

Private Sector's Contributions to the Development of the Nigerian Housing Market

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Abstract: Housing problem is one of the major issues normally discussed in the world fora today. This is due to the dire shortage of accommodation; the demands for it far surpass the number available for human living. This deficit in housing requirements is a product of many factors amongst which include: increase population; rural urban migration; industrialization; emergence of commercial and mega cities; climatic change; natural disasters such as earth quakes, war, famine, drought and others. The Paper therefore, attempts to examine how Private sector has helped in alleviating some of these housing problems in Nigeria. A Survey Research was carried out through the use of questionnaire instrument. Three types of Questionnaire are designed: one for the Tenants, the Landlords and Private developers. The Multi Stage Sampling techniques were adopted for the study; while Chi-square Statistics and Mean Score ranking were the Statistical tools used for the analysis. Result reveals that Estate agents appeared to be making the most significant contributions to the development in the Nigeria Housing Market and one of the major problems facing these Private developers was the lack of finance to embark on meaningful housing delivery services amongst others. It is recommended that Government housing policy need to be proactive, most especially in respect of addressing delay in getting title registration on lands. The Government should also focus its attention on the problem of poor infrastructural facilities; this is believed is necessary for more developments to take place in the real property market in Nigeria.

Key words: Housing market, multi stage stratified sampling, private developers, Turnkey, pre-letting, property development

INTRODUCTION

Maslow's (1943) popular theory of human motivation considered shelter or housing as one of the basic or physiological human needs, in addition to the need for clothing and food. According to Maslow (1943), Housing need is very important because every human being would desire to satisfy this need before considering other higher order needs such as safety needs, the love or affection needs the esteem needs, and self actualization needs. However, the demand for housing need exceeds the supply for it and hence urgent measures are required to be taken to solve this perennial problem. Daramola (2005) gave a total estimate of 1.4 Million housing units as annual requirement for Nigeria. The current housing deficit in Nigeria is given at 12 million homes (AIT, 2007); this no doubt presents a gloomy situation of the housing requirement in Nigeria. Daramola (2006) in another study affirmed that all governments in Nigeria since Independence, over 50 years ago have given priority to the housing sector but found it difficult to develop a vibrant mortgage market. There was for instance, housing policy initiatives by the Sheu Shagari administration in 1979, the policy was unable to meet the nation's housing need because it was based on unsustainable tenet that

houses will be built by the Federal Government (Akeju, 2007). There was also the National Housing Policy by Federal Government, initiated to address the severe shortages and cost of housing. According to Buckley *et al.* (1993) the policy embraces the private sector addressing the housing problem and calls for the government to become an enabler, promoter and facilitator, rather than a direct implementer of the housing policy as it has attempted in the past. Akeju (2007) in support of this position argued that "it is anomaly for government to take on the responsibility of building houses because experience has shown that it is unsustainable in the long run". It was also observed that "the debacle of public sector intervention in housing has been linked to the inability of government to properly define its role and ascertain the real needs of the populace and the lack of political will to tackle the hydra headed housing problem"(Olotuah, 2005; FGN, 2004). The main instrument of National Housing Policy are:

- Wage tax to finance housing
- Credit for housing at low interest rate and
- Access to subsidized credit for public sector housing producers (Buckley *et al.*, 1993)

It is believed that if the government allows the private sector to take over the housing market that would make the sector more productive (Buckley *et al.*, 1993). There are Scholars that were of the view that most government housing programme in Nigeria has been frustrated by corruption, politicization, insufficiency of technical staff and lack of infrastructure (Olokesusi and Okunfulure, 2000). According to Akeju (2007) the Nigerian housing market has tremendous opportunities which are waiting to be tapped and Government alone cannot fill the housing gap. He further argued that Government has no business building houses but should focus on providing favourable investment climate that will bring about the desire turn around in the housing market. This study in the light of the various discourses made about housing matter, has attempted to critically examine how private sector can contribute to the development of the Nigerian Housing Market without government direct participation. In other word, the objective of this paper is to examine private sector's effort at filling the housing gap in Nigeria.

