

Property sale prices grow at a faster pace in 2024 as buyers raise demand for standalone units

- Property sales prices rose by 0.8 percent in the fourth quarter of 2024, compared to a growth of 0.7 percent in the third quarter, while annual sales prices grew by 5.2 percent in 2024, doubling the growth rate of 2.5 percent in 2023.
- Detached houses led the market with price growth of 1.5 percent quarterly and 7.5 percent annually, while semi-detached houses and apartments had mixed performance, with quarterly declines of 0.8 and 0.6 percent but annual growth of 0.8 and 1.6 percent respectively.
- Ridgeways and Loresho led suburban annual price gains for houses at 12.5 and 11.6 percent, while Juja topped the satellite towns with 12.9 percent annual growth.
- In the rental market, asking prices rose by 0.2 percent in the fourth quarter, while reversing the 0.6 percent contraction in the third quarter. However, annual rent prices remained effectively flat at -0.02 percent for the year.
- Tough economic conditions throughout the year gave landlords little room to adjust asking rent prices upwards.

Property Index Highlights:

The Hass Composite Sales Index	Quarter % Change	Annual % Change	Change From Jan 2015
All Properties	0.8%	5.2%	1.41 Fold
Detached Houses	1.5%	7.5%	1.46 Fold
Semi Detached Houses	-0.8%	0.8%	1.47 Fold
Apartments	-0.6%	1.6%	1.17 Fold
Segment with Highest Quarterly Increase in Sales Price	Houses in Ridgeways (+3.0 % over last quarter)		
Segment with Lowest Quarterly Increase in Sales Price	Apartments in Westlands (-2.4 % over last quarter)		
Segment with Highest Annual Increase in Sales Price	Houses in Juja (+12.9 % over last year)		
Segment with Lowest Annual Increase in Sales Price	Apartments in Muthangari (-8.7% over last year)		

The Hass Composite Rental Index	Quarter % Change	Annual % Change	Change From Jan 2015
All Properties	0.2%	-0.02%	1.27 Fold
Detached Houses	0.5%	0.6%	1.18 Fold
Semi Detached Houses	-1.4%	-4.8%	1.44 Fold
Apartments	0.9%	2.5%	1.33 Fold
Segment with Highest Quarterly Increase in Rental Price	Houses in Gigiri (+6.7% over last quarter)		
Segment with Lowest Quarterly Increase in Rental Price	Houses in Athi River (-5.7% over last quarter)		
Segment with Highest Annual Increase in Rental Price	Houses in Kitengela (+14.4% over last year)		
Segment with Lowest Annual Increase in Rental Price	Houses in Muthaiga (-3.4% over last year)		

HassConsult has published the Hass Property Price Indices for the fourth quarter of 2024, revealing notable distinctions between quarterly and annual property market trends.

Quarterly sales prices in Nairobi's suburbs and satellite towns rose by 0.8 percent, slightly up from 0.7 percent in the third quarter. On an annual basis, sales prices grew by 5.2 percent in 2024, doubling the growth rate of 2.5 percent seen in 2023.

The strong annual growth was supported by a rise in detached house prices, which grew 1.5 percent quarter-on-quarter and 7.5 percent year-on-year. However, semi-detached and apartment prices faced pressure in the fourth quarter, with declines of 0.8 and 0.6 percent respectively, despite posting annual gains of 0.8 and 1.6 percent.

“Detached units performed strongly both quarterly and annually due to their limited supply relative to other property types. In contrast, the increasing availability of multi-dweller units such as apartments has slowed their price growth,” said Ms. Sakina Hassanali, Head of Development Consulting and Research at HassConsult.

On the rental market, asking prices rose by 0.2 percent in the fourth quarter, reversing the 0.6 percent decline seen in the third quarter. However, annual rental prices were effectively flat at -0.02 percent for 2024, reflecting the challenges landlords faced in raising rents amidst tough economic conditions.

