



Urban LandMark



ULM's social and tenure theme

Making informal land markets work better for poor people

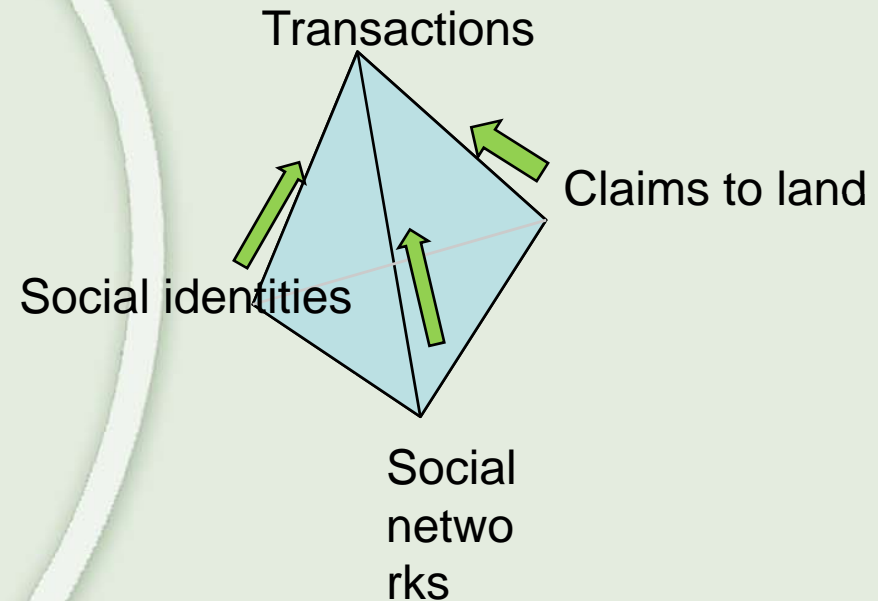
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Informal land markets



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- The importance of social relationships
- Property as “socially embedded”
- A false formal/informal binary
 - Co-existing systems of land use and new categories to classify these systems
 - Social and community; financial; and state processes



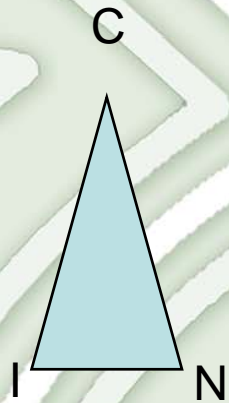
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Informal land markets

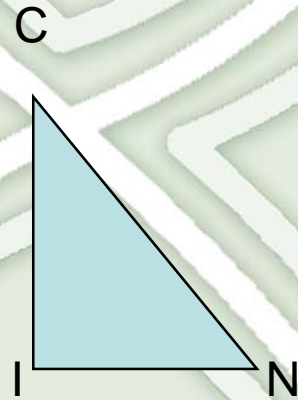


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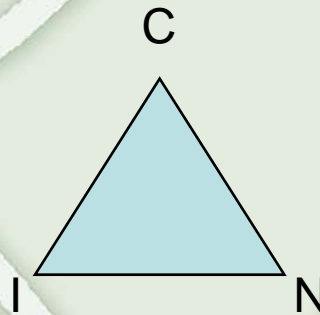
Finding



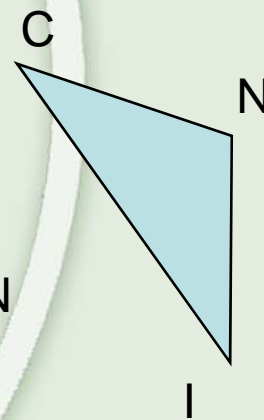
Recognising



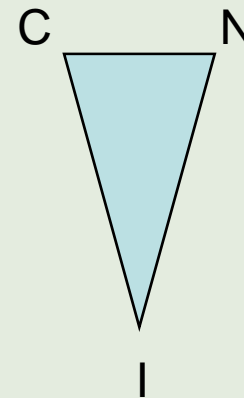
Valuing



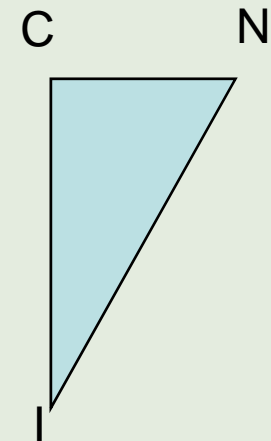
Contracting



Holding



Terminating



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Purpose



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- how urban land markets can work better for the poor
- increasing points of entry and multiplying channels of supply
- greater recognition, and enhancement of, informal land markets