LITERATURE REVIEW

There are some concepts that are germane to the subject matter of this study, they are briefly discussed below:

Housing: Housing is considered as a bundle of services such as neighbourhood services (parks, schools); a location (accessibility to jobs and amenities) and proximity of certain types of neighbours (a social environment). It embraces more than shelter or lodging for human habitation. The quality of housing is being used to measure the quality of life even at International level (Aribigbola, 2001; Bourne, 1981; Daramola 1996; Daramola, 2006). Housing is also seen as an area of production or economic resources capable of generating resources to keep its maintenance as well as growth. In other word, it is a proven economic growth driver (Egunjobi, 2006; Johnston *et al.*, 1994; Agbola, 2005; Chamberlain, 2005). Housing issues affect life of individuals and nations; it is a prerequisite for the survival of man. However, no society has been able to satisfactorily cope with its housing needs (Onibokun, 1985; Adedeji, 2004; Modupe, 1986).

Housing market: This is described as general market of houses being purchased and sold between buyers and sellers either directly by owners or indirectly through brokers (Investorworld, 2011). It is also defined as the supply and demand for houses, usually in a particular

country or region (Housingmarket, 2008). The Real estate marketing involves the sales of the property.

Property development: There is no how a good discussion will be done on housing without taking a look at Property development. This concept according to Ojo (2006) is an economic activity which involves developing a bare but a ripe site or re development (refurbishment, conversion or alteration) of a developed site. Nuhu (2007) saw the provision of accommodation for occupation of the person carrying out the development or for someone else as the basic reason for property development. Sangosanya (1987) considered the objectives of property development to include:

- **An occupier:** This is done by Institution to suite its need and image.
- **A property company:** The Company builds for profit.
- **An Investment:** This like the above company is interested in the financial gains from the development.
- **A local authority:** This may not be for financial gain but for social benefits accruing to the community it serves.

Nuhu (2007) and Sangosanya (1987) gave four main phases of property development process as:

- **Evaluation:** This involves market research and financial assessment of the project.
- **Preparation:** These include the site, security planning approval, obtaining loans, possibility of pre letting arrangements, cost estimates and preparation of bills of quantities, selection of contractors and type of tendering.
- **Implementation:** This is the bringing together of raw materials and the monitoring of the construction process
- **Disposal:** This may be letting or a sales of interest

Bruce-Radcliffe (1996) and Ratcliffe and Stubbs (1996) gave a detailed model of real estate development which has eight stages viz:

- Conception of an idea
- Refinement of the idea
- Feasibility
- Contract negotiation
- Formal commitment
- Construction
- Completion and formal opening
- Asset and property management

Property development involves three major groups and they are: Consumers, the producers and providers of public infrastructure (Nuhu, 2007).

The Nigerian housing market: The Nigerian housing market is highly untapped and undeveloped despite lot of opportunities that abound in the sector (Akeju 2007). This is basically due to many reasons amongst which include: lack of finance; government policy; lack of infrastructural development and high level of poverty. There is continuous increase in the average price of houses due to increase cost of building materials and inflation in the economy. This has concomitantly, contributed to upward trend in house prices which has significantly affected the number of units of houses constructed annually. The government efforts at addressing the problems have not been successful due to its unsustainable approach of providing houses to the people. These houses are grossly inadequate and unaffordable by the larger proportion of the masses for which they are meant for. There are efforts by the private individuals to help in alleviating this housing problem. The bulk of the housing problem is prevalent in urban cities, but there are lots of unoccupied and dilapidated houses in the rural areas. This is due to migration of people from most of these rural areas to urban centers for greener pastures. Most individuals that are involved in property development build for their own use or are home owners, while the few ones involved in building for commercial purposes, build shops and space to let for offices because of the high rental income accruing from such commercial properties. The residential developments in most cases are illegal, informal and untitled. This is due to long, undue delay of title registration and laxity in enforcing development control regulations by the official of the urban and regional planning department (Fasakin and Ogunmakin, 2006).

