

## Land prices in satellite towns rise as investors show bullishness on areas along the de facto university belt

- Overall land prices in Nairobi’s suburbs posted a modest 0.11 percent increase over the quarter while the satellite towns saw a 2.17 percent rise.
- Muthaiga best performing suburb at 3.11 percent while Thika town emerges top in the satellite towns recording a 6.35 percent growth.
- Annually Donholm slowed by 3.61 percent and in the satellite towns Limuru prices dropped by 7.61 percent over the same period.
- Thika, Juja, Ruiru prices continue to appreciate, driven by investors who are developing student housing where demand continues to rise as learners increasingly look for quality and convenience .
- The two towns strategically serve the university and tertiary institutions whose student population continues to grow and with it the need for housing .

### Land Index Highlights:

The Hass Composite Land Index, Nairobi Suburbs	Quarter % Change	Annual % Change	Change From 2012
Nairobi-18 Composite Index Results	0.11%	1.07%	1.88 Fold
Suburb with Highest Quarterly Increase in Land Price	Land in Muthaiga (+3.11 % over last quarter)		
Suburb with Highest Annual Increase in Land Price	Land in Spring Valley (+11.61 % over last year)		
Suburb with Lowest Quarterly Increase in Land Price	Land in Upperhill (-1.50 % over last quarter)		
Suburb with Lowest Annual Increase in Land Price	Land in Donholm (-3.61 % over last year)		
The Hass Composite Land Index, Nairobi Satellite Towns	Quarter % Change	Annual % Change	Change From 2012
Nairobi Satellite-14 Composite Index Results	2.17%	7.35%	2.55 Fold
The Town with Highest Quarterly Increase in Land Price	Land in Thika (+6.35 % over last quarter)		
The Town with Highest Annual Increase in Land Price	Land in Juja (+16.95 % over last year)		
The Town with Lowest Quarterly Increase in Land Price	Land in Limuru (-6.08 % over last quarter)		
The Town with Lowest Annual Increase in Land Price	Land in Limuru (-7.61 % over last year)		

HassConsult today unveiled the Hass Land price indices for the first quarter of 2022, prices in the towns rose by 2.17 percent while Nairobi prices remained static at 0.11 percent.

HassConsult notes that over the quarter, Thika, Juja, Ruiru towns continued to sustain investor demand which was reflected in land asking prices increasing by 6.3 percent, 4.6 percent, and 1.6 percent respectively. Thika was additionally the best performing town over the first three months of the year.

Thika, Juja and Ruiru towns host a selection of public, private universities, and other institutions of higher learning where expansion has drawn investors, including private equity firms, who are focusing on student housing.

“Students, the teaching fraternity, and ancillary services providers are looking for quality housing that will also reduce their transportation costs and commuting time. Developers are therefore investing in putting up modern student housing that will cater to this demand which has translated into higher land prices on these strategically located towns that cater to the student ecosystem,” said Ms. Sakina Hassanali, Head of Development Consulting and Research at HassConsult.

Overall, Muthaiga was the best performing suburb at 3.11 percent while Juja emerged tops annually with prices in the town increasing by 16.95 percent.

On the tail end Upperhill recorded a 1.5 percent quarterly growth while in the towns Limuru prices cooled by 6.08 percent.

Annually Donholm slowed by 3.61 percent and in the towns Limuru prices dropped by 7.61 percent over the same period.

Upperhill had the most expensive land at Ksh500 million while Ruaka prices are now at Ksh92 million per acre.

