

Nairobi suburbs outpace satellite towns in quarterly land prices growth for the first time since 2020

- Land prices in the Nairobi suburbs rose by 1.6 percent in the second quarter, slightly slower compared to a growth of 1.7 percent in quarter one.
- Price gains in Nairobi's satellite towns appreciated by the slowest pace in two years at 1.25 percent, compared to a growth of 2.4 percent in the previous quarter.
- Quarterly price growth in the suburbs beats that of satellite towns from the first time in five years.
- In the suburbs, Spring Valley (2.3 percent) and Parklands (2.2 percent) were the only two suburbs with a price gain of more than two percent.
- Tough economic conditions have affected demand for land by the middle class, leading to lower growth in areas such as Kiserian, Kitengela, Ngong, Ongata Rongai, Juja, and Thika.
- Nairobi's satellite towns are also cooling off from the seven-year high annual price growth of 12.5 percent seen in mid-2024.

Land Index Highlights:

The Hass Composite Land Index, Nairobi Suburbs	Quarter % Change	Annual % Change	Change From 2015
Nairobi-18 Composite Index Results	1.55%	6.67%	1.30 Fold
Suburb with Highest Quarterly Increase in Land Price	Land in Spring Valley (+2.27 % over last quarter)		
Suburb with Highest Annual Increase in Land Price	Land in Spring Valley (+11.50 % over last year)		
Suburb with Lowest Quarterly Increase in Land Price	Land in Ridgeways (+0.14 % over last quarter)		
Suburb with Lowest Annual Increase in Land Price	Land in Kitisuru (-0.28 % over last year)		
The Hass Composite Land Index, Nairobi Satellite Towns	Quarter % Change	Annual % Change	Change From 2015
Nairobi Satellite-14 Composite Index Results	1.25%	8.86%	211.5 Fold
The Town with Highest Quarterly Increase in Land Price	Land in Juja (+3.61 % over last quarter)		
The Town with Highest Annual Increase in Land Price	Land in Juja (+15.49 % over last year)		
The Town with Lowest Quarterly Increase in Land Price	Land in Kiambu (-0.39 % over last quarter)		
The Town with Lowest Annual Increase in Land Price	Land in Ruaka (+0.15 % over last year)		

HassConsult today unveiled the Hass Land price indices for the second quarter of 2025 where Nairobi's suburbs outpaced its satellite towns in price growth for the first time in five years.

Land price per acre in Nairobi's suburbs rose by 1.6 percent in the second quarter, slightly slower compared to a growth of 1.7 percent in quarter one, while the satellite towns saw their prices appreciate by 1.25 percent, slowing down from a growth of 2.4 percent seen in the previous period.

All 18 suburbs surveyed in Nairobi returned positive price movement in the quarter, However, Spring Valley (2.3 percent) and Parklands (2.2 percent) were the only two suburbs with a price gain of more than two percent.

In contrast, eight suburbs achieved land price growth of more than two percent in the first quarter, led by Spring Valley at 3.7 percent.

“The Nairobi suburbs have shown consistency in price movement, allowing them to overtake satellite towns in quarterly price growth for the first time in five years. Demand for standalone house units also bodes well for land prices in low density estates, complementing the city's bright apartment development hotspots,” said Ms. Sakina Hassanali, Co-CEO & Creative Director at HassConsult.

Nairobi's satellite towns meanwhile recorded their slowest expansion in two years, largely due to slower gains of 2.8 percent in Kiserian compared to five percent in quarter one, 3.6 percent in Juja from 4.6 percent previously and negative 0.2 percent in Thika from 4.6 percent in the first quarter.

As economic conditions become tougher for the middle and upper middle class, the previously high demand for land in Nairobi's outlying areas where prices were within reach of private home developers is waning, leading to lower growth in areas such as Kiserian, Kitengela, Ngong, Ongata Rongai, Juja and Thika.

“Developers are also keeping an eye on potential oversupply of apartments in these satellite areas, which has started to manifest in stagnant rental prices and falling sales prices for units in a majority of the towns,” added Ms. Hassanali.

