Ground rent · Nairobi · 26 August 2026

What This Project Can Pay In Rent

A stacked 5-a-side deck, four courts on two levels in Nairobi needs 0.599 acres. On this county's own wages, prices and 15-34 population it would take KSh 33,311,042 a year net and leave KSh 11,345,813 before any land cost. Everything below follows from those two numbers.

The site and the trading

Facility	Stacked 5-a-side deck, four courts on two levels (Leisure and hospitality)
Land needed	0.599 acres (2,426 m²)
Net income a year	KSh 33,311,042
Operating profit before land	KSh 11,345,813
Market ground rent for that acreage	KSh 879,495 a year (2.6% 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 2,664,883	KSh 222,074	KSh 4,448,886	KSh 29,603,919	KSh 8,680,930
Tight but workable 15.0% of net income	KSh 4,996,656	KSh 416,388	KSh 8,341,663	KSh 55,507,352	KSh 6,349,157
Only on cheap land or a grant 25.0% of net income capped at half the operating profit	KSh 5,672,906	KSh 472,742	KSh 9,470,628	KSh 63,019,745	KSh 5,672,907

Our opening position is **KSh 2,664,883** a year and our ceiling is **KSh 5,672,906**. 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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