



Making Housing Markets Work in African Cities: Understanding the role and opportunity of finance

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1. How does housing impact the economy?
2. What is the demand for and affordability of housing?
3. What are housing supply networks?
4. How are the steps to constructing, maintaining and transacting housing financed across African settlements?
5. What are the innovative financial instruments?
6. How can these be expanded down-market?

The course is for all housing professionals-including developers, lenders, small scale organisations, micro-builders, bankers and all practitioners in Africa who wish to understand more about affordable housing finance for better housing outcomes, better future cities and a more prosperous Africa. Input is provided by expert practitioners and academics at the cutting edge of new and innovative approaches to housing finance on the continent with interactive and engaging content which brings together experiences from multiple African cities through case studies and discussion forums.

Module 1

The Role of Housing Finance within African Housing Markets



Module 1: The Role of Housing Finance within African Housing Markets

This module provides a high-level introduction to the African housing markets.

By the end of the module, you will be able to:

1. Describe the challenges of housing in African cities by situating housing within the global and African property market context, its policy context, and its finance context.
2. Present the prerequisites for effective housing markets and housing finance markets in Africa.
3. Understand a range of housing contexts across Africa and the myriad of approaches that are in place to tackle housing finance challenges in different countries.
4. Identify the sources of market intelligence that we need to know to understand affordable housing markets.

The time estimated to complete this week is 4 hours. This includes 2.5 hours of on-screen presentation and assessment time and 1.5 hours of reading time.

To be successful, prepare for and complete the following tasks:

1. An introductory video for the module by Kecia Rust
2. A lecture by Kehinde Ogundimu: Challenges and opportunities for housing finance in Africa
3. A lecture by Oumar Sylla: Key challenges that impact housing in Africa (in French with accompanying English text)
4. A lecture by Claudio Acioly: Introduction to the housing policy environment
5. A short graded assessment based on the above lectures
6. A lecture by Francois Viruly: The property cycle
7. A short graded assessment based on: The property cycle lecture
8. A lecture by Chris Garbers: Datasets that provide housing market intelligence
9. A short graded assessment based on: Datasets that provide housing market intelligence
10. A weekly concluding video by Kecia Rust
11. An invitation to respond to discussion questions on the interactive discussion board. This is a compulsory exercise.
12. Four compulsory readings
13. Three additional readings and one additional video

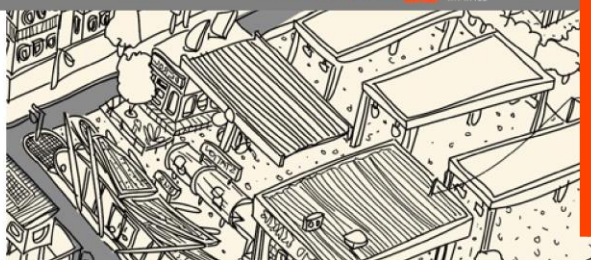
Discussion forum:

As you think about how this module applies to your own context, you will be required to contribute to at least one discussion on the discussion board. There are three possible questions:

1. What would you say are the top three problems in housing in your city or your country?
2. Reflect on the policy environment and what preconditions for effective housing markets exist or are required to enable housing markets to function optimally in your context.
3. What data would you need to collect in your local context to help you understand the existing constraints to housing finance in your city?

Module 2

The Housing Asset



Module 2: The Housing Asset

This module focuses on the concept of housing assets. By the end of the module, you will be able to:

1. Describe the dimensions of housing as a private, household-level asset, and the housing sector as a national asset. You will be able to apply this framework to the role housing plays in supporting household livelihoods, and local and national economies.
2. Explain the factors that impact the performance of the housing market, and the importance of title deeds in building strong, local housing markets.
3. Describe a methodology and associated evidence to assess the performance of housing as an asset.
4. Understand the role financial intermediation plays in facilitating affordable housing.
5. Interact with an analytic tool that offers an overview of housing stock and transactions in South Africa's metropolitan cities.

The time estimated to complete this week is 4 hours comprising 2.5 hours of on-screen presentation and assessment time and 1.5 hours of reading time.