The Nairobi satellite towns are also coming off six straight quarters of strong price growth. Annual price increases touched seven year highs of 12.5 percent on average last year, hence the cooling off in growth this year.

For more information, please contact:

Sakina Hassanali, Co-CEO & Creative Director

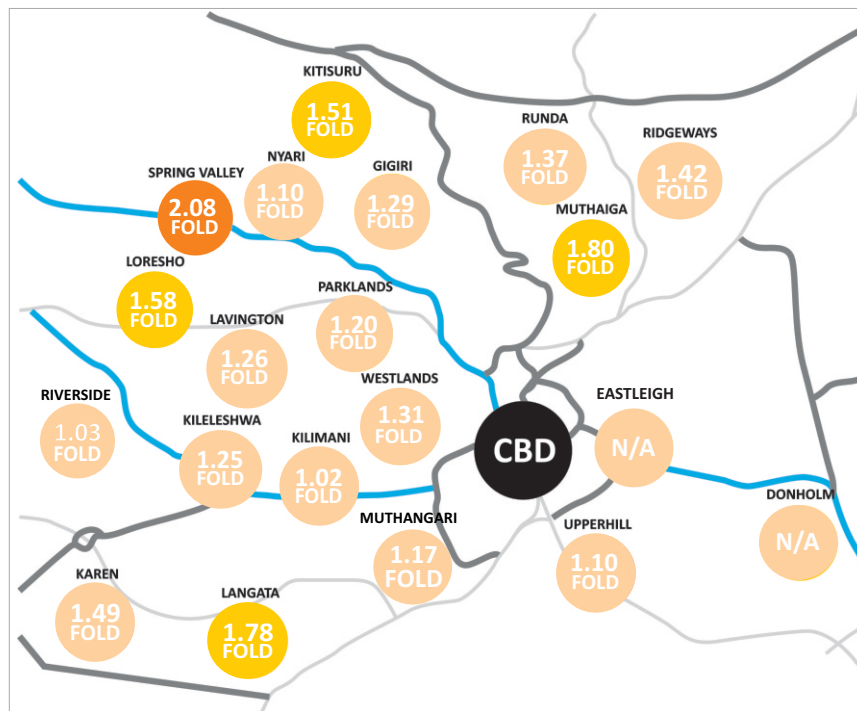
Nairobi Suburbs Land Index	Quarter % Change	Annual % Change	10 Year Change From July 2015	Average Value Per Acre (KES)	25 Percentile	75 Percentile
Gigiri	0.8 %	2.8 %	1.29 FOLD	252,200,000	200,000,000	300,000,000
Karen	1.8 %	6.9 %	1.49 FOLD	72,300,000	62,000,000	76,000,000
Kileleshwa	1.9 %	11.0 %	1.25 FOLD	327,300,000	280,000,000	350,000,000
Kilimani	1.4 %	4.6%	1.02 FOLD	420,500,000	360,000,000	464,300,000
Kitisuru	1.0 %	-0.3 %	1.51 FOLD	99,900,000	80,000,000	110,000,000
Langata	0.2 %	3.7 %	1.78 FOLD	86,200,000	65,000,000	112,000,000
Lavington	1.9 %	8.8 %	1.26 FOLD	270,900,000	200,000,000	325,000,000
Loresho	1.5 %	4.9 %	1.58 FOLD	114,400,000	86,000,000	133,300,000
Muthaiga	0.3 %	0.8 %	1.80 FOLD	234,600,000	200,000,000	250,000,000
Muthangari	1.5 %	4.5 %	1.17 FOLD	398,000,000	350,000,000	450,000,000
Nyari	0.8 %	4.1 %	1.10 FOLD	117,900,000	100,000,000	130,000,000
Parklands	2.2 %	10.4 %	1.20 FOLD	463,600,000	365,400,000	530,000,000
Ridgeways	0.1 %	0.3 %	1.42 FOLD	90,900,000	80,000,000	96,000,000
Riverside	1.8 %	9.4 %	1.03 FOLD	355,000,000	300,000,000	398,500,000
Runda	1.3 %	6.1 %	1.37 FOLD	96,900,000	80,000,000	110,000,000
Spring Valley	2.3 %	11.5 %	2.08 FOLD	295,300,000	170,000,000	400,000,000
Upperhill	1.5 %	9.2 %	1.10 FOLD	545,800,000	428,600,000	570,000,000
Westlands	1.9 %	5.5 %	1.31 FOLD	498,300,000	404,300,000	550,000,000

