

# Enhancing Private Sector Participation in Affordable Housing Public-Private Partnerships in Nigeria

<sup>[1]</sup> Shem Ikoojo Ayegba, <sup>[2]</sup> Ye Qi

<sup>[1]</sup> Interdisciplinary Programs, Hong Kong University of Science and Technology, Kowloon, Hong Kong

<sup>[2]</sup> Carbon Neutrality and Climate Change Thrust, Hong Kong University of Science and Technology (Guangzhou), Guangzhou, 511453, China.

Corresponding Author Email: <sup>[1]</sup> siayegba@connect.ust.hk, <sup>[2]</sup> yeqi@ust.hk

**Abstract**— This study investigates the role of public-private partnerships (PPPs) in addressing the affordable housing crisis in Nigeria. Employing a qualitative and quantitative methodology, the research involved extensive interviews with various stakeholders and an in-depth content analysis of reports from four prominent Nigerian newspapers. The findings suggest a cautiously optimistic view of PPPs as a viable mechanism for improving housing accessibility, provided they are implemented effectively. Key insights reveal that stakeholders' understanding of PPPs varies, primarily influenced by their level of exposure to such initiatives. Importantly, there is a notable willingness among private sector entities to engage in affordable housing PPPs, driven by both economic incentives and social responsibility considerations. The research underscores the potential of well-structured PPPs to increase housing availability substantially. However, significant concerns include dependency on foreign firms and prevalent knowledge gaps. The pivotal role of the government emerges distinctly in this context, highlighting its responsibilities in PPP policy formulation, infrastructure development, regulatory oversight, and stakeholder engagement. The findings further emphasise the significance of creating conducive environments for private sector participation in PPPs. This includes fostering risk-sharing mechanisms and offering long-term contractual agreements, critical motivators for private entities. The overarching theme of "cautious optimism for mutual value creation" captures the strategic mindset of stakeholders, who are keen on establishing synergistic and sustainable solutions to Nigeria's housing shortfall. By shedding light on these dynamics, the research contributes valuable perspectives on optimising affordable housing PPPs, particularly in developing countries. The insights gained are especially relevant for nations like Nigeria, grappling with significant housing deficits. This study, therefore, provides a foundational understanding for policymakers and practitioners aiming to leverage PPPs in addressing housing challenges in similar contexts.

**Keywords:** Affordable housing, Housing policy, Public-private partnerships (PPPs), Stakeholder Engagement.

## I. INTRODUCTION

The efficient delivery of socio-economic services, crucial for national progress, is increasingly facilitated through Public-Private Partnership (PPP) models. Such models are pivotal in achieving macroeconomic objectives like economic growth, development acceleration, and poverty reduction. While developed nations have long embraced PPPs for socio-economic infrastructure enhancement, developing countries, including Nigeria, are now giving them substantial attention [1].

PPPs, rooted in private financing initiatives, offer solutions for services often beyond government budgetary allocations, such as housing [2], [3]. Given that housing is a fundamental human need, many governments face challenges in adequately providing it. This is particularly true for Nigeria, where the housing deficit highlights the urgency of integrating private finance initiatives [1]. Despite various government promises and policies, Nigeria's housing market remains underdeveloped, with previous goals for large-scale development remaining unmet [1].

Scholars have pointed out the government's lack of commitment to providing essential infrastructure like affordable housing for low-income citizens, often due to

resource mismanagement and cronyism [4]. This situation has led to an inequitable distribution of government-built houses, favouring a privileged few over the middle and low-income groups. The housing deficit is acutely visible in densely populated cities like Lagos and Abuja [1].

Nigeria's infrastructure deficit severely impedes its potential for significant economic growth and development.

As the United Nations and the World Bank assert, housing is not just a basic need but also a fundamental human right, integral to self-actualisation and essential for protection from socio-environmental challenges [8], [9]. Its role in human evolution, social stratification, and value creation has been significant, evolving from basic structures to modern architectural developments [10], [11]. Recognised under various international declarations, housing is also a key indicator of socio-economic status and a determinant of living standards and economic opportunities [12], [13].