Private sector's contribution towards alleviating this housing problem has been in the forms of Individual efforts, Cooperative associations, corporate bodies, Estate Agents, Non Governmental Organisations/Charity organizations and foreign investors. Their contributions toward alleviating housing problems in Nigeria are briefly discussed below:

Individuals: This represents the greatest source of contribution from the private sector. In most urban centers where the housing problem is very prevalent, a greater proportion of the population dwells in residential houses built by private individuals. These individuals financed the project through their personal savings, borrowing from family, friends and money lenders or cooperative

movements. It can be categorically stated that the number of housing units built by individual have been very substantial when compared with others sources of constructing houses. These individuals hand over the control of the property to either Caretaker or Estate agent; and sometime fewer individuals manage their property themselves. There are situations where the houses are not well managed and this consequently affects its quality; there by making the buildings to become derelict or dilapidated. The tenants in such situations often conclude that the Estate agents or the Caretaker are only after the economic benefits and care less about their welfare.

Cooperatives bodies: The idea of Cooperatives housing have started long time ago when individuals planning to own a house seek help from relatives, in-laws, neighbours and friends (Wahab, 1988). This concept has been successfully tested and certified in countries like Italy, United Kingdom, Zambia, Sweden and Philippines (Daramola, 2006). It is suited to meet the needs of low income earners who constitute the vast majority of Nigerians. The members of the Cooperatives are able to enjoy housing loans for the construction of their own housing units. The Cooperatives are also engage in land acquisition, processing of land title documents and building materials acquisitions for its members (Olotuah, 2006). Housing Cooperatives according to International Cooperative Alliance (1995) is a "legal association formed for the purpose of providing housing to its members on a continuing basis". It is also defined as "the cooperation of people or families organized as a group to provide housing to its members" (Ogunnubi, 1997). According to Agbola (1998), housing cooperatives are usually organized as social associations but are more committed to the financial activities of individuals and thus the collective interest of their members". These associations have been playing significant role in the delivery and provision of housing services in urban cities in order to meet up with the attendant increasing demands for housing requirements. They are becoming more popular and viable in the development of housing market in Nigeria. It has brought an all round improvement in the standard of living of the people (Diacon, 1994; Daramola, 2006). The associations are not catering for the needs of their members alone but also that of non members as well. They are engaged in building hostels for students, residential houses, shops and estate houses for the people most of which are low income earners; at affordable price compared with that of Private estate developers. However, the Cooperative Societies are facing challenge of high inflation rate, which to certain extent is affecting their performance in the real estate market development (Olotuah, 2006).

Corporate bodies: The Federal Government of Nigeria in realizing that it cannot solve the housing problem alone has involved the corporate bodies to contribute their own quotas towards achieving this objective of housing for all. It was evident that most of these companies have total neglect for the housing needs of their workers. This consequently made the Government come to the rescue of these workers through the Promulgation of Employee housing Scheme (Special Provision) decree 54 of 1979, thus compelling any employer of 500 employees to provide a minimum housing of 50 units of which 75% should be available for non executive staff (Nubi, 2000). This would have been the best way to solving the employee's problems but this program is faced with serious challenge of intermediaries who increase cost and there is also problem of ownership after retirement. However, the program still offers better prospect for the Private employees because the end users of housing can easily be reached (Nubi, 2000).

Estate developers/agents: The private developers or estate agents activities were concentrated in Lagos in early 1990 and they play significant role in the development of the Nigerian housing market (EFin A and FinMark Trust, 2010). They ensure adequate shelter is provided to meet the demands of the increasing number of people having housing needs. They often employ various finance techniques such as Turnkey, Pre-letting and Joint finance to construct housing units for the people (Nubi, 2000). These finance methods are briefly discussed below:

- **Turnkey:** This is a form of contract whereby the contractor has total responsibility for building and probably commissioning the housing units before handing it over to the buyer. The housing units are designed to meet particular specifications at fixed price.
- **Pre-letting:** The Private developers build the housing units for renting or hire purposes and oversee to the management of the property.
- **Joint finance:** The housing project is funded by both the private developer and mortgage or a finance institution, ownership is later transferred to individual acquiring the property. In case of rented property the developer supervises the management of the property.