Nairobi Satellite Town Land Index	Quarter % Change	Annual % Change	10 Year Change From July 2015	Average Value Per Acre (KES)	25 Percentile	75 Percentile
Athi River	2.4 %	8.3 %	1.90 FOLD	21,100,000	8,000,000	30,000,000
Juja	3.6 %	15.5 %	3.66 FOLD	25,100,000	14,800,000	28,800,000
Kiambu	-0.4 %	1.9 %	1.46 FOLD	49,700,000	30,000,000	64,000,000
Kiserian	2.8 %	15.3 %	2.34 FOLD	13,000,000	5,600,000	16,800,000
Kitengela	1.5 %	5.6 %	2.30 FOLD	18,200,000	10,200,000	20,000,000
Limuru	2.5 %	11.5 %	1.82 FOLD	26,100,000	16,000,000	32,100,000
Mlolongo	1.0 %	11.8 %	1.61 FOLD	45,400,000	25,000,000	60,000,000
Ngong	1.1 %	4.7 %	2.13 FOLD	36,900,000	22,400,000	48,000,000
Ongata Rongai	1.1 %	7.0 %	1.84 FOLD	28,600,000	13,100,000	35,400,000
Ruaka	0.1 %	0.1 %	1.97 FOLD	111,200,000	80,000,000	137,100,000
Ruiru	1.5 %	13.1 %	2.52 FOLD	37,200,000	22,000,000	45,400,000
Syokimau	2.0 %	14.4 %	2.36 FOLD	40,000,000	30,000,000	42,000,000
Thika	-0.2 %	11.9 %	2.10 FOLD	30,100,000	19,800,000	34,000,000
Tigoni	1.2 %	7.3 %	1.97 FOLD	34,900,000	25,000,000	37,900,000

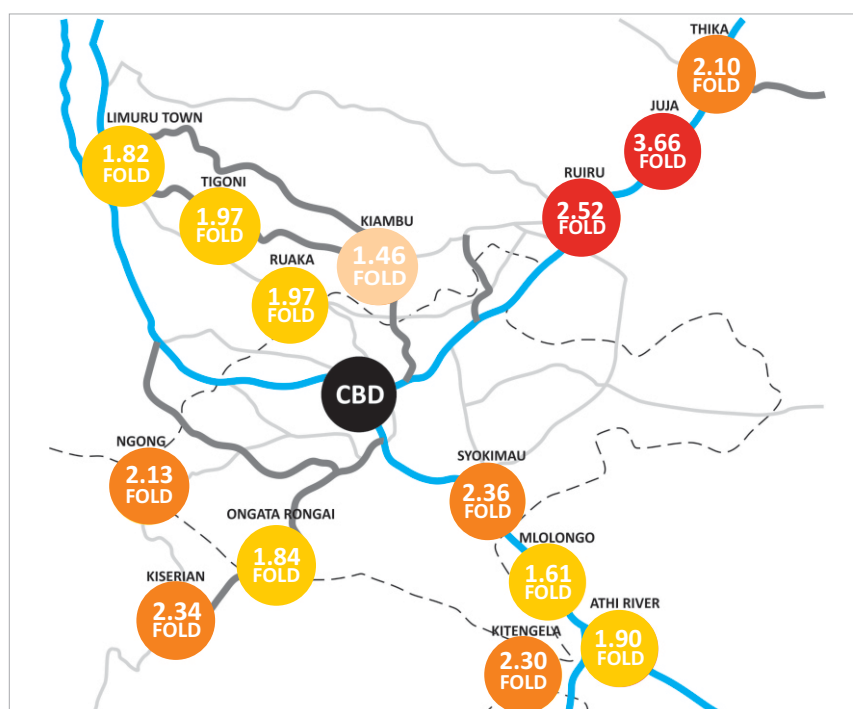
*Price Values rounded to nearest Kshs. 100,000