The quarterly recovery in rents was led by Gigiri and Juja, which recorded rental price increases of 6.7 and 6.4 percent, respectively. In the apartment segment, Ongata Rongai and Parklands led with quarterly gains of 3.4 percent and 3.3 percent respectively.

“The recovery in quarterly rental prices coincided with falling inflation, which improved tenants' purchasing power and gave landlords room to adjust rents upwards,” added Ms. Hassanali.

Ridgeways and Loresho posted the highest annual price gains in the suburban house segment at 12.5 and 11.6 percent respectively, while Juja, Kiserian, and Ongata Rongai led among satellite towns with annual growth rates of 12.9, 8.7, and 8.1 percent.

Despite these positive trends, property returns for 2024, comprising capital gains and rental yields, remained below returns from other asset classes. Yields stood at 7.2 percent in suburbs and 5.0 percent in satellite towns, compared to Treasury bill interest rates of between 9.5 and 11 percent.

For more information, please contact:

Sakina Hassanali, Head of Development Consulting & Research

House Price Trends By Suburb in Nairobi

Nairobi Suburbs Property Index - All Houses	Sales Prices			Rental Prices		
	Quarter % Change	Annual % Change	Change From Jan 2015	Quarter % Change	Annual % Change	Change From Jan 2015
Gigiri	-1.8 %	-4.3 %	1.45 FOLD	6.7 %	10.7 %	1.05 FOLD
Karen	-0.1 %	2.6 %	1.62 FOLD	-0.4 %	5.1 %	1.40 FOLD
Kileleshwa	-0.5 %	0.8 %	1.43 FOLD	-0.4 %	1.7 %	1.06 FOLD
Kilimani	1.8 %	8.0 %	1.36 FOLD	0.9 %	4.4 %	1.25 FOLD
Kitisuru	-1.5 %	-2.5 %	1.33 FOLD	2.0 %	5.5 %	0.99 FOLD
Langata	-1.2 %	2.1 %	2.01 FOLD	2.0 %	3.8 %	1.08 FOLD
Lavington	0.03 %	4.1 %	1.40 FOLD	1.0 %	3.9 %	1.20 FOLD
Loresho	3.6 %	11.6 %	2.09 FOLD	2.9 %	10.2 %	1.25 FOLD
Muthaiga	2.8 %	5.7 %	1.94 FOLD	-1.4 %	-3.4 %	1.27 FOLD
Nyari Estate	0.1 %	5.5 %	1.89 FOLD	-2.4 %	2.1 %	1.23 FOLD
Ridgeways	3.9 %	12.5 %	1.53 FOLD	0.3 %	0.4 %	1.19 FOLD
Runda	3.1 %	1.6 %	1.14 FOLD	-0.5 %	4.6 %	1.09 FOLD
Spring Valley	1.9 %	0.2 %	1.38 FOLD	1.6 %	4.2 %	1.02 FOLD
Westlands	0.3 %	2.9 %	1.35 FOLD	-0.9 %	8.3 %	1.23 FOLD

