NTHAKA
THE EASIEST WAY TO FIND VERIFIED AGRICULTURAL LAND FOR LEASE IN KENYA

INVESTMENT GUIDE · 2026 EDITION

KENYA AGRIBUSINESS INVESTMENT GUIDE

Your Strategic Roadmap to Profitable Farming in Kenya

BIG NEWS — WE'RE LIVE!

Our website **www.nthaka.co.ke** is officially live — browse verified agricultural land listings across Kenya.
Reach us anytime on WhatsApp/Call **+254-705-224550** or email **sales@nthaka.co.ke**.

Prepared by Nthaka Limited · Kabete, Kenya

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1 Executive Summary

Agriculture remains the backbone of the Kenyan economy, contributing approximately 21.8% to the Gross Domestic Product (GDP) and supporting the livelihoods of over 70% of the rural population [1]. Under the Kenya Vision 2030 and the Bottom-Up Economic Transformation Agenda (BETA), the sector is positioned as a primary driver for food security, job creation, and export earnings.

21.8%	70%+	1.2M
CONTRIBUTION TO NATIONAL GDP	OF RURAL LIVELIHOODS SUPPORTED	ACRES TARGETED FOR IRRIGATION BY 2028

This guide, curated by Nthaka Limited, provides an in-depth analysis of Kenya's agro-ecological zones, high-potential value chains, and the strategic market landscape. Our mission is to bridge the gap between land ownership and productive investment, ensuring that every acre of leased land contributes to a profitable and sustainable future.

Whether you are a first-time smallholder, a returning diaspora investor, or an institutional agribusiness looking to scale, the pages that follow are designed to help you match the right region, the right crop, and the right lease terms to your investment goals — with Nthaka Limited as your on-the-ground partner throughout the process.

2 Detailed Regional Analysis & Value Chains

Kenya's diverse climate and topography create distinct agricultural zones, each suited to specific types of farming. Understanding these regional strengths is crucial for maximizing yield and profitability.

Central Highlands
Kiambu, Nyeri, Murang'a, Kirinyaga, Embu, Meru — avocado, macadamia, dairy & vegetables.

Rift Valley
Trans Nzoia, Uasin Gishu, Nakuru, Narok — maize, wheat, potatoes, beef & dairy.

Eastern Semi-Arid
Makueni, Machakos, Kitui — citrus, mangoes, green grams, sorghum & watermelon.

Western & Lake
Bungoma, Kakamega, Siaya, Homa Bay, Migori — sugarcane, oil crops & aquaculture.

Coastal Region
Kwale, Kilifi, Lamu, Tana River — coconut, cashew, bixa, mangoes & beef livestock.

2.1 The Central Highlands: The High-Value Powerhouse

The Central Highlands (Kiambu, Nyeri, Murang'a, Kirinyaga, Embu, Meru) are characterized by high altitudes (1,500m–2,500m) and fertile volcanic soils. This region is ideal for high-value crops and intensive farming practices.

- **Avocado (Hass):** Currently the "green gold" of Kenya, Hass avocados require well-drained soils and consistent moisture, approximately 25mm of water per week. Intercropping with coffee has shown to enhance soil nutrients, particularly phosphorus, in this region [2]. The market for Hass avocados is robust, with strong demand in Europe and the Middle East.
- **Macadamia:** A high-value nut crop with growing global demand, macadamia thrives in the Central Highlands. Meru and Embu counties are leading producers, benefiting from favorable climatic conditions and established processing infrastructure.
- **Dairy:** Intensive zero-grazing systems are prevalent here, driven by the high demand from the massive Nairobi milk market. Investment in improved breeds and feed management can yield significant returns.
- **Irish Potatoes & Vegetables:** For short-term returns, farmers successfully cultivate Irish Potatoes and various vegetables, including cabbages, carrots, and onions, which supply the nearby Nairobi markets and regional towns.

NTHAKA INSIGHT
This is our most requested region — parcels here lease fastest, particularly plots under 10 acres near tarmac access. Book a viewing early if avocado or dairy is your target enterprise.

2.2 The Rift Valley: The National Breadbasket

Spanning from the North (Trans Nzoia) to the South (Narok), this region is the center of mechanized cereal production and extensive livestock farming.

