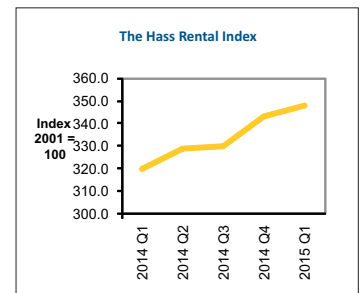
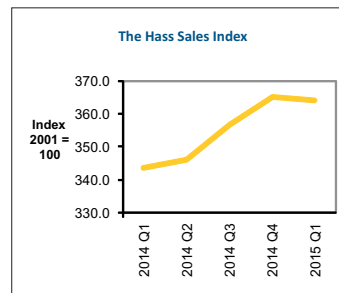


New landlords earning 19 per cent total return on let apartments

- Asking prices showed some slowdown in the rate of property price rises in the first quarter, with only rises for semi-detached houses continuing at the same pace
- Asking prices for detached houses fell by 1.6 per cent on the previous quarter. This reflected low buying activity in the final quarter of 2014, and some small build up of stock for sale
- Asking prices for semi-detached houses and apartments both rose in the quarter, by 2.3 per cent and 1.5 per cent
- Rents rose in Q1 across all segments, but most strongly for semi-detached houses, at 2.2 per cent however, overall rent rises slowed down, subdued by stable asking prices for apartment rents, up just 0.4 per cent on Q4 2015
- Rental yields remained strongest for semi-detached houses, at 7.76 per cent. Total returns (rental yield + price growth) were highest on let apartments, at 19 per cent for the year to March 2015.

Index Highlights:

SALES AND RENTAL INDEX YEAR TO Q1



HEADLINES - HASS SALES INDEX	% Change in Quarter	% Change in Year
All Properties	-0.4%	5.9%
Detached Houses	-1.6%	3.1%
Semi-detached Houses	2.3%	10.1%
Apartments	1.5%	12.3%

* The Hass Composite Sales Index is a measure of asking sales prices, based on Mix Adjusted Methodology

HEADLINES - HASS RENTAL INDEX	% Change in Quarter	% Change in Year
All Properties	1.4%	8.8%
Detached Houses	1.7%	8.6%
Semi-detached Houses	2.2%	10.0%
Apartments	0.4%	8.4%

* The Hass Composite Lettings Index is a measure of asking sales prices, based on Mix Adjusted Methodology

HassConsult today unveiled the Hass residential property price indices for the first quarter of 2015, showing sustained gains for semi-detached housing, against generally subdued property price and rent rises in the first three months of the year.

The index, based on more than 6,000 records per quarter of asking prices, gathers a sufficient volume of data to allow analysis of price movements by types of property and area.

“In understanding growth trends, asking prices typically run three to six months ahead of closing prices, so the growth in asking prices in the third and fourth quarters of 2014 is now reflecting in the higher closing prices in the first quarter of 2015,” said Ms Sakina Hassanali Head of Research at HassConsult.

The current trend in asking prices will likewise impact closing prices in the second and third quarter of this year, she said.

Overall, property inflation slowed down in the first quarter, as asking prices for detached houses and apartments stabilized, following some slowdown in enquiries and sales closures in the fourth quarter of last year. Asking prices for detached houses fell by 1.6 per cent in the first quarter.

“This was a result of slow activity in the fourth quarter of last year, which has since picked up, and we do expect further price growth from here,” said Ms Hassanali.

Asking prices for apartments showed some growth, however, up 1.5 per cent from January to March compared with rates at the end of 2014, but the rise represented a slowdown from price growth in the fourth quarter of 3.6 per cent on the earlier three months.

Only semi-detached houses continued at the same pace of price rises, recording a further 2.3 per cent rise in the first quarter of 2015, following from a 2.4 per cent rise in the final quarter of 2014.

“Semi-detached houses and apartments are now generating substantial returns on investment, with rental yields above 7 per cent, and total returns including price gains, running at 19 per cent in the year to end-March for apartments, and 18 per cent for semi-detached houses,” said Ms Hassanali.

Asking rents for semi-detached houses climbed 2.2 per cent in the first quarter, an acceleration that reflected the tightening of supply in this segment. But asking rents for apartments rose just 0.4 per cent, having fallen by 0.3 per cent in the final three months of 2014.

By the end of the first quarter, the rental yield on semi-detached houses was 7.76 per cent, compared with 7.06 per cent for apartments, and 6.71 per cent for detached houses.