The problem with the Estate developers is that the cost of their housing units is higher than those constructed by Individuals or Cooperatives. This may probably be due to the fact that most of the materials used for the

construction are imported and they also used modern facilities. This therefore makes the housing unit not to be at the reach of low income earners who are definitely going to find it difficult in affording to pay for such houses. According to Nubi (2000) the overall housing problem is so enormous that the impact of Estate developers has been so insignificant in addressing the situation.

Non governmental organisations and voluntary organisations: In recent year there is increasing trend by Non Governmental Organisations and Voluntary Organisations such as Religion bodies to contribute their own effort at addressing the housing problems faced by the people in both rural and urban cities. These organizations assist in resettling displaced people having housing problems as a result of natural disaster like war, flood, famine, earthquakes etc. They aimed at addressing homelessness and poverty (EFin A and FinMark Trust 2010). A good example of Non Governmental Organisation's effort is the Multi Choice Network (MTN) Foundation Low cost housing Project started in Nigeria in 2005. Religion bodies such as Christian and Islamic Organisations are also now involved in acquiring large hectare of land and reselling it at a subsidized rate to their members. They are also involved in giving out loans to members, constructing houses and letting it out to members at affordable rate. There are some who are involved in constructing large estates with modern facilities for their members, for instance the Redeemed Christian Church of God, The Living Faith Tabernacle Church and NASFAT (an Islamic Organisation). All these efforts are directed at alleviating the housing problem in the society.

Foreign partners/investors: The government through its various development policies has attempted to encourage foreign investment in the housing market. This is usually in the form of foreign partnership with the local estate developers. This provided more capital base for the Estate Company thus making them to be involved in large capital based projects. The companies are usually handling Government housing projects which are capital intensive and required more technical expertise and knowledge.

METHODOLOGY

This research was carried out in September 2010 at Ilorin, Kwara State Nigeria. The method of data collection was Survey, using Questionnaire Instrument for the study. There are three types of questionnaire designed for the

study: they are for the Tenants, Landlords and Private Developers which are majorly organizations and these include Estate agents, Corporate organizations, Cooperative societies, Non Governmental Organisations and Religion bodies. These Organisations are major Private sector Institutions which Contribute to development in Nigerian housing market. Ilorin was considered suitable for the study because of its political as well as economic significance; and also for being the administrative Capital of Kwara State, Nigeria. The Samples were selected purposively and randomly from the twenty wards in Ilorin (Raheem, 2006; Aderamo and Ayobola, 2010). Questionnaires are first given to the Private developers. The Estate agents were then specifically given questionnaire for their Clients (Landlords) because of the ease of contacting them, while the questionnaire for the tenants are administered to them through the Private developers. A multi stage stratified sampling technique was thus adopted for the study. This was done at three levels: The first level was through the Estate agents to Landlords while the second level was through the Private developers to the Tenants. The third level was the sample drawn from Private developers which contribute to development in the housing market. The questionnaire for the Landlord contained 22 item questions, that of the Tenants contained 20 item questions and the one for the Private developers had 11 item questions. Questions for both Landlords and Tenants discussed issues on respondents demographic profile, management of property, tenant complaints about the quality of facilities provided, major problems encountered from estate agents/tenants and reasons for non registration of properties. The questionnaire for the Private developers cover such issues as major problems facing the Organizations in terms of housing development, problem from tenants and landlords, maintenance of property, method of collecting rent and other questions which provide insight to the quality of housing delivery service to the people. The Questionnaire are structured; of varied types and include Likert 5 type such as (1 = Never satisfied, 5 = Very satisfied). There are 1500 questionnaire administered to Tenants through the Private developers, only 1446 are filled and returned while 500 questionnaire are given to the Estate agents to administer to their Clients (Landlords), and only 408 were filled and returned. The Private developers were given 300 questionnaire but only 267 filled and returned their own questionnaire. These represent 96.4, 81.6 and 89% respectively. The Statistical techniques employed for the study are Chi square and Mean Score Ranking. The questionnaires are coded and captured with the Statistical Package for the Social Sciences (SPSS) for analysis and

presentation of results. The analyses were later generated to aid the discussion of results.

