

MORTGAGES

AS A TOOL IN CREATING 500,000 HOUSING UNITS
BY 2016

ASO National Housing Exhibition & Conference

Sonnie Ayere | CEO, Dunn Loren Merrifield

Task Manager for Federal Ministry of Finance/World Bank/IFC MRC Project

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KEY STATISTICS

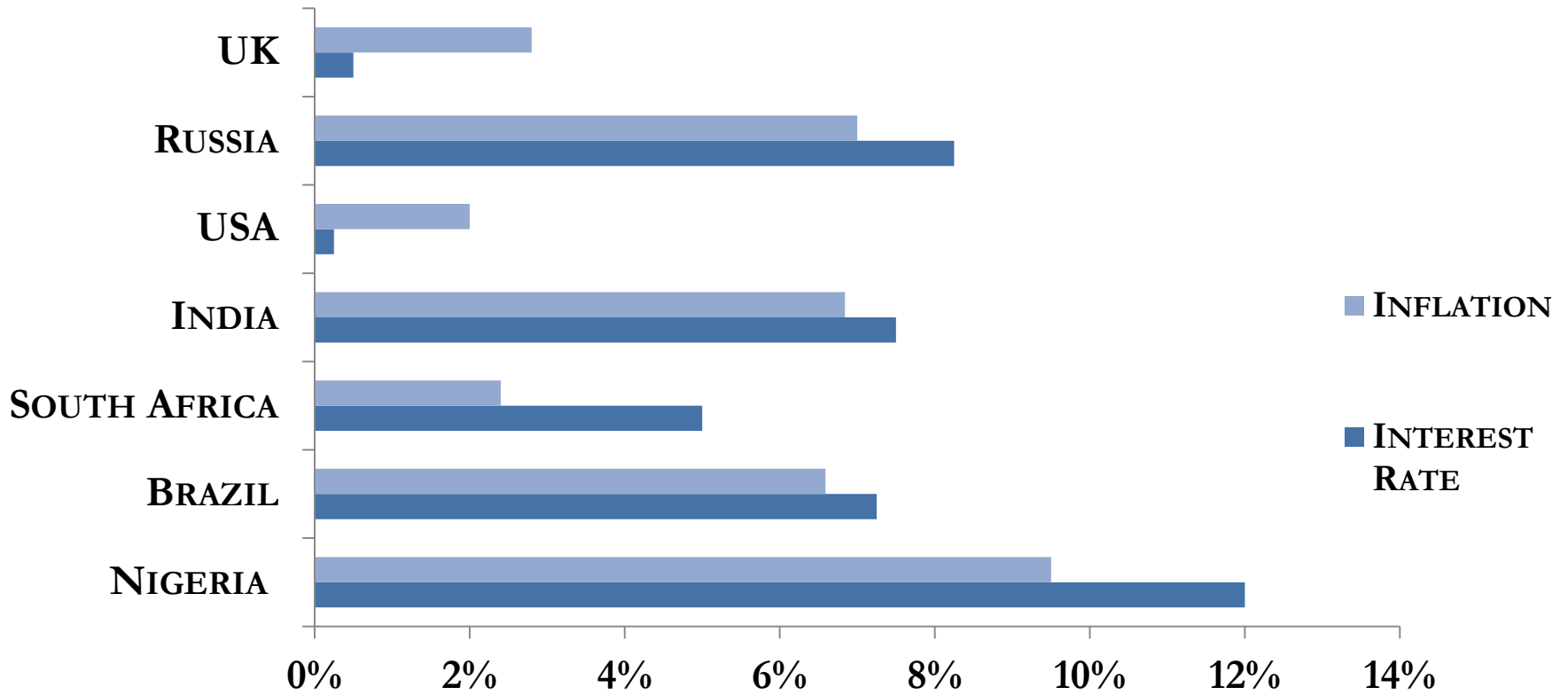
Exchange Rate: 1 US\$	157.85 Nigerian Naira (₦) ~
Main Urban Areas	Lagos Abuja, Port Harcourt
Population (NPC Estimates)	167 Million (2012)*
GDP growth rate (real)	6.99 (2011)*
Prime & Maximum Lending Interest Rate	16.57 - 24.70 (2013) ~
Average Risk Free Rate(2- 5 year Bonds)	11.04 (March 2013)
Mortgages % of GDP	0.55 (2011)
Cost of standard 50kg bag of cement (in US\$)	12.65/ N2000 (2013)
Pension Fund Administrators &Assets	3.02 Trillion (October 2012) – 20 PFAs

