



What does Africa's demographics mean for real estate.

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September 2025



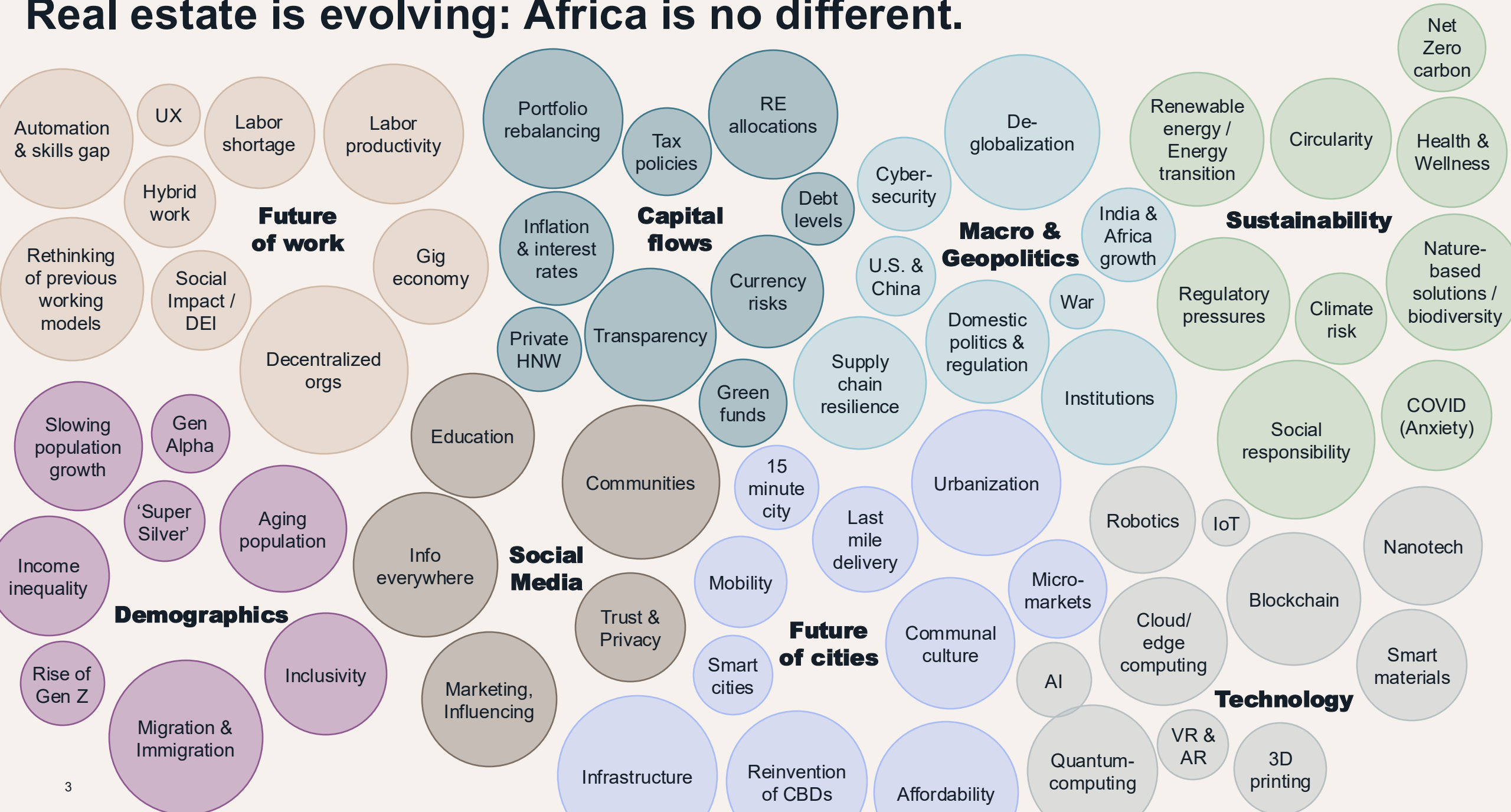
AFRICA PROPERTY
INVESTMENT SUMMIT



**Africa's demographic shift
isn't just population
growth.**

**It's an opportunity to
redefine the built
environment.**

Real estate is evolving: Africa is no different.

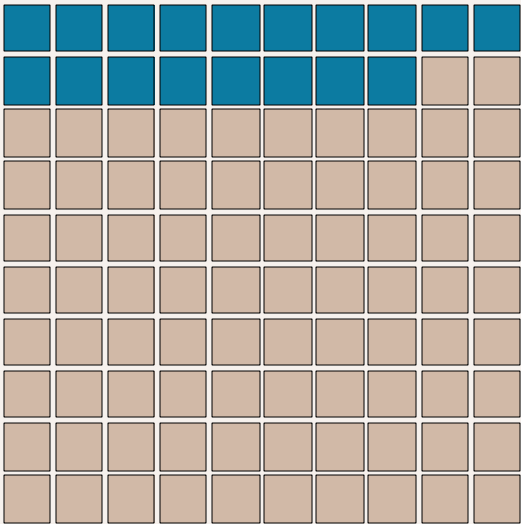


How will Africa's population evolve over the next 50 years?

 2025

18%

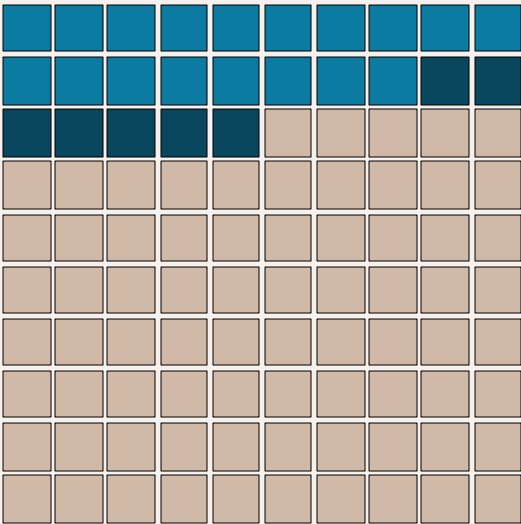
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 2050

25%

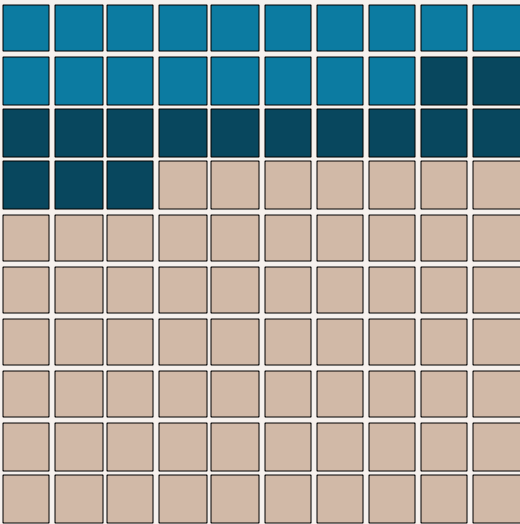
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 2075