For more information, please contact:

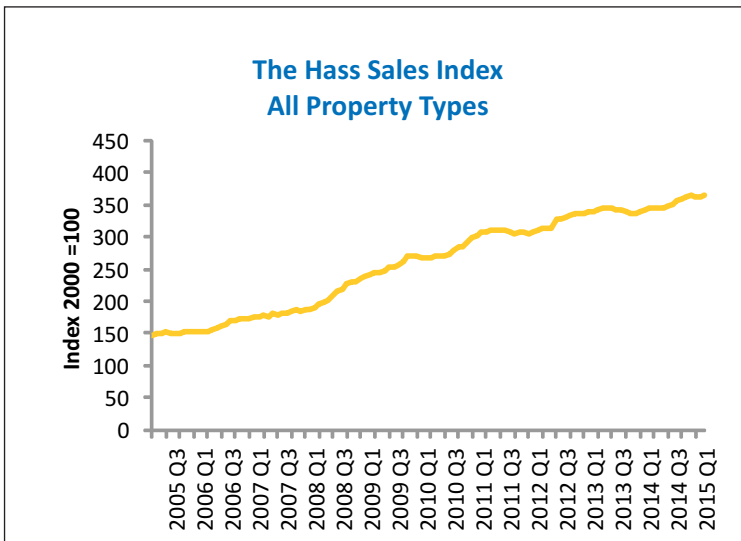
Sakina Hassanali

Head of Research & Marketing

HassConsult Ltd

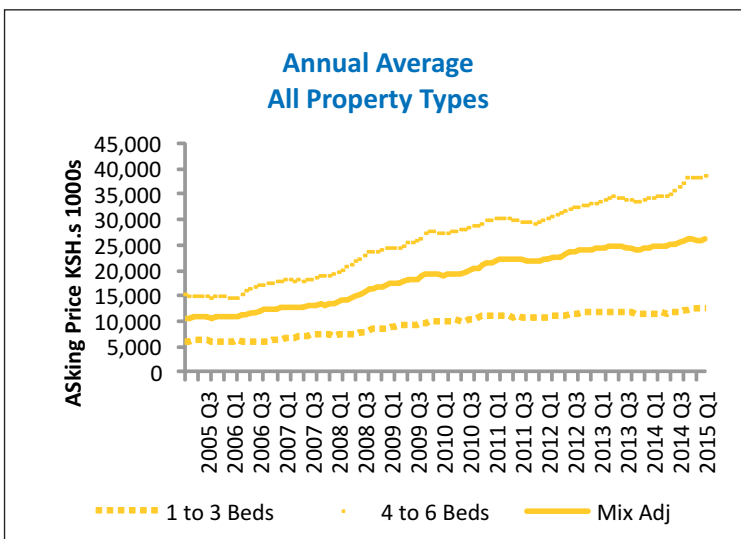
ABC Place, Westlands

Tel: +254 020 4446914



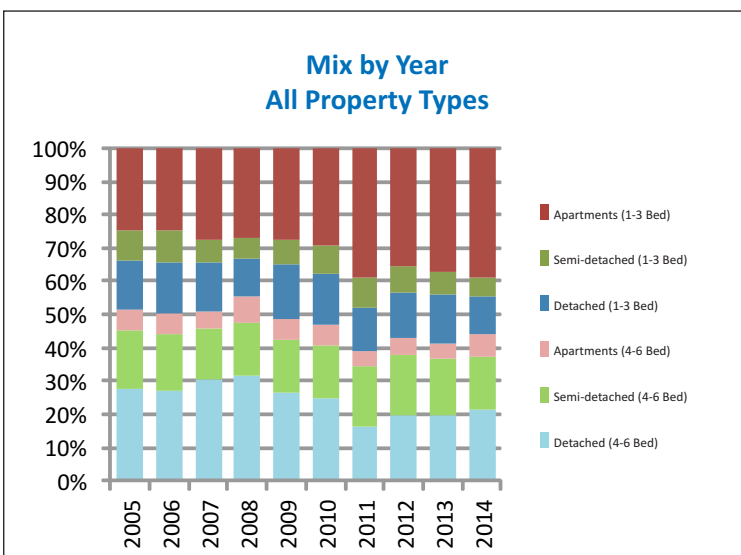
SNAP SHOTS:

- The Hass Composite sales Index is representative of all property for sale in Kenya
- Property values have increased by 3.64 times since 2000.
- The index shows a property price fall of 0.4% in the last quarter and a 5.9% rise in the last year.