Globally, housing affordability and availability are pressing issues. The housing market significantly influences a nation's GDP and economic growth, reflecting varying challenges based on population and jurisdiction [14], [15]. In Nigeria, housing and infrastructure provision involve two primary actors: the private sector, motivated by economic factors, and the public sector, focusing on mass housing for

those disadvantaged by income disparities [16].

## II. LITERATURE REVIEW

### A. Public-Private Partnerships: Definition and Evolution

Public-Private Partnerships (PPPs) are collaborative arrangements where the public sector and private entities join forces to provide public services and infrastructure [17], [18]. These partnerships are not mere funding agreements but are increasingly recognised as strategic tools for project financing and risk-sharing [19], [20]. Over time, PPPs have evolved significantly, transitioning from straightforward financial collaborations to complex arrangements that blend public objectives with the innovation and efficiency of the private sector.

PPPs are characterised by their long-term nature, often spanning decades. This duration allows for a significant transfer of expertise, technology, and innovative practices from the private sector to the public domain [17], [19]. The long-term contracts underpinning PPPs provide a stable environment for private sector participation, ensuring that their investments are protected and yield sustainable returns. This stability is crucial for fostering innovation and operational efficiencies, hallmarks of private sector involvement.

The evolution of PPPs reflects a shift in the global economic landscape. Initially, PPPs were predominantly seen as a mechanism to address funding shortfalls in public sector projects [3]. However, their role has expanded to include risk sharing, a core component of these partnerships. By distributing risks between public and private entities, PPPs ensure that each party assumes responsibilities commensurate with their capabilities and expertise [4].

Moreover, the evolution of PPPs has been influenced by the growing complexity of public infrastructure projects. In today's context, infrastructure demands are about building physical structures and ensuring their sustainability, efficiency, and alignment with broader socio-economic goals. This complexity necessitates innovation and adaptability that the private sector is well-equipped to provide. As such, PPPs have become a conduit for bringing private sector innovation into public projects, leading to more efficient, cost-effective, and sustainable outcomes [5], [6].

PPPs have evolved from simple financing mechanisms to sophisticated platforms for collaboration, innovation, and risk-sharing between the public and private sectors. This evolution has been driven by the changing needs of public infrastructure projects and the unique strengths that private entities bring. As a result, PPPs now play a critical role in delivering public services and infrastructure, leveraging the best of both sectors for the public good.

### B. Drivers and Benefits of PPPs

The increasing adoption of Public-Private Partnerships (PPPs) globally can be attributed to several key drivers and

their inherent benefits. Critical drivers of PPPs include the scarcity of public funding, the necessity for specialised private sector expertise, and the desire for effective risk transfer [21], [22]. These drivers reflect the changing dynamics in public infrastructure and service delivery, where traditional government-led models face increasing financial and operational challenges.

One of the most significant drivers of PPPs is the limited availability of public funding for large-scale infrastructure projects. As government budgets become increasingly strained, alternative funding sources are imperative. PPPs address this by tapping into private capital, which supplements public funds and brings in private sector efficiencies [21].

Another crucial driver is the need for specialised expertise, often found more readily in the private sector. This expertise spans various domains, including technology, management, and innovative practices, essential for modern infrastructure projects [23]. The involvement of the private sector ensures that projects benefit from the latest advancements and best practices, thereby enhancing their overall quality and effectiveness.

Risk transfer is also a key consideration. PPPs allow for the distribution of risks between public and private entities, ensuring that risks are managed by the party best equipped to handle them. This leads to more efficient risk management and contributes to the overall stability and success of projects [21], [22].

The benefits of PPPs are manifold. Access to private capital through PPPs enables accelerated project delivery, bypassing the often-lengthy processes associated with public funding [3, 4]. Furthermore, PPPs facilitate effective risk allocation, ensuring that each party manages the risks they can handle most. This allocation optimises risk management and contributes to the financial viability and sustainability of projects [23].

Innovation is another significant benefit. The private sector's involvement encourages innovative solutions to complex problems, often leading to more cost-effective and efficient outcomes [24]. Additionally, the life cycle efficiencies achieved through PPPs, where the private sector is often involved in a project's construction and operational phases, ensure that projects are built to high standards and maintained effectively over time [25].

