



CALL FOR PROPOSALS

A scoping exercise to establish a framework for the rapid assessment of land markets in cities across sub-Saharan Africa

February 2010

Background

There are currently a number of initiatives that are reporting on the “state” of African Cities. These initiatives are generally qualitative in nature and Urban Landmark would like to see these having a more quantitative element as well. In order to facilitate this, Urban LandMark wishes to develop a framework that can quantitatively report on land markets across Sub Saharan Africa and can feed into the respective “State of African Cities” reporting initiatives.

As a result, Urban LandMark wishes to commission a scoping report for a project which aims to develop a framework for the rapid assessment of land markets across sub-Saharan Africa. It is intended that the framework will cover the entire real estate market in each respective city using appropriate indicators and quantitative information to understand and track the urban land market.

The key objectives of the project would therefore be:

- To identify the initial 3 country cities in which the project could be implemented (it is suggested that the initial cities would all be from SADC countries, including one city in South Africa and two in two other countries).
- To understand the structure and nature of the urban land markets in the different country cities. This will include inter alia identifying the different actors (who are included or excluded from the system (i.e. where the “Access Frontier”¹ currently lies), the extent of (in)formality and the broad institutional and legal frameworks in which these systems operate.

¹ The access frontier describes where people are included in the formal registered system of property rights and registered land transactions, and those people who do not own or trade land and property “on register” (i.e. the latter group being beyond the current access frontier).

- Identifying a set of clear and measurable indicators that can assist in the understanding of the nature and dynamic of the different land markets (these could include inter alia levels of ownership, property prices, transaction numbers, transaction and holding costs, building activity, affordability levels [Access Frontier] etc.). Importantly, the indicators are to cover both the supply and demand sides of the market. The indicators should also be referenced and consistent where possible with existing indicator sets, for example those in the World Bank - Doing Business study, and the UN development indicators.
- Identifying what data is needed to develop and sustain the indicators mentioned above.
- Identify the sources of such data and importantly, the cost of acquiring it. The indicators developed should be realistic for the region in terms of what data are available and the cost of getting the data.
- Develop and roll-out a series of survey instruments needed to acquire primary data that is not available (this may include exploring the possibility of “tapping into” existing initiatives such as FinScope).
- Identify and establish partnerships with the in-country stakeholders who could host and manage the project on a sustainable basis.
- Identify and establish relationships with the respective stakeholders (e.g. government departments and agencies).
- Establish relationships with the respective “African Cities Reporting” initiatives and implementing agencies to ensure coordination and consistency.
- Identify potential funding sources and partners for the roll out of the project.
- Establish administrative and project management resources and capacity.
- Ultimately the tool would need to be viable within the sub-Saharan context. The scoping exercise should propose a viable rapid assessment tool and conclude with the risks and opportunities for implementation.

2. The Proposed Assignment

The objective of this assignment is to scope the issues that need to be addressed in order for the above initiative to be implemented. Specifically, the assignment will include the following:

2.1 Understand the land market reporting requirements of the respective “State of African Reporting” initiatives.

2.2 Develop a preliminary template for describing the nature and structure of a land market. This template is to cover inter alia the structure and nature of the urban land markets (formal and informal) in the different country cities. This will include inter alia identifying the different actors (who are included or excluded from the system (i.e. where the “Access Frontier”² currently lies), “the rules of the game”, the extent of (in)formality and the broad institutional and legal frameworks in which these systems operate.

2.3 Based on the above template, identify possible indicators that could be used to rapidly assess and report on a specific city land market. These indicators could include inter alia levels of ownership, property prices, transaction numbers, transaction and holding costs, building activity, affordability levels [Access Frontier] etc.). Importantly, the indicators are to cover both the supply and demand sides of the market. The indicators should also be referenced and consistent where possible with existing indicator sets, for example those in the World Bank - Doing Business study, and the UN development indicators.

2.4 Identify the required data that one would need to develop such indicators.

2.5 Identify the possible sources of the above data.

2.6 Where possible, identify the costs of sourcing such data (informed estimates will suffice).

2.7 Identify the likely in-country role-players by type.

2.8 Based on points 2.1 – 2.6, identify an initial set of criteria to select the first 3 countries in which the assessment tool could be rolled out.

2.9 Identify the administrative and project management resources needed to establish and implement the project.

2.10 Provide preliminary estimates of the costs of establishing the resources referred to in point 2.8.

2.11 identify the next steps required to establish the project and draw up a preliminary project plan in this regard. Include possible challenges and risks of implementation.

3. Deliverables from the Assignment

The successful service provider will provide Urban LandMark with the following:

3.1 A scoping report that addresses points 2.1 – 2.10 above.

3.2 A PowerPoint presentation of the scoping report.

² The access frontier describes where people are included in the formal registered system of property rights and registered land transactions, and those people who do not own or trade land and property “on register” (i.e. the latter group being beyond the current access frontier).

The service provider will also be requested to present the research findings to a selected audience to be confirmed. All reports and presentations are to be in hard and soft copies. Where cost estimates are given, the report must clearly state how these estimates were arrived at (e.g. comparative data).

4. Expertise Required

The selected service provider will have the following expertise and experience:

- Expertise and experience in property economics, property markets and the institutional and legal frameworks that govern property markets;
- An understanding of, and exposure to, the state of cities reporting;
- Extensive networks of government, parastatals, developers, land professionals, academics and non-government organisations, etc. in sub-Saharan Africa;
- Proven research and analytical skills;
- Excellent English writing and communication skills;
- Ability to work independently and adhere to deadlines.

5. Assignment Timeframe

Appointment: 1st March 2010

Completion of final report: 30th April 2010

6. Basis of Award

Urban LandMark will award the contract based on:

- Appropriateness and quality of response to this call as expressed in the proposal, including proposed method (40%)
- Relevant, demonstrated competence of organisation/s and individuals to undertake this work (20%)
- Affirmative action scorecard: ownership, management, staff development (15%)
- Cost breakdown, professional fees (25%).

Urban LandMark reserves the right to ask individuals, organisations or consortia making proposals for best and final offers should this be deemed necessary.

7. Management and Reporting

The service provider will work in close collaboration with Urban LandMark in the development of the scoping report. The service providers will work under the day-to-day supervision of Robert McGaffin, under the overall guidance of Mark Napier of Urban LandMark. Final approval of the product for the purposes of payment will be at the discretion of Urban LandMark.

8. Submission of Proposals

Interested parties should submit proposals to Jonathan Diederiks at Urban LandMark (jonathan@urbanlandmark.org.za cc: lerato@urbanlandmark.org.za or by fax to +27 (0)12 342 7639 by 12 noon 19th February 2010.

Each proposal must contain an outline of the proposed approach to the work, as well as the CV(s) of the consultant(s) who will do the work, their BEE status, a valid Tax Clearance Certificate as well as complete price quotation.

Evidence of successfully completed similar projects will be very important. A consortium may submit a proposal for the piece of work.

Any queries should be directed to Robert McGaffin (robert.mcgaffin@gmail.com) or Mark Napier (mark@urbanlandmark.org.za).