For more information, please contact:

Sakina Hassanali, Head of Development Consulting & Research

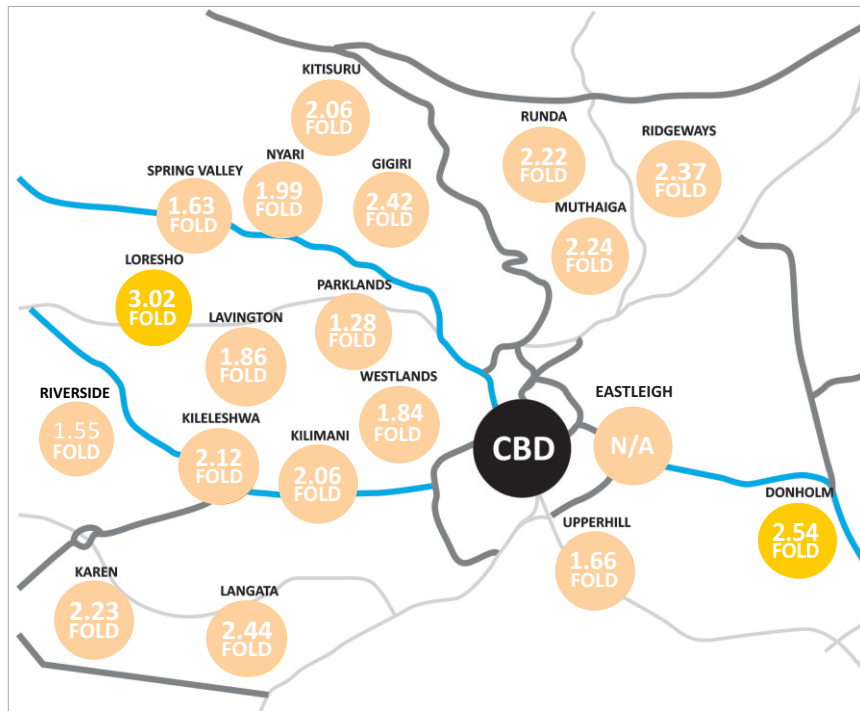
Nairobi Suburbs Land Index	Quarter % Change	Annual % Change	10 Year Change From Apr 2012	Average Value Per Acre (KShs)	25 Percentile	75 Percentile
Donholm	-1.4 %	-3.6 %	2.54 FOLD	68,900,000	65,000,000	76,000,000
Gigiri	-1.2 %	-1.8 %	2.42 FOLD	227,800,000	160,000,000	300,000,000
Karen	0.3 %	4.0 %	2.23 FOLD	65,300,000	58,000,000	70,000,000
Kileleshwa	0.7 %	1.6 %	2.12 FOLD	304,700,000	250,000,000	350,000,000
Kilimani	-0.8 %	-2.2%	2.06 FOLD	406,000,000	362,500,000	450,000,000
Kitisuru	1.8 %	6.1 %	2.06 FOLD	95,400,000	76,000,000	110,000,000
Langata	1.4 %	6.3 %	2.44 FOLD	68,500,000	56,700,000	70,000,000
Lavington	0.01 %	0.03 %	1.86 FOLD	231,400,000	186,700,000	260,100,000
Loresho	0.8 %	-2.0 %	3.02 FOLD	86,100,000	70,000,000	107,100,000
Muthaiga	3.1 %	6.5 %	2.24 FOLD	197,800,000	166,700,000	220,000,000
Nyari	0.2 %	3.8 %	1.99 FOLD	112,000,000	97,500,000	120,000,000
Parklands	0.6 %	4.6 %	1.28 FOLD	392,200,000	333,300,000	450,000,000
Ridgeways	0.5 %	1.8 %	2.37 FOLD	77,100,000	64,000,000	80,000,000
Riverside	0.3 %	-2.3 %	1.55 FOLD	330,400,000	300,000,000	366,700,000
Runda	-1.0 %	-1.3 %	2.22 FOLD	86,800,000	70,000,000	100,000,000
Spring Valley	1.7 %	11.6 %	1.63 FOLD	195,200,000	122,500,000	245,000,000
Upperhill	-1.5 %	-2.2 %	1.66 FOLD	499,900,000	420,000,000	550,000,000
Westlands	1.6 %	3.3 %	1.84 FOLD	435,500,000	350,000,000	515,000,000