Land Index Heat Maps

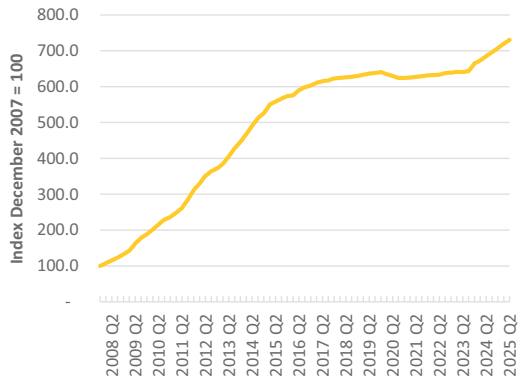
Nairobi-18 Suburbs Change in Prices Since Jul 2015



Nairobi-14 Satellite Towns Change in Prices Since Jul 2015



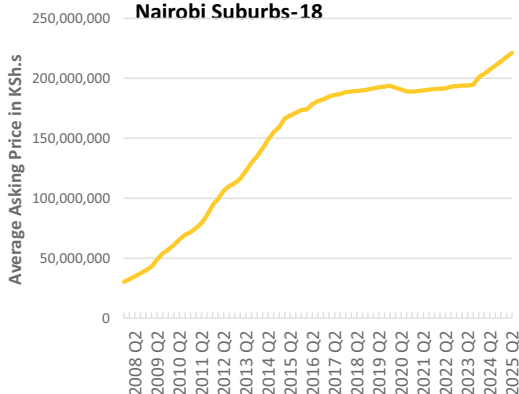
**Hass Land Composite Index
Nairobi Suburbs-18**



SNAP SHOTS:

- The Nairobi Suburbs-18 Land Index is representative of Land for Sale in Nairobi covering 18 highest activity suburbs.
- Land values have increased by 7.31 fold since December 2007.

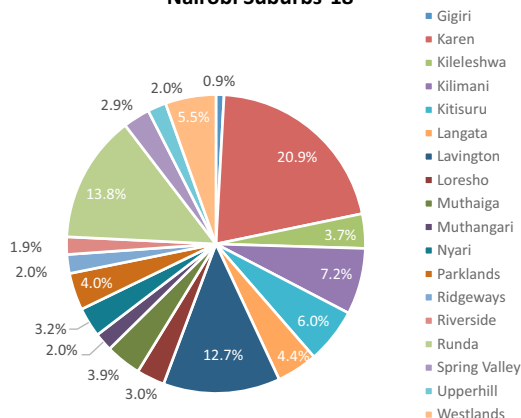
**Average Land Price
Nairobi Suburbs-18**



SNAP SHOTS:

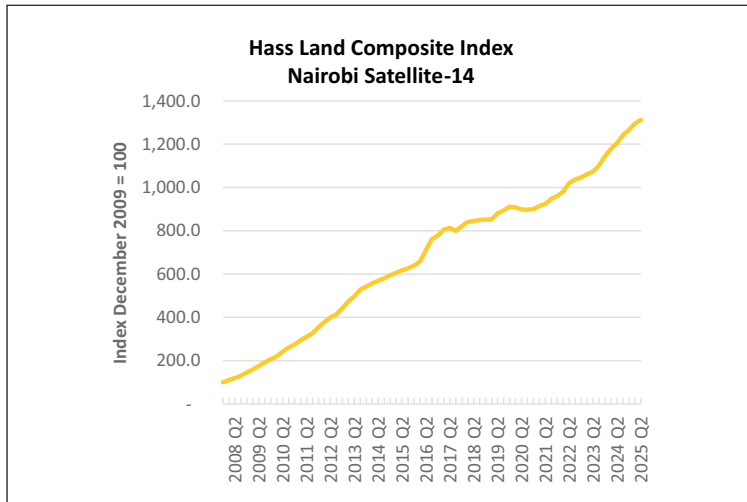
- The annual average is representative of the average price of land for sale in Nairobi covering 18 highest activity suburbs.
- The average value for land has gone from 30.3 million in December 2007 to 221.2 million in June 2025.

