

Property market stagnates in period characterized by economic uncertainty and civic unrest

- Property sales prices were stagnant quarter-on-quarter, returning an overall growth of 0.7 percent in the third quarter of 2024.
- Apartments reported negative price movements in many of the city suburbs and Nairobi's satellite towns, in large part due to the increase of supply currently amounting to 67.7 percent of total advertised stock.
- The rental property market witnessed price corrections of 0.6 percent on average over the third quarter of 2024, after sustained gains in the last quarter of 2023 and first quarter of 2024.
- Economic uncertainty from nationwide protests late June and July may have contributed to lower rent price expectations in advertised properties over the quarter.

Property Index Highlights:

The Hass Composite Sales Index	Quarter % Change	Annual % Change	Change From Oct 2014
All Properties	0.7%	8.7%	1.42 Fold
Detached Houses	0.8%	10.1%	1.43 Fold
Semi Detached Houses	0.7%	6.3%	1.52 Fold
Apartments	0.01%	5.7%	1.22 Fold
Segment with Highest Quarterly Increase in Sales Price	Houses in Juja (+3.5 % over last quarter)		
Segment with Lowest Quarterly Increase in Sales Price	Apartments in Kitengela (-4.0 % over last quarter)		
Segment with Highest Annual Increase in Sales Price	Houses in Juja (+15.6 % over last year)		
Segment with Lowest Annual Increase in Sales Price	Apartments in Upper Hill (-9.3% over last year)		

The Hass Composite Rental Index	Quarter % Change	Annual % Change	Change From Oct 2014
All Properties	-0.6%	2.2%	1.30 Fold
Detached Houses	-0.04%	0.9%	1.21 Fold
Semi Detached Houses	-2.4%	1.1%	1.48 Fold
Apartments	-0.3%	5.5%	1.34 Fold
Segment with Highest Quarterly Increase in Rental Price	Houses in Kitengela (+6.2% over last quarter)		
Segment with Lowest Quarterly Increase in Rental Price	Apartments in Kitengela (-3.6% over last quarter)		
Segment with Highest Annual Increase in Rental Price	Houses in Kitengela (+18.1% over last year)		
Segment with Lowest Annual Increase in Rental Price	Houses in Muthaiga (-3.1% over last year)		

HassConsult today released the Hass Property price indices for third quarter of 2024, with rental prices falling in a tough economy even as overall property selling prices remained steady.

Sale prices across property in Nairobi's suburbs and satellite towns grew by 0.7 percent, compared to a 1.0 percent growth in quarter two, while asking rental prices contracted by 0.6 percent, having been flat in the previous period.

Protests that affected the country during the year in June and July saw cautious pricing in a period of uncertainty, dampening the market that was coming off a period of strong price growth in the last quarter of 2023 and first half of 2024.

“The property rental market eased after a strong period of growth between October 2023 and June 2024, when monthly rental price growth averaged at 3 percent. The market aligned with prevailing tough economic conditions, characterized by protests in June and July,” said Ms. Sakina Hassanali, Head of Development Consulting and Research at HassConsult.

Sales prices for all property in the Nairobi suburbs meanwhile remained unchanged at -0.9 percent in the quarter, while satellite towns witnessed a decline of 0.2 percent, compared to a growth of 2.1 percent in the second quarter.

Apartments in both city suburbs and satellite towns lagged-behind standalone units in price appreciation. Seven out of nine suburbs with apartments reported negative price movement, as did six out of nine satellite towns.

Apartments account for the bulk of available units for sale (67.7 percent) and letting (62.8 percent) in Nairobi. “The apartment segment saw some price correction in the period due to increased supply of units, which now account for two thirds of all property available for sale in the market,” said Ms Hassanali.

The price performance at the end of the quarter reflected the general slowdown in the real estate sector coming into the quarter. Official government data shows that the construction sector GDP contracted by 2.9 percent in quarter two of 2024, compared to a growth of 2.7 percent in the corresponding period in 2023.

With the reduction in inflation and expected fall in interest rates however, both the rental and sales segments are looking at prospects of recovery in coming months as consumer purchasing power improves.

