



BuyRentKenya
Price Index



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Land Price Index Q2 - 2025



Message from CEO

At BuyRentKenya, our mission has always been clear: to connect people to properties through technology, trust, and transparency. As Kenya's most trusted real estate company, we believe that informed decisions begin with access to credible, actionable data.

In today's fast-paced real estate market, price dynamics are constantly shifting, driven by infrastructure developments, changing lifestyles, urban migration, and evolving buyer preferences. Whether you're a first-time buyer, a seasoned investor, or a developer planning your next project, understanding price trends across regions is not just important, it's essential.

This is why we are proud to introduce the BuyRentKenya Price Index, a quarterly analysis of real estate price movements across the country.

The report combines data from thousands of listings on our platform and leverages the power of AI to provide a clear, data-driven perspective on market fluctuations.

We are committed to making property decisions easier, smarter, and more empowering for every Kenyan.

Sincerely,

Elizabeth Costabir,
Chief Executive Officer, BuyRentKenya.



Executive Summary

The BuyRentKenya Land Price Index offers a snapshot of average land prices across key locations in Nairobi and other major counties.

This quarter's data reflects emerging market trends that are shaping land investment decisions:

- Nairobi CBD, Eastleigh, and South B recorded the highest average price per acre, driven by their strategic location and strong commercial demand. These zones remain central business and retail hubs, making land acquisition in these areas both scarce and highly competitive.
- Kileleshwa experienced a notable double-digit price increase this quarter, reinforcing its position as a fast-growing residential node. Improved infrastructure, proximity to key amenities, and ongoing redevelopment projects continue to fuel demand in the area.
- On the high ROI spectrum, Jogoo Road, Mirema, Rosslyn, Kabete, and Ruiru stand out as more accessible options for speculative investors. These areas offer attractive entry points, especially for those seeking capital appreciation in emerging or transitioning neighborhoods.

With increased government infrastructure spending, zoning shifts, and diaspora remittances fueling demand, land remains a vital asset class in Kenya's property landscape.

This index equips buyers and developers with credible benchmarks to guide strategic investments.



Methodology

As Kenya's leading real estate company, BuyRentKenya proudly advertises over 30,000 property listings per month from more than 450 real estate professionals, including landlords, property managers, estate agents, and property developers.

This unparalleled volume of listings, a record we've maintained for the past decade, gives us a unique, real-time perspective on the country's property market.

We leverage this extensive database to meticulously track and analyze property price movements, rental yields, and regional demand patterns. This rigorous, data-driven approach is the foundation of our Price Index, delivering insights you can trust.

Our commitment to transparency means our methodology is built on reliable, up-to-date data sourced directly from our platform. As the market leader, BuyRentKenya is dedicated to providing clear, actionable insights, empowering both property seekers and investors to make truly informed decisions.



Key Highlights

Land Price Movements

Price movements in the land market have predominantly occurred in satellite towns, a trend that has been consistent over the past few years. These areas have been gaining traction, primarily due to their affordability compared to more urbanized regions. While most suburban regions have maintained stable land prices, Kileleshwa and Hurlingham stand out as exceptions, experiencing growth rates of approximately 11% and 6% respectively.



Regions just outside Nairobi, such as Juja, Ruiru, Kikuyu, Ngong, and areas along the Eastern Bypass, are gaining increased attention. These areas are affordable and particularly attractive to individuals looking to buy land for residential purposes. With more accessible pricing and ongoing infrastructure improvements, these suburbs are becoming ideal locations for those seeking to build homes outside the city's core.



Regions with High Potential ROI

When we refer to regions with high potential ROI, we are looking at areas where land prices are fair, offering significant potential returns when developed.

These areas are ideal for individuals looking to build residential units for sale or rental income.

Key affordable regions include:

- Rosslyn: A standout performer with 40% growth in just under 2 years.
- Mirema: Showed a solid 20% growth in the same period.
- Kabete
- Ruiru
- Tigoni
- Mtwapa

These areas are becoming increasingly attractive due to their reasonable land prices and strong development prospects. They offer good value for both residential and commercial property investors.



Key Highlights

Fastest Growing Areas

Some areas have shown impressive growth over the past year, making them promising for both investors looking to develop and those looking to land-bank.

These regions are emerging as top contenders for future development, with significant price increases signaling their potential.

Notable fastest-growing areas include:



- Nakuru: With 20% growth in less than 2 years, Nakuru has become an increasingly popular destination for both investors and homeowners.
- Tigoni: Recorded an impressive 80% growth in just 2 years, highlighting its rapid transformation and rising demand.
- Redhill: Another fast-developing area with strong growth potential.
- Runda - 20% growth in 1.5 years

These areas show great promise for both immediate development opportunities and long-term investment returns.



Most Expensive Areas

The top 10 most expensive areas in Nairobi have remained relatively constant, primarily because of the strategic location of these regions and the ongoing demand for both residential and commercial developments.