32%

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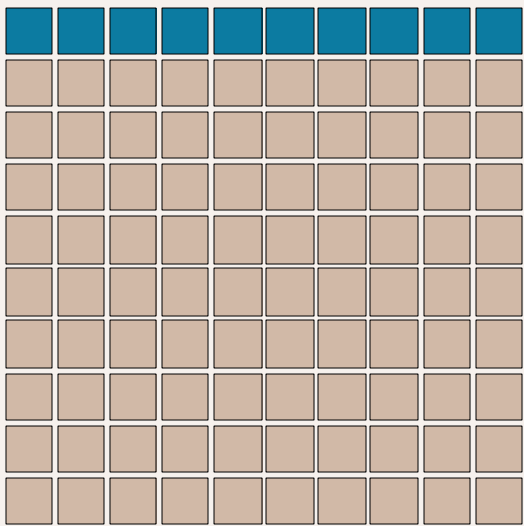
Source: UN & World Bank Estimates, 2025

How will Africa's working population evolve over the next 50 years?

 2025

10%

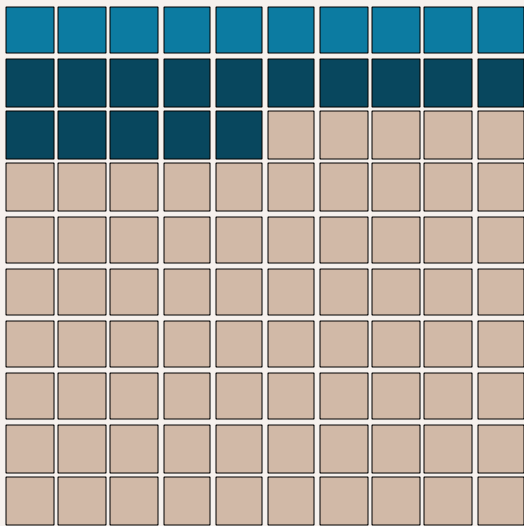
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 2050

25%

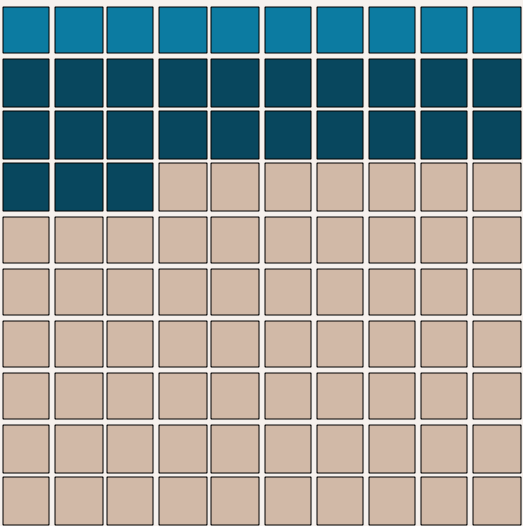
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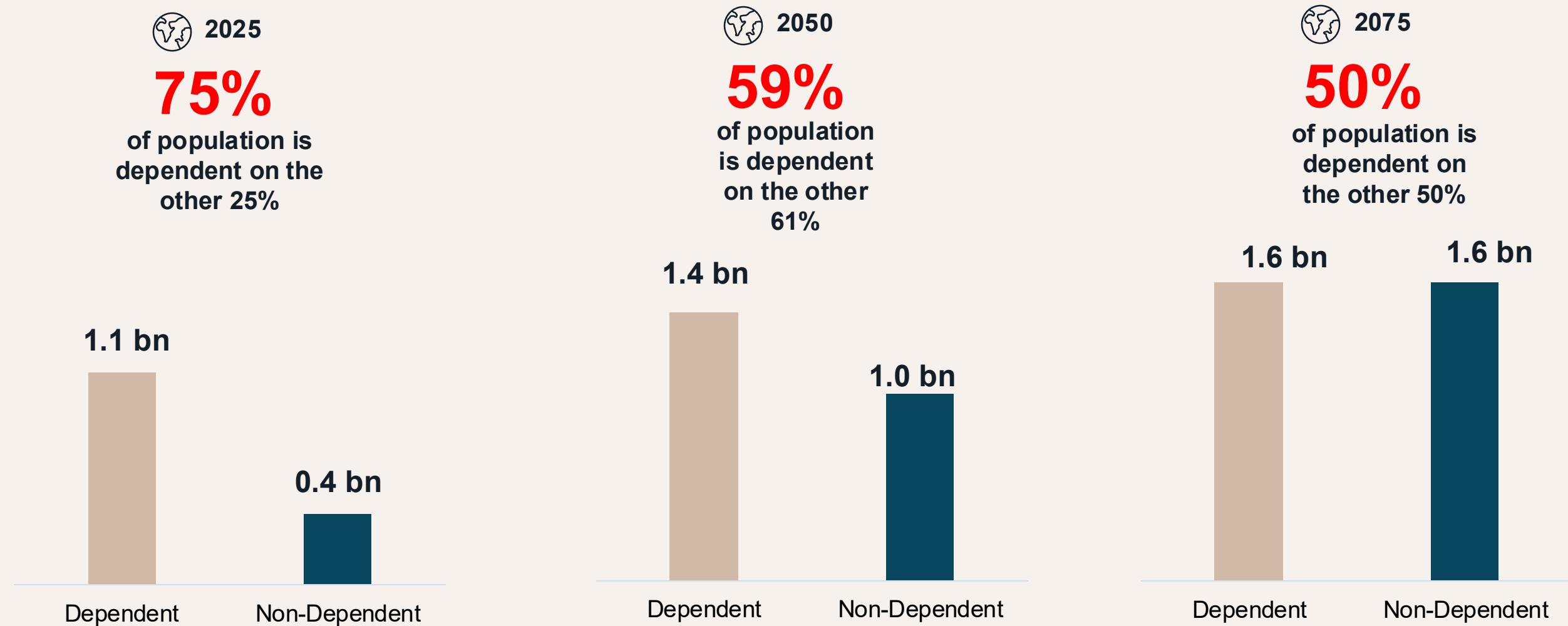
 2075