Apartment Price Trends By Suburb Nairobi

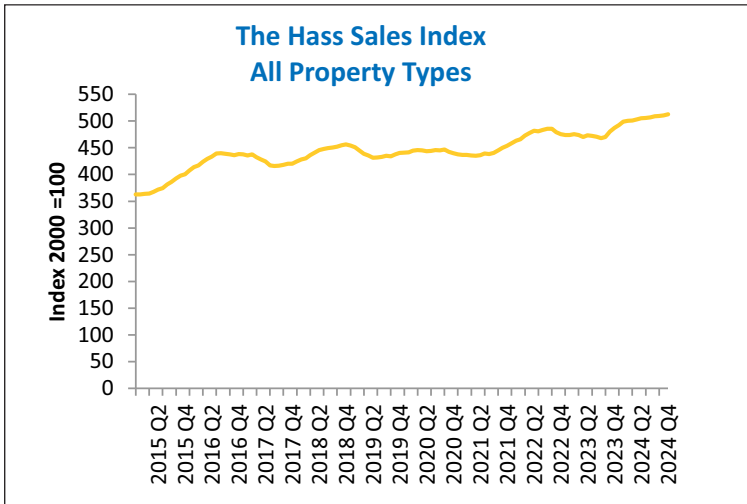
Nairobi Suburbs Property Index - Apartments	Sales Prices			Rental Prices		
	Quarter % Change	Annual % Change	Change From Jan 2015	Quarter % Change	Annual % Change	Change From Jan 2015
Kileleshwa	-1.1 %	2.1 %	0.93 FOLD	-0.1 %	9.6 %	1.07 FOLD
Kilimani	0.1 %	-0.5 %	0.68 FOLD	-0.2 %	2.5 %	0.92 FOLD
Langata	1.2 %	1.0 %	1.39 FOLD	0.1 %	2.1 %	1.42 FOLD
Lavington	-0.4 %	-1.4 %	0.96 FOLD	0.8 %	4.0 %	0.92 FOLD
Muthangari	-3.0 %	-8.7 %	0.97 FOLD	1.1 %	8.8 %	0.98 FOLD
Parklands	1.7 %	5.3 %	1.15 FOLD	3.3 %	8.6 %	1.41 FOLD
Riverside	-1.5 %	-5.3 %	1.02 FOLD	0.2 %	2.4 %	1.21 FOLD
Upperhill	0.1 %	-6.1 %	0.88 FOLD	2.8 %	0.7 %	0.85 FOLD
Westlands	-2.4 %	-8.4 %	1.02 FOLD	-0.6 %	5.1 %	1.04 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 Jan 2015	Quarter % Change	Annual % Change	Change From Jan 2015
Athi River	0.4 %	3.0 %	1.73 FOLD	5.7%	2.2 %	1.37 FOLD
Juja	2.1 %	12.9 %	0.98 FOLD	6.4 %	11.1 %	1.70 FOLD
Kiambu	1.2 %	3.3 %	1.58 FOLD	3.1 %	10.7 %	1.23 FOLD
Kiserian	2.2 %	8.7 %	1.65 FOLD	-0.8 %	-1.6 %	1.14 FOLD
Kitengela	-0.2 %	3.6 %	1.54 FOLD	2.4 %	14.4%	1.50 FOLD
Limuru	-0.2 %	4.8 %	1.41 FOLD	3.3 %	2.9 %	1.54 FOLD
Ngong	0.4 %	3.7 %	2.20 FOLD	-2.4 %	2.1 %	2.32 FOLD
Ongata Rongai	2.3 %	8.1 %	1.63 FOLD	1.4 %	10.0 %	1.56 FOLD
Ruiru	0.2 %	3.4 %	1.70 FOLD	1.1 %	4.7 %	2.35 FOLD
Tigoni	1.0 %	4.0 %	1.38 FOLD	-1.5 %	-0.8 %	1.65 FOLD

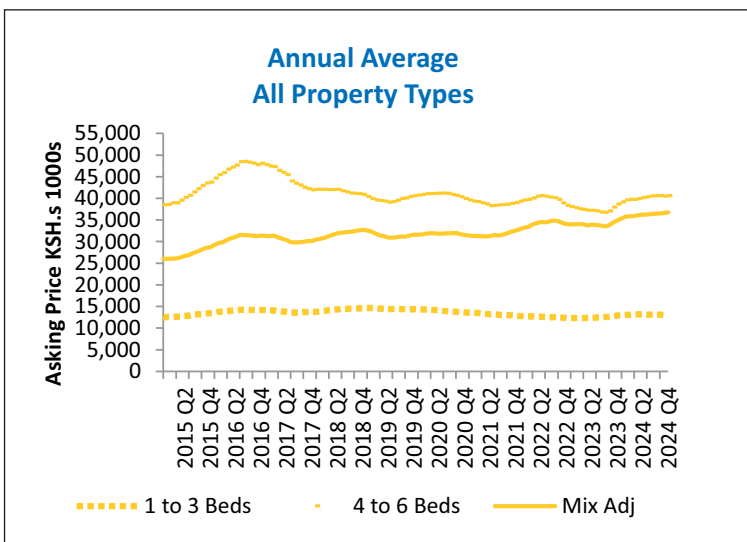
Apartment Price Trends By Town in Nairobi's Satellite Areas