Statement of hypothesis: This Statement of hypothesis is formulated for the study:

H₀: There is no significant difference in Private Developers' contributions to housing delivery services in Nigeria.

RESULTS AND DISCUSSION

There are five types of organizations under surveyed; the organizations are: Cooperatives, Corporate Organizations, Non Governmental Organizations (NGO), Estate Agents and Religion bodies. These Organizations are major Private Developers in the Nigerian Housing Market. In the study, Estate Agents constitute 55% of the Organizations under surveyed, followed by Corporate Organizations (22%), Cooperatives (15%), Religion bodies (7%), and Non Governmental Organizations (NGO) 1%. This distribution indicates the organizations relevance to the housing market, thus Estate Agents appeared to be making most significant contributions in the Nigerian housing market, followed by corporate organizations, Cooperatives and the Religion bodies; with Non Governmental Organizations playing less significant role. The spate of development in the Nigerian Housing Market in recent time has clearly reveals this phenomenon. The largest proportion of new houses being constructed is managed by the Estate agents, while the corporate organizations and Cooperatives are following suit in this developmental process. This probably might have made some of the Religion bodies to be involved in property development, and with time there may be increase contribution from their end. It may however, take longer time for Non Governmental Organizations (NGO) to be committed to housing delivery services because the few existing ones did not see this task as their primary concern for now. The results also reveals that 41% of the Organizations under surveyed were established between 15-19 years ago, with 29% in existence over 20 years ago and 23% in existence between period of 10-14 years. This clearly indicates that 93% of the Organisations have been in existence over 10 years ago. The result further reveals that 82% of the Organizations started their housing projects over 10 years ago. Hence this implies that most of the Private Developers have made significant contributions to the development of the Nigerian Housing Market within the period of their existence. The major problems facing these organizations are lack of finance (38%), High cost of building materials (21%), Cost of

land (17%), Poor economic conditions (11%), Government policy (7%) and Poor infrastructural facilities (6%). The problem of lack of finance has become prominent because of the fact that most Private developers have found it difficult to get fund to finance housing projects. This may be as a result of stringent conditions given by the Banks for granting loans to customers. In Nigeria, most Banks are not willing to give loans to customers without providing the necessary collateral securities because of the fear of bad debts and non recovery of such loans. The cost of building materials have continued to increase as a result of high inflation in the economy and dependence on imported materials by the construction industry. The price of Cement which forms the major raw material for the construction industry has continued to fluctuate and soar up, making it difficult to arrive at correct and reliable cost estimate for the constructed houses. There is also increase in cost of land, most especially in the urban areas, despite the fact that there is poor economic condition which affects the standard of living of the people and purchasing power. This consequently, affects the level of development in the Nigeria housing market. The average years stayed by tenants in their rented house fall between 8-10 years (48%) and most of them normally default in their rent payments (30%). The tenants in addition, indecently use the property (13%) and exhibited uncooperative attitude towards the Private developers (12%). Other problems encountered with the tenants are: Lack of proper maintenance of the property (11%); Illegal transfer of room (10%); Conversion to other use different from the original agreement (9%); Total abandon without prior notice to the Private developers (6%); Erection of illegal structures in the Premises (5%); Vandalisation of property (3%) and total deface of the structure (1%). The average period of stay by tenants was okay compared with those staying for the period between 11-13 years (9%). It was observed that the longer the Tenant stays in a rented apartment, the worse they become. This is in terms of rent payment, indecent use of the house and other problems earlier mentioned in the study. It is therefore, good for the Private developers to let out apartment to those who will be staying for short period like we have in the study: 2-4 years (16%) and 5-7 years (26%).

