

Nairobi land prices show resilience as buyers eye satellite towns with affordable prices

- Land prices in the Nairobi satellite towns grew by 2.4 percent in the first quarter of the year, up from 1.9 percent in the previous quarter.
- Land price gains in Kiambu County saw Juja and Thika out rank Ruiru, on more affordability per acre while enjoying access to similar amenities as Ruiru.
- Similarly, in Kajiado County, land prices in Kiserian grew faster than Ngong and Ongata Rongai, sustained by cheaper acreage and improved connectivity.
- Land prices in Nairobi city suburbs grew by 1.7 percent in the quarter of 2025, the same rate as in the previous quarter.
- Spring Valley led with a price growth of 3.7 percent, followed by Karen and Upperhill at 2.9 percent each as 16 out of the 18 suburbs reported positive price movement.
- Rising prices in low density zones shows developers are taking note of the higher house sales price growth for detached houses compared to semi-detached units and apartments.

Land Index Highlights:

The Hass Composite Land Index, Nairobi Suburbs	Quarter % Change	Annual % Change	Change From 2015
Nairobi-18 Composite Index Results	1.70%	6.92%	1.30 Fold
Suburb with Highest Quarterly Increase in Land Price	Land in Spring Valley (+3.73 % over last quarter)		
Suburb with Highest Annual Increase in Land Price	Land in Spring Valley (+14.84 % over last year)		
Suburb with Lowest Quarterly Increase in Land Price	Land in Ridgeways (-1.56 % over last quarter)		
Suburb with Lowest Annual Increase in Land Price	Land in Kitisuru (+0.73 % over last year)		
The Hass Composite Land Index, Nairobi Satellite Towns	Quarter % Change	Annual % Change	Change From 2015
Nairobi Satellite-14 Composite Index Results	2.39%	9.93%	2.13 Fold
The Town with Highest Quarterly Increase in Land Price	Land in Kiserian (+4.96 % over last quarter)		
The Town with Highest Annual Increase in Land Price	Land in Syokimau (+16.23 % over last year)		
The Town with Lowest Quarterly Increase in Land Price	Land in Ruaka (-0.09 % over last quarter)		
The Town with Lowest Annual Increase in Land Price	Land in Ongata Rongai (+3.05 % over last year)		

HassConsult has today published the Hass Land price indices for the first quarter of 2025, showing land prices in the city's satellite towns rose at a higher pace of 2.4 percent compared to 1.9 percent in the previous quarter, as price growth in the suburbs remained unchanged at 1.7 percent.

The resilience in land price growth across Nairobi's satellite towns was backed by higher demand in Kiserian, Juja and Thika, where prices remain within reach of a wider spectrum of developers and home builders. This saw 13 of the 14 surveyed satellite towns report higher prices in the period, a slight improvement from the previous quarter when 12 out of 14 towns saw their price grow also.

“Price affordability was a factor in the performance of the various satellite towns in land price movement in the quarter, showing rising sensitivity among buyers amid tougher economic conditions as towns with a more affordable price entry point outperformed nearby areas with costlier land,” said Ms. Sakina Hassanali, Co-CEO & Creative Director at HassConsult.

Kiserian, where an acre costs Ksh12.6 million, saw a price growth of 5.0 percent, compared to nearby Ngong (KES 36.5 million per acre) and Ongata Rongai (KES 28.3 million) whose growth stood at 1.7 per cent and 0.7 percent respectively.

Similarly, Thika and Juja outperformed Ruiru (2.9 percent) in price growth, with the latter having a higher acre price at KES 36.6 million compared to Thika's KES 30.2 million and Juja's KES 24.2 million.

The only satellite town with a price contraction was Ruaka at -0.1 percent, with the town also having the costliest acre at KES 111.1 million.

In Nairobi's suburbs, price growth remained consistent as areas such as Karen, Gigiri and Spring Valley joined apartment development hotspots in seeing rising demand for land.

Sixteen out of the 18 city suburbs posted positive price movement, led by Spring Valley at 3.7 percent, followed by Karen and Upperhill at 2.9 percent each.

Gigiri and Kileleshwa also outperformed the average growth rate, with price appreciation of 2.8 percent in each of the suburbs.