33%

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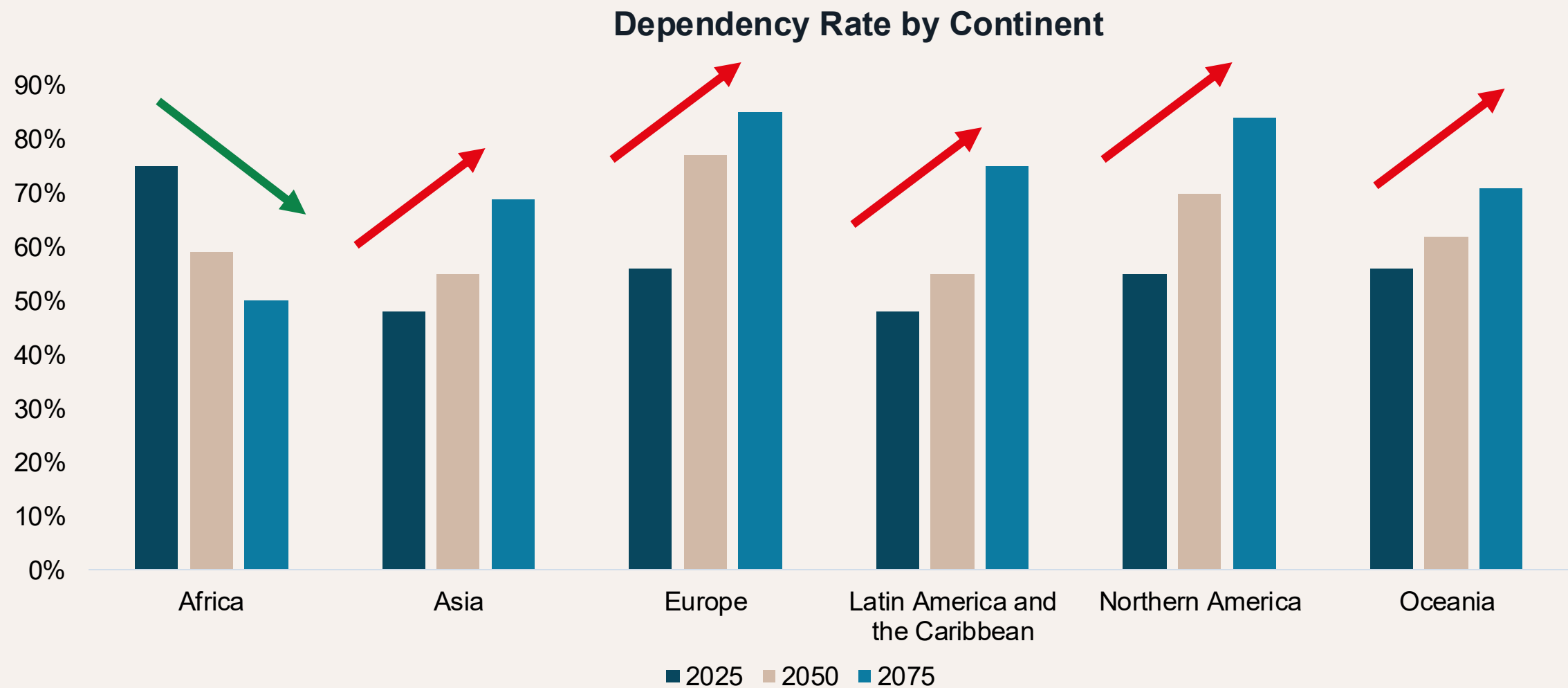


The continent will add 1.2 billion working Africans over the next 50 years.



Source: UN & World Bank Estimates, 2025

The rest of the world will lose 1.4 billion people from their working population by 2075.

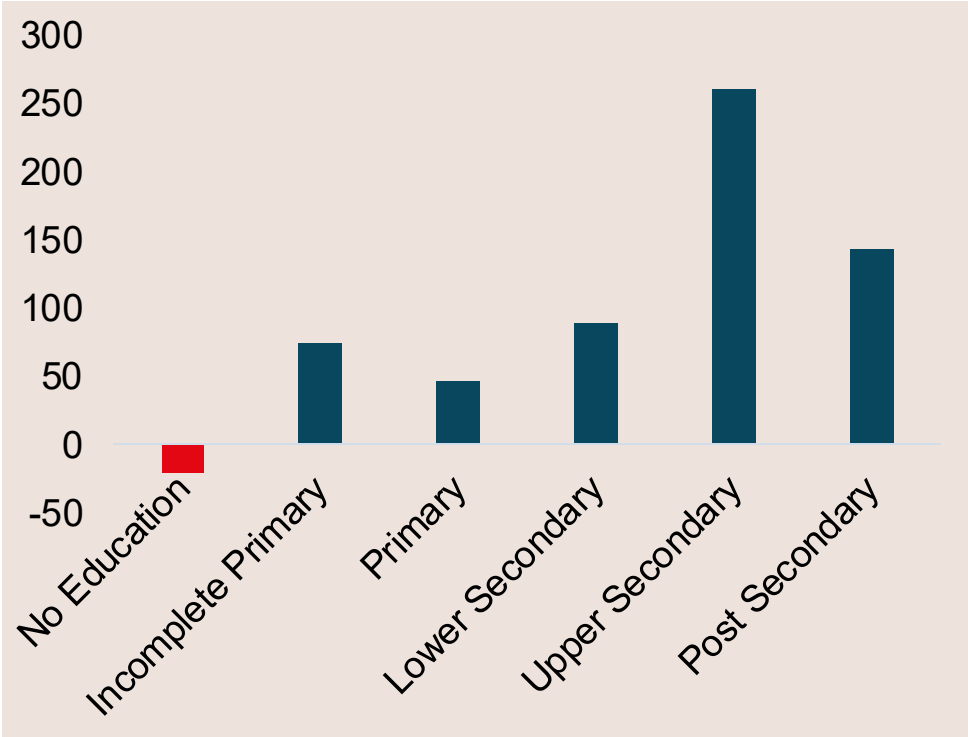


Source: UN & World Bank Estimates, 2025, Wittgenstein Centre for Demography and Global Human Capital (2023)

The working age population will have a higher level of education, with nearly 70% of net workers having Upper and Post Secondary education by 2050.