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 Oct 2014	Quarter % Change	Annual % Change	Change From Oct 2014
Gigiri	-2.0 %	-2.3 %	1.51 FOLD	-0.8 %	2.6 %	0.99 FOLD
Karen	0.7 %	6.3 %	1.72 FOLD	1.3 %	8.4 %	1.43 FOLD
Kileleshwa	0.05 %	4.8 %	1.48 FOLD	0.3 %	5.4 %	1.12 FOLD
Kilimani	-0.1 %	6.8 %	1.33 FOLD	0.3 %	7.4 %	1.27 FOLD
Kitisuru	-1.2 %	1.3 %	1.39 FOLD	0.3 %	3.2 %	0.98 FOLD
Langata	1.1 %	7.9 %	2.14 FOLD	0.7 %	2.7 %	1.07 FOLD
Lavington	1.3 %	7.8 %	1.46 FOLD	0.5 %	5.8 %	1.26 FOLD
Loresho	2.7 %	12.1 %	2.07 FOLD	0.7 %	8.9 %	1.25 FOLD
Muthaiga	2.1 %	4.9 %	1.94 FOLD	0.4 %	-3.1 %	1.33 FOLD
Nyari Estate	2.0 %	9.0 %	1.91 FOLD	1.2 %	6.6 %	1.29 FOLD
Ridgeways	3.4 %	13.5 %	1.52 FOLD	1.1 %	1.8 %	1.25 FOLD
Runda	-0.2 %	2.2 %	1.15 FOLD	1.1 %	8.5 %	1.11 FOLD
Spring Valley	0.1 %	2.6 %	1.39 FOLD	0.9 %	3.7 %	1.02 FOLD
Westlands	1.6 %	4.6 %	1.40 FOLD	1.1 %	11.3 %	1.28 FOLD

Apartment Price Trends By Suburb Nairobi

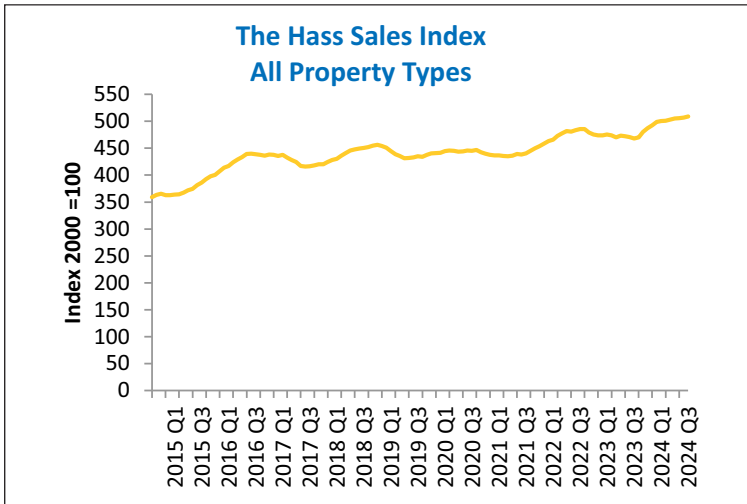
Nairobi Suburbs Property Index - Apartments	Sales Prices			Rental Prices		
	Quarter % Change	Annual % Change	Change From Oct 2014	Quarter % Change	Annual % Change	Change From Oct 2014
Kileleshwa	-0.2 %	7.6 %	0.99 FOLD	2.0 %	14.2 %	1.11 FOLD
Kilimani	-0.4 %	-1.0 %	0.70 FOLD	0.8 %	5.8 %	0.93 FOLD
Langata	0.4 %	3.1 %	1.39 FOLD	1.2 %	-0.4 %	1.43 FOLD
Lavington	-1.1 %	-1.8 %	1.00 FOLD	0.3 %	4.3 %	0.93 FOLD
Muthangari	-1.1 %	-7.3 %	1.00 FOLD	1.9 %	11.8 %	0.98 FOLD
Parklands	0.8 %	6.0 %	1.18 FOLD	2.0 %	10.5 %	1.40 FOLD
Riverside	-2.1 %	-4.1 %	1.10 FOLD	0.6 %	4.7 %	1.30 FOLD
Upperhill	-1.4 %	-9.3 %	0.92 FOLD	1.6 %	3.4 %	0.90 FOLD
Westlands	-1.5 %	-4.2 %	1.07 FOLD	0.7 %	10.0 %	1.06 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 2014	Quarter % Change	Annual % Change	Change From Oct 2014
Athi River	-1.6 %	6.5 %	1.79 FOLD	2.0%	16.4 %	1.49 FOLD
Juja	3.5 %	15.6 %	0.98 FOLD	0.9 %	6.6 %	1.63 FOLD
Kiambu	1.1 %	2.5 %	1.60 FOLD	2.3 %	9.3 %	1.23 FOLD
Kiserian	1.4 %	8.5 %	1.66 FOLD	-2.4 %	-1.1 %	1.21 FOLD
Kitengela	-0.7 %	8.4 %	1.58 FOLD	6.2 %	18.1%	1.48 FOLD
Limuru	1.7 %	5.3 %	1.46 FOLD	-1.7 %	0.2 %	1.51 FOLD
Ngong	-0.7 %	3.4 %	2.26 FOLD	1.9 %	7.4 %	2.50 FOLD
Ongata Rongai	0.5 %	8.6 %	1.64 FOLD	0.5 %	14.5 %	1.56 FOLD
Ruiru	-0.3 %	3.4 %	1.73 FOLD	2.8 %	3.6 %	2.38 FOLD
Tigoni	0.9 %	5.0 %	1.37 FOLD	-1.7 %	5.8 %	1.71 FOLD