SNAP SHOTS:

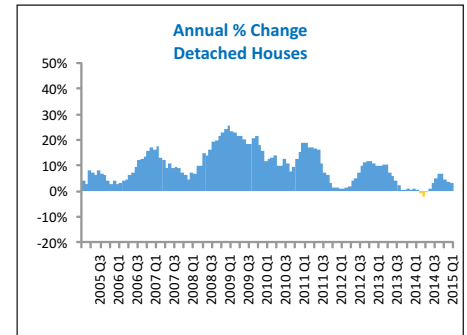
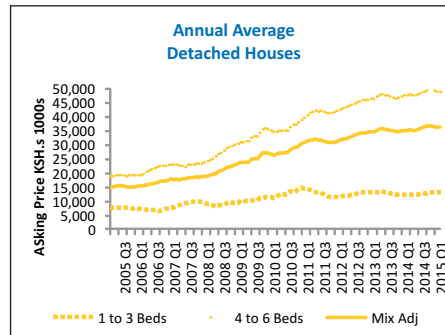
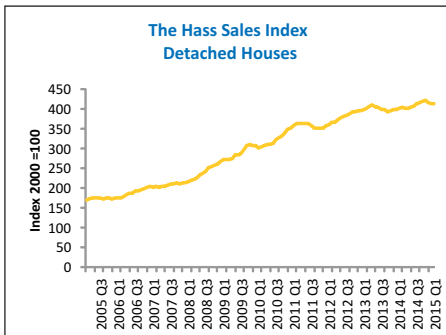
- The annual average is representative of the average price of all properties offered for sale in Kenya.
- The average value for a property has gone from 7.1 million in December 2000 to 26.1 million in March 2015.
- The average value for a 4-6 bedroom property is currently 38.9 million.
- The average value for a 1-3 bedroom property is currently 12.6 million.



SNAP SHOTS:

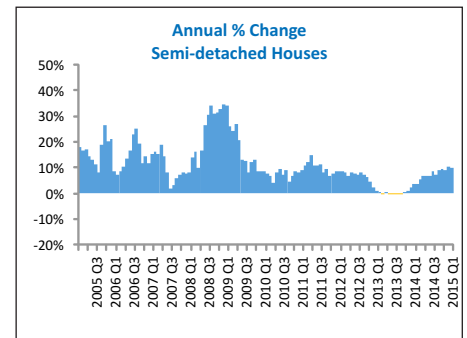
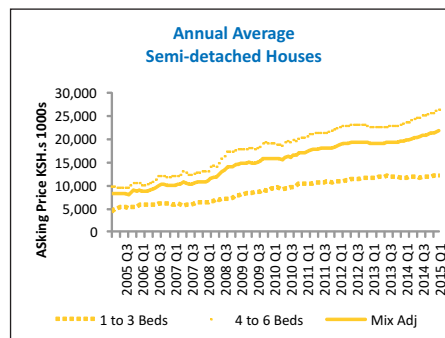
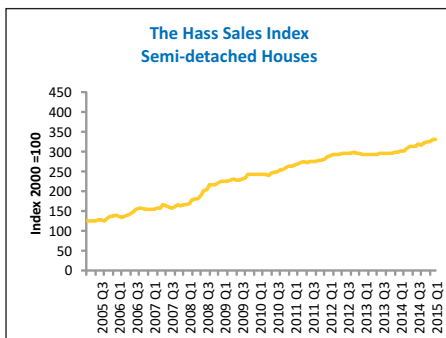
- The Mix by Year is a measure of the percentage that each type of property represents in the market.
- In 2001, apartments took up 23.5% of the market, semi-detached took up 24.5% of the market and detached houses took up 52% of the market.
- In March 2015 however, Apartments took up 45.4% of the market, Semi-detached Houses took up 21.9% of the market and Detached Houses took up 32.7% of the market.