The repairs and maintenance works are usually carried out on the property once in a year (50%); followed by the repairs carried out occasionally or when there is only need for it (26%); those that are carried out twice in a year (11%); Every two year (8%); no fixed time (4%); and every three year (1%). The benefit of carrying out repair annually make it a popular option over others, this is because, it saves time and cost, compare to twice in a

year. It also enables the Private developers focus on other housing matters as it comes up. The greatest proportion of the Private developers collects their rent from Tenants at the end of the month (31%). This is most especially for those tenants that have been long in the house. There are also other options of collecting rent and this includes: annual advance payment (29%); semiannual advance payment (25%); two and three year advance payment (6%); monthly advance payment (2%) and quarterly advance payment (1%). The greater demand for houses than those available made some Private developers to be requesting for two or three year advance payment most especially in the urban or commercial centers. This practice has been seen as wicked and exploitative because of the hardship effect it has on the potential tenant. The mode of payment used to collect this rent are Bank (51%); Direct deductions from those tenants occupying houses let out from Cooperatives or Corporate Organizations (25%); Cash from tenants mostly occupying room, room and parlour; and those that have stayed long in a house or apartment (19%); and both Cash or Bank payments (5%). The major problems that Estate agent normally encountered from their Landlords are inadequate provision of facilities (51%); followed by undue influence on the property by Landlords (15%); uncooperative attitude from the Landlords (10%); Lack of interest in the welfare of the tenants, withdrawal of the property from the Estate agents' supervision and slow decision making (7%); and the use of non professional for property maintenance (3%). All these problems constitute major constraints to effective housing delivery services in Nigeria. The proportion of the total number of Landlords under surveyed that are Male equals 69% while the female equals 31%. There are 88% falling between the age of 20 to 59 years old, while only 12% of the respondents fall between 60 years and above. There are none of the respondents below 20 years old. This indicates that about $\frac{1}{8}$ of the Landlords under surveyed fall between the 60 years old age bracket. The category of these Landlords is likely to be retired civil servants, pensioners or those at the point of retirement from active civil service job. The largest proportion of these Landlords lives with their tenants. The result also reveals that 74% of the Landlord is married, 9% are single, 6% are separated/ divorced, 9% are widows and 2% are widowers. The above attempt to explain that there are few cases of divorce, this is because the traditional African culture does not support it and in a situation where it occurs the affected couples are encouraged to re-marry another partner. The higher percentage of widow over widower further reveals that women have lower mortality rate than men. This is the case in practically most places

in Nigeria, women tend to live longer than men may be as a result of lot of pressures or burden in their place of work or family. This pressure translates to poor health which consequently terminates their life earlier than their female counterparts or wives. The proportion of Landlords, that have minimum of secondary education and above are 92% with only 5% having no formal education and 3% with primary education. This indicates that most of these Landlords are educated and probably salary earners. There are 75% of them having permanent employment and 25% being self employed. The majority of these respondents are Civil servants (28%); those working with the Banks (15%); Private sector worker (10%); Teaching (10%); Health worker (9%); Trading (8%); Carpentry (6%); Local Administration (3%); Tailoring (3%) and others (8%). Those under other categories include: Mechanic, Driver, Bricklayer, Plumber, Radio Technician, Electrician, Student etc. The majority of the Landlords surveyed have other source of income (75%) and have an average annual income of N2.1 M to N3 M (38%); with only few earning N3.1M and above (6.1%) which represents the highest income earned by those Landlords under surveyed; while 55.7% earned less than N2 Million per annum. The landlords with no other source of income are mostly those working in the Banks and some lucrative jobs in the Private sector like Oil company, manufacturing company etc. There are few ones also among the civil servants that are Directors, who rely not on their salary but other Perks that are associated with their office and returns from contract awarded out to the contractors. A greater proportion of these Landlords (67%) are satisfied with the services of their Estate agents and about half of them have title registration for their property (51%). However, only 29% of them had completed their title registration (Certificate of occupancy) with 30% having Right of occupation; 29% with Survey plan and 12% having only Site plan. The major reasons given for this situation are: delay in registration (18%); financial constraint (13.5%); unaware of registration (18%); most houses are not registered (13%) and no enforcement of regulations (12.5%). The complaint the Landlords normally have about their tenant is irregular or nonpayment of their rent (99%) while the complaints about Estate agents are: Huge cost of maintaining property (70%); Poor management of property (21%) and lack of up to date information about the property (9%). The housing units normally constructed are Room to Room/ Room and Parlour (65%); two and three Bed room flat (25%) and all types of the housing units mentioned above (10%). The reason why room to room and room and parlour are preferred is that it is cheaper and more economical to build than Flats

