

CURRICULUM VITAE: WEBSTER MAPIYE

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CAREER PROFILE

A Real Estate Practitioner with over 20 years post qualification experience in multiple areas of real estate namely, Property Management, Valuation, Property Development, Corporate Real Estate, Property Acquisition & Disposal, Feasibility Studies, Property Markets Analysis/Reports, Computer-Assisted Mass Appraisal (CAMA) modelling.

Currently developing scientific editing skills as Freelance Scientific Editor mainly for scientific research manuscripts.

Former High School Physics and Mathematics Teacher.

PROFESSIONAL & ACADEMIC QUALIFICATIONS

- 1. Master of Science in Real Estate, University of Reading, UK 2012**
Subjects: Economics; Valuation; Finance & Investment; Real Estate Economics; Property Development Appraisal & Funding; Corporate Real Estate Management; Marketing; Research Methods; Dissertation
- 2. Licentiate in Real Estate (both Valuation and Agency divisions); Real Estate Institute of Zimbabwe (REIZ) February 2001**
Subjects: Economics; Property Management; Agency and Auctioneering; Commercial Law; Property Law; Valuation I, II, III & IV; Agents Act; Town Planning I & II; Building Construction I & II; Taxation; Accounting
- 3. RICS Accredited Civil Commercial Mediator (Built Environment)**
Alternative Dispute Resolution 2013
- 4. Masters in Science Education (Physics & Astronomy); Enrique´ Jose´ Varona Superior Pedagogical Institute, Havana, Cuba 1989 -1994**
- 5. PhD Student, University of the Witwatersrand, 2016-2017**
Discontinued due to financial challenges & work commitments.

PROFESSIONAL BODY MEMBERSHIP

- Commercial Mediator; Real Estate; Royal Institution of Chartered Surveyors, RICS; UK
- Royal Institution of Chartered Surveyors (RICS) APC - Other Route candidate
- Director (Education Portfolio); Institute of Estate Agents of South Africa (2014-16)
- MPRE, Estate Agent; Estate Agency Affairs Board of South Africa
- Mediator; Court- Annexed Mediation Panel; Department of Justice, South Africa
- Licentiate Member; Real Estate Institute of Zimbabwe
- Examiner/Marker; Board Exams, Estate Agents' Council of Zimbabwe (2005-8)
- Member, Master of High Court Panel of Valuers, Zimbabwe (2002-present)
- Chairperson, Real Estate; National Manpower Advisory Council, Zimbabwe 2005-2006

WORK EXPERIENCE

August 2020 To Present	Freelance Editor , Cactus Communications Services Pte Ltd. Editing research manuscripts in Computer Science, Engineering, Medical Science, Technology, Environmental Science, Physics, and related areas. This includes formatting to the requirements of various journal. Monthly editing output of 35-40 papers.
Jan 2016	Director , Land Asset Solutions (LAS) www.landasset.co.za
Duties	Co-Principal of the practice whose scope include the core areas of Property Market Analysis/Reports, Valuation, Real Estate Agency, Commercial property brokerage and Consultancy. Lead consultant, Computer-assisted mass appraisal (CAMA) Researcher and Modeler for 2018 Mbombela Municipal Valuation roll.
June 2010- July 2016 Duties	Estate Agent , Seeff Properties Sandton Compiling property market reports Negotiating and securing sales mandate with prospective Sellers. Open Market Appraisal of real estate for various purposes. Advising sellers and buyers on disposal and acquisition of property Negotiating the terms and conditions of sale of property. Advising Clients on various laws and regulations that impact on the property transactions and the property market at large. Advising the clients on financing options, terms and conditions of such

financing and mortgage bond qualification criteria.
Mediating between parties to sales transactions.

Mar 2008 -Dec 2008 **Corporate Real Estate Executive:**
Southview Property Developments (Fmi Costain CRE)

Duties Managing Corporate Real Estate Commercial, Industrial and Residential.
Compiling property market reports
Determining market rental values of properties under management.
Evaluating lease terms, re-aligning to changes in the market and to changes in legislation.
Negotiating changes in lease terms and rental increments.
Attending tenants- landlord meetings on behalf of the Company
Representing Company on rental dispute resolution with the Commercial Rent Board.
Sourcing, negotiating, and managing service level contracts namely, security, cleaning, building maintenance.
Following up on rental arrears and collection.
Managing Executive housing development projects in Harare.
Investment Appraisal of Company property ventures.
Negotiating financing for property development ventures.
Negotiating terms of property acquisition and disposal.

Jan 2007 –Dec 2007 **Principal Registered Agent/Valuer:** Margolis Properties

Duties Setting up a new Estate Agency.
Managing industrial property development project consisting of roads, sewer system and water infrastructure.
Managing contracts with parties contracted to the project.
Marketing the above project off-plan.
Negotiating payment terms for the above project in the context of hyper-inflationary environment.
Training, mentoring the sales team.

Dec 05-Dec 2006 **Senior Manager:** National Real Estate

Duties Overseeing all the property management portfolio
Compiling property market reports
Performing open market rental valuation for a major pension fund property portfolio, mainly commercial and industrial
Attending rental disputes as escalated by the property managers.
Compiling submissions on behalf of corporate property owners where rental disputes were referred to the Rent Board for arbitration
Representing the clients at Rent Board hearings
Managing residential infrastructural development projects
Heading sales and valuations teams

	Preparing tender bids for valuation business
Feb 04 – Nov 05	Principal Registered Agent/Valuer: Libraday Real Estate
Duties	Setting up and running the new estate agency. Negotiating and securing sole selling agency for two prime residential estate projects Representing the property developer in negotiating project financing.
Mar 02 – Dec 03	Property Developments Executive: KMP Properties
Duties	Spearheading development and marketing of low income, high-density residential stands in various towns. Identifying suitable development land for low to medium income residential development. Negotiating the terms of acquisition of the land with the local authorities. Periodic investment appraisals of the development projects determine viability under hyperinflationary economic environment. Marketing the projects through Trade Unions and corporate employee welfare schemes. Negotiating project financing for hyperinflationary environment.
Feb 99 – Feb 2002	Property Officer: National Real Estate (Formally Zimbabwe Reinsurance Company Property Division)
Duties	Serving 3-year practical training as a statutory requirement to be registered as licensed property practitioner. Marketing Zimre Park Residential Estate Project, Harare. Disposal of Zimre Property Portfolio and Telecommunications Pension Fund portfolio as part of restructuring. Assigned on rotational basis to Sales, Letting and Valuation departments under direct supervision of licensed practitioners.
1994 – 1998	High School Physics and Mathematics Teacher: Ministry of Education