Source: ^ Global Findex / World Bank (2012)

~ CBN

* Trading Economics

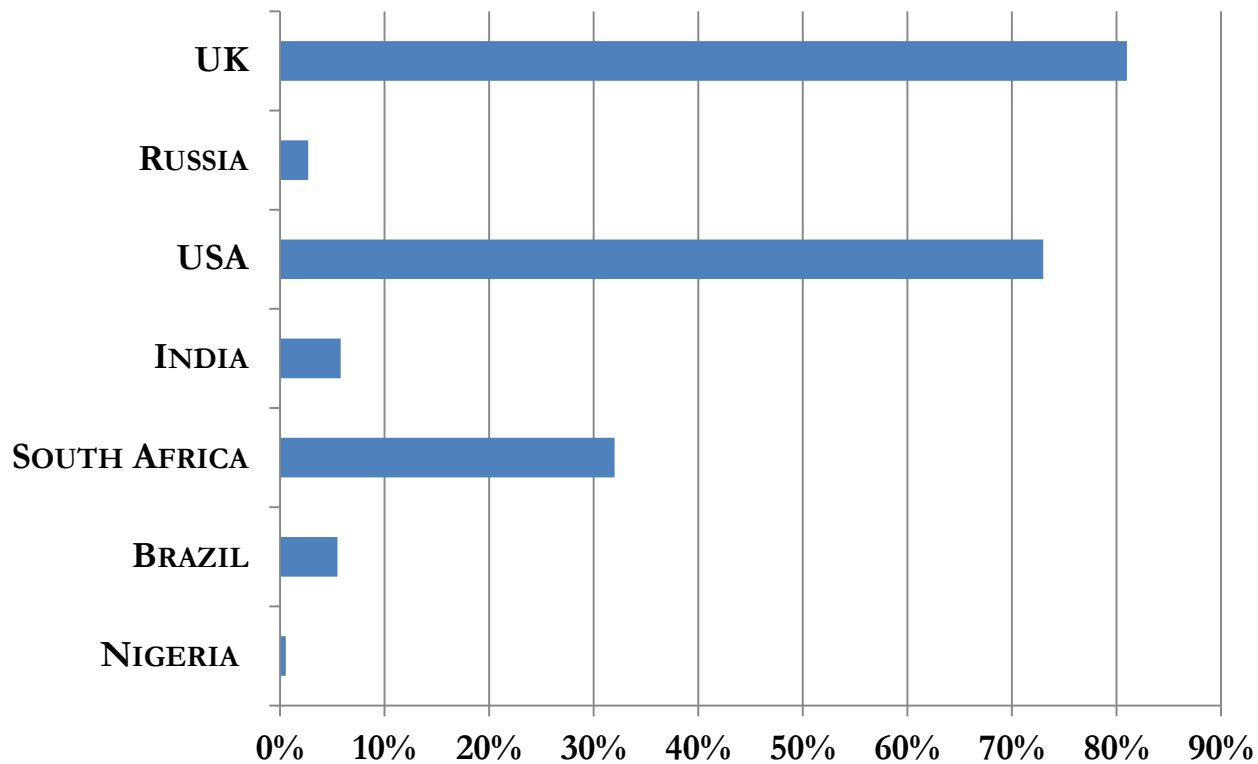
KEY STATISTICS



	NIGERIA	BRAZIL	SOUTH AFRICA	INDIA	USA	RUSSIA	UK
INFLATION	9.50%	6.59%	2.40%	6.84%	2.00%	7.00%	2.80%
INTEREST RATE	12.00%	7.25%	5.00%	7.50%	0.25%	8.25%	0.50%