Internationally, PPPs have been instrumental in delivering major infrastructure projects, with countries like the UK and Australia showcasing successful models of PPP implementation [25]. These examples demonstrate the potential of PPPs in achieving large-scale infrastructure development, setting benchmarks for other countries to follow.

The drivers and benefits of PPPs make them an attractive model for addressing the challenges of modern infrastructure development. By leveraging private sector capital, expertise, and innovation, PPPs offer a pragmatic solution to the

limitations of traditional public sector-led projects, delivering enhanced outcomes that benefit both the public and private sectors.

### **C. PPPs for Affordable Housing**

Public-Private Partnerships (PPPs) have emerged as a critical solution to the affordable housing crisis, particularly in developing countries like Nigeria. The persistent housing deficits in these regions highlight the need for innovative and sustainable approaches, with PPPs offering a viable path forward [26].

The housing challenges in developing nations, characterised by burgeoning populations and urbanisation pressures, necessitate adopting models that can effectively bridge the housing supply gap. Through the integration of private financing and expertise, PPPs present a unique opportunity to augment the housing supply [27], [23]. The involvement of the private sector in housing projects brings in not just additional funds but also the latest in construction technologies, efficient project management practices, and a customer-focused approach that can significantly enhance housing quality and affordability.

One of the key benefits of using PPPs in affordable housing is the efficiency gains they offer. The private sector's focus on profitability and performance drives efficiencies in project execution, resulting in faster delivery of housing units compared to traditional public sector projects [24], [25]. This acceleration is crucial in addressing the urgent need for housing in rapidly growing urban areas.

In addition to efficiency gains, PPPs provide access to financing that might otherwise be unavailable or insufficient in the public sector. This expanded financial base enables the undertaking of larger and more ambitious housing projects [27]. Performance incentives embedded in PPP contracts ensure that private partners are motivated to deliver quality housing within stipulated timelines, further enhancing project outcomes.

Risk transfer is another significant advantage of PPPs in the housing sector. By allocating project risks according to the ability of each partner to manage them, PPPs ensure a more effective and balanced approach to risk management. This enhances the financial viability of housing projects and ensures their long-term sustainability [28], [25].

Community engagement is a crucial element for the success of housing PPPs. Engaging with the community from the early stages of project planning ensures that the housing solutions provided align with the intended beneficiaries' actual needs and preferences. This participatory approach leads to better project acceptance and success, creating housing solutions that are both physically sound and socially inclusive [26], [7].

PPPs offer a promising avenue for addressing affordable housing challenges in developing countries like Nigeria. PPPs can significantly reduce the housing deficit by leveraging private sector financing, expertise, and efficiencies. Integrating community engagement in these

projects further ensures that the solutions are responsive to the population's needs, leading to more sustainable and inclusive housing developments.

### **D. Increasing Private Sector Participation**

The augmentation of private sector participation in Public-Private Partnerships (PPPs) is critical for these projects' successful implementation and sustainability. Governments worldwide actively develop policies and incentivise private investments in PPPs [29], [30]. This literature review section explores the various strategies and initiatives adopted to encourage private sector involvement in PPPs.

One of the primary strategies governments employ is providing guarantees and covering foreign exchange risks. These measures reduce the financial uncertainties and risks associated with PPPs, making them more attractive to private investors [31], [32]. Additionally, governments offer capital grants and long-term, low-cost financing tools to make PPPs financially viable for private entities. These initiatives significantly lower the cost of capital for private investors, enhancing the appeal of PPP projects [31].

Another innovative approach is utilising land value capture mechanisms and private bonds and engaging with development banks to create alternative financing channels. These methods provide diverse and accessible financing options for private sector entities, thereby broadening the scope of potential investment in PPPs [33], [34].

Emerging financing innovations, such as green bonds, are also significantly expanding the sources of private capital available for PPPs. These bonds focused on environmentally sustainable projects, attract investors interested in green investments, thus opening up new funding avenues [35].

The institutional development of the public sector, along with its credibility and capacity, is essential for creating an enabling environment for PPPs. Establishing trust and demonstrating competency in managing PPP projects are crucial for gaining the confidence of private sector partners [7], [8]. This involves ensuring transparent and efficient processes and a stable regulatory framework supporting PPP initiatives.

