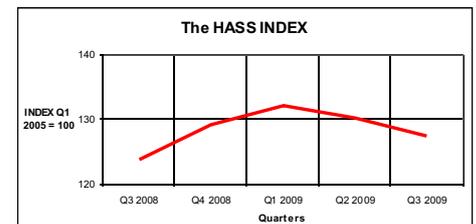
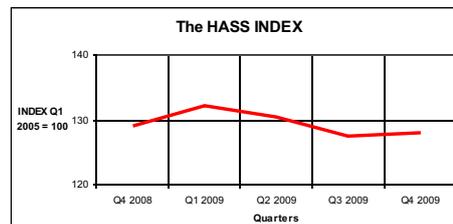


Property sale prices stabilize, as asking prices correct to lower level

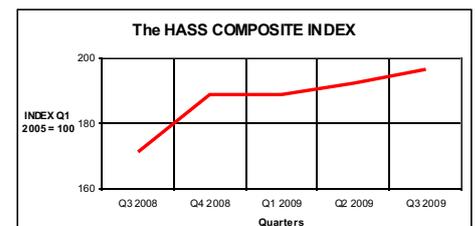
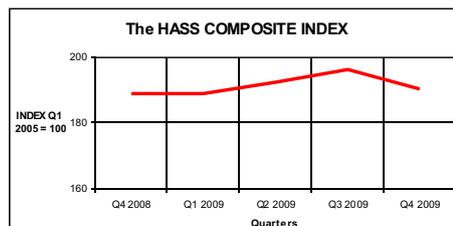
- Hass Sales Prices stabilized in the fourth quarter, accompanied by some improvement in the level of sales activity, after the softer demand experienced in Quarters 2 and 3
- Hass today unveils a comprehensive secondary property price index of Asking Prices drawn from all of Nairobi's leading estate agencies: the Hass Composite Index
- Nairobi's Asking Prices for property were flat in the first quarter of 2009, but rose in Quarters 2 and 3, before falling in Quarter 4, by 3.2 per cent
- Together, these indices confirm a flat property price market for Nairobi across 2009, after strong growth in the preceding two years.

Key Points:

THE HASS PROPERTY INDEX YEAR TO Q4 & YEAR TO Q3



THE HASS COMPOSITE INDEX YEAR TO Q4 & YEAR TO Q3



HEADLINES - HASS PROPERTY INDEX	Q4 2009	Q3 2009
Average Price	Kshs. 20,080,317	Kshs. 19,996,447
Quarterly % Change	+0.4 %	-2.1 %
Annual % Change	-0.8 %	+3.0 %

HEADLINES - HASS COMPOSITE INDEX	Q4 2009	Q3 2009
Average Price	Kshs. 19,476,563	Kshs. 20,106,250
Quarterly % Change	-3.2 %	+ 2.0 %
Annual % Change	+0.8 %	+14.6 %

Hass Consult is today issuing Hass property Index figures for the fourth quarter of 2009, which include the Hass Price Index as well as a newly developed Hass Composite Index.

The Hass Price index reports price trends based on middle and upper-end residential property in Nairobi drawn from actual sales agreements made by Hass Consult, one of the city's leading real estate agents.

This running index shows that in the fourth quarter sales prices stabilized, up by 0.4 per cent on the previous quarter, with visibly revived interest in sales closures after depressed levels of sales activity in the second and third quarters.

Hass Consult is also today publishing a five-year composite time series and index, the Hass Composite Index, drawn from the asking prices for residential properties in Nairobi from all of the city's leading estate agencies.

This new series, which draws from a comprehensive data set, shows that after flattening in the first quarter of 2009, asking prices then rose during the second and third quarters, before a sharp correction downwards, of 3.2 per cent, in the fourth quarter.

“With now two indices, one showing how asking prices are moving, and the other what is being achieved in actual sales prices, we are able to get a far clearer picture of how the housing market is behaving overall,” said sales and letting manager, Fatima Moledina of Hass Consult.

“Together these indices show us what estate agents are asking for properties and how that is changing, as well as what one of the leading estate agencies is experiencing in the sales prices being secured.”

“HassConsult is towards the upper end of the real estate market, which saw it impacted by some softening in the sales prices of apartments during 2009, but still achieving an average price higher than the sector-wide average price.”

However, in an effort to get an even fuller picture, HassConsult renewed its call to other agencies to work in the interest of all property buyers and sellers to include their own final sales data in the Hass Property Index.

