

Kenya Property Market Report — Q4 2026

Published 5 October 2026 · Covering 1 Oct – 31 Dec 2026 · 9,978 listings · 11 counties · 31 areas

Full report with per-area breakdowns: <https://kenyapropertycentre.com/market-reports/q4-2026>

National asking prices

CATEGORY	MEDIAN	AVERAGE	LISTINGS
For rent	KSh 130,000/mo	KSh 461,372/mo	4,009
For sale	KSh 18,000,000	KSh 518,767,576	5,969

Top counties by median rent

1	Nairobi	KSh 140,000/mo
2	Machakos	KSh 90,000/mo
3	Kiambu	KSh 80,000/mo

Top counties by median sale price

1	Kiambu	KSh 22,000,000
2	Nairobi	KSh 20,000,000
3	Kilifi	KSh 18,800,000
4	Mombasa	KSh 15,500,000
5	Machakos	KSh 10,000,000
6	Kajiado	KSh 8,500,000

How fast the market moves

MEDIAN DAYS TO LET

65 days

from 153 completed lets, last 12 months

MEDIAN DAYS TO SELL

572 days

from 339 completed sales, last 12 months

Counts only listings that transacted, so it is how long a completed deal took rather than how long a property should be expected to wait.

Where the enquiries are going

ENQUIRIES PER 100 RENTAL LISTINGS

22.7

in the 28 days to 2 Oct · 14.1% of listings had at least one · 40.4% ask more than 10% over their area's median

ENQUIRIES PER 100 SALE LISTINGS

14.2

in the 28 days to 2 Oct · 10.7% of listings had at least one · 34.8% ask more than 10% over their area's median

Enquiries are phone and WhatsApp contacts made through the site over the 28 days to the date shown, counted once per person, listing, channel and day, across the same listings the price figures count. A listing's price position is its asking price against the median for comparable listings in its area, where at least 10 exist; listings priced in another currency have none. Figures are published for areas with at least 20 scored listings.

Highest gross rental yields

	AREA AND PROPERTY	GROSS YIELD	MEDIAN ASKING PRICE
1	Nairobi — 1-bed	13.24%	KSh 6,800,000
2	Westlands — apartment	12.89%	KSh 13,500,000
3	Kilimani — apartment	10.53%	KSh 11,400,000
4	Nairobi — apartment	10.23%	KSh 12,900,000
5	Nairobi — 2-bed	10%	KSh 12,000,000

Per-area medians for every covered locality, property-type breakdowns and price movements are in the full report. **Free to use with credit.** You can quote and republish these figures, as long as you credit Kenya Property Centre and link back to the report: <https://kenyapropertycentre.com/market-reports/q4-2026>. Licensed under CC BY 4.0.

Median and average of advertised asking prices, in KES, of every listing published on Kenya Property Centre when the report was generated. Cells with fewer than 20 listings are excluded, as are listings advertised in US dollars. So are listings asking below KSh 10 to rent or KSh 100 to buy, which are placeholder prices rather than real ones. Not every advertised price is a whole-property asking price. Those quoted per plot, acre, hectare or square metre, and those quoted by the night, week or calendar month, are excluded from the figures above. They are published in their own units, in the land and short-let sections. Short lets below KSh 1 a night are excluded on the same basis as the floors above. © 2026 Kenya Property Centre.

Q4 2026 — the cuts nobody else publishes

By bedroom, so a price move can be told apart from a change in what happened to be listed; by the plot, which is how land is actually traded here; and by the night.

Median rent by bedrooms

1 bedroom	KSh 70,000/mo	588
2 bedrooms	KSh 95,000/mo	999
3 bedrooms	KSh 130,000/mo	995
4 bedrooms	KSh 200,000/mo	601
5 bedrooms	KSh 350,000/mo	285

Median sale price by bedrooms

1 bedroom	KSh 6,500,000	923
2 bedrooms	KSh 11,700,000	892
3 bedrooms	KSh 17,000,000	1,163
4 bedrooms	KSh 30,000,000	984
5 bedrooms	KSh 85,000,000	555

Short lets by the night

AREA	MEDIAN PER NIGHT	NIGHTS TO EQUAL A YEAR'S RENT
Mombasa	KSh 10,000	72 nights
Nairobi	KSh 6,500	258 nights
Nyali	KSh 10,000	72 nights
Kilimani	KSh 7,000	189 nights
Nairobi — 1-bed	KSh 5,500	164 nights
Mombasa — 3-bed	KSh 13,000	55 nights
Nairobi — 2-bed	KSh 8,000	150 nights
Nyali — 3-bed	KSh 12,000	—
Kilifi	KSh 15,000	16 nights
Mombasa — 1-bed	KSh 3,500	—

Nights are a year's asking rent divided by the nightly rate. Not a yield: nothing here measures how often a property is occupied.

Every figure above, per area, is in the full report. **Free to use with credit.** You can quote and republish these figures, as long as you credit Kenya Property Centre and link back to the report: <https://kenyapropertycentre.com/market-reports/q4-2026>. Licensed under CC BY 4.0.