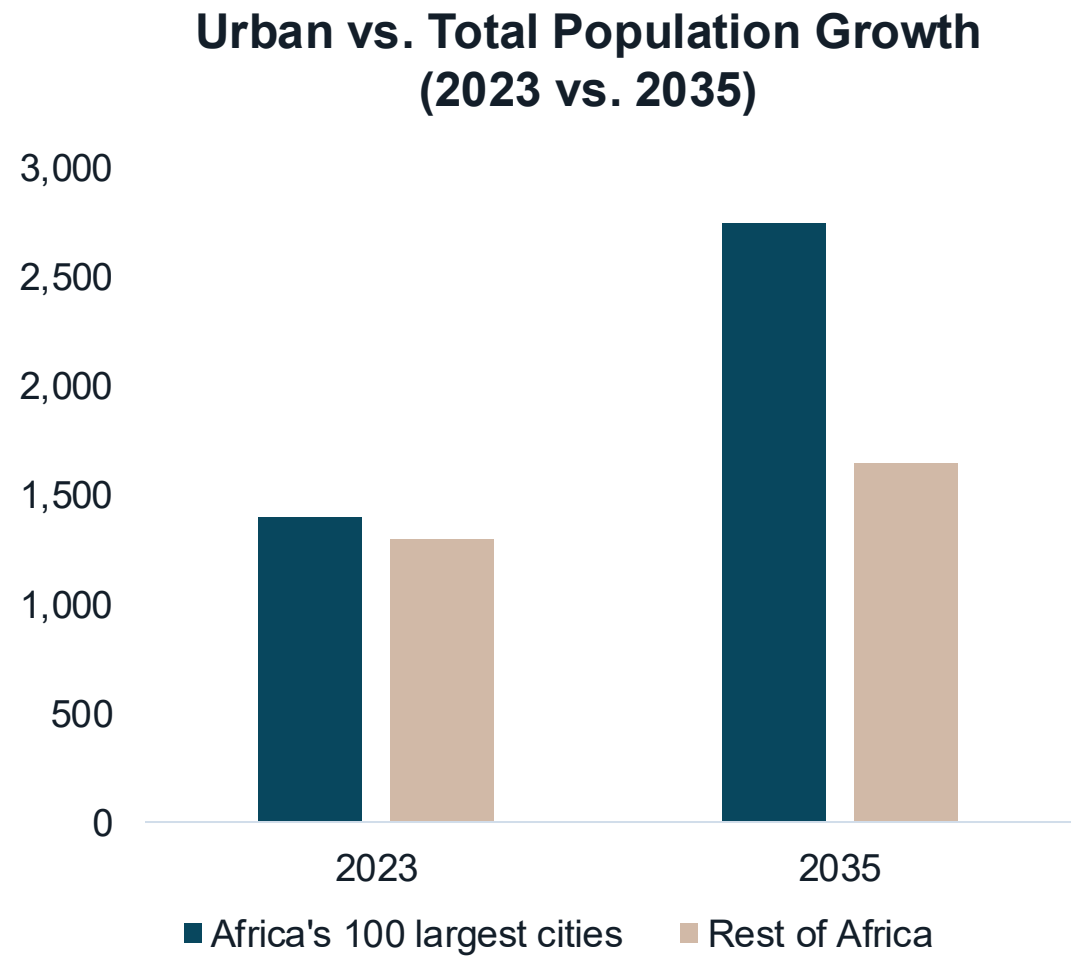
Net Change in Population by Education and Age between 2025 and 2050 (millions)

	No Education	Incomplete Primary	Primary	Lower Secondary	Upper Secondary	Post Secondary
20--24	-7.5	2.5	0.7	26.4	44.8	14.8
25--29	-6.1	5.3	2.8	10.2	46.6	26.0
30--34	-5.2	9.0	4.1	9.6	39.8	25.7
35--39	-5.2	11.0	5.7	8.5	34.3	21.7
40--44	-4.1	11.4	6.9	7.8	28.1	17.2
45--49	-1.7	11.4	6.6	7.1	22.3	13.5
50--54	1.0	10.3	6.5	6.3	17.7	10.4
55--59	2.8	7.6	6.7	6.3	14.7	8.2
60--64	4.5	5.7	6.0	6.2	12.2	6.4



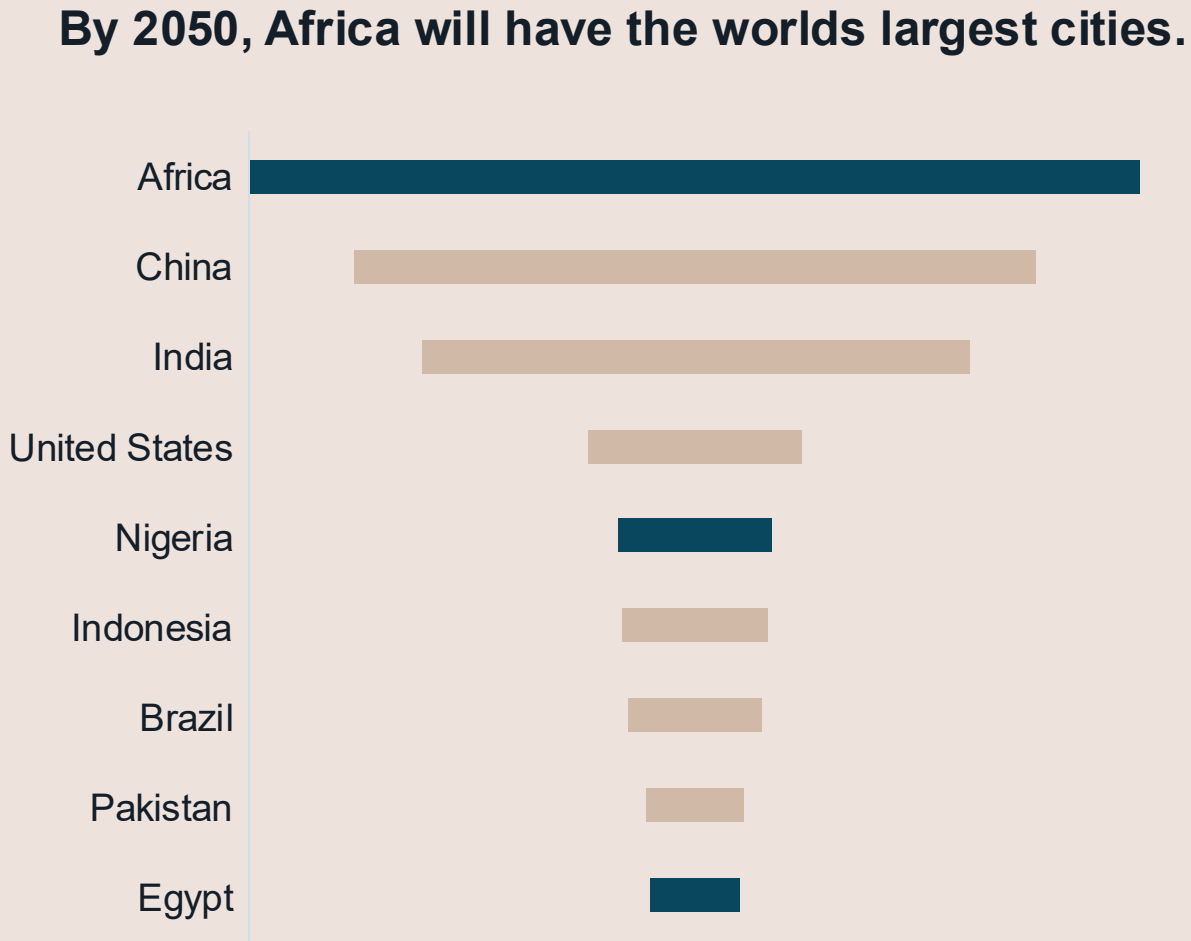
Source: Wittgenstein Centre for Demography and Global Human Capital (2023)

Growth is characterised by a rise in working age Africans.



