NAIROBI REALTORS SUMMIT & PROPERTY EXPO

SEASON 3

DATE & VENUE	Friday, 9 October 2026 Broadwalk Mall, Westlands, 4th Floor
SUMMIT HOURS	7:00 AM–6:00 PM EAT
COCKTAIL	6:00–8:00 PM EAT

SUMMIT THEME

Connecting Realtors, Developers, Investors and Property Stakeholders for Market Growth

SPECIAL GUEST SPEAKER

SENIOR COUNSEL DR JOHN KHAMINWA

The Rule of Law, Integrity and Protection of Property Rights

9:11–9:26 AM | 15-minute special address

Event Facilitation

MASTER OF CEREMONIES	**Yvonne Yamala**
SUMMIT MODERATOR	**Madrine Njoka**

Hosted by Bueno Property Management Ltd

Programme prepared for submission • 6 October 2026

Morning Programme

Registration, opening addresses, investment insight and industry trust.

TIME (EAT)	MIN	SESSION / SPEAKER AND TOPIC
7:00–8:15 AM	75	**Arrival, Registration and Breakfast Networking** Badge collection, exhibitor visits, VIP reception and delegate networking.
8:15–8:35 AM	20	**Opening Formalities | MC: Yvonne Yamala** Prayer, national anthem, housekeeping and introduction of the day's programme.
8:35–8:50 AM	15	**Welcome address | Simon Gatithi** Welcome Address
8:50–8:53 AM	3	MC Break | Yvonne Yamala
8:53–9:08 AM	15	**Host address | Veronicah Gachoki** Vision and Objectives of the Nairobi Realtors Summit
9:08–9:11 AM	3	MC Break | Yvonne Yamala
9:11–9:26 AM	15	**Special guest address | SENIOR COUNSEL DR JOHN KHAMINWA** Special Address: The Rule of Law, Integrity and Protection of Property Rights
9:26–9:29 AM	3	MC Break | Yvonne Yamala
9:29–9:44 AM	15	**Speaker address | Joram Mwinamo** The Enterprise Jungle of Real Estate
9:44–9:47 AM	3	MC Break | Yvonne Yamala
9:47–9:57 AM	10	**Virtual address | Wambui Kinoti** The Future of Real Estate in an AI-Powered World
9:57–10:00 AM	3	MC Break | Yvonne Yamala
10:00–10:30 AM	30	**Tea Break and Exhibition Visits** Refreshments, sponsor engagement and networking.
10:30–10:45 AM	15	**Keynote address | Wambui Gaitha** The Future Realtor: Ethics, Professionalism and Trust in a Changing Property Market
10:45–10:48 AM	3	MC Break | Yvonne Yamala
10:48–11:03 AM	15	**Speaker address | Claudeta Malonza** The Legal Journey of Land and Property Ownership in Kenya
11:03–11:06 AM	3	MC Break | Yvonne Yamala
11:06–11:21 AM	15	**Speaker address | Geoffrey Gichuki** Land Investment
11:21–11:24 AM	3	MC Break | Yvonne Yamala
11:24–11:44 AM	20	**Panel Discussion 1 | Moderator: Madrine Njoka** Building a Credible Property Market: Ethics, Property Rights and Investor Confidence
11:44–11:59 AM	15	**Audience Q&A | Moderator: Madrine Njoka** Questions to morning speakers and panel contributors.
11:59 AM–12:14 PM	15	**Speaker address | Ann Gachau** Personal Branding and Client Trust
12:14–12:17 PM	3	MC Break | Yvonne Yamala
12:17–12:27 PM	10	**Stakeholder and Sponsor Introductions | MC: Yvonne Yamala** Brief company introductions, collaboration opportunities and exhibitor highlights.
12:27–12:30 PM	3	MC Break | Yvonne Yamala
12:30–1:30 PM	60	**Lunch and Exhibition Visits** Lunch, booth engagement and business networking.

Virtual speaker: Wambui Kinoti. MC breaks are allocated separately from speaking time. Panel details: page 4.

Afternoon & Evening Programme

Practical learning, business growth, professional skills, awards and networking.

