

Detached house hotspots drive annual price rises to 8.2% despite subdued Q3

- Despite the traditional August lull, overall property prices rose by a subdued 1.1% in the quarter, taking the annual rise to 8.2 percent.
- The main drivers were spots of high demand for detached houses. For example, in Runda, where house prices rose 4 percent in 12 weeks, up 15.3 percent on the year, and in Athi River, where the rise accelerated to 4.3 percent in the third quarter, achieving 4.9 percent for the year.
- Rental prices fell by 1.6% in Q3, and 1.3% for the year, driven downwards by sharp decline in Muthaiga rents due to expatriate departure on aid closures.
- Underlying rental changes reflected high location-specific patterns, with rental demand rising sharply in areas such as Parklands and Riverside, while falling in Westlands and Upper Hill.

Property Index Highlights:

The Hass Composite Sales Index	Quarter % Change	Annual % Change	Change From Oct 2015
All Properties	1.1%	8.2%	1.40 Fold
Detached Houses	1.2%	11.3%	1.52 Fold
Semi Detached Houses	0.7%	2.9%	1.32 Fold
Apartments	0.8%	1.5%	1.08 Fold
Segment with Highest Quarterly Increase in Sales Price	Apartments in Langata (+4.4 % over last quarter)		
Segment with Lowest Quarterly Increase in Sales Price	Apartments in Upper Hill (-2.6 % over last quarter)		
Segment with Highest Annual Increase in Sales Price	Houses in Runda (+15.3 % over last year)		
Segment with Lowest Annual Increase in Sales Price	Apartments in Westlands (-13.2% over last year)		

The Hass Composite Rental Index	Quarter % Change	Annual % Change	Change From Oct 2015
All Properties	-1.6%	-1.3%	1.18 Fold
Detached Houses	-4.1%	-4.3%	1.08 Fold
Semi Detached Houses	1.6%	-1.5%	1.21 Fold
Apartments	0.3%	3.9%	1.36 Fold
Segment with Highest Quarterly Increase in Rental Price	Houses in Kiambu Town (+5.5% over last quarter)		
Segment with Lowest Quarterly Increase in Rental Price	Apartments in Kiambu Town (-1.5% over last quarter)		
Segment with Highest Annual Increase in Rental Price	Houses in Kiambu Town (+17.1% over last year)		
Segment with Lowest Annual Increase in Rental Price	Houses in Muthaiga (-8.1% over last year)		

Property price rises in Kenya were more subdued in the third quarter of 2025 than in the previous quarter, reflecting the traditional lull in August sales, but still rose by 1.1 per cent from June 2025 levels, taking the full-year rise to 8.2 per cent.

The overall growth was driven by scattered spots of demand for detached houses, driving overall detached house prices up by 11.3 per cent in the year to September 2025.

“All segments of the market delivered sales price growth in the third quarter, reflecting the market's solid foundation in cash-driven demand, but it was a subdued quarter of demand, overall, as middle class incomes remained under pressure,” said Sakina Hassanali, Co-CEO and Creative Director at HassConsult.

The surge in detached house buying was area specific, with prices continuing to rise significantly in the Runda, Ridgeways, Loresho, Lavington, Karen, and Muthaiga suburbs, and the Athi River, Ruiru, Tigoni, Juja, and Kiserian satellite towns, but falling in other areas in and around the city.

But, overall, the surge in house demand, which began in late 2023, slowed down in most areas, accelerating only in Athi River, Ruiru and Tigoni - suggesting a move to better-value properties and some exhaustion of the demand in many other areas.

Rental prices, which fell by 1.6 per cent in Q3, compared to Q2, and 1.3 per cent over the year, are also being driven by changes in the detached house market, where the ending of large aid flows into the country have prompted expatriate departures that have reduced demand for rented detached houses.

However, where in previous periods of expatriate exit - from 2012, and during Covid - rising vacancies led to falling rental and sales prices as landlords exited by selling, this time, the scale of local demand for detached houses has continued to drive up sales prices, even as rentals fall.

For apartments, variable price growth driven by new stock coming to market delivered overall price stability. Rents rose most quickly in areas such as Parklands and Riverside, with Parklands rents up by 12.5 per cent in the last one year, as newer rentals have driven up the average, while rents and apartment prices in Upper Hill have dipped based on older stock.

