Ground rent · Nairobi · 26 August 2026

What This Project Can Pay In Rent

A branded 5-a-side centre, six courts in Nairobi needs 1.65 acres. On this county's own wages, prices and 15-34 population it would take KSh 49,966,563 a year net and leave KSh 14,325,308 before any land cost. Everything below follows from those two numbers.

The site and the trading

Facility	Branded 5-a-side centre, six courts (Leisure and hospitality)
Land needed	1.65 acres (6,677 m²)
Net income a year	KSh 49,966,563
Operating profit before land	KSh 14,325,308
Market ground rent for that acreage	KSh 2,422,649 a year (4.8% of income)

What the project can pay

Band	Rent a year	A month	Per acre	Or a premium instead	Profit left
Comfortable 8.0% of net income	KSh 3,997,325	KSh 333,110	KSh 2,422,621	KSh 44,405,884	KSh 10,327,983
Tight but workable 15.0% of net income capped at half the operating profit	KSh 7,162,654	KSh 596,888	KSh 4,341,002	KSh 79,569,207	KSh 7,162,654
Only on cheap land or a grant 25.0% of net income capped at half the operating profit	KSh 7,162,654	KSh 596,888	KSh 4,341,002	KSh 79,569,207	KSh 7,162,654

Our opening position is **KSh 3,997,325** a year and our ceiling is **KSh 7,162,654**. The market rent for this acreage sits inside that, so there is a deal here on ordinary terms. The rent is a normal cost of doing business here.

The terms worth asking for

— **A rent-free build period.** No rent until the pitches open. The site earns nothing while it is a building plot, and a rent charged through construction comes straight out of the build budget.
— **Rent as a share of takings, not a fixed sum.** A turnover rent moves with the business. In a quiet year the landowner earns less and the facility survives; in a good year the landowner earns more than a fixed rent would have paid.
— **A term long enough to recover the capital.** Fifteen years is the minimum anything permanent is built on. Below that the pitches outlive the lease and no funder will put capital in.
— **Reviews on a published index, capped.** Rent reviewed against inflation with a stated ceiling, so a twenty-year plan cannot be undone by a single review.
— **Security of tenure and a registered lease.** A registered lease, a clean search and consent from every interested party. Funders lend against title, not goodwill.
— **Community hours written in.** Guaranteed hours a week for schools, girls' sessions and the county league, at a stated price. It is the reason the project exists.

Method

Ground rent is the commercial yield on our modelled land value for the acreage that facility type needs, at the location chosen. Income and operating profit come from the facility planner on the same county's living wage, 15-34 population and utility prices, with the land line removed so the rent is not charged twice, and restated at the live exchange rate so they match the planner exactly. Anything above a quarter of net income is treated as unaffordable at market rent.

— Planning estimates on both sides — the land and the trading. A valuer's report and a real operator's budget replace them before anything is signed.

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