 207)  
of the Laws of Zambia, whose place of business is at

*Wpmarket Property Consultants*

is duly registered and is authorised to practice as a

**VALUATION SURVEYOR**

for the period **01/07/2018** to **01/06/2019**

given under the hand of Secretary of the

**VALUATION SURVEYORS REGISTRATION BOARD**

on this day **19/06/2018**

**SECRETARY - VALUATION SURVEYORS REGISTRATION BOARD**

The seal of the Royal Institution of Chartered Surveyors (RICS) is a circular emblem with a serrated, sunburst-like outer edge. The center features a heraldic crest depicting a castle tower. The words "ROYAL INSTITUTION OF CHARTERED SURVEYORS" are inscribed in a circular border around the central crest.



30 November 2017

WAS ELECTED A PROFESSIONAL MEMBER OF  
THE ROYAL INSTITUTION OF CHARTERED SURVEYORS

MEMBERSHIP NUMBER

John Hughes.

PRESIDENT OF RICS



ORIGINAL

VSRB/054/6/18



REPUBLIC OF ZAMBIA

# Practicing Certificate

Pursuant to the Valuation Surveyors Act (CAP. 207)  
**THE VALUATION SURVEYORS REGISTRATION BOARD**  
as the Registrar hereby Certifies that

*Ndeleki Sifuel Rosemary*

a Valuation Surveyor as defined by the Valuation Surveyors Act (Cap. 207)  
of the Laws of Zambia, whose place of business is at

*UPmarket Property Consultants*

is duly registered and is authorised to practice as a

**VALUATION SURVEYOR**

for the period *01/07/2018* to *01/06/2019*

given under the hand of Secretary of the

**VALUATION SURVEYORS REGISTRATION BOARD**

on this day *19/06/2018*

**SECRETARY - VALUATION SURVEYORS REGISTRATION BOARD**

ORIGINAL

VSRB/032/6/18



REPUBLIC OF ZAMBIA

# Practicing Certificate

Pursuant to the Valuation Surveyors Act (CAP. 207)  
**THE VALUATION SURVEYORS REGISTRATION BOARD**  
as the Registrar hereby Certifies that

*Lubemba Jonathan*

a Valuation Surveyor as defined by the Valuation Surveyors Act (Cap. 207)  
of the Laws of Zambia, whose place of business is at

*WMarket Property Consultants*

is duly registered and is authorised to practice as a

**VALUATION SURVEYOR**

for the period 01/07/2018 to 01/06/2019

given under the hand of Secretary of the

**VALUATION SURVEYORS REGISTRATION BOARD**

on this day 19/06/2018

**SECRETARY - VALUATION SURVEYORS REGISTRATION BOARD**

ORIGINAL

VSRB/059/6/18



REPUBLIC OF ZAMBIA

# Practicing Certificate

Pursuant to the Valuation Surveyors Act (CAP. 207)  
**THE VALUATION SURVEYORS REGISTRATION BOARD**  
as the Registrar hereby Certifies that

*Sakala Chifuba*

a Valuation Surveyor as defined by the Valuation Surveyors Act (Cap. 207)  
of the Laws of Zambia, whose place of business is at

*UPmarket Property Consultants*

is duly registered and is authorised to practice as a

**VALUATION SURVEYOR**

for the period *01/07/2018* to *01/06/2019*

given under the hand of Secretary of the

**VALUATION SURVEYORS REGISTRATION BOARD**

on this day *19/06/2018*

A handwritten signature in black ink, appearing to be 'S. Chifuba'.

**SECRETARY - VALUATION SURVEYORS REGISTRATION BOARD**