Nairobi Satellite Town Land Index	Quarter % Change	Annual % Change	10 Year Change From Apr 2012	Average Value Per Acre (KShs)	25 Percentile	75 Percentile
Athi River	-3.9 %	4.2 %	2.53 FOLD	15,100,000	6,000,000	20,000,000
Juja	4.6 %	17.0 %	4.01 FOLD	17,400,000	6,700,000	22,000,000
Kiambu	0.7 %	4.7 %	2.72 FOLD	39,600,000	24,000,000	50,000,000
Kiserian	2.5 %	16.6 %	2.65 FOLD	9,400,000	4,400,000	11,600,000
Kitengela	5.1 %	11.8 %	3.16 FOLD	13,900,000	8,000,000	18,000,000
Limuru	-6.1 %	-7.6 %	2.45 FOLD	21,500,000	12,000,000	32,100,000
Mlolongo	-0.1 %	5.4 %	1.72 FOLD	31,400,000	19,500,000	40,000,000
Ngong	2.1 %	2.8%	2.89 FOLD	25,800,000	16,000,000	38,000,000
Ongata Rongai	2.9 %	5.0 %	2.19 FOLD	25,700,000	10,800,000	31,800,000
Ruaka	3.3 %	2.1 %	2.48 FOLD	92,000,000	60,000,000	136,000,000
Ruiru	1.6 %	9.3 %	2.56 FOLD	27,300,000	15,500,000	34,000,000
Syokimau	2.5 %	11.3 %	2.01 FOLD	24,600,000	16,000,000	30,000,000
Thika	6.3 %	12.5 %	2.35 FOLD	21,500,000	12,000,000	28,600,000
Tigoni	4.4 %	9.7 %	2.57 FOLD	27,700,000	20,000,000	35,000,000

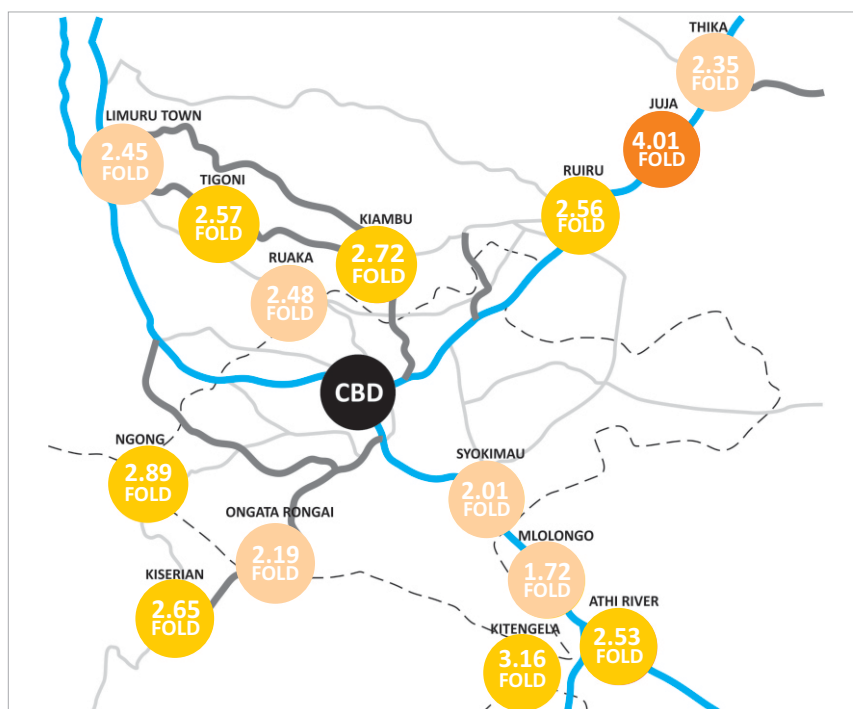
\*Price Values rounded to nearest Kshs. 100,000