- **Maize & Wheat:** Trans Nzoia and Uasin Gishu collectively produce over 40% of the national maize supply. Large-scale mechanized farming is key to profitability in these areas. Wheat and barley are also significant crops, supporting brewing and milling industries.
- **Irish Potatoes:** Thriving in cooler areas like Molo and Mau Narok, Irish potatoes benefit from rich volcanic soils. There is high demand from urban fast-food chains and local households, making it a lucrative venture.
- **Beef & Dairy:** Large-scale ranching in counties like Nakuru and Laikipia offers opportunities for high-quality meat and milk production. Improved pasture management and breed selection are crucial for success.

> **NTHAKA INSIGHT**
> Larger parcels (50+ acres) with mechanization access are most common here — well suited to investors seeking scale over intensification.

2.3 The Eastern Semi-Arid Lands: The Horticulture Frontier

Counties like Makueni, Machakos, and Kitui have transformed through strategic irrigation and water harvesting initiatives, becoming hubs for drought-resistant and high-value horticulture.

- **Pixie Oranges & Mangoes:** Makueni is a national hub for these fruits, known for their sweetness and market appeal. Their high resistance to drought makes them ideal for this climate, especially with supplementary irrigation.
- **Green Grams (Ndengu):** A short-season legume with high domestic demand and significant export potential to India and the Middle East. It's a resilient crop suitable for the region's conditions.
- **Sorghum & Watermelons:** These crops capitalize on the warm climate and can provide good returns, especially with access to local and regional markets.

> **NTHAKA INSIGHT**
> Land here is the most affordable in the country — pair it with a borehole or water pan and returns on drought-resistant horticulture can be exceptional.

2.4 Western & Lake Region: Diversification & Aquaculture

This region, including Bungoma, Kakamega, Siaya, Homa Bay, and Migori, benefits from warm temperatures and adequate rainfall, fostering diverse agricultural activities.

- **Sugarcane:** Traditionally dominant, the region is now diversifying. Farmers are increasingly venturing into crops like Soybeans and Sunflower, supported by initiatives like the National Edible Oil Crops Promotion Project.
- **Aquaculture:** Cage farming in Lake Victoria (Siaya, Homa Bay) is a rapidly growing sector. The high demand for protein in the region and beyond makes fish farming a promising investment.

- **Sweet Potatoes, Green Grams, Cowpeas:** These food crops are gaining prominence, contributing to local food security and providing additional income streams for farmers.

NTHAKA INSIGHT

Lakeside plots suited to cage-fish farming are a fast-growing enquiry category — early movers are securing the best-positioned parcels.

2.5 Coastal Region: Tropical Tree Crops & Livestock

The Coastal counties of Kwale, Kilifi, Lamu, and Tana River offer a tropical climate suited for specific tree crops and extensive livestock farming.

- **Coconuts & Cashew Nuts:** Kwale and Kilifi are primary producers. There's significant potential for industrial processing of these crops for oil, snacks, and other value-added products.
- **Bixa:** A unique natural food colorant with a niche export market, offering specialized opportunities for investors.
- **Mangoes & Pineapples:** These fruits perform exceptionally well, benefiting from the warm climate and coastal soils. Opportunities exist for fresh consumption and processing.
- **Beef Livestock:** Expansive ranches in areas like Kilifi and Tana River support significant beef livestock operations, catering to local and regional meat markets.

NTHAKA INSIGHT

Coastal leases often bundle in existing tree crops — always request a full inventory of standing trees before signing.

3 Why Invest Through Nthaka Limited

Land is only as valuable as the certainty behind it. Nthaka Limited exists to remove the guesswork, risk, and friction from leasing agricultural land in Kenya.

1

Verified Land Listings

Every parcel we list is physically inspected using our standardized Land Viewing process — boundaries, water access, soil notes, and ownership documents are all recorded before a listing goes live.

2

Transparent Lease Agreements

We facilitate fair, plain-language lease terms with security of tenure typically spanning 5–15 years, so you can invest in the land with confidence.

3

Agronomic & Market Support

Our network of agronomic experts and buyer linkages helps you choose the right enterprise for your plot and get your produce to market.

4

End-to-End Facilitation

From first search to signed agreement, a dedicated Nthaka representative walks with you — including leveraging applicable government subsidies and support programs.

As Kenya's leasing market grows more competitive, investors who move through a trusted, verified channel consistently secure better parcels, on fairer terms, faster. That is the role Nthaka Limited plays for every client — first-time smallholders and institutional investors alike.