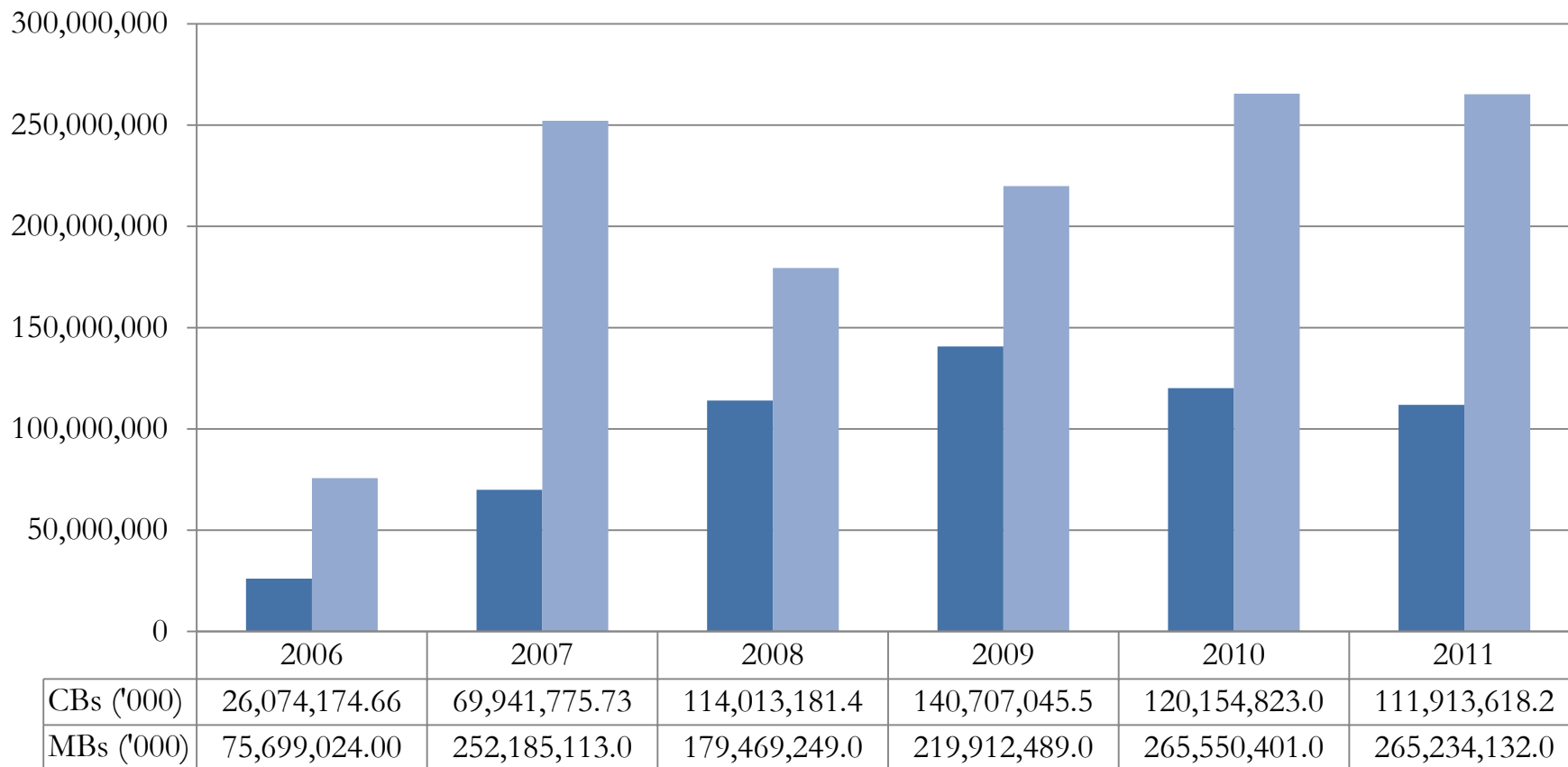
Source:
Trading Economics

MORTGAGE LOAN AS A % OF GDP



	NIGERIA	BRAZIL	SOUTH AFRICA	INDIA	USA	RUSSIA	UK
MORTGAGE LOAN AS A % OF GDP	0.55%	5.50%	32.00%	5.80%	73.00%	2.70%	81.00%

VALUE OF CBs AND MBs LOAN OUTSTANDING



Source:

Mortgage Finance Nigeria Central Bank Report 2011

■ CBs ('000) ■ MBs ('000)