Source: OECD, 2024

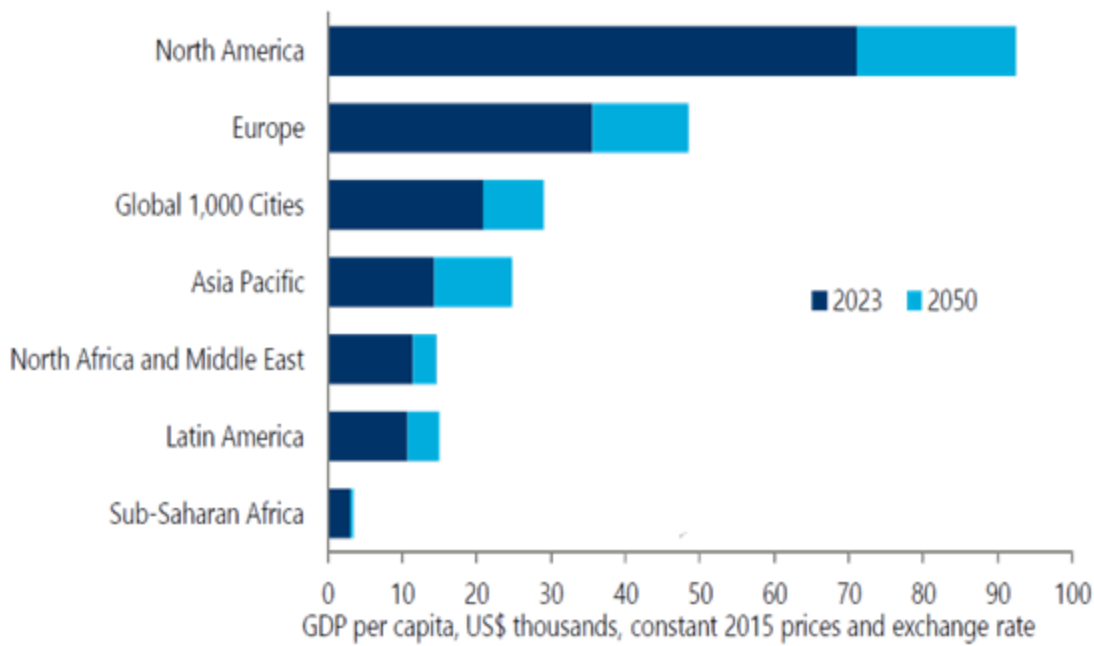
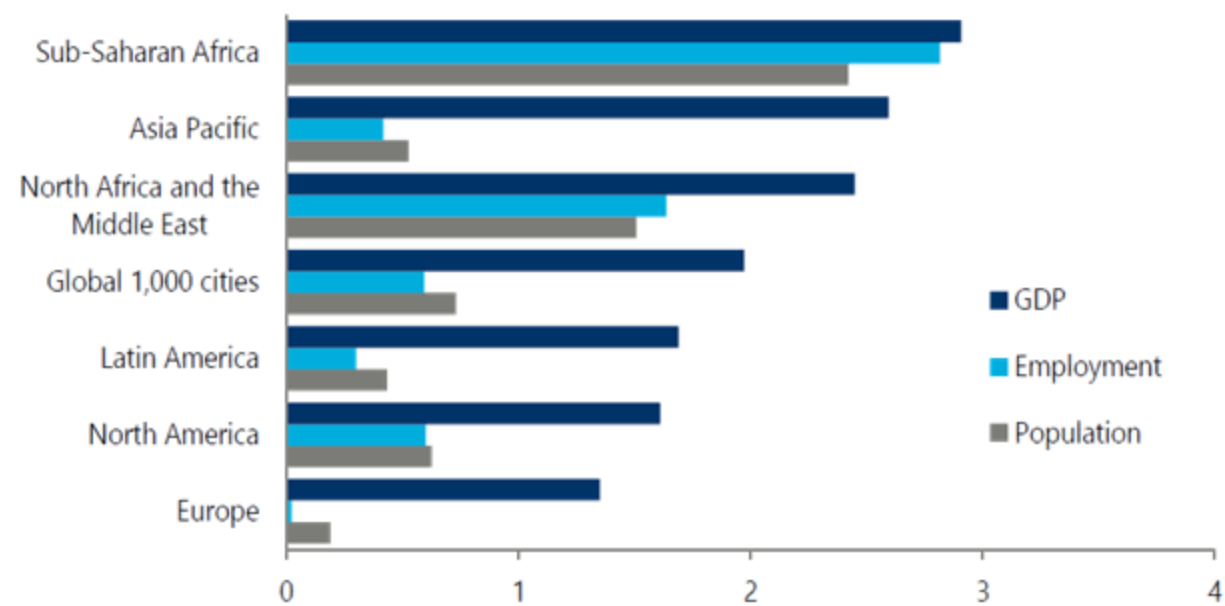
With a majority of them living in cities.



Growth in African cities will outpace all other regions across metrics. Unfortunately, this does not equate to per capita growth.

GDP, employment and population growth in African cities will outpace its peers in Sub-Saharan Africa