“There tend to be more losers than winners from property price bubbles. Transparency in this market is important to all property owners in serving to keep supply and demand in steady partnership. We appreciate, first-hand, that it may not be in the interest of any estate agency to report that prices are softening, but a market where reliable data is available to everyone is a market where buyers and sellers can make well-informed decisions in their own transactions,” said Mrs. Moledina.

“As it is, the results of the data collated for the Hass indices has served to show a market where sellers were perhaps overly optimistic mid-year, leading to some slowness in concluding sales. But transparency has helped

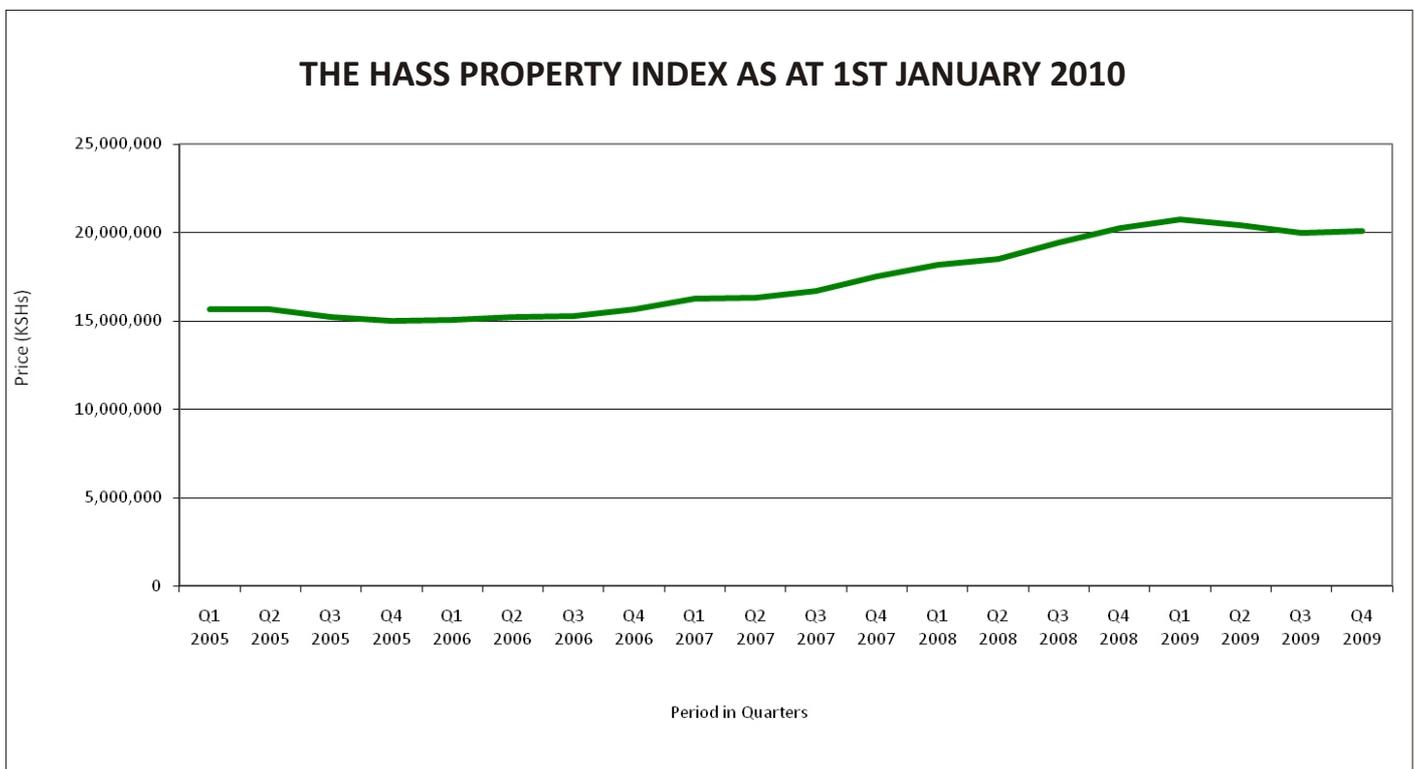
to achieve a correction that has seen the market moving more robustly in the final quarter.”

“Where the market is able to adjust swiftly to any softening in demand, rather than seeking to defy buyer volume with ever surging pricing, the result is likely to be far greater stability.