Breakdown of 10 years data by Year



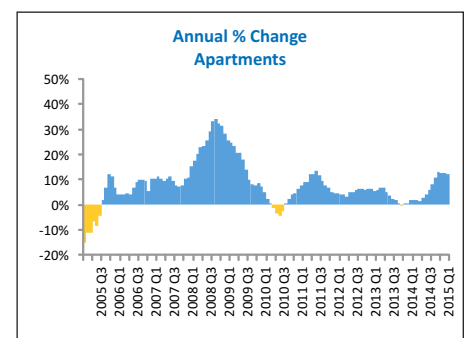
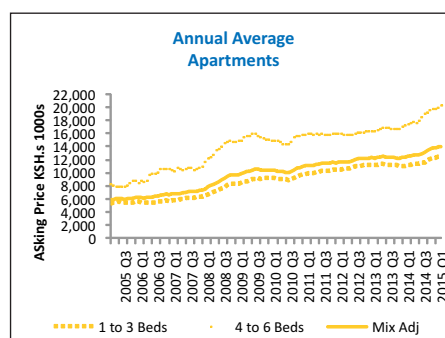
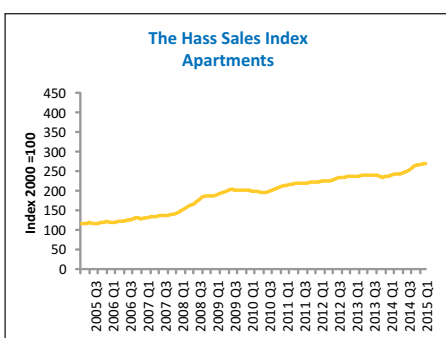
SNAP SHOTS:

- Detached houses include stand alone houses, bungalows, cottages and villas either on their own plot or in a gated community.
- Property values for Detached Houses have increased by 4.14 times since 2001, a 1.6% fall in the last quarter and a 4.1% rise in the last year. The average price for a Detached House is currently 36.4 million up from 8.8 million in December 2000.



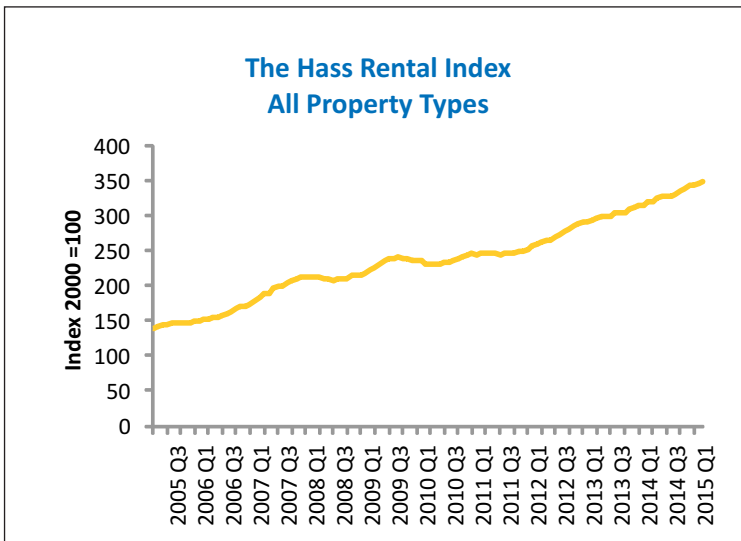
SNAP SHOTS:

- Semi-detached houses include townhouses and maisonettes that are semi-detached or terraced.
- Property values for Semi-detached Houses have increased by 3.32 times since 2001, a 2.3% rise in the last quarter and a 10.1% rise in the last year. The average price for a Semi-detached House is currently 21.7 million up from 6.5 million in Dec 2000.



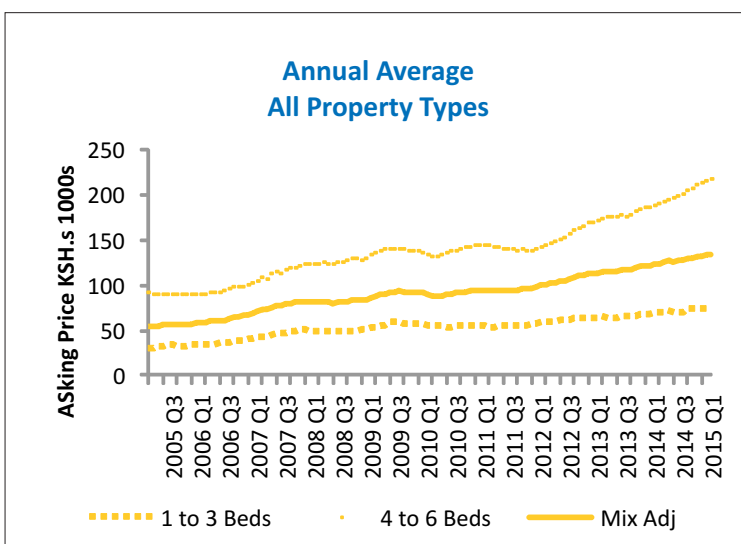
SNAP SHOTS:

- Apartments include apartments, duplexes and triplexes.
- Property values for Apartments have increased by 2.69 times since 2001, a 1.5% rise in the last quarter and an 12.3% rise in the last year. The average price for an Apartment is currently 14.0 million up from 5.2 million in December 2000.