**Supply of Advertised Land
Nairobi Suburbs-18**



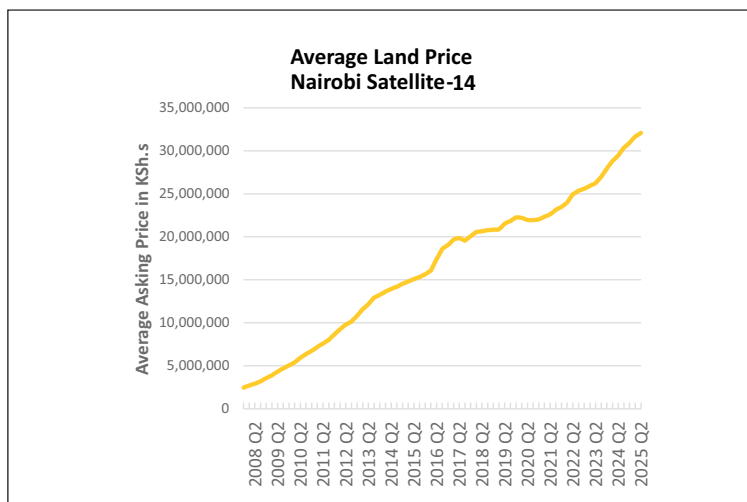
SNAP SHOTS:

- The Mix is a measure of the percentage that each suburb represents in the market for 18 Nairobi suburbs.
- Land in Gigiri took up 0.9% of the market, Karen 20.9%, Kileleshwa 3.7%, Kilimani 7.2%, Kitisuru 6.0%, Langata 4.4%, Lavington 12.7%, Loresho 3.0%, Muthaiga 3.9%, Muthangari 2.0%, Nyari 3.2%, Parklands 4.0%, Ridgeways 2.0%, Riverside 1.9%, Runda 13.8%, Spring Valley 2.9%, Upperhill 2.0% and Westlands 5.5% respectively.



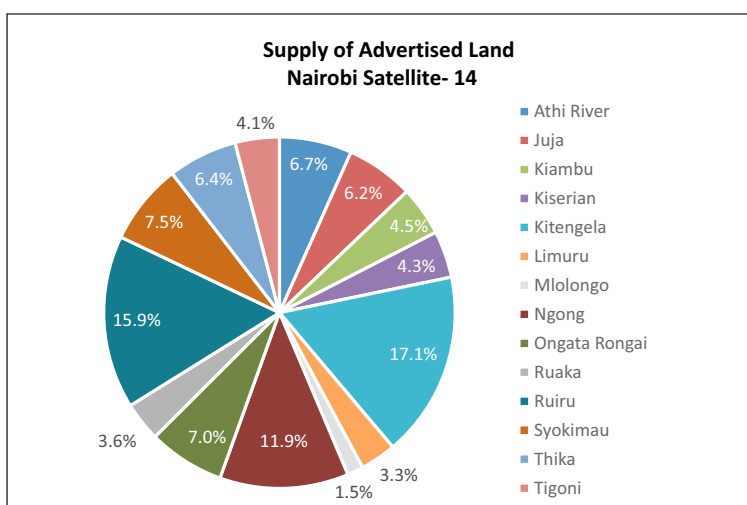
SNAP SHOTS:

- The Nairobi Satellite-14 Land Index is representative of Land for Sale in 14 Satellite towns outside Nairobi suburbs.
- Land values have increased by 13.12 fold since December 2007.