“Moreover, we take the stabilizing of sales prices in the final quarter of last year as a significant marker. It is not possible to forecast how strong property buying will be in the coming year, but this stabilising of actual sales prices does offer hope that the correction may turn out to be a minor one, - albeit possibly extended into some period of flat pricing - rather than the sharp drop predicted by some analysts.”

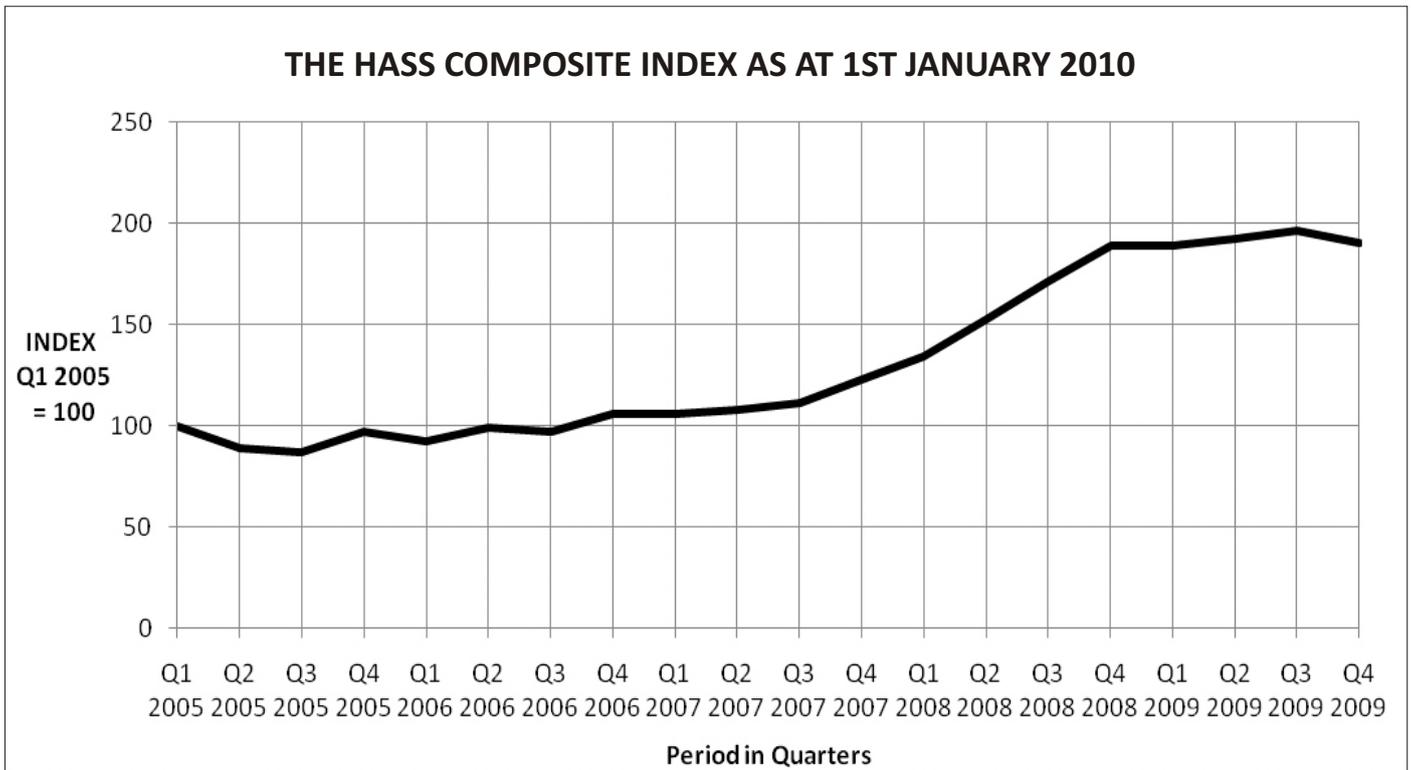
Notes to Editors

Both the Hass Price Index (sales prices) and the Hass Composite Index (asking prices) reflect pricing in Nairobi's middle and upper-end residential property markets. All atypical properties have been excluded, in particular, properties with development potential are not included in either index, which reflect pricing trends on actual homes, and not the current price trends or investment rating on land for development.



Figures represent middle and upper sector of the Kenyan Real Estate market only

Note: Index represents pure prices changes for an average middle/upper income Kenyan house, which does not actually exist.



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