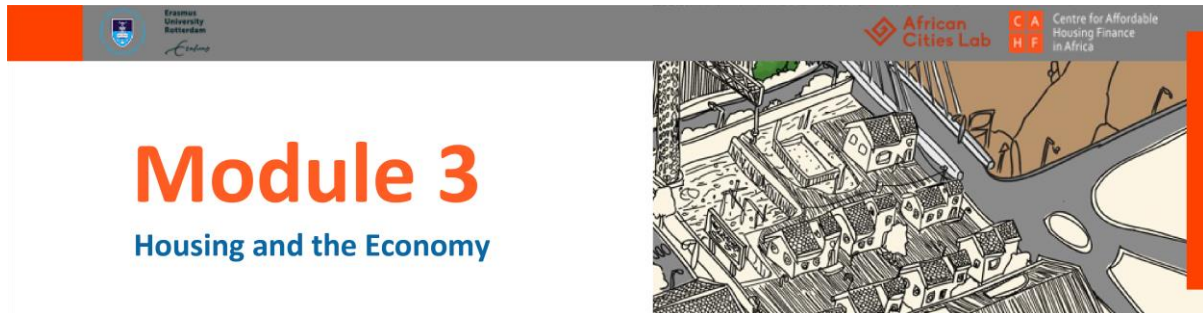
To be successful, prepare for and complete the following tasks:

1. An introductory video for the module by Kecia Rust
2. A lecture by Kecia Rust: Housing is an asset (Part 1 and Part 2)
3. A lecture by Kecia Rust: Housing asset performance
4. A lecture by Kecia Rust: Filtering and the property ladder
5. A short graded assessment based on the above lectures
6. A lecture by Illana Melzer: Title deeds and why they matter
7. A presentation by Thandiwe Dhlamini: Case Study: Housing as an economic asset
8. A demonstration of a data dashboard by Luther Jubane: Citymark housing stock and transactions by Metro 2010-2021
9. A short graded assessment based on the data dashboard
10. A lecture by Allan Mutuma: Financial intermediation and affordable housing
11. A short-graded assessment based on: Financial intermediation and affordable housing
12. A lecture by Aminata Baro: Rental markets and the housing asset (Cameroon) (in French with accompanying English text)
13. A weekly concluding video by Kecia Rust
14. An invitation to respond to discussion questions on the interactive discussion board. Responding to one of these questions is compulsory.
15. Five compulsory readings
16. Six additional readings

Discussion forum:

As you think about how this module applies to your own context, you will be required to contribute to at least one discussion on the discussion board. There are three possible questions:

1. How does the housing market in your area/neighborhood perform? Can you see an informal market together with a formal market?
2. Post a picture of your house, and describe how it serves as a social, financial, and/or economic asset.
3. What data do you draw on to understand the residential property market in your area? In your country? Post the references you use to find information on the discussion board.



Module 3: Housing and the Economy

This module focuses on how housing impacts economies.

By the end of the module, you will be able to:

1. Describe the complex relationships between housing and the economy, and understand how impacts are measured and framed in the housing economic value chain.
2. Describe factors affecting the housing economic value chain. You'll also be able to identify the types of data required to calculate the housing economic value chain in a particular context.
3. Understand construction cost benchmarking as an analytical tool.

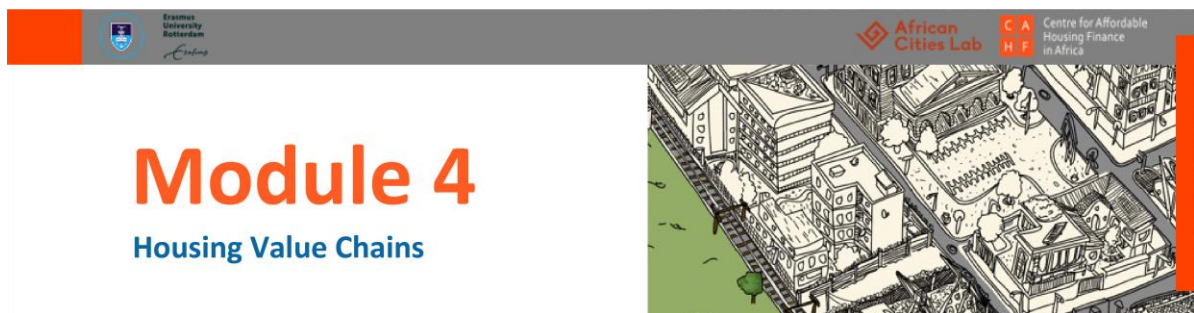
The time estimated to complete this week is 3.5 hours comprising 2 hours of on-screen presentation and assessment time and 1.5 hours of reading time. To be successful, prepare for and complete the following tasks:

1. An introductory video for the module by Kecia Rust
2. A lecture by David Gardner: Ten impacts of housing on the economy
3. A lecture by David Gardner: Concepts used in the housing economic value chain
4. A short graded assessment based on David Gardner's lectures
5. A lecture by Keith Lockwood: The housing economic value chain
6. A short optional ungraded assessment based on Keith Lockwood's lecture
7. A lecture by Jacus Pienaar: Benchmarking construction costs
8. A short graded assessment based on: Benchmarking construction costs
9. A lecture by Williams Bella: How the economy is impacted by housing in Côte d'Ivoire (in French with accompanying English text)
10. A demonstration of a data dashboard by Alison Tshangana: Benchmarking housing construction costs in Africa
11. A weekly concluding video by Kecia Rust
12. An invitation to respond to discussion questions on the interactive discussion board. Responding to one of these questions is compulsory.
13. Four compulsory readings
14. One additional reading

Discussion forum:

As you think about how this module applies to your own context, you will be required to contribute to at least one discussion on the discussion board. There are three possible questions:

1. Think about David's ten impacts that housing has on economies. Can you quantify these for the impact of housing on your economy?
2. What are the things in the housing delivery process that add the most cost to the price of housing in your country? Why? (Tip: think about the impact of imports. Also, think about the capacity of regulatory bodies)
3. What percentage of the urban population in your country can afford the cheapest newly-built house in your country? And what data would you need to collect in your local context to help you answer this question?



Module 4: Housing Value Chains

This module outlines housing delivery and housing finance value chains as intersecting ecosystems.

By the end of the module, you will be able to:

1. Conceptualize and dissect the housing delivery and housing financing value chains as intersecting ecosystems, each of which depends on the performance of the other. In particular, you will be able to identify the elements of the housing delivery value chain and housing financing chain as they exist in your context.
2. Identify the types of data needed to assess the performance of the value chain.
3. Identify the relationship between the housing delivery value chain and the housing finance chain, and recognize blockages along the value chain and their relationship to finance. And you will understand how the performance of the value chain impacts affordability.

The time estimated to complete this week is 3.5 hours. This includes 2 hours of on-screen presentation and assessment time and 1.5 hours of reading time.

To be successful, prepare for and complete the following tasks:

1. An introductory video for the module by Kecia Rust
2. A lecture by Kecia Rust: Housing value chains and housing market performance
3. A short ungraded exercise based on: Housing value chains and housing market performance
4. A lecture by Fatou Dieye: Segmenting the housing delivery value chain in Rwanda (in French with accompanying English text)
5. A lecture by Seeta Shah: Challenges of the formal housing value chain in Kenya
6. A short graded assessment based on: Challenges of the formal housing value chain in Kenya

7. A case study presentation by Ronald Omyonga: How the iBUILD Global digital platform eases access to housing finance
8. A demonstration of a data dashboard by Alison Tshangana: Housing and construction in Africa dashboard
9. A short graded assessment based on a glossary of terms from the Module 4 lectures
10. A module concluding video by Kecia Rust
11. An invitation to respond to discussion questions on the interactive discussion board. Responding to one of these is compulsory.
12. Four compulsory readings
13. Two additional readings

Discussion forum:

As you think about how this module applies to your own context, you will be required to contribute to at least one discussion on the discussion board. There are three possible questions:

1. Try to map out how the housing delivery value chain and the housing financing value chains intersect in your context – what are the blockages?
2. Given these blockages, what would be required to resolve them? Think both about interventions that might be made by the public sector and the private sector. Which agencies should be involved?
3. How do the value chains function in the informal housing delivery market with incremental and self-build housing?



Module 5: Segmenting Demand and Supply

In this module, we explore how you can segment both the demand and supply sides of the housing market to better understand capacities and challenges.

By the end of the module, you will:

1. Be able to apply a segmented approach to understanding the demand for housing. You will understand the diversity of demand and therefore the need for diversified responses to meet the housing finance needs of households in Africa.
2. Be able to apply a segmented approach to understanding the supply of housing. You will also understand the diversity of suppliers, and how each engages in different demand segments.
3. Have an overview of the wide array of data and data instruments available to determine housing demand.

The time estimated to complete this week is 4 hours comprising 2.5 hours of on-screen presentation and assessment time and 1.5 hours of reading time.