High demand for commercial properties in proximity to the Nairobi CBD continues to push prices in these areas.

The list of the most expensive areas includes:

Nairobi CBD, Eastleigh, South B, Brookside, South C, Upperhill, Hurlingham, Parklands, Kileleshwa, and General Mathenge.

These regions are particularly attractive for businesses and developers, given their centrality, accessibility, and the concentration of high-value properties.



Land Price Index Q2 - 2025

Nairobi Suburbs & Business Nodes

Location	Average Price Per Acre
Nairobi CBD	Ksh 800,000,000
Eastleigh	Ksh 600,000,000
South B	Ksh 600,000,000
Brookside	Ksh 550,000,000
South C	Ksh 550,000,000
Upperhill	Ksh 543,000,000
Hurlingham	Ksh 514,000,000
Parklands	Ksh 500,000,000
Ngara	Ksh 500,000,000
Kileleshwa	Ksh 400,000,000
General Mathenge	Ksh 400,000,000
Kilimani	Ksh 380,000,000
Dennis Pritt	Ksh 370,000,000
Nyari	Ksh 356,000,000
Pangani	Ksh 350,000,000
Riara Road	Ksh 325,000,000
Rhapta Road	Ksh 310,000,000

Location	Average Price Per Acre
Riverside	Ksh 305,000,000
Nairobi West	Ksh 300,00,000
Langata	Ksh 300,000,000
Ngong Road	Ksh 280,000,000
Muthaiga	Ksh 250,000,000
Gigiri	Ksh 250,000,000
Lavington	Ksh 250,000,000
Spring Valley	Ksh 217,000,000
Thigiri	Ksh 180,000,000
Hill View	Ksh 170,000,000
Rosslyn	Ksh 150,000,000
Kitisuru	Ksh 150,000,000
Kyuna	Ksh 130,000,000
Runda	Ksh 110,000,000
Lower Kabete	Ksh 105,000,000



Land Price Index Q2 - 2025

Nairobi Suburbs & Business Nodes

Location	Average Price Per Acre
Mountain View	Ksh 100,000,000
Karen	Ksh 100,000,000
Ridgeways	Ksh 100,000,000
Windsor	Ksh 90,000,000
Garden Estate	Ksh 90,000,000
Thindigua	Ksh 90,000,000
Tatu City	Ksh 90,000,000
Karen Hardy	Ksh 75,000,000
Kiambu Road	Ksh 70,000,000
Thome	Ksh 65,000,000



Land Price Index Q2 - 2025

Nairobi Satellite Towns

Location	Average Price Per Acre
Imara Daima	Ksh 200,000,000
Embakasi	Ksh 150,000,000
Ruaka	Ksh 150,000,000
Zimmerman	Ksh 140,000,000
Jogoo Road	Ksh 130,000,000
Mirema	Ksh 120,000,000
Kasarani	Ksh 115,000,000
Riruta	Ksh 105,000,000
Kinoo	Ksh 100,000,000
Donholm	Ksh 100,000,000
Kahawa West	Ksh 65,000,000

Towns Outside Nairobi

Location	Average Price Per Acre
Membley	Ksh 65,000,000
Kamiti Corner	Ksh 60,000,000
Ongata Rongai	Ksh 50,000,000
Nakuru	Ksh 50,000,000
Tigoni	Ksh 40,000,000
Kamakisi	Ksh 35,000,000
Ruiru	Ksh 32,000,000
Kitengela	Ksh 30,000,000
Red Hill	Ksh 30,000,000
Ngecha	Ksh 30,000,000
Isinya	Ksh 10,000,000
Joska	Ksh 10,000,000



Land Price Index Q2 - 2025

Coastal Towns

Location	Average Price Per Acre
Nyali	Ksh 100,000,000
Shanzu	Ksh 60,000,000
Bamburi	Ksh 34,000,000
Vipingo	Ksh 30,000,000
Watamu	Ksh 30,000,000
Mtwapa	Ksh 30,000,000
Diani	Ksh 25,000,000
Kilifi	Ksh 20,000,000



Outlook & Market Projections

As the real estate market continues to adjust to macroeconomic shifts, policy reforms, and infrastructure developments, location-specific dynamics remain the strongest drivers of price movement.

In the upcoming quarters, we expect to see divergent growth trajectories across various nodes, with a mix of stable strongholds and emerging outperformers:

High-Growth Potential Areas:

- **Tigoni:** With its tranquil, green environment and increasing popularity among high-net-worth buyers seeking lifestyle plots and gated communities, Tigoni is positioning itself as the next frontier for luxury living outside Nairobi. The completion of road upgrades and proximity to Limuru and Kiambu towns will likely accelerate land appreciation.
- **Mirema:** Traditionally an overlooked suburb, Mirema is quickly gaining traction due to its connectivity to Thika Road, proximity to malls and schools, and relatively affordable land pricing. This price entry point, combined with ongoing apartment developments, makes it ripe for medium- to long-term capital gains.
- **Kabete:** With more developers eyeing the West of Nairobi and the continued spillover from Westlands and Loresho, Kabete offers strong potential for appreciation. Its semi-suburban appeal and improved access to Waiyaki Way and the Nairobi Expressway will likely catalyze growth.