“Although suburbs that have potential for multi dweller units remain in good demand and are therefore recording healthy price growth, some of the zones with limits on such developments such as Karen and Gigiri are also reporting improved prices,” added Ms. Hassanali.

The rising prices in these low-density zones shows that developers are taking note of the higher sales price growth for detached houses compared to semi-detached units and apartments.

Previous quarterly price growth leader Parklands saw its growth slow down to 1.1 percent from 3.4 percent in the fourth quarter of 2024, showing early signs that developers are keeping an eye on potential oversupply of apartments in the area, and are therefore looking elsewhere for value.

For more information, please contact:

Sakina Hassanali, Co-CEO & Creative Director

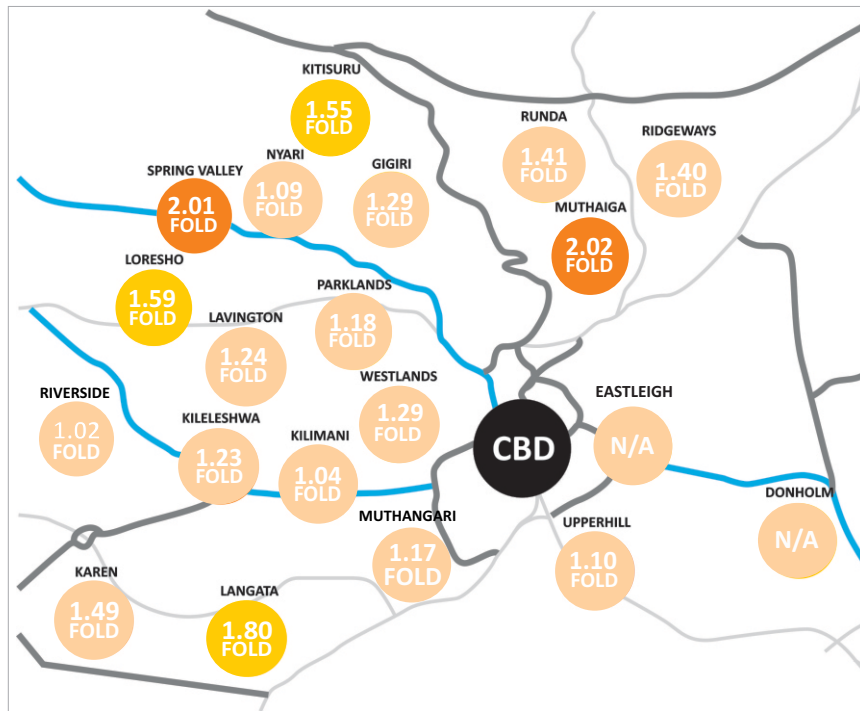
Nairobi Suburbs Land Index	Quarter % Change	Annual % Change	10 Year Change From April 2015	Average Value Per Acre (KES)	25 Percentile	75 Percentile
Gigiri	2.8 %	4.3 %	1.29 FOLD	250,200,000	200,000,000	300,000,000
Karen	2.9 %	6.6 %	1.49 FOLD	71,000,000	62,000,000	76,000,000
Kileleshwa	2.8 %	10.2 %	1.23 FOLD	321,200,000	280,000,000	350,000,000
Kilimani	1.2 %	2.8%	1.04 FOLD	414,700,000	360,000,000	464,300,000
Kitisuru	0.7 %	0.7 %	1.55 FOLD	98,900,000	80,000,000	110,000,000
Langata	-0.9 %	4.5 %	1.80 FOLD	86,100,000	65,000,000	112,000,000
Lavington	1.3 %	11.3 %	1.24 FOLD	265,800,000	200,000,000	325,000,000
Loresho	2.1 %	3.7 %	1.59 FOLD	112,800,000	86,000,000	133,300,000
Muthaiga	0.3 %	4.4 %	2.02 FOLD	233,900,000	200,000,000	250,000,000
Muthangari	1.9 %	4.3 %	1.17 FOLD	392,100,000	350,000,000	450,000,000
Nyari	0.8 %	4.0 %	1.09 FOLD	116,900,000	100,000,000	130,000,000
Parklands	1.1 %	10.6 %	1.18 FOLD	453,700,000	365,400,000	530,000,000
Ridgways	-1.6 %	1.9 %	1.40 FOLD	90,800,000	80,000,000	96,000,000
Riverside	2.4 %	9.3 %	1.02 FOLD	348,600,000	300,000,000	398,500,000
Runda	2.5 %	6.1 %	1.41 FOLD	95,600,000	80,000,000	110,000,000
Spring Valley	3.7 %	14.8 %	2.01 FOLD	288,700,000	170,000,000	400,000,000
Upperhill	2.9 %	11.8 %	1.10 FOLD	537,800,000	428,600,000	560,000,000
Westlands	0.3 %	4.9 %	1.29 FOLD	488,800,000	404,300,000	550,000,000