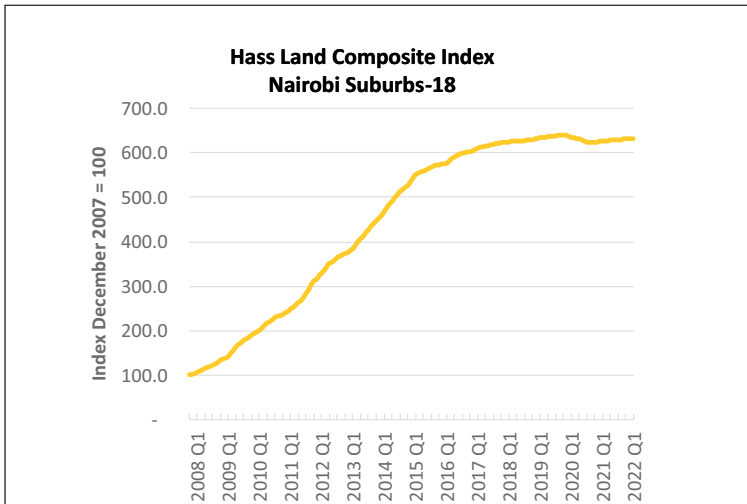
## Land Index Heat Maps

### Nairobi-18 Suburbs Change in Prices Since Apr 2012



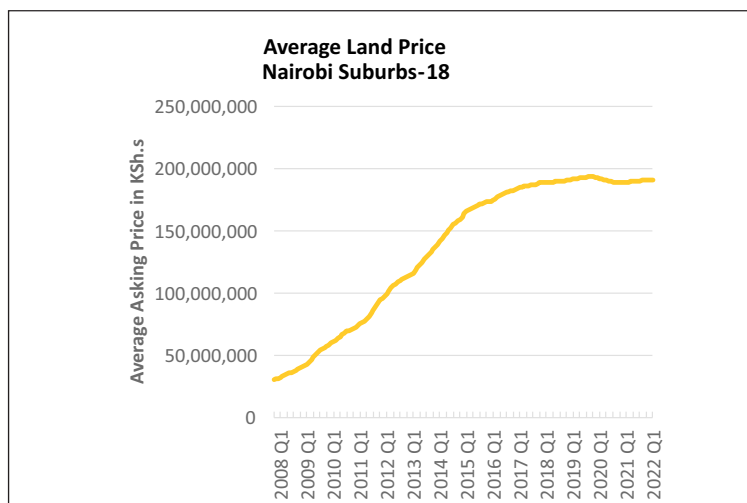
### Nairobi-14 Satellite Towns Change in Prices Since Apr 2012





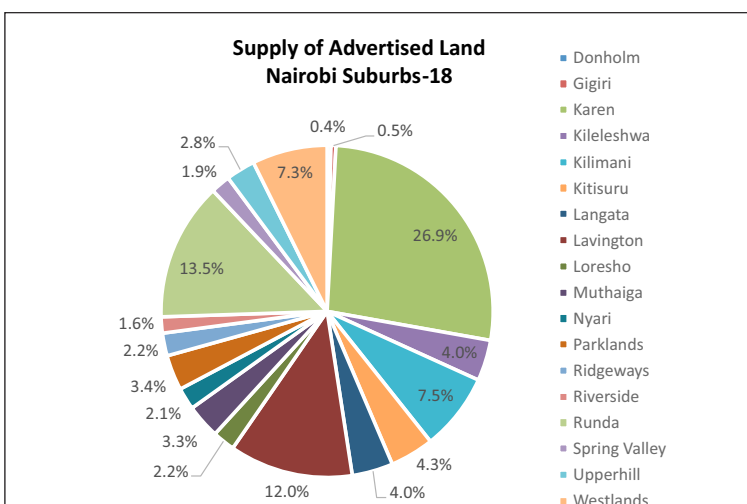
**SNAP SHOTS:**

- The Nairobi Suburbs-18 Land Index is representative of Land for Sale in Nairobi covering 18 highest activity suburbs.
- Land values have increased by 6.32 fold since December 2007.