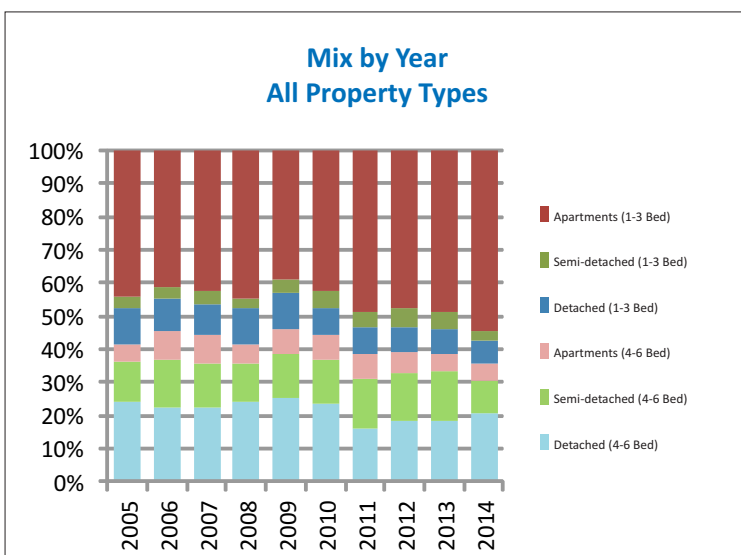
SNAP SHOTS:

- The Hass Composite Letting Index is representative of all property for rental in Kenya
- Rents have increased by 3.48 times since 2001
- The index shows rents have risen by 1.4% in the last quarter but have risen by 8.8% in the last year.



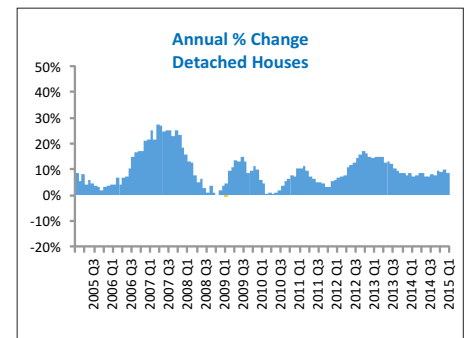
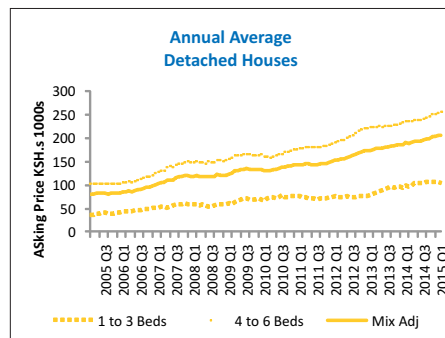
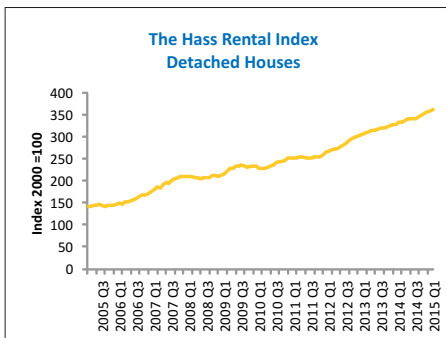
SNAP SHOTS:

- The annual average is representative of the average rent of all properties offered to let in Kenya.
- The average rental for a property has gone from Kshs. 38,516 in December 2000 to Kshs. 134,038 in March 2015
- The average rent for a 4-6 bedroom property is currently Kshs. 219,206
- The average rent for a 1-3 bedroom property is currently Kshs. 74,401