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Principles



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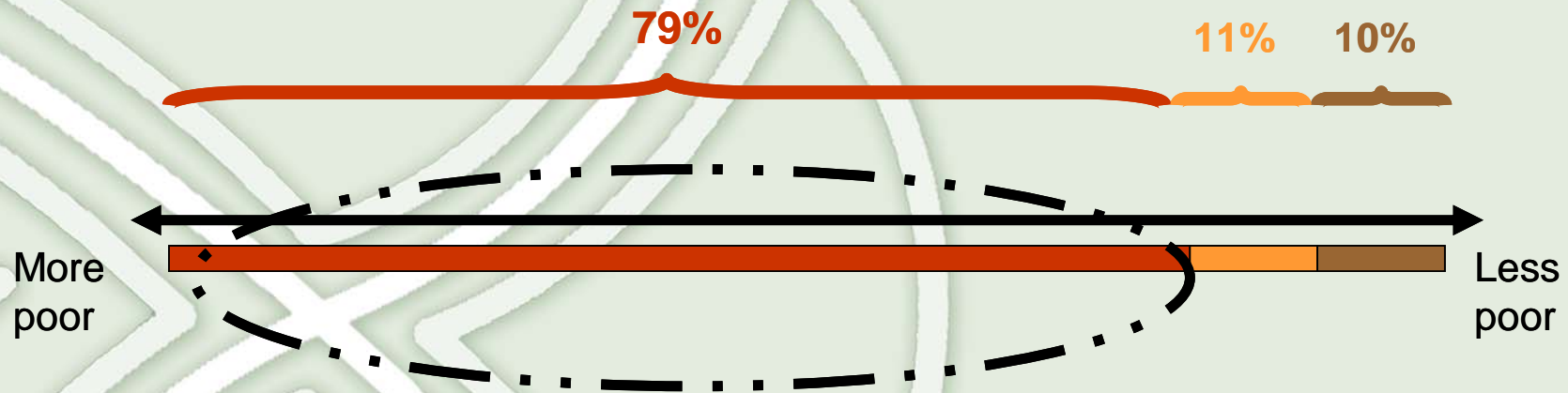
- *Pro-poor* – this implies work at the “bottom of the pyramid”, or in the space below “the ladder” and its lowest rungs
- *Complimentary* - it will not duplicate the housing access frontier work, gap housing – but compliment it
- *Economic opportunities* - It will adopt a broader focus than residential land, because of the livelihood and accumulation opportunities presented by the *productive use of land* (or land as an economic asset)
- It should have potential for *regionalization*
- It must have a singular *focus* to maximize impact
- It will use the concepts of “*increasing points of entry*” and “*multiplying channels of supply*” as the starting points of an M4P approach for informal urban land markets

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Disaggregating “the poor”



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No wage, very low, low and moderate income – 79%, < R3500 hh monthly income

Middle to high – 11%, R3500 – R8000 hh monthly income

Very high – 10%, > R8000 hh monthly income

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Property access and increased economic opportunity



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- Property ownership and the production of capital gains
- Land, livelihoods and accumulation (home based enterprise)
- Secure household base for access to the city
- Non residential land access for productive use

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Points of departure



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- Making informal urban land markets work better for poor people
- A holistic view of land markets, rather than an informal/formal or a social/financial binary, in order to open up possibilities for improved the distributional benefits and effectiveness of the whole market
- Increasing points of entry into rental and sales markets in order to lower the access frontier
- Multiplying officially recognized channels of supply so that the various benefits associated with support and protection can reach more of the poor than is currently the case with the state allocation system dominated by RDP housing delivery

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Strategies



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- **Advocacy**
 - Recognition
 - Raising awareness
- **Informal settlement upgrading**
 - incrementally securing tenure rights and managing productive uses
 - the development of an alternative, local approach to the registration of tenure rights and their on-going management
 - Residential and productive use
 - Transferability
 - based on what exists, in partnership
 - tenure security and land use management not separable

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