For more information, please contact:

Sakina Hassanali, Co-CEO & Creative Director

House Price Trends By Suburb in Nairobi

Nairobi Suburbs Property Index - All Houses	Sales Prices			Rental Prices		
	Quarter % Change	Annual % Change	Change From Oct 2015	Quarter % Change	Annual % Change	Change From Oct 2015
Gigiri	1.1 %	-6.1 %	1.29 FOLD	0.7 %	8.7 %	1.06 FOLD
Karen	3.9 %	8.7 %	1.56 FOLD	3.1 %	4.2 %	1.41 FOLD
Kileleshwa	0.9 %	2.8 %	1.30 FOLD	2.5 %	3.6 %	1.08 FOLD
Kilimani	2.7 %	5.1 %	1.36 FOLD	3.4 %	-1.7 %	1.20 FOLD
Kitisuru	-0.9 %	-3.1 %	1.26 FOLD	3.4 %	6.9 %	0.99 FOLD
Langata	-1.2 %	-2.1 %	1.83 FOLD	0.6 %	7.2 %	1.10 FOLD
Lavington	3.2 %	7.3 %	1.35 FOLD	3.6 %	7.3 %	1.15 FOLD
Loresho	3.1 %	10.9 %	2.03 FOLD	4.7 %	7.2 %	1.26 FOLD
Muthaiga	2.3 %	13.9 %	2.02 FOLD	0.7 %	-8.1 %	1.13 FOLD
Nyari Estate	-1.3 %	0.8 %	1.83 FOLD	0.3 %	-5.3 %	1.16 FOLD
Ridgeways	4.2 %	12.9 %	1.53 FOLD	4.8 %	6.9 %	1.23 FOLD
Runda	4.0 %	15.3 %	1.27 FOLD	2.0 %	0.1 %	1.08 FOLD
Spring Valley	-0.2 %	3.0 %	1.30 FOLD	4.1 %	7.4 %	1.07 FOLD
Westlands	0.3 %	-1.7 %	1.21 FOLD	4.2 %	-1.6 %	1.15 FOLD

Apartment Price Trends By Suburb Nairobi

Nairobi Suburbs Property Index - Apartments	Sales Prices			Rental Prices		
	Quarter % Change	Annual % Change	Change From Oct 2015	Quarter % Change	Annual % Change	Change From Oct 2015
Kileleshwa	0.6 %	-3.0 %	0.87 FOLD	1.0 %	-3.1 %	0.99 FOLD
Kilimani	0.1 %	0.3 %	0.66 FOLD	0.3 %	0.3 %	0.91 FOLD
Langata	4.4 %	1.6 %	1.32 FOLD	1.6 %	2.6 %	1.43 FOLD
Lavington	-2.1 %	-6.9 %	0.85 FOLD	2.4 %	5.1 %	0.92 FOLD
Muthangari	-2.4 %	-10.9 %	0.88 FOLD	3.7 %	4.8 %	1.06 FOLD
Parklands	1.5 %	4.6 %	1.11 FOLD	4.7 %	12.5 %	1.52 FOLD
Riverside	-0.1 %	-8.7 %	0.90 FOLD	4.1 %	5.4 %	1.14 FOLD
Upperhill	-2.6 %	-11.3 %	0.73 FOLD	0.2 %	-2.7 %	0.77 FOLD
Westlands	-2.3 %	-13.2 %	0.85 FOLD	0.1 %	-4.6 %	0.98 FOLD

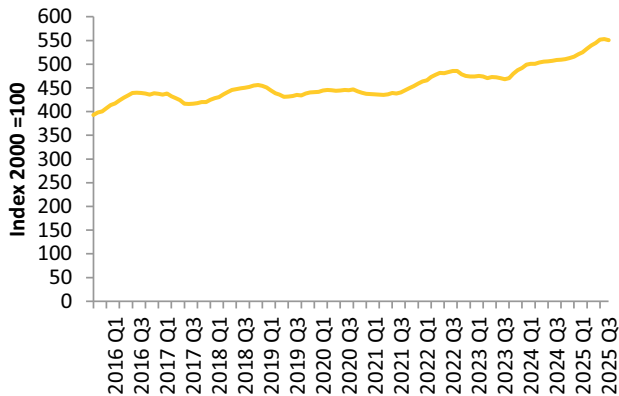
House Price Trends By Town in Nairobi's Satellite Areas