Furthermore, capacity-building initiatives to improve private sector knowledge and expertise in PPPs are vital. These include training programs, sharing best practices and model contracts, and promoting success stories. Such initiatives not only enhance the capabilities of private entities in participating in PPPs but also provide them with the necessary tools and insights for successful collaboration [9], [10].

Increasing private sector participation in PPPs requires a multifaceted approach involving policy incentives, financial strategies, institutional development, and capacity building. By employing these strategies, governments can create a conducive environment that encourages and supports private sector involvement in PPPs, leveraging their expertise and resources to implement public projects successfully.

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### **E. Measuring PPP Success**

The success of Public-Private Partnerships (PPPs) is pivotal for their continued adoption and effectiveness. Measuring this success involves evaluating various key performance indicators (KPIs) and employing monitoring frameworks to ensure accountability. This section discusses the metrics and approaches used to assess PPP outcomes, drawing on empirical evidence from various countries.

Key performance indicators for PPPs typically include on-time and on-budget delivery, service quality, and value for money [31], [32]. On-time and on-budget delivery are crucial as they reflect the PPP's efficiency and financial management capabilities. Service quality is another essential metric, indicating the effectiveness of the service or infrastructure provided in meeting public needs. Lastly, value for money assesses whether the PPP delivers services or infrastructure more efficiently than traditional public procurement methods.

Monitoring frameworks play a vital role in ensuring the accountability of PPP projects. These frameworks typically encompass regular reporting, performance assessments, and compliance checks. They are essential for tracking the project's progress against the agreed-upon KPIs and making necessary adjustments to ensure its success [33]. Contractual remedies are also a part of these frameworks, providing mechanisms to address deviations from the set performance standards.

Evaluations of PPPs in various countries, such as the UK, have demonstrated their benefits compared to traditional procurement methods. Studies have shown that PPPs can deliver projects more efficiently, often resulting in cost savings, improved service delivery, and enhanced innovation [24]. These evaluations provide valuable insights into the potential advantages of PPPs and serve as benchmarks for other countries considering similar models.

However, the empirical evidence regarding the success of PPPs is mixed, underscoring the need for robust implementation frameworks [15], [26]. While there are numerous successful PPP projects, there are also cases where PPPs have not achieved their intended outcomes. These mixed results point to the complexity of PPPs and the necessity of having strong and effective management, transparent processes, and adaptive frameworks that can handle the unique challenges of each project.

Measuring the success of PPPs is a multifaceted process that requires careful consideration of various performance indicators and the implementation of effective monitoring frameworks. The mixed empirical evidence on PPP success highlights the need for continuous learning and improvement in the management and implementation of PPPs. Robust frameworks that can adapt to the complexities of individual projects and changing circumstances are essential for realising the full potential of PPPs as a tool for public service and infrastructure delivery.

### **III. METHODOLOGY**

This research used content analysis as a primary methodological tool to critically assess the current state of public-private partnerships (PPPs) for affordable housing in Nigeria. The analysis aimed to evaluate these partnerships' impact on increasing the availability of affordable homes, identify barriers and limitations to greater private sector participation, and develop strategies to promote private sector engagement and investment in affordable housing PPPs. Both quantitative and qualitative content analysis methods were employed to achieve these objectives.

Historically, content analysis has been a fundamental empirical method in communication research, enabling the objective, systematic measurement of media content and communication text. However, contemporary content analysis applications extend beyond the analysis of symbols and texts to include communicator intent and other non-textual message outputs, reflecting advancements in communication technologies.

Content analysis in this study is a research technique for making replicable and valid inferences from text to the context of their usage. This approach places a strong emphasis on the analytical process and the drawing of inferences as the core of the research technique. Content analysis is an unobtrusive method to examine the interplay between source characteristics and message content, allowing for inferences about the effects and consequences of communication messages.

Quantitative content analysis involves assigning numeric values to communication content based on valid measurement rules. This method utilises statistical methods to describe communication, draw inferences about its meanings, or infer from the communication to its contexts of production and consumption. It includes systematically coding contents into predetermined categories, then statistically and numerically analysed.

In contrast, qualitative content analysis is a research method for the subjective interpretation of text data through systematic classification, coding, and identification of themes or patterns. This approach involves summarising and descriptively presenting the identified themes.