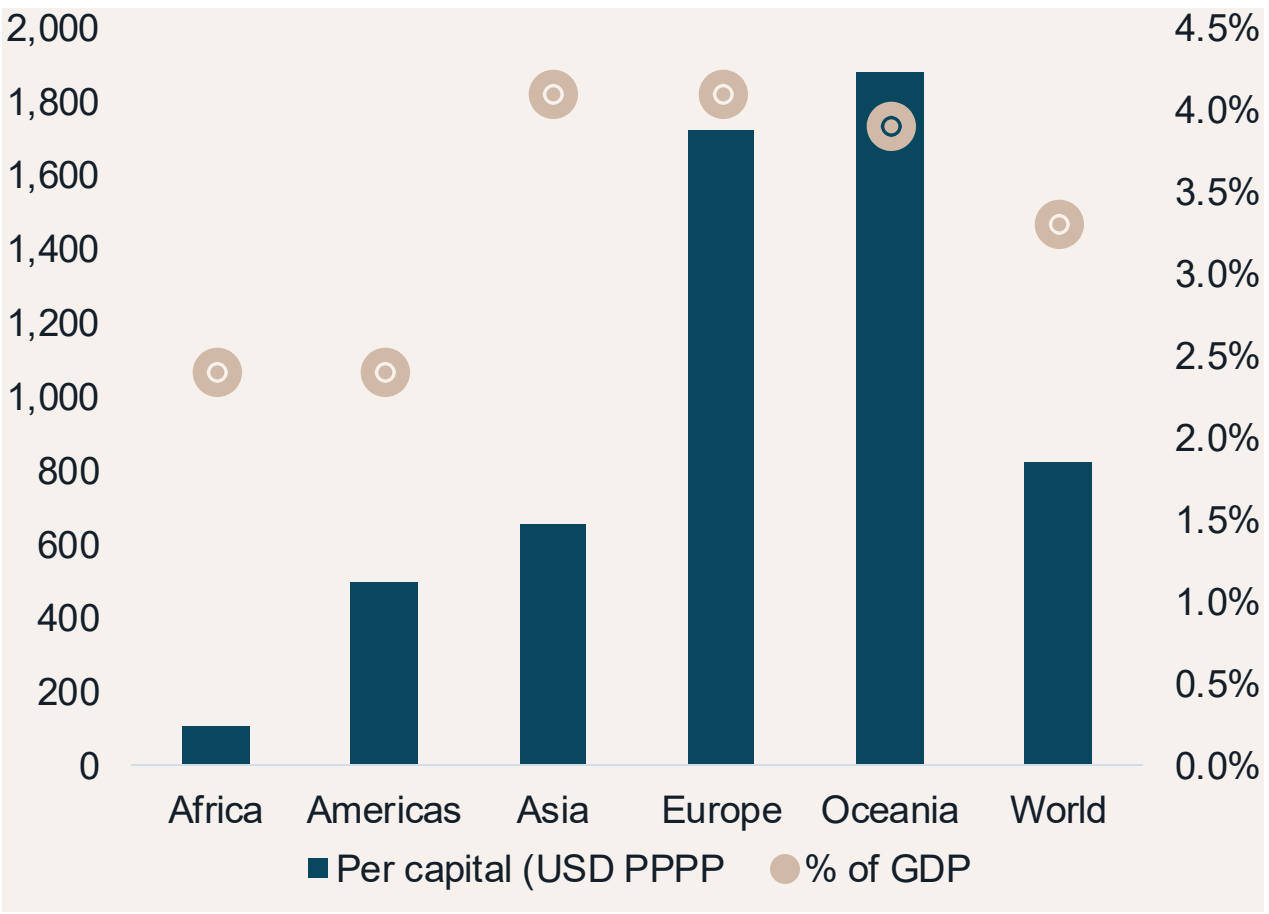
GDP per capita within African cities will however lag as the growth



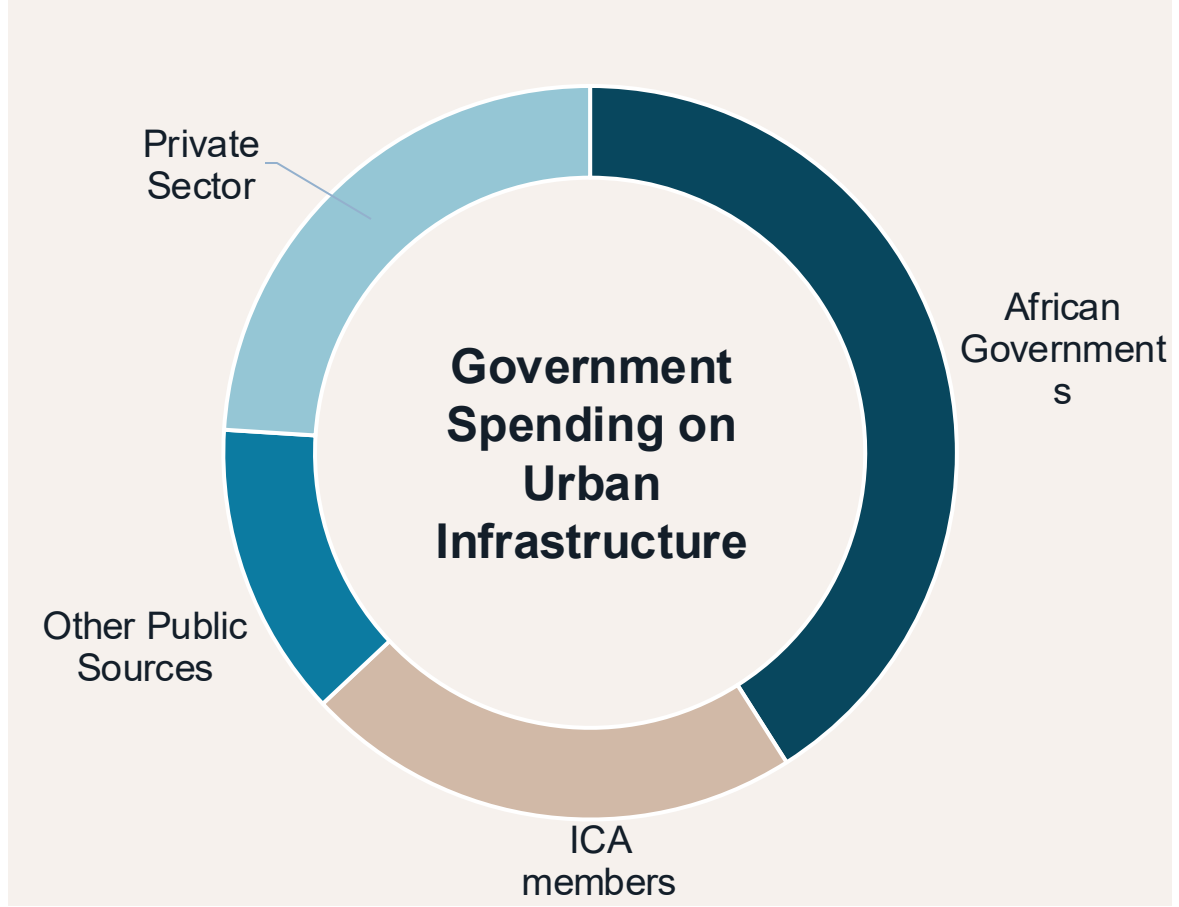
Source: Oxford Economics Global Cities, November 2023

African governments cannot fund the urban infrastructure growth required alone.