Nairobi Satellite Town Land Index	Quarter % Change	Annual % Change	10 Year Change From Apr 2015	Average Value Per Acre (KES)	25 Percentile	75 Percentile
Athi River	1.9 %	6.8 %	1.87 FOLD	20,600,000	8,000,000	30,000,000
Juja	4.6 %	15.6 %	3.66 FOLD	24,200,000	14,800,000	28,800,000
Kiambu	0.6 %	4.1 %	1.50 FOLD	49,900,000	30,000,000	64,000,000
Kiserian	5.0 %	13.3 %	2.41 FOLD	12,600,000	5,600,000	16,800,000
Kitengela	0.8 %	6.9 %	2.40 FOLD	17,900,000	10,200,000	20,000,000
Limuru	3.6 %	12.1 %	1.81 FOLD	25,500,000	16,000,000	32,100,000
Mlolongo	2.8 %	12.6 %	1.61 FOLD	44,900,000	25,000,000	60,000,000
Ngong	1.7 %	4.5 %	2.17 FOLD	36,500,000	22,400,000	48,000,000
Ongata Rongai	0.7 %	3.1 %	1.81 FOLD	28,300,000	13,100,000	35,400,000
Ruaka	-0.1 %	3.5 %	2.02 FOLD	111,100,000	80,000,000	137,100,000
Ruiru	2.9 %	15.9 %	2.50 FOLD	36,600,000	22,000,000	45,400,000
Syokimau	3.6 %	16.2 %	2.31 FOLD	39,200,000	30,000,000	42,000,000
Thika	4.6 %	13.8 %	2.11 FOLD	30,200,000	19,800,000	34,000,000
Tigoni	3.2 %	8.2 %	2.01 FOLD	34,500,000	25,000,000	37,900,000

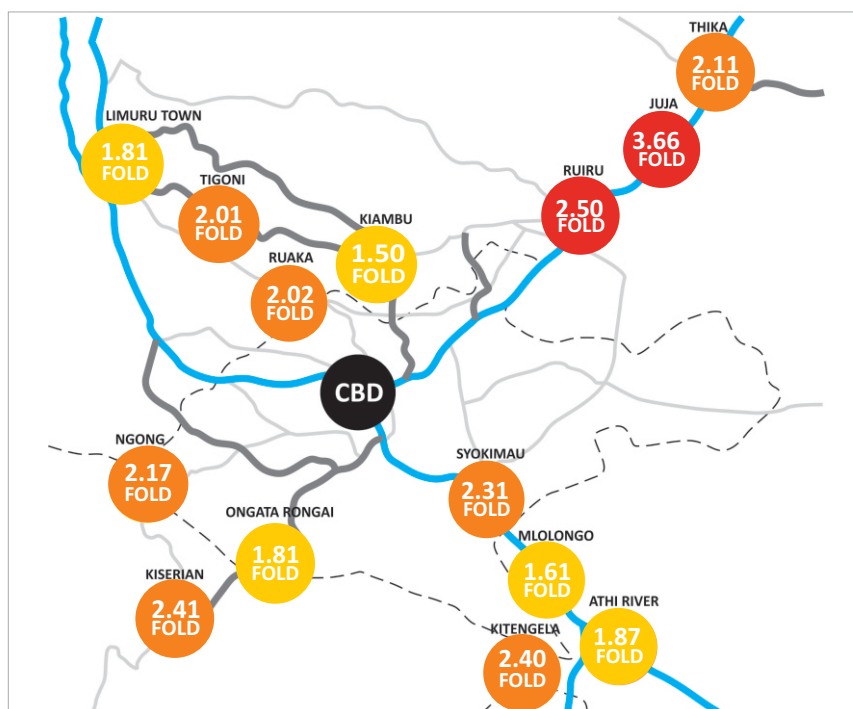
*Price Values rounded to nearest Kshs. 100,000

