



## CONSULTANCY SERVICES: REAL ESTATE DEVELOPER

### CALL FOR EXPRESSION OF INTEREST

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#### **Background**

Katiba Institute (KI) is a non-profit, non-governmental organisation registered as a company limited by guarantee. It is a research and litigation institution established in 2011 with the mission of supporting the implementation of Kenya's 2010 Constitution, helping to resist the effort to undermine the Constitution, and generally assisting in developing a culture of constitutionalism in Kenya and the wider region. KI undertakes constitutional research and public-interest litigation, reviews policies and laws from a constitutional perspective, and publishes books and other materials on the Constitution. KI has a team of staff engaged to facilitate the realisation of KI's mandate, and KI has provided premises to enable staff to undertake their assignments.

KI seeks to engage a real estate development expert to support the identification, planning, development, and potential commercialisation of **real estate assets** that contribute to social impact while ensuring financial viability.

#### **Objective**

The objective of this assignment is to identify a competent real estate developer capable of supporting KI through the provision of expert real estate knowledge and expertise to advise on real estate development projects aligned with KI's mission and support the identification of initiatives that KI can take to engage in real estate development to enhance the financial sustainability of the institution.

#### **Scope of Work**

The Real Estate Developer will be expected to undertake the following activities:

1. Undertake KI's site assessment and advise on the market, technical, and financial feasibility and implications of the identified options by KI.
2. Assess the feasibility, risks, and commercial viability of opportunities identified by KI and advise us on the administrative and corporate implications, including tax, cost of real estate entities, as well as processes, timelines, and risks/benefits, among others.
3. Propose optimal development models (e.g., joint venture, PPP, lease-develop-operate) and advise on financing options and investors in the market.
4. Advice on leasing, sales, or asset management strategies, marketing and tenant acquisition considerations.
5. Assist KI in developing business development strategies and plans for KI for the identified growth opportunities.



6. Support KI in the identification of strategic partners and stakeholders where relevant.
7. Build the capacity of internal staff as required.

## **Experience**

Interested applicants should possess:

- Advanced degree in Real Estate, Civil Engineering, Architecture, Urban Planning, or related field.
- Minimum of 5 years of demonstrated experience in real estate development.
- Demonstrable experience in social, affordable, or community-oriented developments.
- Proven track record of delivering projects of similar size and complexity
- Knowledge of local land, planning, and construction regulations
- Commitment to ethical standards, transparency, and social impact
- Experience working with NGOs, donors, governments, or development partners will be an added advantage.
- Strong analytical and strategic thinking skills.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and deliver results under tight deadlines.

## **Confidentiality**

The successful consultant must sign a confidentiality agreement to maintain the confidentiality of all information and documents encountered during the process and ensure that no documents or information are disclosed or shared. The successful consultant will be required to specify the security measures they will implement to ensure the confidentiality of the documents and to explain the mitigation measures to be taken in the event of a data breach.

## **Data Protection Terms and Conditions**

Katiba Institute is registered under the Data Protection Act. The successful applicant will be required to comply with all Kenyan laws and regulations regarding data protection.



### **Submissions of applications**

Kindly respond to the Expression of Interest by emailing a cover letter expressing interest in undertaking the assignment, a profile of the consultant or firm highlighting relevant experience, in undertaking similar projects, proposed approach and timeline for the assessment, preliminary fee structure or quotation for the assignment and contact details of at least two professional references to [procurement@katibainstitute.org](mailto:procurement@katibainstitute.org) with the subject line **REAL ESTATE DEVELOPMENT**. The application must reach us by **11 p.m. on 27 February 2026**.

*Katiba Institute does not solicit fees for any advertisement/expression of interest. Submission of the EOI does not constitute a commitment by KI to award a contract. The organisation reserves the right to accept or reject any or all EOIs without assigning reasons.*