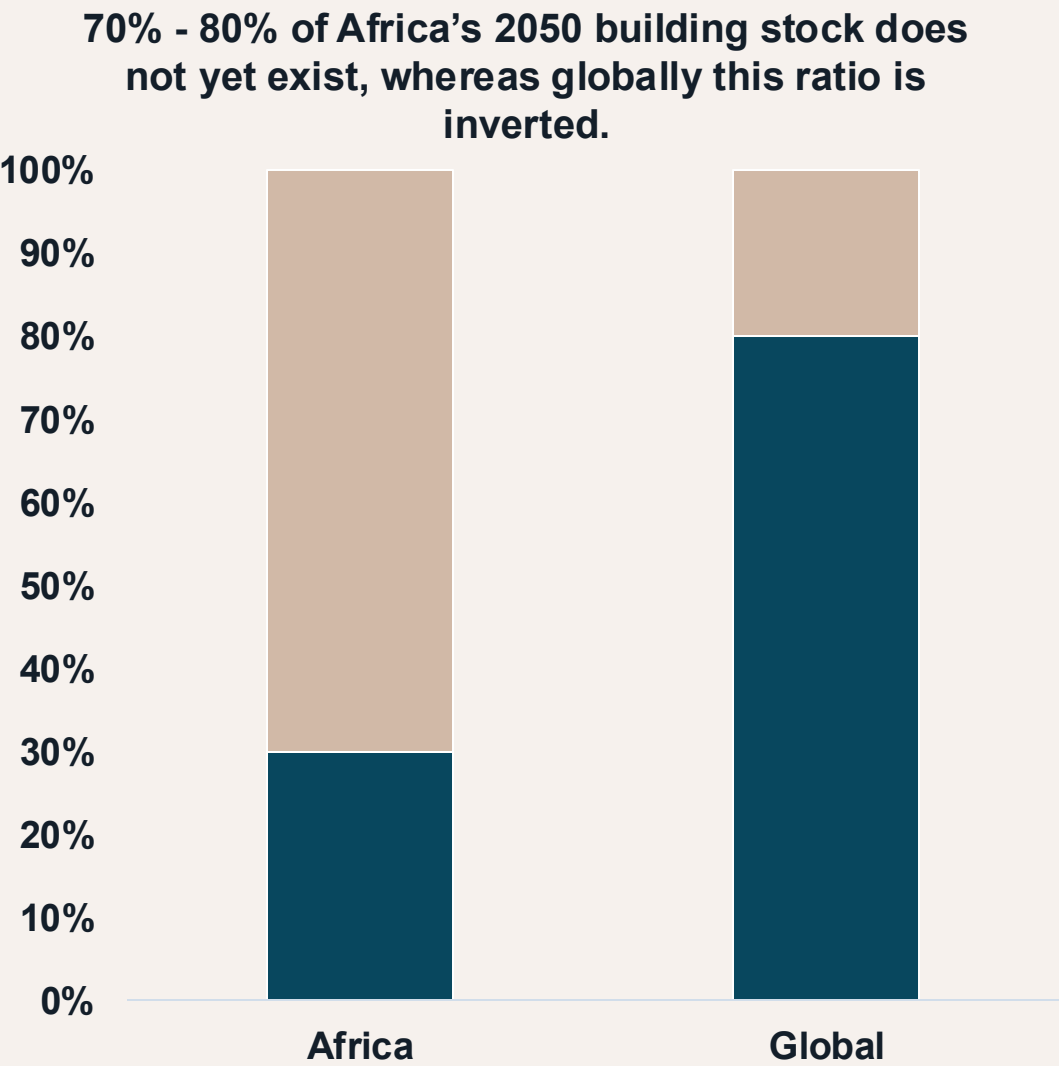
Government Spending on urban infrastructure today is not sufficient and external sources already make up a big component.



Source: AFDB, 2025



Africa could add more new building stock than Europe and North America combined by 2050.



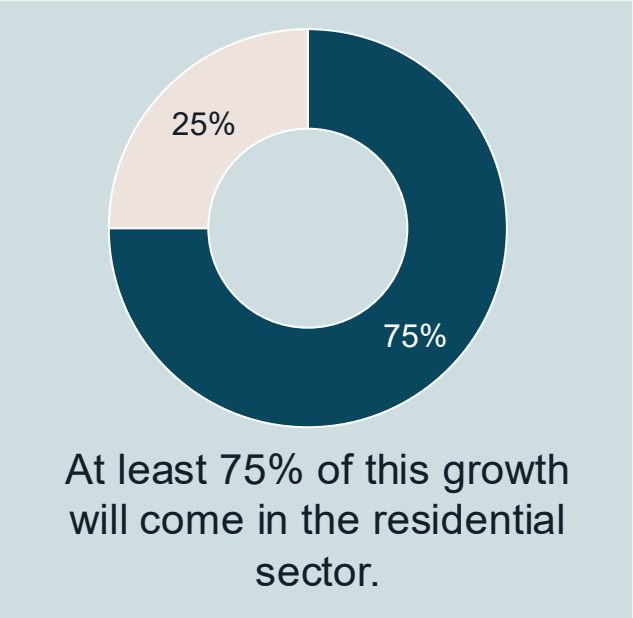
0.2%

The amount of Africa's built environment that is institutional-grade, commercial real estate. OECD countries average 5% - 10%

0.5%

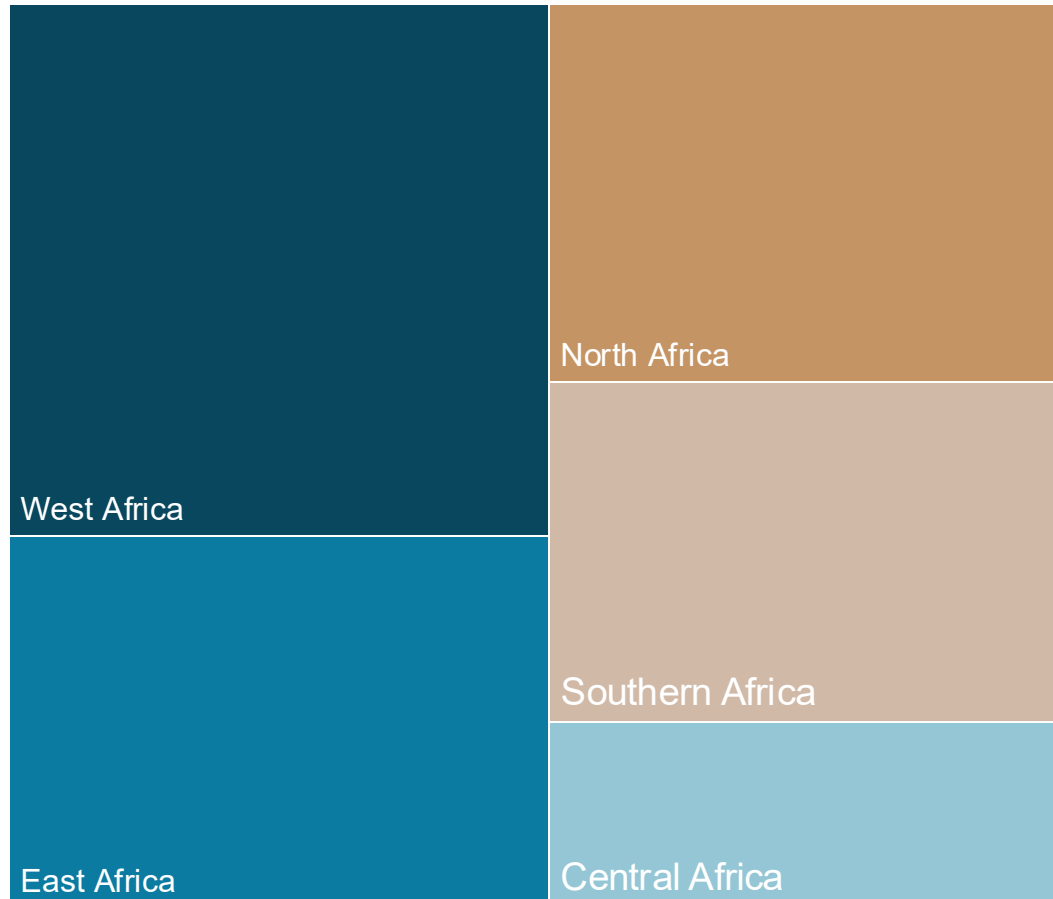
The amount of global, institutional-grade CRE that is in Africa. This could easily triple by 2050, but would likely be less than 5% of the additions in Europe and America in absolute terms.