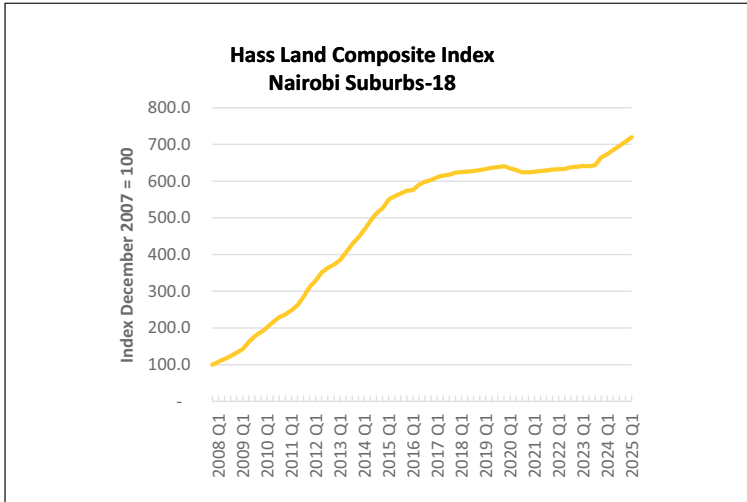
Land Index Heat Maps

Nairobi-18 Suburbs Change in Prices Since Apr 2015



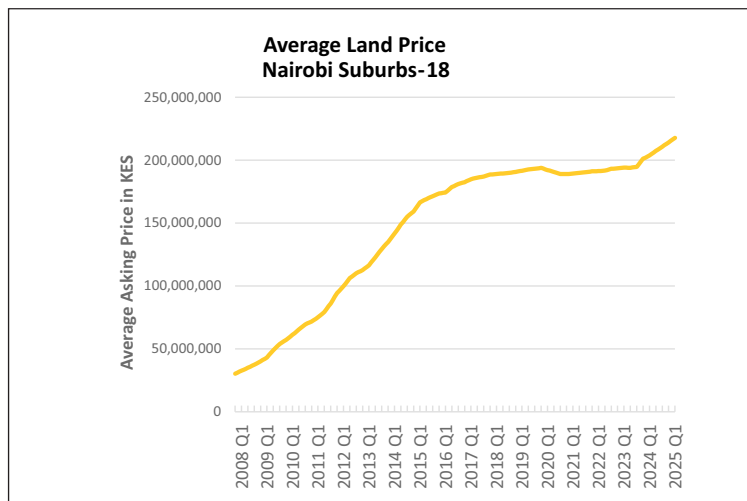
Nairobi-14 Satellite Towns Change in Prices Since Apr 2014





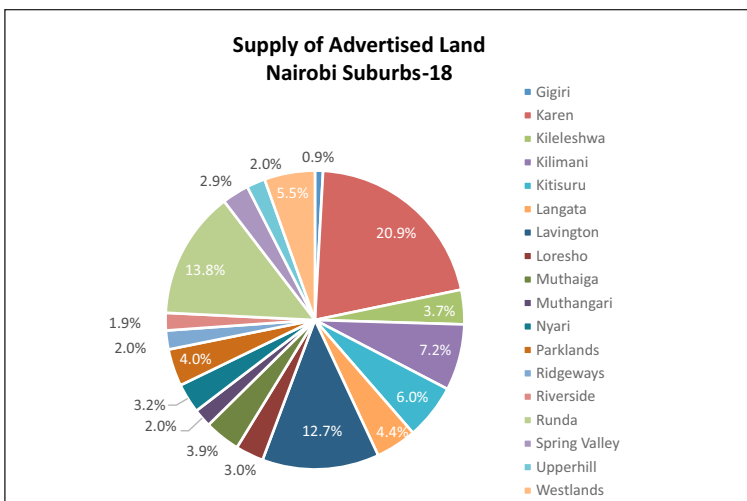
SNAP SHOTS:

- The Nairobi Suburbs-18 Land Index is representative of Land for Sale in Nairobi covering 18 highest activity suburbs.
- Land values have increased by 7.20 fold since December 2007.