apartment which are more expensive. The room to room and room and parlour also yield more returns and are normally occupied in time than other types of housing units. Most prospective tenants are low income earners and can easily afford this type of accommodation. There are 1446 tenants under surveyed, 84% of these are Male while 16% are female. This may probably be due to the fact that Estate agents/Landlords normally prefer Male Tenants, especially the married ones than the Single Female Tenants. In the study 78% of the Tenants are married, this also confirms what have been earlier on expressed about married Male Tenants. The Landlords believed that married Male tenants are more responsible than Single Male and female tenants. The fears usually expressed by Landlords about female tenants, most especially the single ones are that they behaved irresponsibly by not paying rent, not cleaning the house and brought male visitors to the house. In some cases these visitors are men of questionable characters and criminals; who may likely come and attack the co tenants and possibly Landlords later on. The study also gave the proportion of those tenants that are employed to be equal to 82% and the unemployed are equal to 18%. Those that are permanently employed are 14%, on part time job are 1% and the self employed are 67%. Thus, most of the tenants are into such occupation as Tailoring (20%); Trading (15%); Carpentry (11%) and farming (6%). In Permanently employed job those who are Civil servants are 9%; Local Administration 6%; Teaching 7%; Private sector job 2% and other jobs like Mechanic, Entertainment, Sport, Pensioner and those depending on relations most especially Students and aged ones. A larger proportion of the tenants have no other source of income (90%) while greater proportion of those with other source of income are into petty trading (47%). The average annual income for most tenants fall within N100,000 - N500,000 (87%); while 5% of the tenants are within N500,000 - N1M; 7% are within N1.1M - N2M and 1% of the tenants fall within N2.1M - N3M. This income bracket happened to be the highest for the tenants under surveyed. This consequently shows the general poverty level of tenants and hence their preference for cheap and low quality accommodation. There was attempt to examine the quality of facilities provided to the tenants under surveyed, it was revealed in Table 1 that most of the Accommodation have fenced premises, followed by good toilet and bathroom facilities. These facilities are ranked 1st, 2nd and 3rd respectively. This might be probably because most accommodation now comes with these facilities, unlike what used to happen about two decades ago when the facilities are not considered necessary. The Estate agents and other Private developers have now place

Table 1: Mean score ranking of the quality of facilities provided to tenants

N = 1446							
	VS	MS	SS	LS	NS	Mean score	Ranking
Facilities provided to tenants	5	4	3	2	1		
Electricity supply	30	260	135	446	1107	1.37	7
Toilet facilities	360	3904	462	212	138	3.51	3
Bathroom facilities	420	3928	444	440	12	3.63	2
Road	65	276	51	2348	173	2.01	4
Security guard	155	540	33	24	1257	1.39	6
Fenced premises	5270	44	-	562	100	4.13	1
Pipe borne water	60	764	90	116	1155	1.51	5

Author's field survey, 2010; VS = Very Satisfied; MS = Much Satisfied; SS = Somewhat Satisfied; LS = Little Satisfied and NS = Never Satisfied.

Table2: Private developers' contributions to housing delivery services in Nigeria

Types of organization	Year housing unit project started					Total
	<5 years	5-9 years	10-14 years	15-19 years	20 years>	
Cooperatives	13	6	20	1	0	40
Corporate organization	0	0	36	24	0	60
Non-governmental organization	1	0	1	0	0	2
Estate agents	11	3	82	40	11	147
Religion bodies	13	2	3	0	0	18