Clear and Enforceable Property Rights

- Land and property title

Valid Employment and Earnings Data

- Verifiable wage statements, tax returns, and employment

Foreclosure

- Absence of foreclosure laws. Need for implementation of non-judicial foreclosure

Access to Finance

- Mortgage debt to GDP is about 1.0% and about only 5% of 13.7 Million housing units are currently financed with a mortgage

Construction

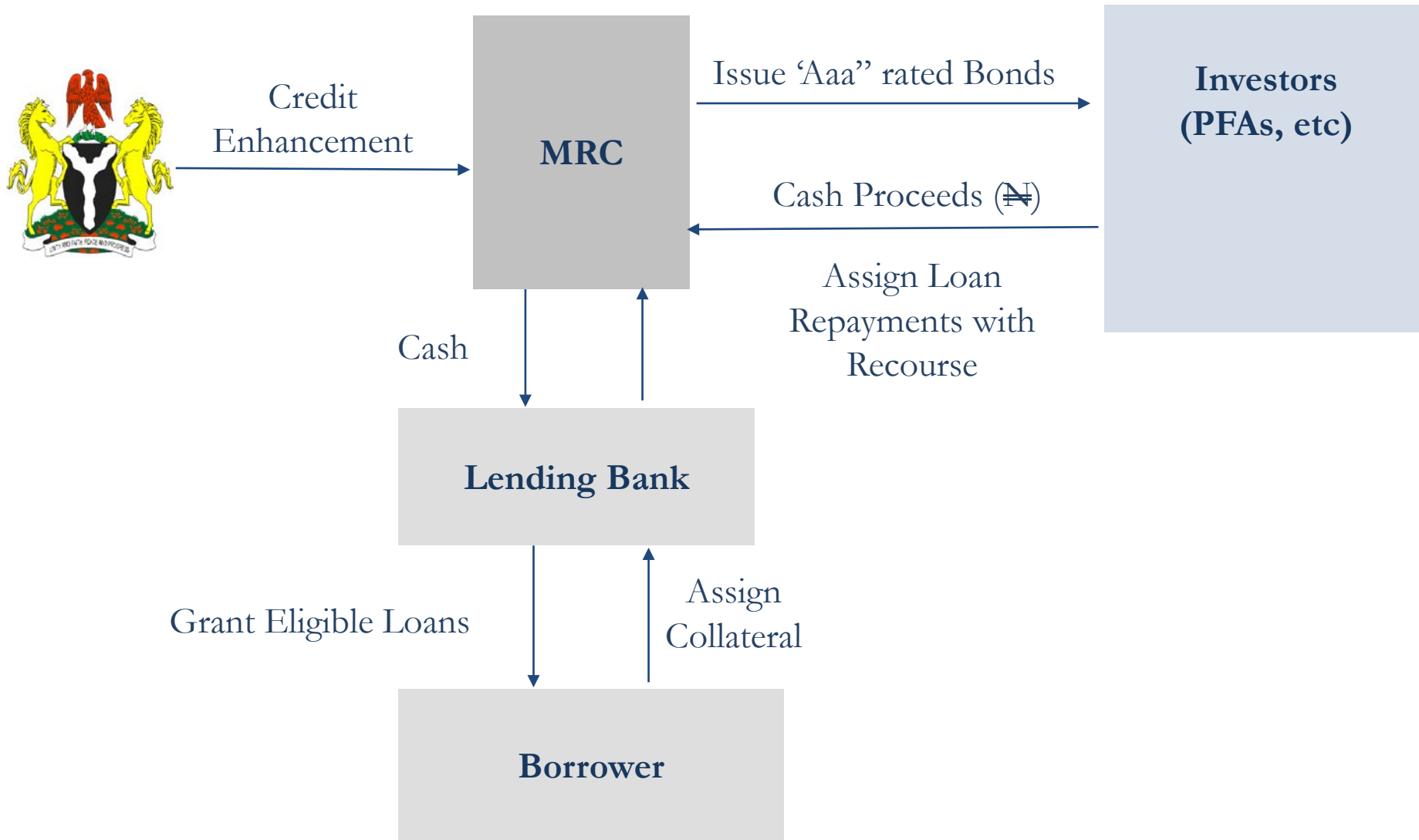
- High Construction costs

**THE NIGERIAN MORTGAGE
MARKET**

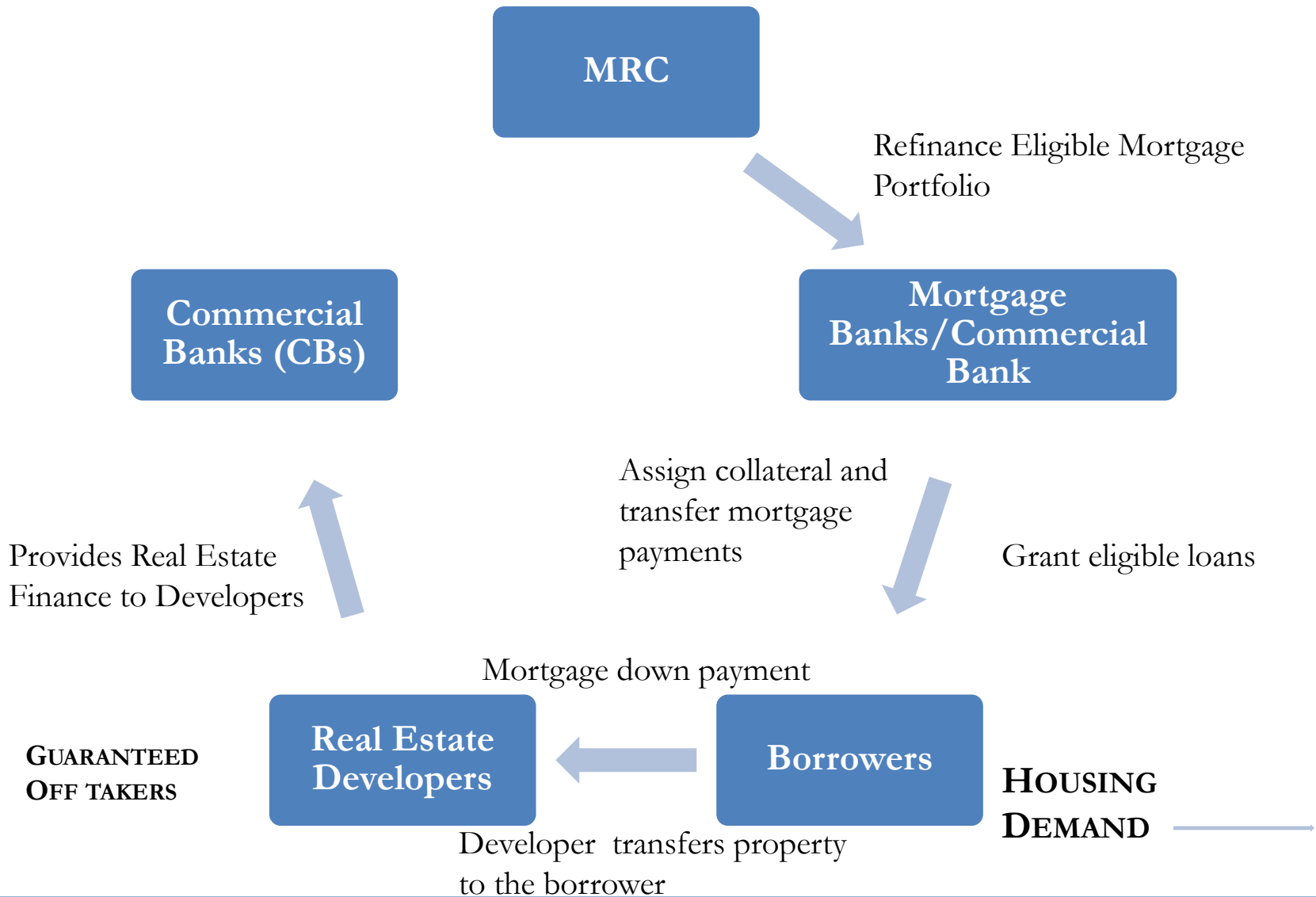
FINANCING

FORECLOSURE

MRC FINANCING STRUCTURE



MRC AND HOUSING PRODUCTION VALUE CHAIN



QUESTIONS



THANK YOU

End of Presentation