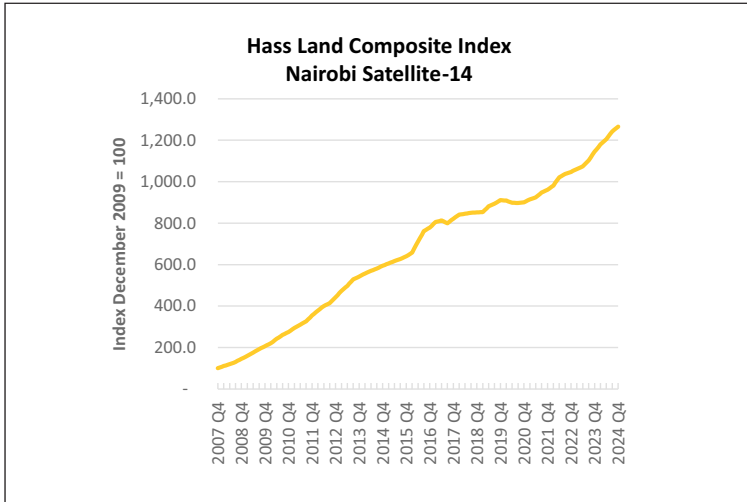
SNAP SHOTS:

- 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 217.8 million in March 2025.



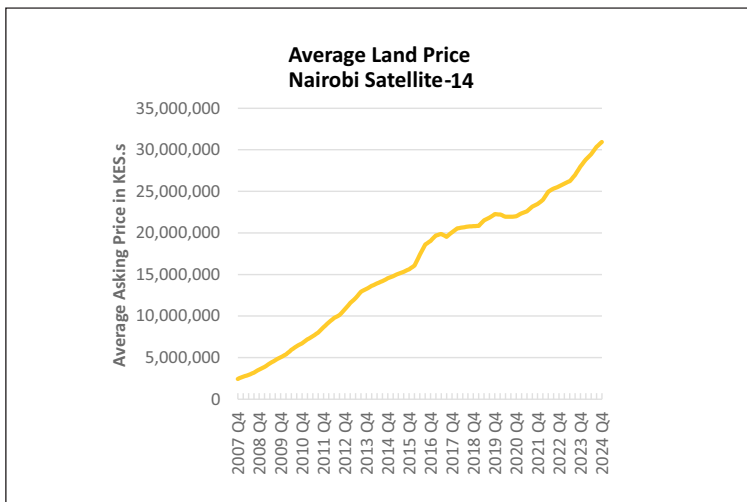
SNAP SHOTS:

- 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.



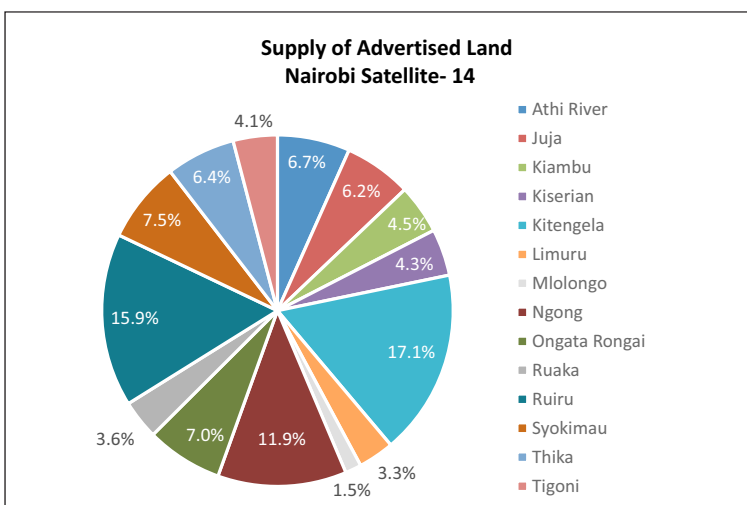
SNAP SHOTS:

- The Nairobi Satellite-14 Land Index is representative of Land for Sale in 14 Satellite towns outside Nairobi suburbs.
- Land values have increased by 12.96 fold since December 2007.