Areas with Consistent Value Stability

- **Kilimani:** As a well-established mixed-use neighborhood, Kilimani continues to maintain its value thanks to its high occupancy rates, steady demand for both residential and commercial spaces, and premium infrastructure. Price movements here tend to be steady and resilient to short-term market shocks.



Outlook & Market Projections

- Upper Hill: Known for its concentration of corporate headquarters, embassies, and commercial buildings, Upper Hill remains one of Nairobi's most secure land investment zones. While new supply is limited, prices have held steady due to persistent demand from institutional investors.
- Watamu: In the coastal segment, Watamu has consistently maintained its niche as a luxury tourism and second-home destination. Its exclusivity, beachfront appeal, and rising international interest have helped sustain stable land values despite broader market fluctuations in coastal counties.

The rise of mixed-use developments in Kenya has significantly transformed land and property markets, unlocking new growth opportunities and driving price increases in surrounding areas. By combining residential, commercial, and recreational spaces, mixed-use developments are changing the dynamics of both urban and peri-urban areas, offering modern amenities, security, and convenience, all of which contribute to higher demand and value appreciation.

Two prime examples of such transformative developments are Tatu City and Tilisi, both of which have reshaped their neighboring regions:

Tatu City: Ruiru

Tatu City has been a game-changer for the Ruiru region, sparking massive development and price appreciation in surrounding neighborhoods.

The development has opened up nearby areas like Kamiti Corner, OJ, Migaa, Matropi, and Kiora, creating a ripple effect of investment and growth. Land prices along Kamiti Road, particularly near Kamiti Corner and Kijani Ridge (an estate within Tatu City), have surged.

For instance, the price of an acre in Kamiti Corner has shot up to approximately Ksh 60 million, marking almost an 800% increase in 12 years, or roughly 21% year-on-year growth. This price surge shows how strategically positioned mixed-use developments can dramatically elevate the value of surrounding land.



Outlook & Market Projections

Tilisi: A New Hub Along Limiru Road

Similarly, Tilisi, a major mixed-use development along Limiru Road, has also contributed to significant increases in land prices in its vicinity.

Gated communities in areas just outside the Tilisi zone now see land prices upwards of Ksh 30 million per acre. Notably, areas like Rironi have witnessed similar upward trends, demonstrating the far-reaching effects of well-planned developments on land values.

Modern Amenities and Infrastructure Driving Growth

Both Tatu City and Tilisi have introduced modern housing options, enhanced security, and crucial amenities such as schools, parks, and retail spaces, all of which contribute to their appeal and the steady rise in property prices.

- Tatu City has educational institutions such as Nova Pioneer, Crawford International, and Wood Creek School, all of which are within a 5-minute radius of the development. These facilities further cement Tatu City's reputation as an ideal location for both investors and homeowners.
- Tilisi is also focused on education with the establishment of Naisula School and plans for more schools in the future, making it a desirable area for families and long-term residents.

Implications for Investors

The remarkable price increases in these regions underscore the potential of mixed-use developments to drive land value appreciation. As an investor, these developments present an opportunity to tap into regions with immense growth potential.

Areas experiencing mixed-use development often see improvements in both the quality of life and infrastructure, which boosts property values and rental yields over time. Watching areas around these developments, particularly in regions like Ruiru, Kamiti Road, Tilisi, and Limiru Road, is key to identifying high-growth opportunities in the Kenyan real estate market.



Outlook & Market Projections

Coastal Regions

The Coastal region of Kenya has often been an overlooked area for real estate investment, but this dynamic region presents significant potential for investors looking for high returns and long-term growth.

Traditionally known for its stunning beaches and tourism-driven economy, the coastal market is increasingly becoming a hotspot for land buyers and developers.



Gradual Growth in Land Prices

Over the past few years, land prices along the coast have been gradually increasing, driven by a combination of factors, including infrastructure development, growing demand for vacation homes, and an uptick in both domestic and international tourism.

This trend is expected to continue, particularly in areas that cater to the short-term rental market, offering great opportunities for investors looking to capitalize on the region's appeal.

Demand for Short-Term Rentals

The demand for short-term rentals in the coastal region has surged in recent years, complementing the traditional hotel industry.

With global tourism recovering, many visitors prefer the flexibility, privacy, and affordability that vacation rentals provide. Areas such as Mtwapa, Diani, and Bamburi have become key hubs for this market, attracting both international tourists and domestic holidaymakers. As the tourism sector continues to rebound, investors can expect strong rental yields from properties catering to this growing demand.





Contact & Media Enquiries

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Our team is available to provide additional insights, schedule interviews, or assist with any further information on the property market trends presented in this report.