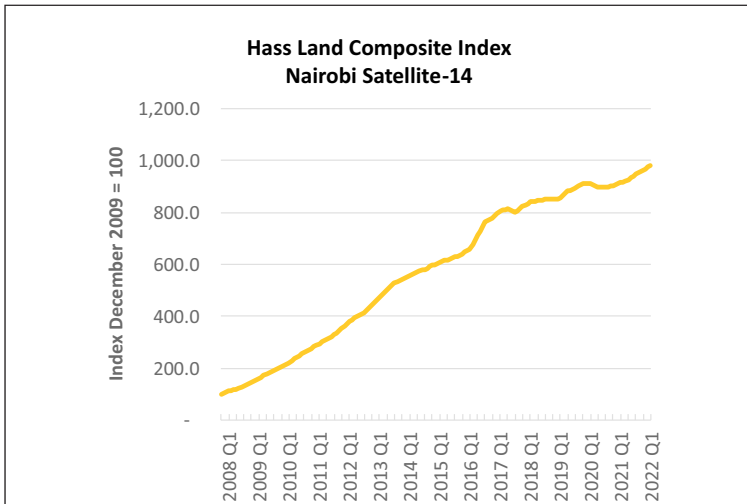
**SNAP SHOTS:**

- 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 191.3 million in March 2022.



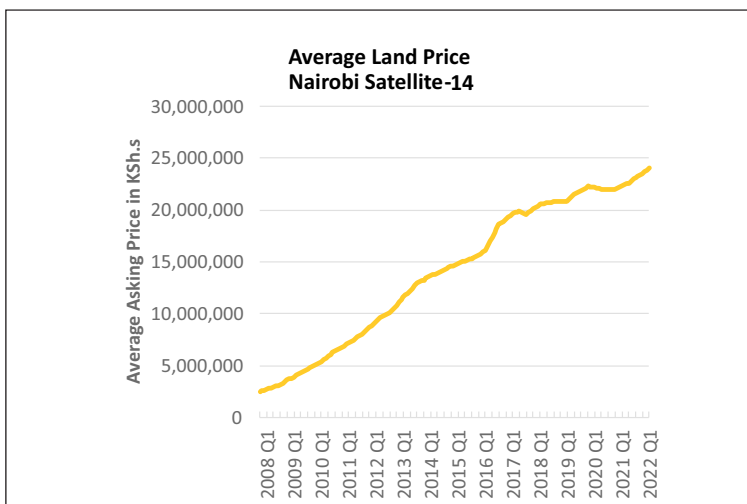
**SNAP SHOTS:**

- The Mix is a measure of the percentage that each suburb represents in the market for 18 Nairobi suburbs.
- Land in Donholm took up 0.4% of the market, Gigiri 0.5%, Karen 26.9%, Kileleshwa 4.0%, Kilimani 7.5%, Kitisuru 4.3%, Langata 4.0%, Lavington 12.0%, Loresho 2.2%, Muthaiga 3.3%, Nyari 2.1%, Parklands 3.4%, Ridgeways 2.2%, Riverside 1.6%, Runda 13.5%, Spring Valley 4.0%, Upperhill 2.8% and Westlands 7.3% respectively.



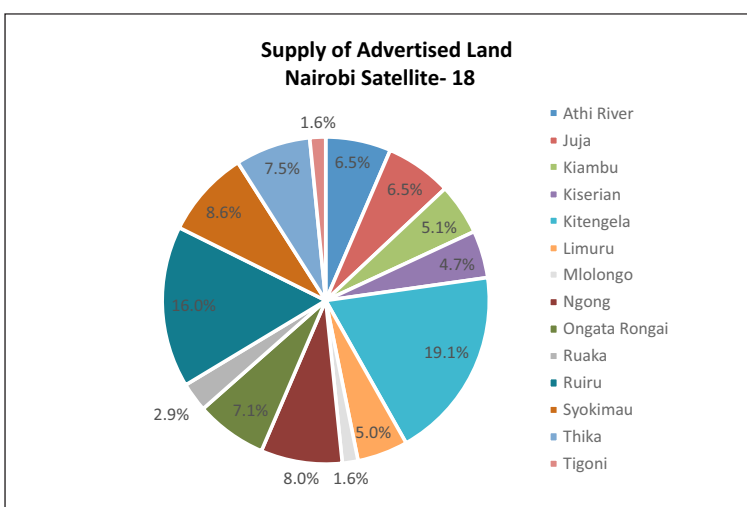
**SNAP SHOTS:**

- The Nairobi Satellite-14 Land Index is representative of Land for Sale in 14 Satellite towns outside Nairobi suburbs.
- Land values have increased by 9.82 fold since December 2007.