4 Understanding Land Lease Prices in Kenya

Leasing agricultural land in Kenya involves a range of prices influenced by factors such as county, proximity to infrastructure, soil fertility, water availability, and intended use. Nthaka Limited facilitates transparent and fair lease agreements. Below is a generalized guide to expected annual lease prices per acre, based on recent market data and client enquiries:

COUNTY	TYPICAL ANNUAL LEASE PRICE (KES/ ACRE/YEAR)	NOTES
Kiambu	**15,000 - 30,000**	Higher prices near urban centers, suitable for high-value crops and dairy.
Nyeri	**10,000 - 25,000**	Good for tea, coffee, dairy, and horticulture.
Murang'a	**12,000 - 28,000**	Similar to Kiambu and Nyeri, strong for cash crops.
Embu	**8,000 - 20,000**	Diverse agriculture, including macadamia and coffee.
Meru	**9,000 - 22,000**	Known for miraa, coffee, and macadamia. Prices vary by zone.
Trans Nzoia	**7,000 - 18,000**	Prime maize and wheat belt, large-scale farming.
Uasin Gishu	**8,000 - 19,000**	Similar to Trans Nzoia, strong cereal production.
Nakuru	**10,000 - 25,000**	Varied, from large-scale cereals to horticulture and dairy.
Narok	**6,000 - 15,000**	Vast lands, good for wheat, maize, and livestock.
Makueni	**4,000 - 10,000**	Semi-arid, drought-resistant crops with irrigation.
Machakos	**5,000 - 12,000**	Horticulture and livestock. Closer to Nairobi, prices can be higher.
Kitui	**3,000 - 8,000**	Extensive dryland farming, lower prices for large tracts.
Bungoma	**6,000 - 14,000**	Sugarcane, maize, and emerging diversification crops.
Kakamega	**7,000 - 15,000**	Dense population, smaller plots, sugarcane and food crops.
Siaya	**5,000 - 12,000**	Sugarcane, aquaculture, and food crops.
Homa Bay	**5,000 - 12,000**	Aquaculture and mixed farming.
Migori	**6,000 - 13,000**	Sugarcane and food crops.

Kwale	**4,000 - 10,000**	Coastal crops, livestock. Prices vary by proximity to coast.
Kilifi	**4,500 - 11,000**	Similar to Kwale, tourism influence can affect prices.
Lamu	**2,000 - 7,000**	Large tracts, lower population density, extensive farming.
Tana River	**2,000 - 6,000**	Extensive ranching, irrigation potential along the river.

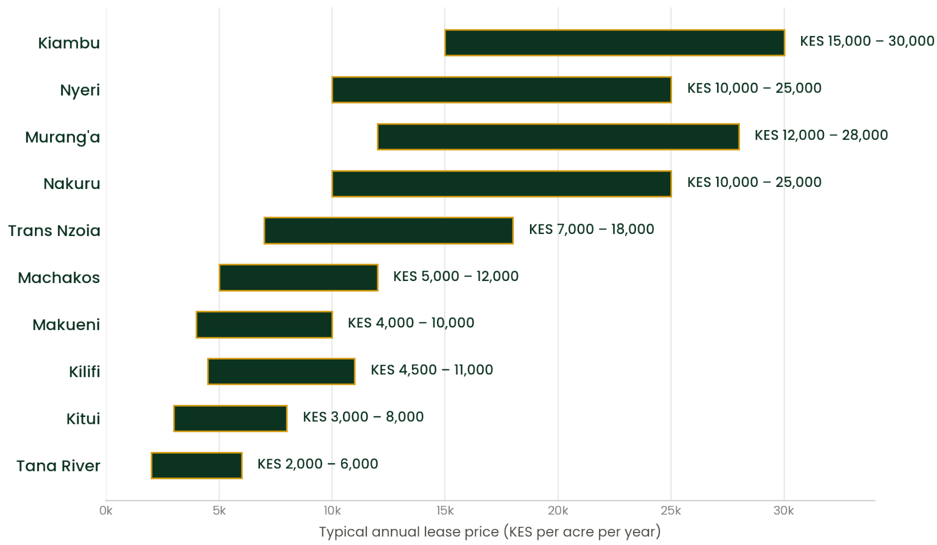

Figure 1 — Typical annual lease price range by county (KES per acre per year)

Note: These are generalized annual lease prices per acre and can vary significantly based on specific location, land improvements, water access, and lease terms. Nthaka Limited provides precise valuations for specific land parcels.