Nairobi Satellite Property Index - Apartments	Sales Prices			Rental Prices		
	Quarter % Change	Annual % Change	Change From Jan 2015	Quarter % Change	Annual % Change	Change From Jan 2015
Athi River	-0.9 %	-0.9 %	1.19 FOLD	1.1 %	5.2%	1.08 FOLD
Kiambu	0.1 %	3.7 %	1.46 FOLD	0.9 %	4.9 %	1.14 FOLD
Kitengela	2.3 %	1.3 %	1.09 FOLD	0.6 %	3.6 %	1.42 FOLD
Mlolongo	-2.3 %	-0.3 %	1.30 FOLD	0.6 %	3.7 %	1.21 FOLD
Ngong	3.0 %	4.5 %	1.84 FOLD	3.2%	2.7 %	1.96 FOLD
Ongata Rongai	1.6 %	9.9 %	0.93 FOLD	3.4 %	6.0 %	1.96 FOLD
Ruaka	-1.1 %	-1.7 %	1.07 FOLD	1.4 %	4.0 %	1.85 FOLD
Syokimau	-0.7 %	5.6 %	1.28 FOLD	2.5 %	7.6 %	1.39 FOLD
Thika	3.3 %	5.0 %	1.16 FOLD	3.3 %	13.6 %	1.42 FOLD



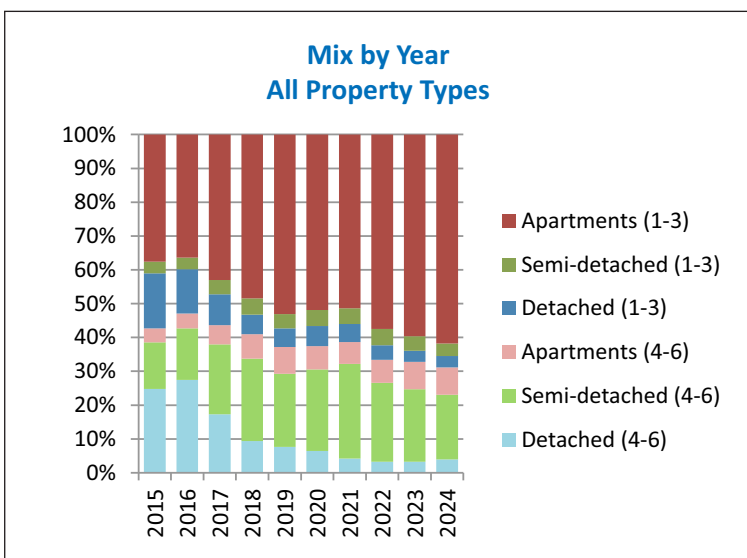
SNAP SHOTS:

- The Hass Composite Sales Index is representative of all properties for sale in Kenya.
- Property values have increased by 5.13 times since 2001.
- The index shows a property price rise of 0.37% in the last month, and a rise of 0.77% in the last quarter and a 5.23% rise in the last year.



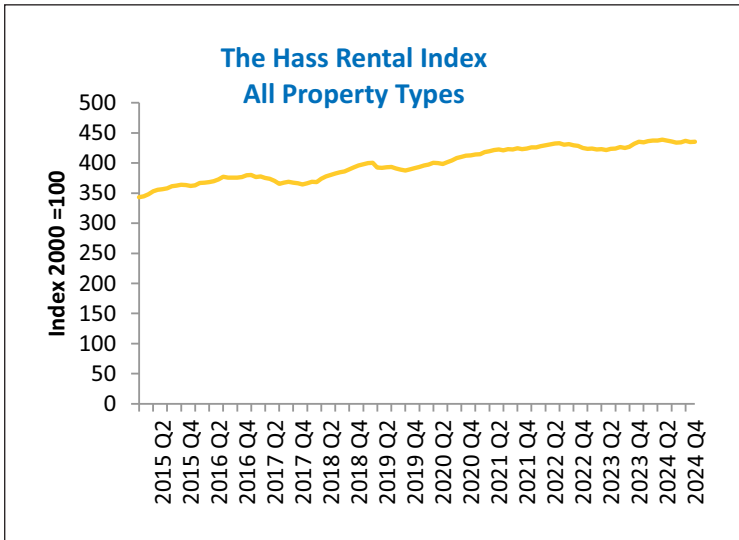
SNAP SHOTS:

- 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 36.7 million in December 2024.
- The average value for a 4-6 bedroom property is currently 40.6 million.
- The average value for a 1-3 bedroom property is currently 13.0 million.



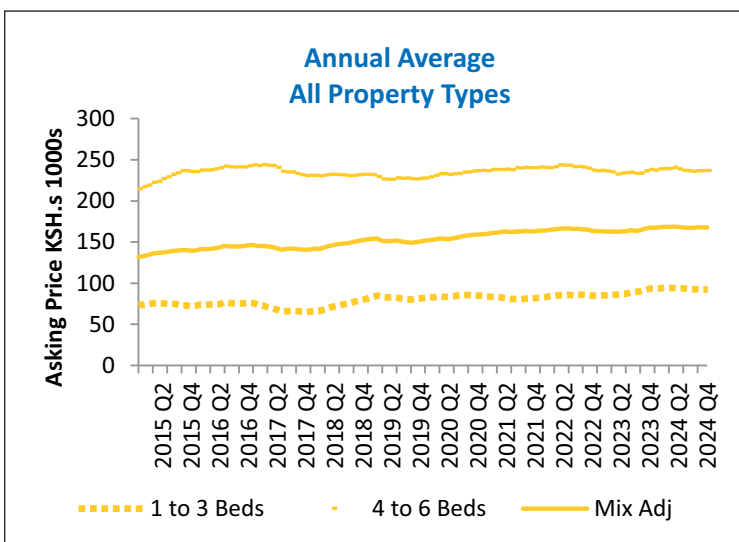
SNAP SHOTS:

- 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.



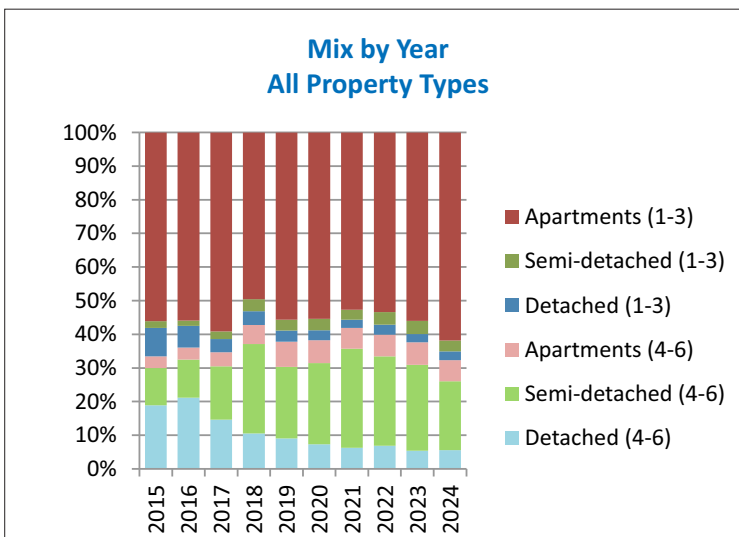
SNAP SHOTS:

- The Hass Composite Letting Index is representative of all properties for rental in Kenya.
- Rents have increased by 4.35 fold since 2001.
- The index shows a property price rise of 0.09% in the last month, a rise of 0.23% in the last quarter and have fallen by -0.02% in the last year.



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.167,704 December 2024.
- The average rent for a 4-6 bedroom property is currently KES. 237,107.
- The average rent for a 1-3 bedroom property is currently KES. 92,377.



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 2023 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.