TIME (EAT)	MIN	SESSION / SPEAKER AND TOPIC
1:30–1:50 PM	20	**Practical Workshop | Suggested Facilitator: Ann Gachau** Turning Enquiries into Trusted Client Relationships. Paired practice on a service promise, enquiry response and next-step action.
1:50–2:05 PM	15	**Keynote address | Derrick Samambo** Building the Cities of Tomorrow
2:05–2:08 PM	3	MC Break | Yvonne Yamala
2:08–2:18 PM	10	**Virtual address | Babatunde Owojaiye** Connecting Africa's Diaspora to Credible Property Opportunities
2:18–2:21 PM	3	MC Break | Yvonne Yamala
2:21–2:36 PM	15	**Speaker address | Stayown Representative** Connecting Africa's Diaspora to Credible Property Opportunities
2:36–2:39 PM	3	MC Break | Yvonne Yamala
2:39–2:44 PM	5	**Spotlight address | Godfray Koyugi Simba** Moving Beyond Diaspora Remittances to Driving GDP Growth for Africa
2:44–2:47 PM	3	MC Break | Yvonne Yamala
2:47–3:02 PM	15	**Speaker address | Cyprian Kaku** Professionalising Airbnb Hosting in Kenya
3:02–3:05 PM	3	MC Break | Yvonne Yamala
3:05–3:20 PM	15	**Speaker address | Joypaul Okongo Odongo** Preparing Emerging Professionals for Real Estate Careers
3:20–3:23 PM	3	MC Break | Yvonne Yamala
3:23–3:43 PM	20	**Panel Discussion 2 | Moderator: Madrine Njoka** Growing Real Estate Businesses: Client Trust, Skills and Sustainable Development
3:43–3:58 PM	15	**Audience Q&A | Moderator: Madrine Njoka** Questions to afternoon speakers and panel contributors.
3:58–4:28 PM	30	**Tea Break and Exhibition Visits** Refreshments, exhibitor engagement and informal networking.
4:28–4:48 PM	20	**Business Matchmaking and Structured Networking** Facilitated introductions among realtors, developers, investors and service providers.
4:48–5:33 PM	45	**Nairobi Realtors Summit Awards Ceremony | MC: Yvonne Yamala** Recognition of excellence, contribution and impact across the real estate industry.
5:33–5:45 PM	12	**Sponsor, Partner and Speaker Appreciation | MC: Yvonne Yamala** Acknowledgement of sponsors, partners, exhibitors, speakers and delegates.
5:45–6:00 PM	15	**Closing Remarks and Official Photographs | MC: Yvonne Yamala** Key takeaways, vote of thanks and group photographs.
6:00–8:00 PM	120	**Cocktail Networking** Evening conversations, investor introductions and relationship building.

Session participation

The workshop begins immediately after lunch. Delegates practise a client enquiry response and leave with one action to improve trust and follow-through. The afternoon panel brings together the business, development, hosting and emerging-professional perspectives.

Virtual speaker: Babatunde Owojaiye. Suggested panel and workshop roles appear on page 4.

Panel Discussions & Workshop

Discussion topics, suggested contributors and workshop facilitation

Panel 1 | Building a Credible Property Market: Ethics, Property Rights and Investor Confidence

11:24–11:44 AM • 20 minutes | Audience Q&A: 11:44–11:59 AM

Moderator: Madrine Njoka

Suggested panelists: Senior Counsel Dr John Khaminwa; Wambui Gaitha; Claudeta Malonza; Geoffrey Gichuki.

Discussion prompts

- What due diligence and documentation should protect buyers, property owners and land investors?
- How can ethical practice, transparent disclosures and client protection build market confidence?
- How should stakeholders prevent disputes and support accountability and access to justice?

Panel 2 | Growing Real Estate Businesses: Client Trust, Skills and Sustainable Development

3:23–3:43 PM • 20 minutes | Audience Q&A: 3:43–3:58 PM

Moderator: Madrine Njoka

Suggested panelists: Joram Mwinamo; Derrick Samambo; Cyprian Kaku; Joypaul Okongo Odongo.

Discussion prompts

- Which business systems and partnerships help real estate enterprises survive and scale?
- How can quality developments and professional Airbnb hosting improve client experience and lasting value?
- Which practical skills and standards help emerging professionals build credible real estate careers?

Workshop | Turning Enquiries into Trusted Client Relationships

1:30–1:50 PM • 20 minutes • Immediately after lunch

Suggested facilitator: Ann Gachau. Delegates work in pairs to turn personal branding and client trust into a practical response to a property enquiry.

WORKSHOP TIME	ACTIVITY / OUTPUT
1:30–1:35 PM	Define the target client and a clear service promise.
1:35–1:45 PM	Paired exercise: draft a credible enquiry response, identify the property information to verify and agree the next step.
1:45–1:50 PM	Share takeaways and commit to one client-service improvement.

Programme delivery notes

MC: Yvonne Yamala. Moderator: Madrine Njoka, leading both panels and audience Q&A. All times are East Africa Time (UTC+3). A separate three-minute MC break follows each speaker address, with one further handover before lunch. Address durations are speaking time; panel participation is additional. Both tea and exhibition breaks are 30 minutes.

Suggested panel membership and workshop facilitation remain for organiser confirmation. Allow brief opening remarks, focused contributions and takeaways within each 20-minute panel. Virtual links should be tested before the session; questions may be collected in person or online.