Nairobi Satellite Property Index - All houses	Sales Prices			Rental Prices		
	Quarter % Change	Annual % Change	Change From Oct 2015	Quarter % Change	Annual % Change	Change From Oct 2015
Athi River	4.3 %	4.9 %	1.56 FOLD	3.7%	-1.8 %	1.28 FOLD
Juja	3.0 %	12.8 %	1.01 FOLD	1.5 %	12.4 %	1.67 FOLD
Kiambu	0.5 %	7.2 %	1.61 FOLD	5.5 %	17.1 %	1.31 FOLD
Kiserian	2.8 %	7.5 %	1.59 FOLD	0.9 %	2.4 %	1.11 FOLD
Kitengela	2.8 %	4.1 %	1.52 FOLD	0.8 %	9.3%	1.49 FOLD
Limuru	1.8 %	6.9 %	1.39 FOLD	2.8 %	13.1 %	1.59 FOLD
Ngong	0.1 %	4.4 %	2.20 FOLD	1.1 %	5.4 %	2.20 FOLD
Ongata Rongai	1.5 %	9.6 %	1.65 FOLD	2.9 %	10.9 %	1.60 FOLD
Ruiru	3.2 %	8.9 %	1.72 FOLD	5.2 %	16.7 %	2.49 FOLD
Tigoni	3.1 %	8.2 %	1.48 FOLD	4.1 %	3.8 %	1.66 FOLD

Apartment Price Trends By Town in Nairobi's Satellite Areas

Nairobi Satellite Property Index - Apartments	Sales Prices			Rental Prices		
	Quarter % Change	Annual % Change	Change From Oct 2015	Quarter % Change	Annual % Change	Change From Oct 2015
Athi River	4.2 %	6.5 %	1.21 FOLD	4.1 %	9.3%	1.09 FOLD
Kiambu	-1.9 %	-4.4 %	1.29 FOLD	-1.5 %	0.9 %	1.03 FOLD
Kitengela	2.3 %	3.4 %	1.02 FOLD	0.6 %	4.3 %	1.34 FOLD
Mlolongo	4.3 %	5.7 %	1.34 FOLD	0.3 %	2.6 %	1.07 FOLD
Ngong	-0.1 %	2.8 %	1.69 FOLD	-0.6%	5.2 %	1.89 FOLD
Ongata Rongai	0.9 %	3.6 %	0.92 FOLD	-0.2 %	5.4 %	1.93 FOLD
Ruaka	-0.4 %	-2.5 %	1.04 FOLD	2.1 %	7.5 %	1.85 FOLD
Syokimau	3.3 %	7.0 %	1.32 FOLD	3.6 %	12.1 %	1.39 FOLD
Thika	-0.3 %	-0.3 %	1.07 FOLD	3.3 %	4.1 %	1.41 FOLD

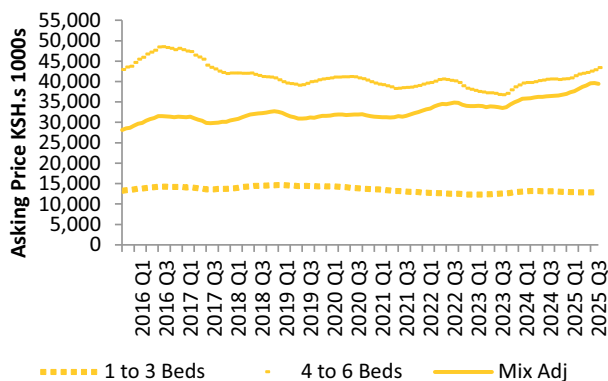
**The Hass Sales Index
All Property Types**



SNAP SHOTS:

- The Hass Composite Sales Index is representative of all properties for sale in Kenya.
- Property values have increased by 5.51 times since 2001.
- The index shows a property price fall of -0.39% in the last month, a rise of 1.06% in the last quarter and a 8.23% rise in the last year.

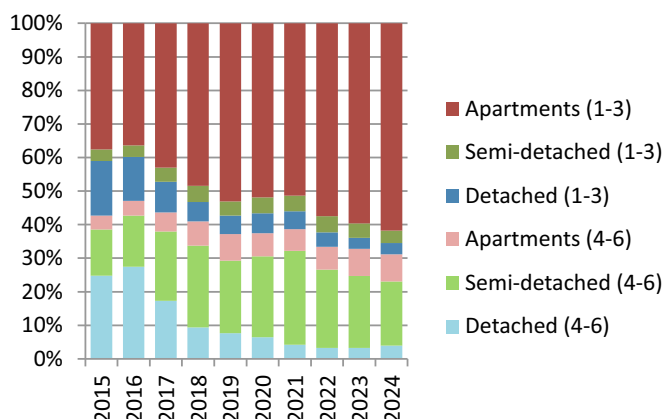
**Annual Average
All Property Types**



SNAP SHOTS:

- The annual average is representative of the average price of all mid to upper class properties offered for sale in Kenya.
- The average value for a property has gone from 7.1 million in December 2000 to 39.5 million in September 2025.
- The average value for a 4-6 bedroom property is currently 43.4 million.
- The average value for a 1-3 bedroom property is currently 12.8 million.