SNAP SHOTS:

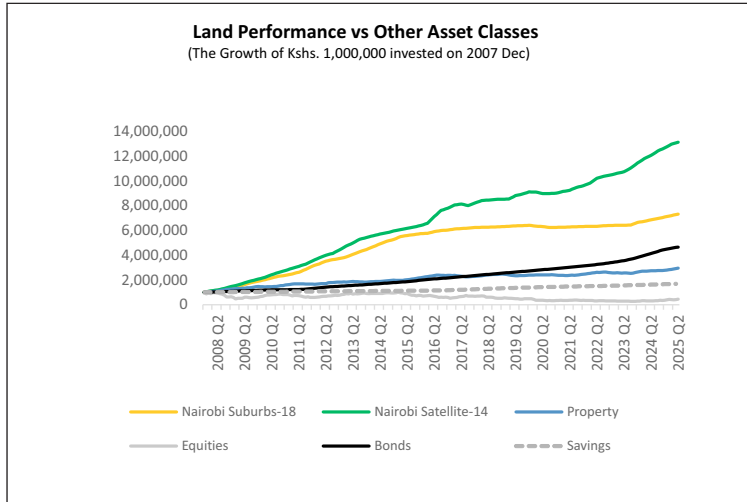
- The annual average is representative of the average price of land for sale in outside Nairobi covering 14 highest activity Satellite towns.
- The average value for land has gone from 2.4 million in December 2007 to 32.1 million in June 2025.



SNAP SHOTS:

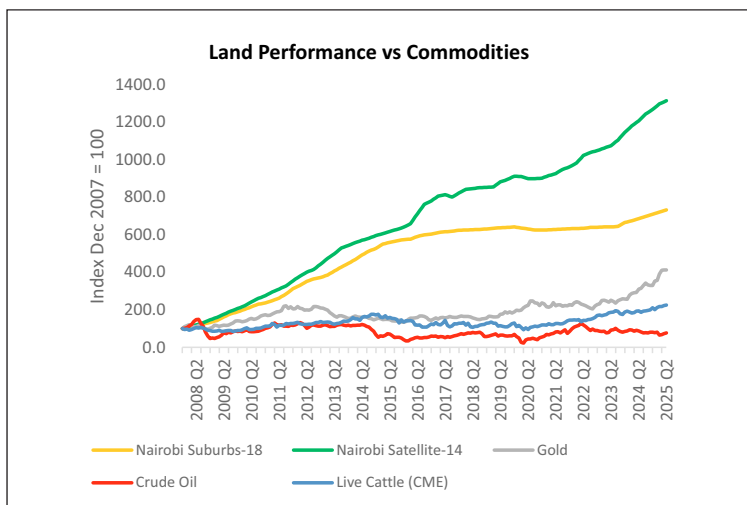
- The Mix is a measure of the percentage that each town represents in the market for the Nairobi 14 Satellite towns.
- Land in Athi River took up 6.7% of the market, Juja took up 6.2%, Kiambu 4.5%, Kiserian 4.3%, Kitengela 17.1%, Limuru 3.3%, Mlolongo 1.5%, Ngong 11.9%, Ongata Rongai 7.0%, Ruaka 3.6%, Ruiru 15.9%, Syokimau 7.5%, Thika 6.4% and Tigoni 4.1% respectively.

Land as an Investment



SNAP SHOTS:

Ksh. 1 Million invested at the end of 2007 would have been worth KES. 13.12M if invested in land in Nairobi Satellite-14, KES. 7.31M if invested in land in Nairobi Suburbs-18, KES. 2.95M if invested in property (The Hass Sales Composite Index, All Properties), KES. 4.65M if invested in bonds and KES. 1.68M if invested in savings and only KES. 0.48M if invested in Equities.



SNAP SHOTS:

The Hass Land Composite Index, Nairobi Satellite-14 index value was 1312.5 outperforming Nairobi Suburbs-18 which had an index value of 731.0, Gold 412.3, Live Cattle (CME) 225.4 and Crude Oil worst performing with only 76.4 index value.