SNAP SHOTS:

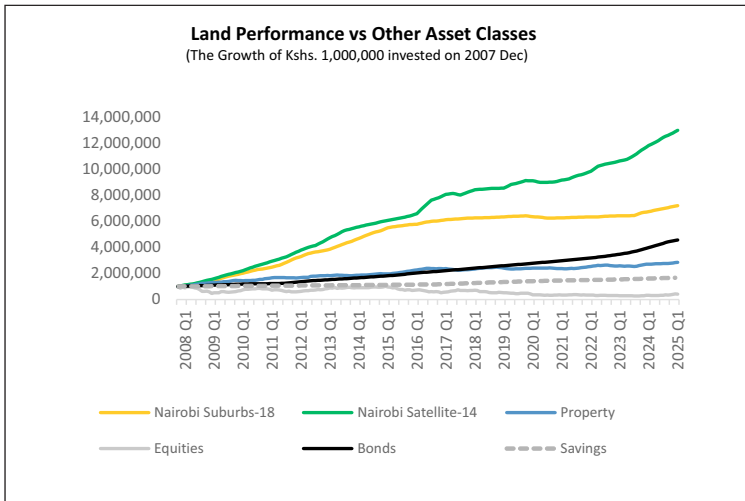
- The annual average is representative of the average price of land for sale in outside Nairobi covering 14 highest activity Satellite towns.
- The average value for land has gone from 2.4 million in December 2007 to 31.7 million in March 2025.



SNAP SHOTS:

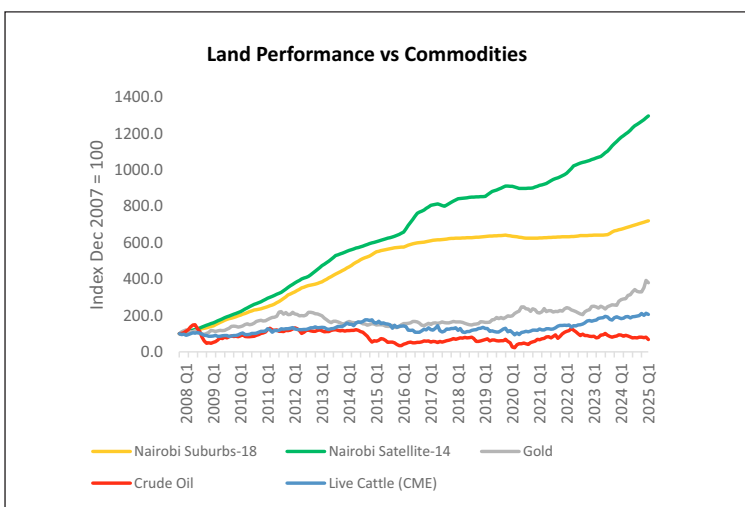
- The Mix is a measure of the percentage that each town represents in the market for the Nairobi 14 Satellite towns.
- Land in Athi River took up 6.7% of the market, Juja took up 6.2%, Kiambu 4.5%, Kiserian 4.3%, Kitengela 17.1%, Limuru 3.3%, Mlolongo 1.5%, Ngong 11.9%, Ongata Rongai 7.0%, Ruaka 3.6%, 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. 12.96M if invested in land in Nairobi Satellite-14, KES. 7.20M if invested in land in Nairobi Suburbs-18, KES. 2.84M if invested in property (The Hass Sales Composite Index, All Properties), KES. 4.56M if invested in bonds and KES. 1.67M if invested in savings and only KES. 0.42M if invested in Equities.



SNAP SHOTS:

The Hass Land Composite Index, Nairobi Satellite-14 index value was 1296.2 outperforming Nairobi Suburbs-18 which had an index value of 719.8, Gold 379.9, Live Cattle (CME) 206.1 and Crude Oil worst performing with only 67.6 index value.