Author's field survey, 2010; X^2 Calculated = 118. 207; Degree of freedom (df) = 16. X^2 Tabulated (p = 0.05; Degree of freedom (df) = 16) = 26.296. Hence X^2 Calculated > X^2 Tabulated. Decision: Reject H_0 and Accept H_1

more priority on the provision of these facilities in order to make life better for their tenants and clients. In the past most people lived in houses with no good bathroom and toilet. There are houses with pit latrine or no latrine and bathroom. In situation where there is no latrine people use make shift bucket or go to the bush or uncompleted building to defecate; while open space or uncompleted building is also converted to bathroom where it is unavailable. This habit is very hazardous in the night and at the same time unhygienic and could have adverse effects on the health of the people. The fenced premises provide security to the people therefore; most do not consider necessary the services of Security Guard. However, in most new locations or settlement, there are usually cases of armed robbery, burglary and stealing, therefore, most residents in those kinds of areas employed Security Guard to ward off or reduces occurrence of such ugly incidence. The services of Security Guard ranked 6th position in the Table, indicating that their service was not efficient. In this kind of situation Police help to bring more protection to the life and property of the community. The study reveals that the provision of social infrastructure by the Government to the people was grossly inadequate. Electricity supply for instance ranked last, road came 4th and Pipe borne water ranked 5th out of 7th position. The poor power supply made people relied on Generator. This consequently causes excessive noise couple with the attendant health risk from the combustion of fuel and smoke coming out from the generator. There are constructions of roads most of which are not tarred. It is hoped that if these roads are finally graded and

completed, it will provide easy access and comfort to the people. Pipe borne water facilities are only enjoyed by few houses, most therefore relied on well and very few have bore hole in their residence.

Test of hypothesis: Chi square Statistics was employed to test the stated hypothesis. There are five types of organizations considered as Private Developers in the study and they include: Cooperatives, Corporate Organisations, Estate agents, Non Governmental Organisations and Religion bodies. They are assumed as key players in the Private Sector, and contribute to the development of Nigeria Housing Market. The study measures the various organizations contribution by considering the number of year they have started their housing projects and the number of housing units constructed during the period. It was revealed in Table 2, that only Estate Agents have started their housing construction projects at least 20 years ago with 11 units of housing constructed during this period. It also had 122 housing units constructed between the period of 10-19 years ago and 14 housing units in addition for period less than 9 years. This was followed by Corporate Organizations having 60 number of housing units constructed for the period between 10-19 years ago. Cooperatives constructed 21 units in the same period with additional 17 housing units in less than 9 years ago; thus coming third in the list. The Religion bodies started their housing projects 14 years ago with only 5 housing units constructed while additional 13 housing units were constructed in less than 5 years ago and therefore came 4th

on list. The Non Governmental Organizations which are the last on the list had only 2 housing units constructed in 14 years of their existence. This clearly indicates that there is significant difference in their contributions. However, to further confirm this position Chi-square Statistics was employed to test the hypothesis at $P = 0.05$ (95% Confidence level) and 16 degree of freedom, It was revealed that X^2 Calculated = 118.207 > X^2 Tabulated = 26.296. Hence, the Null hypothesis that there is no significant difference is rejected. Therefore, the Alternative hypothesis that there is significant difference is accepted.

CONCLUSION AND RECOMMENDATION

The Private sector has no doubt made significant contributions to the development of the Nigeria Housing Market despite those constraints that are serving as challenges to its tangible efforts. There are a lot of opportunities in the Nigeria housing Market if the Private sector is ready to explore and make the best use of them. However, the following recommendations are offered as a way of bringing about better and effective housing delivery services to the people:

- Government should give focus to the problem of poor infrastructural facilities. This is very essential, for sustainable development to take place most especially in a developing economy like Nigeria. The poor condition of electricity supply deserves urgent attention, this is because apart from its domestic use, it is also very essential for its Industrial and commercial purpose. There are many Small scale businesses and even large ones that depend on electricity for survival. Therefore, the irregular supply of electricity makes most of these organizations to operate below optimal level. Government should step up effort at constructing good roads and provide regular water supply; these are also necessary for better standard of living to be achieved by the people.
- The Government policy on housing need to be changed for rapid development to take place in the real property market. There should be no delay in getting title registration on land and Government also need to encourage the Private sector and Primary Mortgage Institutions in their bid to provide more housing delivery services to the people, by making funds available to them.
- There is need for a fixed time to be determined for the repairs of the property, for it to be properly and

well managed. The situation where repairs are carried out every three year or occasionally may not be the best option for the proper maintenance of the property. This definitely affects the quality of such real estate properties.

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