



# AFRICAN REAL ESTATE SOCIETY

## 21<sup>ST</sup> ANNUAL CONFERENCE

Redefining the future of Real Estate in Africa

6<sup>TH</sup> – 9<sup>TH</sup> SEPTEMBER 2022  
ACCRA, GHANA



<https://afres.org>

## **THE CONFERENCE EVENT**

AfRES is holding its 21<sup>st</sup> Annual Conference from 6<sup>th</sup> to 9<sup>th</sup> September 2022 at the Marriott Hotel in Accra Ghana.

The event is expected to host over 300 local and international attendees for an in-person conference after a break due to the Covid-19 pandemic.

For over two decades, our conferences have attracted representatives from all over the world especially members of sister professional bodies to discuss and present innovative solutions to real estate challenges especially with relevance to Africa. Professionals from real estate stakeholders, government agencies, academia as well as users of real estate services are encouraged to attend.

### **Conference format – In Person**



### **Conference features**

Keynotes

Panel discussions

PhD Seminar

Launches and Awards

Parallel break-out session

Social events – site tours

## **AFRICAN REAL ESTATE SOCIETY (AFRES)**

AfRES is the umbrella body for all real estate practitioners and academics in Africa. The Society organises annual conferences on thematic areas in selected cities across the continent. AfRES is organizing the 2022 conference in Accra, Ghana.

The theme chosen for the 2022 conference is “*Redefining the future of Real Estate in Africa*”. Undoubtedly the real estate industry plays a major role in the development mix in many economies. The recent global health pandemic has been an unprecedented disruptor in the world’s social and economic fabric. The housing market has slowed down due to a decline in economic activities, employment and household incomes. The home office has become a critical extension of the office space in many organisations. Real estate professionals have had to adopt digital tools such as Skype, Google Meet and Zoom to conduct house inspection in order to minimize the risk of infection. The implications of these dynamics will redefine the future of real estate in Africa and the rest of the world. The 2022 conference will bring together real estate professionals, academics and other allied groups to discuss the changing dynamics of the real estate market, the emerging implications and the policy recommendations for governments, businesses and households.

The Annual Conferences serve as CPD programmes for participants. They also provide common platforms for sharing international experiences on best practices and in this case, issues such as appropriately dealing with the challenges in the real estate markets development would be the focus.

## **ORGANISER**

The African Real Estate Society (AfRES) founded in 1997, is a continent-wide organization that seeks to promote networking, research and education among real estate professionals across Africa.

It is affiliated to the International Real Estate Society (IRES), along with sister societies in North America (American Real Estate Society – ARES), Asia (Asia Real Estate Society – AsRES), Europe (European Real Estate Society – ERES), the Pacific Region (Pacific Rim Real Estate Society – PRRES) and Latin America (Latin America Real Estate Society – LaRES).

The warmth and mutual support amongst members and between sister societies is characteristic, and anyone who wants to contribute is welcome.

## **AfRES MEMBERSHIP**

Membership is currently organised on three (3) regions:

1. Eastern Africa – Tanzania, Kenya, Uganda, Rwanda, Burundi, Republic of Congo, Seychelles, Eritrea, Djibouti, Comoros, Ethiopia, Sudan and Somalia
2. Southern Africa – Republic of South Africa, Botswana, Swaziland, Lesotho, Mozambique, Madagascar, Zambia, Angola and Namibia
3. Western Africa – Ghana, Nigeria, Mauritania, Senegal, Mali, Guinea, Burkina Faso, Cote D'Ivoire, Liberia, Sierra Leone, Togo, Benin, Cameroun, Chad, Central Africa Republic, Congo Brazaville and Gabon

## ENGAGE DECISION MAKERS IN THE AFRICAN REAL ESTATE MARKET

We are open to your suggestions and request that you contact us with your feedback on how you can engage our network through your generous sponsorship.

Sponsor's incentives	Grand Benefactor	Benefactor	Partner	Corporate Friend
Investment	\$20,000	\$15,000	\$10,000	\$5,000
Streaming advertisement on conference website	✓			
Corporate logo on conference website	✓	✓	✓	
Corporate logo stand at Registration Pavilion	✓	✓	✓	✓
Sponsor promotional materials to be included in registration kit/ bag	✓	✓		
Booth	✓	✓		
Participation at Sponsor's Forum	✓	✓	✓	✓
Ad size in conference proceedings	Centre page	Full page	Half page	Quarter page
Complimentary registration for delegates/attendees	5	3	2	1
Recognition plaque/ Recognition at Dinner	✓	✓	✓	✓
Business opportunity and exposure to varied international policy makers and clients company logo	✓	✓	✓	✓
Company logo on conference brochure	✓	✓		
Recognition on conference website	✓	✓	✓	✓

### Other sponsorship opportunities

AfRES offers a range of other sponsorship opportunities including:

- a. Sponsorship of a prize (Best paper awards)
- b. Specific sponsorship of an element of the AfRES conference including: FLAfRES Event, PhD Seminar.