5 Market Dynamics & Logistics

Identifying the right market is as important as growing the crop. Kenya boasts a robust network of domestic wholesale markets, alongside lucrative export channels.

5.1 Domestic Wholesale Hubs

For farmers targeting the local population, several key markets dictate national pricing and demand. In Nairobi, the Wakulima (Marikiti) Market is the largest fresh produce wholesale center, handling massive volumes of vegetables, fruits, and tubers daily. Nearby, Nyamakima and Muthurwa markets also serve as critical distribution points. In the coastal region, the Kongowea Market in Mombasa is the central hub for fresh produce, serving the entire coastal population and the hospitality industry. In the west, Kibuye Market in Kisumu stands as one of the largest open-air markets in East Africa, facilitating trade across the Lake region and into neighboring countries.

5.2 The Digital Revolution in Agri-Trade

Digital platforms like Farm Mall and Selina Wamucii are reducing the influence of middlemen, allowing farmers to track real-time prices and secure contracts before harvest. These platforms provide transparency and efficiency, enabling farmers to achieve better profit margins and reach a wider customer base.

6 Strategic Government Support & Policy

The Kenyan government, through various agencies, provides substantial support to the agricultural sector to boost food security, lower production costs, and enhance market access. Investors should actively leverage these programs.

6.1 Input Subsidies

To combat the high cost of inputs, the government runs the National Fertilizer Subsidy Program through the National Cereals and Produce Board (NCPB). Registered farmers can access essential fertilizers at significantly reduced prices, currently set at KES 2,500 per 50kg bag [3]. This intervention drastically lowers the barrier to entry and improves overall profitability for crop farmers, making key inputs more accessible.

6.2 Infrastructure & Irrigation

Recognizing the risks of rain-fed agriculture, the National Irrigation Authority (NIA) is aggressively expanding irrigation infrastructure. A key initiative is the construction of community small dams and water pans, which the NIA provides without charging construction fees to the farmers. The government's strategic plan aims to double the area under irrigation to over 1.2 million acres by 2028, offering a massive opportunity for investors in semi-arid regions and enhancing climate resilience [4].

6.3 Regulatory Framework & Crop-Specific Promotions

The Agriculture and Food Authority (AFA) plays a crucial role in regulating and promoting various agricultural value chains. AFA actively promotes specific value chains to diversify the economy. Current focus areas include the Edible Oil Crops Promotion Project, which supports the cultivation of Soya beans, Sunflower, and Canola to reduce reliance on imported oils. Additionally, the AFA provides regulatory frameworks and market support for niche crops like Bixa and various nuts, ensuring farmers have structured and profitable avenues for their produce [5]. AFA also ensures that Kenyan produce meets international standards, facilitating access to lucrative export markets.

6.4 Vision 2030 & BETA Alignment

Kenya's Vision 2030 identifies agriculture as a key sector for achieving a 10% annual economic growth rate. The Bottom-Up Economic Transformation Agenda (BETA) further emphasizes reducing the cost of production, increasing productivity, and enhancing value addition across the agricultural sector. These policies create a supportive environment for agribusiness investments, focusing on sustainable growth and farmer empowerment [6].

7 Investment Roadmap with Nthaka Limited

Nthaka Limited is your trusted partner in navigating Kenya's agribusiness landscape. Our streamlined process ensures you find the right land and make informed decisions:

1

Land Identification

Browse our extensive, verified listings of agricultural land, ranging from 1 to 500+ acres, available for lease across various counties.

2

Suitability Assessment

Utilize our expertise and this guide to match the land's agro-ecological zone with your intended crop or farming venture.

3

Lease Negotiation

We facilitate transparent, fair, and long-term lease agreements, typically ranging from 5 to 15 years, ensuring security of tenure.

4

Implementation Support

Leverage government subsidies, our network of agronomic experts, and market linkage support to ensure your project's success.

8 Conclusion

Investing in Kenyan agriculture offers immense potential when approached with the right knowledge and strategic partnerships. By carefully selecting the appropriate region for your desired crop, understanding the market pathways, and effectively utilizing government support systems, you can build a resilient, profitable, and sustainable agribusiness.

Nthaka Limited is here to support your journey every step of the way. Explore our verified land listings today and take the first step towards realizing your agricultural success.

LET'S TALK

Ready to Find Your Land?

Our website is now live — explore verified listings, or reach our team directly on WhatsApp, call, or email.

WEBSITE
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