



# SANDBANK VILLAS

BY JOHARI

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FAQ



## ***Who is the developer? Who is the builder?***

Johari Developers is the developer. Its sister company, AHC, is the builder. AHC has constructed over 140,000 sqm of built-up space throughout Tanzania and Zanzibar over the last 40 years, including being the general contractor on many other luxury hotels and residential development projects in Zanzibar.

## ***Can foreigners buy property in Zanzibar?***

All land in Zanzibar is under the trusteeship of the Government, and until recently, only Zanzibaris/Tanzanians would be granted the 'Right of Occupancy'. However, new investment initiatives from the Government have now been passed into law, allowing non-citizens the right to own property, when certain conditions have been met by the developer. These projects fall under the Condominium Act of 2019, and the Projects must be approved by the Zanzibar Investment Promotion Agency in order to qualify.

Sandbank Villas has been granted full approvals, prior to launch, in order to offer their exceptional real estate portfolio to the international markets, and allowing for foreigners to have full ownership of properties at the project.

## ***How does owning property in Zanzibar work?***

You can buy a property through approved investment schemes such as Sandbank Villas, which comes with a title deed for 33 years, renewable three times for a total of a 99 year term.

The Deed comes with all rights for an inheritance, rental, and sale (with lease renewed to the buyer), allowing buyers to enjoy their properties for as long as they want, and pass them on with all rights still valid.



## *What is the payment schedule?*

An initial Reservation Fee of \$10,000 is required to reserve your villa, this reservation fee is deducted off the initial 20% deposit or is refundable if you change your mind within 30 days of payment.

The payment schedule is then as follows:

- 20% upon signing
- 25% upon completion of structure
- 25% upon interior finish
- 20% upon handover
- 5% upon deed transfer (usually about 2 months after handover)

## *When is the project going to be completed?*

The Phase 1 completion date is April 2025, and the full project is due for completion by December 2025.

## *Do the units come furnished?*

The residences are offered fully furnished, with interior furnishings and appliances priced separately from the unit itself. Our recommended furnishings are sourced by our interior design team from a variety of locations, with high-quality furniture being imported, as well as small design items sourced locally on the island. If a purchaser has the intention to be part of the rental pool program the furniture and appliances package is required as part of the purchase to ensure the Villas have the same design throughout and can be rented out at the standard rental price expected.

## *Is there a property tax when buying?*

There is no property tax when purchasing a property. However, a 15% VAT is built into the purchase price, and there is a 1% title transfer fee that will apply upon handover. For more detailed information, we recommend consulting a local legal expert. Feel free to contact us if you'd like a referral.



## *Who is the property management team?*

We have an exclusive partnership with [Hard Launch Hospitality](#) as our Property management team. Hard Launch Hospitality is a team of experienced professionals dedicated to helping resorts and vacation homes thrive from the very start. They provide a wide range of services, from pre-opening planning and operational strategies to market research, staff training, and quality assurance. The team has successfully launched and managed some of Zanzibar's most luxurious resorts, including Ycona Luxury Resort and Safira Blu, with average villa rates over \$1,000 per night. Partnering with Johari Developers, they handle everything from maintenance and security to marketing and guest experiences, ensuring every property they manage stands out and delivers exceptional value for both guests and owners.

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[www.sandbankvillas.com](http://www.sandbankvillas.com)