**SNAP SHOTS:**

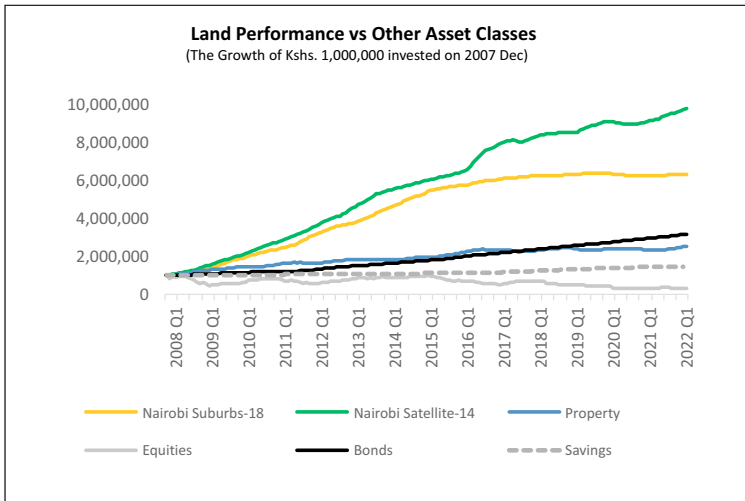
- The annual average is representative of the average price of land for sale in outside Nairobi covering 14 highest activity Satellite towns.
- The average value for land has gone from 2.4 million in December 2007 to 24.0 million in March 2022.



**SNAP SHOTS:**

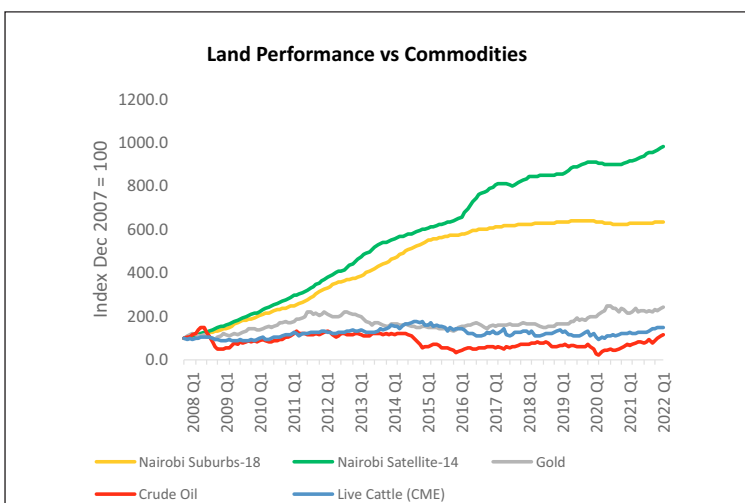
- The Mix is a measure of the percentage that each town represents in the market for the Nairobi 14 Satellite towns.
- Land in Athi River took up 6.5% of the market, Juja took up 6.5%, Kiambu 5.1%, Kiserian 4.7%, Kitengela 19.1%, Limuru 5.0%, Mlolongo 1.6%, Ngong 8.0%, Ongata Rongai 7.1%, Ruaka 2.9%, Ruiru 16.0%, Syokimau 8.6%, Thika 7.5% and Tigoni 1.6% respectively.

## Land as an Investment



### SNAP SHOTS:

Ksh. 1 Million invested at the end of 2007 would have been worth KSh. 9.82M if invested in land in Nairobi Satellite-14, KSh. 6.32M if invested in land in Nairobi Suburbs-18, KSh. 2.52M if invested in property (The Hass Sales Composite Index, All Properties), KSh. 3.18M if invested in bonds and KSh. 1.49M if invested in savings and only Ksh. 0.34M if invested in Equities.



### SNAP SHOTS:

The Hass Land Composite Index, Nairobi Satellite-14 index value was 981.5 outperforming Nairobi Suburbs-18 which had an index value of 632.3, Gold 242.7, Live Cattle (CME) 144.9 and Crude Oil worst performing with only 112.1 index value.