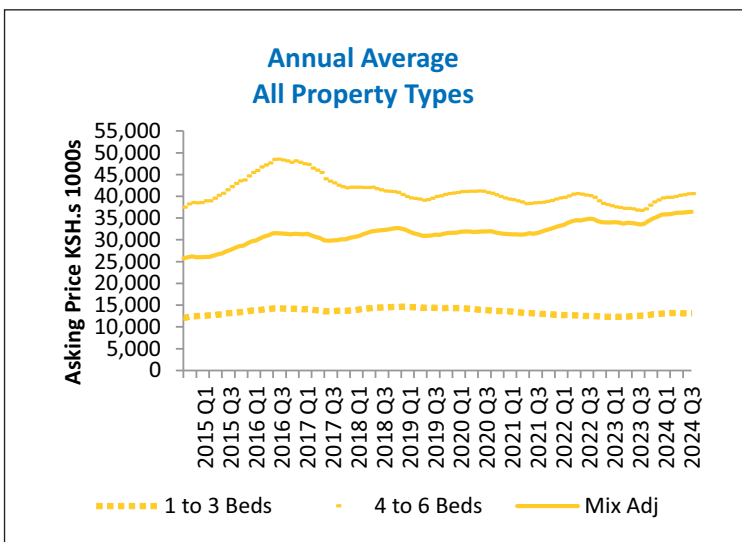
Apartment Price Trends By Town in Nairobi's Satellite Areas

Nairobi Satellite Property Index - Apartments	Sales Prices			Rental Prices		
	Quarter % Change	Annual % Change	Change From Oct 2014	Quarter % Change	Annual % Change	Change From Oct 2014
Athi River	-1.6 %	1.8 %	1.22 FOLD	2.2 %	3.0%	1.10 FOLD
Kiambu	1.5 %	3.2 %	1.54 FOLD	4.1 %	5.2 %	1.18 FOLD
Kitengela	-4.0 %	-0.2 %	1.10 FOLD	-3.6 %	6.9 %	1.40 FOLD
Mlolongo	-1.1 %	7.7 %	1.34 FOLD	-1.7 %	1.3 %	1.25 FOLD
Ngong	-0.2 %	1.8 %	1.78 FOLD	-2.8%	7.2 %	1.92 FOLD
Ongata Rongai	1.8 %	10.3 %	0.94 FOLD	0.8 %	8.4 %	1.95 FOLD
Ruaka	-1.6 %	2.9 %	1.09 FOLD	2.3 %	1.9 %	1.84 FOLD
Syokimau	2.3 %	11.4 %	1.33 FOLD	2.7 %	8.7 %	1.41 FOLD
Thika	-2.9 %	5.4 %	1.13 FOLD	1.7 %	8.7 %	1.44 FOLD



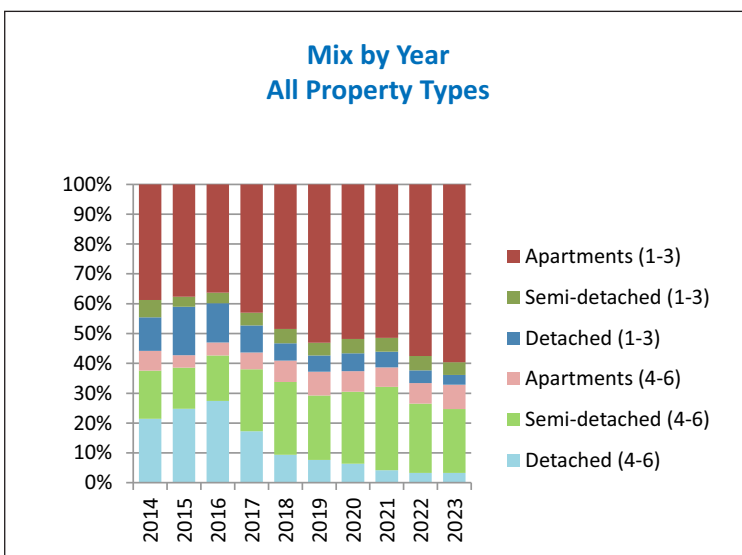
SNAP SHOTS:

- The Hass Composite Sales Index is representative of all properties for sale in Kenya.
- Property values have increased by 5.09 times since 2000.
- The index shows a property price rise of 0.33% in the last month, and a rise of 0.66% in the last quarter and a 8.71% rise in the last year.



SNAP SHOTS:

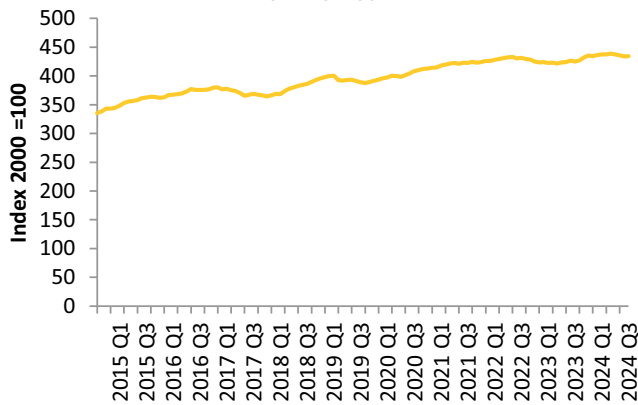
- The annual average is representative of the average price of all mid to upper class properties offered for sale in Kenya.
- The average value for a property has gone from 7.1 million in December 2000 to 36.5 million in September 2024.
- The average value for a 4-6 bedroom property is currently 40.6 million.
- The average value for a 1-3 bedroom property is currently 13.1 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 2023 however, Apartments took 67.7% of the market, Semi-detached Houses took up 25.7% of the market and Detached Houses took up 6.6% of the market.

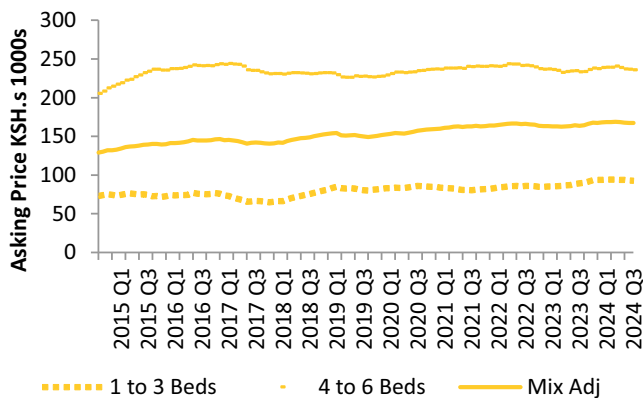
The Hass Rental Index All Property Types



SNAP SHOTS:

- The Hass Composite Letting Index is representative of all properties for rental in Kenya.
- Rents have increased by 4.34 fold since 2001.
- The index shows a property price rise of 0.09% in the last month, a fall of -0.63% in the last quarter and have risen by 2.23% rise in the last year.

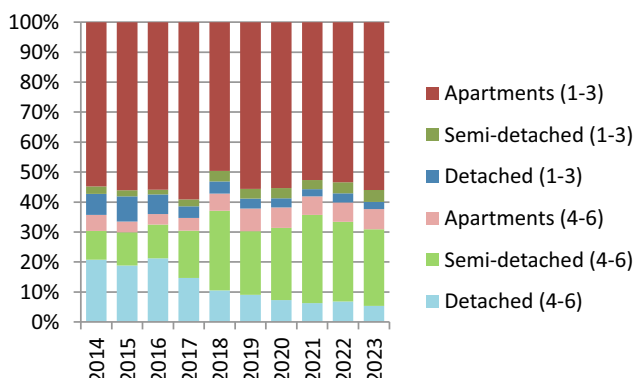
Annual Average All Property Types



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.167,322 September 2024.
- The average rent for a 4-6 bedroom property is currently KES. 236,015.
- The average rent for a 1-3 bedroom property is currently KES. 92,498.

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 2023 however, Apartments took up 62.8% of the market, Semi-detached Houses took up 29.4% of the market and Detached Houses took up 7.8% of the market.