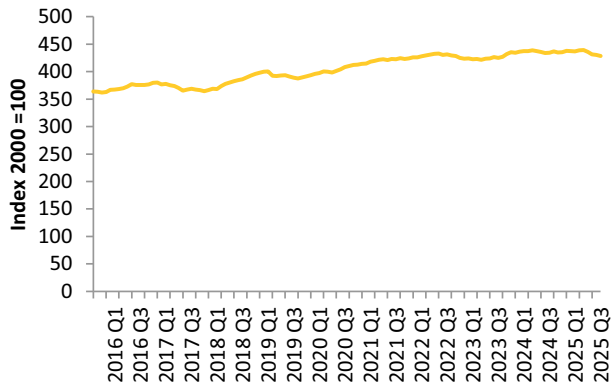
**Mix by Year
All Property Types**



SNAP SHOTS:

- The Mix by Year is a measure of the percentage that each type of property represents in the market.
- In 2001, Apartments took up 23.5% of the market, semi-detached took up 24.5% of the market and detached houses took up 52% of the market.
- In December 2024 however, Apartments took 69.9% of the market, Semi-detached Houses took up 22.9% of the market and Detached Houses took up 7.2% of the market.

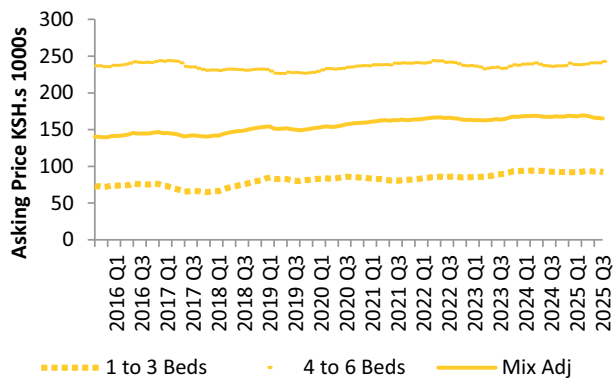
The Hass Rental Index All Property Types



SNAP SHOTS:

- The Hass Composite Letting Index is representative of all properties for rental in Kenya.
- Rents have increased by 4.29 fold since 2001.
- The index shows a property price fall of -0.36% in the last month, a fall of -1.63% in the last quarter and have fallen by -1.33% rise in the last year.

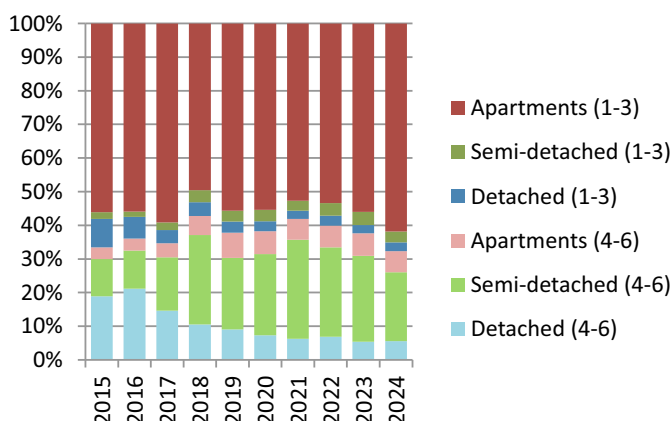
Annual Average All Property Types



SNAP SHOTS:

- The annual average is representative of the average rent of all properties offered to let in Kenya.
- The average rental for a property has gone from KES. 38,516 in December 2000 to KES.165,089 in September 2025.
- The average rent for a 4-6 bedroom property is currently KES. 242,458.
- The average rent for a 1-3 bedroom property is currently KES. 92,349.

Mix by Year All Property Types



SNAP SHOTS:

- The Mix by Year is a measure of the percentage that each type of property represents in the market.
- In 2001, Apartments took up 45.3% of the market, Semi-detached Houses took up 20.5% of the market and Detached Houses took up 34.2% of the market.
- In December 2024 however, Apartments took up 68.2% of the market, Semi-detached Houses took up 23.6% of the market and Detached Houses took up 8.2% of the market.