To be successful, prepare for and complete the following tasks:

1. An introductory video for the module by Kecia Rust
2. A lecture by Fatou Dieye: Segmenting housing supply in Rwanda (in French with accompanying English text)
3. A short assessment based on: Segmenting housing supply in Rwanda
4. A lecture by Illana Melzer: Use of housing demand data
5. A case study presentation by Beatrice Mwangi: Kenya's four housing submarkets
6. A demonstration of a data dashboard by David Chiwetu: B40 Dashboard
7. A short graded assessment based on the B40 Dashboard
8. A case study presentation by Dorothy Baziwe: How low-income households pursue their housing goals in Uganda
9. A short graded assessment based on Module 5 lectures
10. A lecture by Aminata Baro: How low-income households in Cameroon invest in their housing (in French with accompanying English text)
11. A module concluding video by Kecia Rust
12. An invitation to respond to discussion questions on the interactive discussion board. Responding to one of these is compulsory.
13. Three compulsory readings
14. One additional reading

Discussion forum:

As you think about how this module applies to your own context, you will be required to contribute to at least one discussion on the discussion board. There are three possible questions:

1. How would you segment demand in your context – By income? By employment? By housing situation? By geography? What would you call each of the segments? Can you estimate what percentage of your population would fit into each?
2. It is important to understand how much people earn and how much they can afford for housing. But there is very little data to answer these questions. What are the sources that you would access in your own country to understand affordability? How reliable are those sources and what are the opportunities/challenges with using them? Where there are references? Post these on the discussion board with your answer.
3. What are the different housing supply segments in your housing market – that is, who are the different suppliers of housing? Think about both the formal and the informal supply sector, and about the role that households play as housing suppliers. Can you estimate what percentage of the demand side they each address with the products and services they deliver?



Module 6

Making Housing Finance Markets Work in Africa

Module 6: Making Housing Finance Markets Work in Africa

This module examines Africa’s housing finance mechanisms and interventions to stimulate access to affordable housing finance.

A vast range of mechanisms exists along the housing finance value chain, attending to finance moments with innovative financial instruments that are supported by a diverse range of funding instruments. This module will provide an overview of the framework, the products and services that currently operate, and the opportunities for innovation in niche markets.

By the end of the module, you will be able to:

1. Identify the building blocks of the housing finance system, and identify the role-players and their roles in that system.
2. Define the requirements for an effective housing finance system, and key areas of intervention to improve the system
3. Understand and identify different housing products available in your context – from savings to microfinance, to mortgages.

The time estimated to complete this week is 4 hours comprising 2.5 hours of on-screen presentation and assessment time and 1.5 hours of reading time. To be successful, prepare for and complete the following tasks:

1. An introductory video for the module by Kecia Rust
2. A lecture by Rob McGaffin: Housing finance systems
3. A short graded assessment based on the lecture above
4. A lecture by Marja Hoek-Smit: Expanding access to housing finance for the affordable housing market
5. A short graded assessment based on the lecture above
6. A case study presentation by Stephen Wanjala: Financing incremental housing product delivery
7. A case study presentation by Mfundo Mabaso: Providing access to housing finance at the lower end of the market
8. A case study presentation by Tebogo Moseamedi: TUHF business model
9. A module concluding video by Kecia Rust
10. An invitation to respond to discussion questions on the interactive discussion board. Responding to one of these is compulsory.
11. Four compulsory readings
12. Seven additional readings
13. A graded summative assessment based on the full course

Discussion forum:

As you think about how this module applies to your own context, you will be required to contribute to at least one discussion on the discussion board. There are three possible questions:

1. You might think about the housing finance system in your context. Can it fund the entire housing product and the entire value chain? Is it affordable? Can it be taken to scale? And in your context is it viable for institutions to supply the finance - Can sufficient returns be generated, and can the risks be managed?
2. Which constraints in your housing finance system might be tackled by the ideas presented in this module?
3. Tell us about the innovative financial products that exist in your context. What is the extent of housing microfinance and how does it work? What about mortgages? How do pension funds participate in the financing of housing? Are there other models you could share?

The course has been curated by the Centre for Affordable Housing Finance in Africa (CAHF), based in Johannesburg, South Africa, in partnership with:

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- the Urban Real Estate Research Unit (URERU), University of Cape Town, RSA; and the African Union for Housing Finance (AUHF).

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