LINDEN
AFRICA

LINDEN AFRICA

Land Acquisition *Brief*

NAIROBI · KENYA

Building Value. Delivering Trust.

SEPTEMBER 2026

01 — WHO WE ARE

Who we are

Linden Africa is an institutional real estate developer and investment platform headquartered in Nairobi, Kenya. Founded by an experienced team with deep roots in Kenya's residential market, we bring capital, development expertise, construction management, sales and marketing, and institutional governance to every project we undertake.

We partner with large landowners through structured joint ventures, contributing development capital, construction management, sales and marketing, and institutional governance. We are actively seeking new land opportunities across Nairobi.

02 — PREFERRED DEAL STRUCTURES

Preferred deal structures

We will consider land on the following basis, in order of preference:

1.

Joint Venture

PREFERRED

Landowner contributes land into an SPV. Linden Africa contributes capital, development expertise and management. Landowner receives agreed consideration (units and/or cash) from project proceeds, with a preferred return before profit is shared.

2.

Deferred Land Payment

Land acquired under a structured agreement with payment deferred to completion or phased against sales milestones. No upfront cash outlay required from Linden.

03 — LAND CRITERIA

Land criteria

Site Size	Minimum 5 acres. Preference for 10–200+ acre sites for serviced plot and master-planned community developments. Smaller sub-5-acre sites considered for premium residential in Karen, Runda, Kitisuru or equivalent.
Land Price / Value	Land contributed at agreed valuation into the project SPV — no upfront cash land payment required. Landowner consideration (units and/or cash) is paid from project proceeds. Sites must underwrite to a minimum 25%+ project IRR at fair market pricing.
Title & Ownership	Clean freehold or leasehold title. Single ownership or consolidated family ownership strongly preferred. Succession, disputed, or multiple-beneficiary titles require full resolution prior to engagement.
Planning / Zoning	Residential zoning preferred. Change-of-use opportunities considered where risk is quantifiable. Agricultural land adjacent to established residential nodes will be evaluated on merit.
Topography	Generally flat to gently undulating preferred for serviced plot schemes. Hillside/sloped sites acceptable for premium villa developments where elevation change creates product differentiation.
Infrastructure	Tarmac road access (or proximate). Electricity connection on or adjacent to site. Water availability (borehole and/or municipal). NEMA-sensitive areas (riparian, wetland, conservation) should be disclosed upfront.
Encumbrances	No active charges, cautions, or injunctions. Riparian and road reserves to be disclosed. Sites with unresolved boundary disputes or ongoing litigation will not be progressed.

04 — TARGET LOCATIONS

Target locations

Nairobi Metro

LOCATION	PRODUCT TYPE	NOTES
Karen / Karen Hardy	Premium Villas	Low-density, large-plot residential. JV model. 3–8 acre sites preferred.
Kitisuru / Kihara Rd	Premium Villas	Hillside sites. Diplomatic and international school catchment. 8–20 acres.
Runda / Kiambu Rd	Villas / Gated	Established high-end node. Infill and larger sites considered.
Spring Valley	Villas / Gated	Established high-end node. Infill and larger sites considered.
Loresho	Villas / Gated	Low-density, medium-plot residential. JV model. 3–8 acre sites preferred.
Lower Kabete	Villas / Gated	Established high-end node. Infill and larger sites considered.
Nyari / Westlands	Villas / Gated	Established high-end node. Infill and larger sites considered.
Muthaiga North	Villas / Gated	Established high-end node. Infill and larger sites considered.

05 — EXCLUSIONS

What we are not looking for

- Affordable housing or high-density low-margin developments
- Commercial, industrial or hospitality-only sites (unless part of a mixed-use residential scheme)
- Sites with unresolved title disputes, active litigation or multiple uncoordinated owners
- Overpriced land that cannot underwrite to 25%+ project IRR at market pricing
- Sites without tarmac road access or any reasonable path to utilities

LINDEN
AFRICA

CONTACT

Linden Info

info@linden.africa
+254 782 888 008 OFFICE

Shiv Arora

shiv@linden.africa
+254 787 635 270

THE PIANO • FLOOR 8 • BROOKSIDE DRIVE • NAIROBI • KENYA

www.linden.africa

Building Value. Delivering Trust.