Individuals and Corporates interested in sponsoring a specific element of the conference should kindly consider the following costs:

- Conference welcome drinks (opening cocktails) \$6,000
- Conference Gala Dinner \$15,000
- Conference lunches on each day \$11,000
- Conference morning and afternoon coffee breaks each day \$8,000
- Conference satchel, conference note pads/ pens \$5,000

- c. Financial aid and sponsor to attendees who need financial help to attend the conference – i.e., travel grant; postgraduate students and passionate professionals who are unable to afford registration. Signing up as a financial sponsor for at least **\$600** you get the following incentives: mention on the website, mention during awards night, acknowledgement in emails sent to financial recipients.

## **OPPORTUNITIES**

Sponsors benefit when they partner AfRES during our conferences. These include:

- Increase visibility for your company and brand within an international audience.
- Possibility of targeted sales and offers to a unique group of professionals.
- Opportunity to showcase your products and services to a targeted audience.
- Reaffirm and improve company's reputation for success among existing/ new clients.
- Benefit from pre-event and post event exposure in terms of brand visibility.

We hope to hear from you soon.

We kindly request that you reach out to us with comments, questions, or tell us how you want to customize your sponsorship or add to the package in several ways.

*Future Conference*

**2023 AfRES Conference – Nairobi Kenya**

## **FOR ENQUIRIES**

**Contact:** Emmanuel Kofi Gavu, *Dr.-Ing., MGBIS, MSc.(GIS)*  
Emmanuel Tetteh Martey, *FGbIS*

**Address:** AfRES 2022 Conference  
c/o Ghana Institution of Surveyors (GhIS)  
Indian Ocean Street, Adjacent FDA  
PO Box GP 916, Accra Ghana

**Sponsorship enquiries:** +233(0)244664436 | +233(0)260949498

**Email:** [ekgavu1.cap@knust.edu.gh](mailto:ekgavu1.cap@knust.edu.gh) | [emmanuel.martey@vra.com](mailto:emmanuel.martey@vra.com)

**Website:** <https://afres.org>



6<sup>TH</sup> – 9<sup>TH</sup> SEPTEMBER 2022 | ACCRA GHANA | *Redefining the future of Real Estate in Africa*

**Thank You**



*Come and enjoy not only the conference but a taste of the proverbial excellent Ghanaian hospitality*

+233(0)244664436 | +233(0)260949498

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### SPONSOR REGISTRATION FORM

Organization Name \_\_\_\_\_

Contact Person \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ Country \_\_\_\_\_

Phone Number \_\_\_\_\_ E-Mail address \_\_\_\_\_

Website Address \_\_\_\_\_

#### SPONSORSHIP LEVEL

- GRAND BENEFACTOR @ \$20,000     BENEFACTOR @ \$15,000     PARTNER @ \$10,000     CORPORATE FRIEND @ \$5,000
- GENERAL SPONSOR (Student travel grants, Student financial sponsor)\*
- GENERAL SPONSOR (Coffee breaks, Lunch, Dinner, Conference satchel)\*

\*Available from \$600, for more information please contact Conference Co-Chair.

TOTAL AMOUNT ENCLOSED \$ \_\_\_\_\_

Please make **payments to:**

Beneficiary Name: **AFRICAN REAL ESTATE SOCIETY**  
 Address: **3<sup>RD</sup> FLOOR, PALMA HSE, LIBERIA RD, ACCRA**  
 Bank Name: **STANBIC BANK**  
 Branch Name: **ACCRA MAIN, ACCRA**  
 Bank Address: **VALCO TRUST HSE, CASTLE RD, ACCRA**  
 Account #: **0240002976001**  
 SWIFT Code: **SBICGHAC**

Name of person(s) attending:

\_\_\_\_\_ Email: \_\_\_\_\_ Tel: \_\_\_\_\_

\_\_\_\_\_ Email: \_\_\_\_\_ Tel: \_\_\_\_\_

\_\_\_\_\_ Email: \_\_\_\_\_ Tel: \_\_\_\_\_

\_\_\_\_\_ Email: \_\_\_\_\_ Tel: \_\_\_\_\_

**For further enquiries on registration or payment, please contact  
 Conference Co-Chairs at +233(0)244664436 | +233(0)260949498 or email [ekgavu1.cap@knust.edu.gh](mailto:ekgavu1.cap@knust.edu.gh)**

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