Ground rent · Nairobi · 26 August 2026

What This Project Can Pay In Rent

A community 5-a-side court in Nairobi needs 0.268 acres. On this county's own wages, prices and 15-34 population it would take KSh 7,026,548 a year net and leave KSh 3,800,593 before any land cost. Everything below follows from those two numbers.

The site and the trading

Facility	Community 5-a-side court (Grassroots)
Land needed	0.268 acres (1,083 m²)
Net income a year	KSh 7,026,548
Operating profit before land	KSh 3,800,593
Market ground rent for that acreage	KSh 393,497 a year (5.6% 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 562,124	KSh 46,844	KSh 2,097,478	KSh 6,244,579	KSh 3,238,469
Tight but workable 15.0% of net income	KSh 1,053,982	KSh 87,832	KSh 3,932,769	KSh 11,708,581	KSh 2,746,611
Only on cheap land or a grant 25.0% of net income	KSh 1,756,637	KSh 146,386	KSh 6,554,616	KSh 19,514,305	KSh 2,043,956

Our opening position is **KSh 562,124** a year and our ceiling is **KSh 1,756,637**. 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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