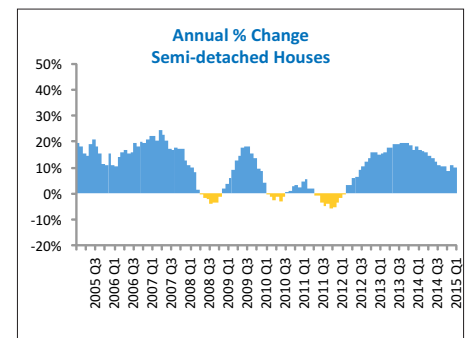
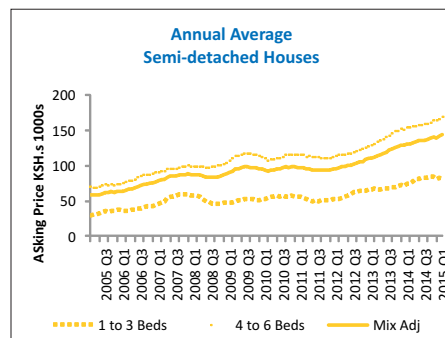
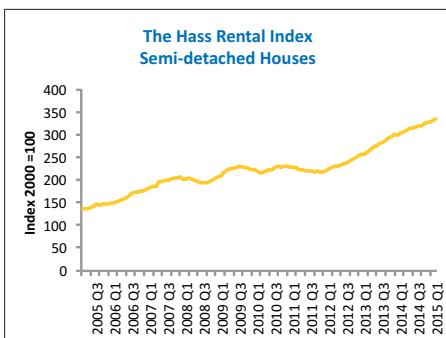
SNAP SHOTS:

- The Mix by Year is a measure of the percentage that each type of property represents in the market.
- In 2001, Apartments took up 45.3% of the market, Semi-detached Houses took up 20.5% of the market and Detached Houses took up 34.1% of the market.
- In March 2015 however, Apartments took up 60.2% of the market, Semi-detached Houses took up 12.1% of the market and Detached Houses took up 27.7% of the market.



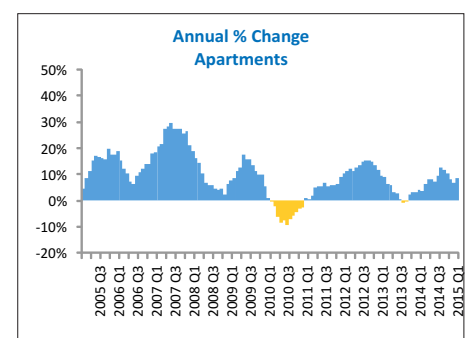
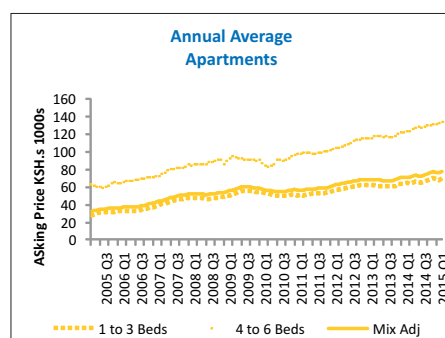
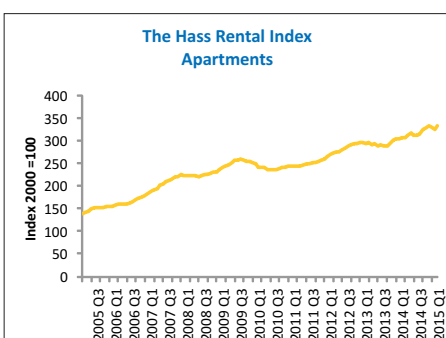
SNAP SHOTS:

- Detached houses include stand alone houses, bungalows, cottages and villas either on their own plot or in a gated community.
- Rental values for Detached Houses have increased by 3.61 times since 2001, a 1.7% rise in the last quarter and a 8.6% rise in the last year. The average rental for a Detached House is currently Kshs. 205,686 up from Kshs. 56,959 in December 2000.



SNAP SHOTS:

- Semi-Detached houses include townhouses and maisonettes that are semi-detached or terraced.
- Rental values Semi-detached Houses have increased by 3.35 times since 2001, a 2.2% rise in the last quarter and a 10.0% rise in the last year. The average rental for a Semi-detached House is currently Kshs. 143,176 up from Kshs. 42,688 in December 2000.



SNAP SHOTS:

- Apartments include apartments, duplexes and triplexes.
- Rental values for Apartments have increased by 3.33 times since 2001, 0.4% rise in the last quarter and a 8.4% rise in the last year. The average rent for an Apartment is currently Kshs. 77,388 up from Kshs. 21,638 in December 2000.