Sub-institutional stock could grow by **2-3X** Likely to dominate secondary cities and peri-urban settings, but share will shrink in prime urban areas.



Growth will be concentrated in residential buildings within the middle of the continent.

Most of the coming built environment growth will occur in West, East and Central Africa



Growth in Institutional Grade real estate will be geographically disparate.

01 **Egypt, Morocco** and **South Africa** are likely to top the rankings, with North Africa driven by industrial stock, while South Africa is likely to remain the dominant digital infrastructure hub and has the largest institutional stock base to grow from.

02 East African hubs of **Kenya** and **Ethiopia** have a more consistent path to scale, but with a medium reform case, the West African cluster of **Nigeria, Ghana**, and **Côte d'Ivoire** should outpace in terms of absolute institutional grade scale.

03 Smaller, mature economies of **Rwanda, Mauritius, Botswana**, will continue to mature, but unlikely see the same level of growth.

04 Institutional grade stock growth in **Central Africa, Namibia, Angola and Mozambique** is expected to be strong, but more niche.

Real estate impact by asset class

Retail

- Middle-class consumption in Africa is projected to triple.
- E-commerce will grow rapidly, but logistical challenges will anchor the opportunity for mid-scale malls, convenience and neighborhood centers.
- GLA could still grow by 2-3X by 2050



Offices

- Africa will have the largest working-age population by 2050. Growth in the services sector will drive demand for offices.
- Demand for quality, efficient, green certified space could more than triple by 2050.
- Multinational occupiers will likely double down in regional hubs, with limited investment grade outside of these.



Logistics

- Urbanisation and the need for efficient supply chains will fuel growth.
- FMCG and e-penetration will continue to grow, as governments can't keep pace with transport investment.
- Likely to see the highest growth in institutionalised stock of any asset class by 2050.



Real estate impact by asset class

Hospitality

- Improved connectivity and trade to drive growth.
- Growth in midscale likely to be strongest over medium to long-term.
- Africa's growth in population = destination awareness improvement.



Data Centers

- Africa has the fastest growing internet penetration in the world. 1.2 bn additional Africans will be online by 2050.
- Africa is the most undersupplied region and often a more compelling thesis for sustainable investment.



Student Housing

- Tertiary enrolment is expected to double by 2040. Likely to be an early demographic winner.
- Likely to be institutionally led, with public sector an enabler.
- More geographically dispersed opportunity, albeit urban focused.



Source: JLL, April 2025

The fortune could be at the bottom of the pyramid.

Scale and **returns** could be dislocated for several reasons. However, demographics will drive stronger demand into value-led residential, as well as productivity and infrastructure-linked assets.

Sectors closer to the **“top of the pyramid”** will undoubtedly grow, but will likely be more geographically concentrated.



What does this mean: Don't get caught up in the hype, or ignore the role, that demographics will play in shaping the real estate in Africa

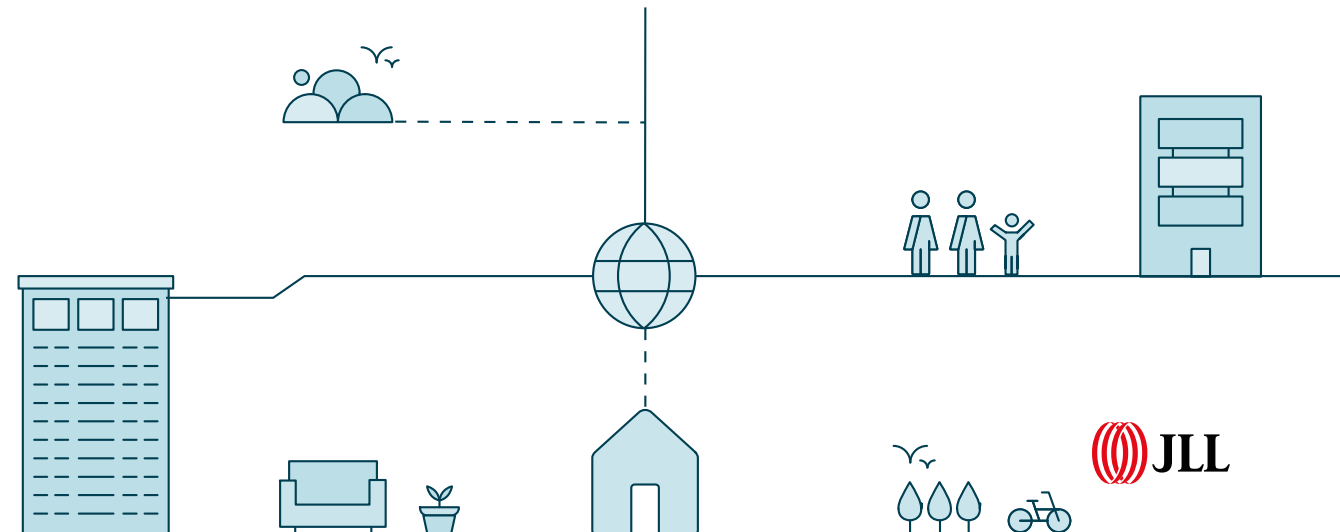
1 Despite unprecedented built environment **growth**, Africa will very unlikely become a global center for institutional-grade real estate and investment in the next 30 years.

2 Cities will take strain, as government funding will not keep pace. An ageing Global North could inhibit funding, and the private sector contribution will have to grow.

3 Sub-institutional grade will be dominated by private capital and retain the largest geo footprint.

4 Growth within the institutional segment will outpace sub-institutional grade but will remain very concentrated geographically.

5 Investors able to disrupt and **institutionalise the bottom of the pyramid** will be the clear winners.



Thank you