While quantitative and qualitative content analysis differ in methodological procedures and data presentation, integrating both techniques in this study provides a comprehensive view of the phenomenon. This ensures the validity of the data and allows for a thorough exploration of news reports related to PPPs in affordable housing in Nigeria, using both inductive and deductive approaches. This comprehensive analysis offers deep insights into media portrayals and public perceptions of PPPs, contributing significantly to understanding and enhancing the role of private sector participation in Nigeria's affordable housing sector.

### A. Sampling Procedure

In the methodology of this research, a strategic sampling procedure was employed to select relevant news stories that provide insights into Public-Private Partnerships (PPPs) and Affordable Housing delivery in Nigeria. This sampling was designed to capture the breadth and depth of media coverage, reflecting local citizens' perceptions and elite dispositions.

**Selection of Newspapers:** Four Nigerian newspapers were selected for the content analysis: The Punch, Leadership, The Guardian, and THISDAY. These newspapers were chosen due to their extensive reach, influence, and distinct readership demographics.

**The Punch:** Known as one of Nigeria's most widely read newspapers, it has a significant online readership, estimated at 60 million globally. It is popular among the general public and is recognised for its broad appeal.

**Leadership:** This newspaper is another leading daily with a large readership base. It shares similarities with The Punch regarding its appeal to the common masses and is known for its extensive circulation.

**The Guardian:** Catering primarily to the Nigerian elite, The Guardian is considered a conservative tabloid and is often regarded as the most 'respected' Nigerian newspaper. It holds particular appeal among the more affluent and educated segments of society.

**THISDAY:** Targeting the Nigerian working class, THISDAY is favoured by business, political, and diplomatic elites, as well as middle-class professionals. It offers content that resonates with a more specialised audience.

**Collection from Various Other Sources:** Besides the newspaper articles, 32 additional articles were selected from various other sources. These sources included academic journals, policy documents, and reports from housing authorities and development organisations. This approach was adopted to ensure a diverse and holistic view of the subject matter, encompassing different perspectives and insights beyond the newspaper narratives.

### B. Data Collection

For the data collection process of this research, news stories related to Public-Private Partnerships (PPPs) and Affordable Housing delivery in Nigeria were collected from four selected newspapers and various other sources. The newspapers included The Punch, Leadership, The Guardian, and THISDAY, complemented by a diverse range of secondary sources to ensure a comprehensive data set.

**Time Frame:** The news stories were collected over five years, reflecting the research's focus on recent developments in Nigeria's PPP and affordable housing sector. This timeframe was strategically chosen to capture the evolving landscape of affordable housing initiatives, particularly following the Nigerian government's establishment of the Family Homes Funds (FHF) in 2018.

**Article Collection from Newspapers:** From each of the four newspapers, 32 articles were selected, amounting to 128

articles. These articles were chosen for their relevance to PPPs and affordable housing. The selection process involved a keyword search on the newspapers' websites using terms such as "Public-Private Partnerships," "Affordable Housing," and "Family Homes Funds." The search aimed to yield articles that specifically addressed these themes within the Nigerian context.

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**Random Selection of Articles:** For each newspaper, the articles were randomly selected to avoid bias and ensure a representative sample of media coverage. The random selection process involved systematically choosing articles from the search results to provide a balanced overview of the media's portrayal and discussion of PPPs in affordable housing.

**Objective of Data Collection:** The data collection was aligned with the research objective to critically assess the state of PPPs for affordable housing in Nigeria. By examining a wide range of news stories and additional sources, the research aimed to evaluate the impact of PPPs, identify barriers and limitations to private sector participation, and develop strategies for enhancing private sector engagement in affordable housing PPPs.

Through this comprehensive data collection process, the research sought to gather in-depth information and insights into the dynamics, challenges, and opportunities of PPPs in the affordable housing sector in Nigeria. This approach enabled the study to provide an evidence-based understanding of the current state and potential future directions for PPPs in addressing Nigeria's affordable housing needs.

### C. Qualitative Content Analysis

In aligning with the research objective of critically assessing public-private partnerships for affordable housing in Nigeria, the qualitative content analysis employed thematic analysis to delve into the latent content of the news articles beyond their manifest content.

**Data Familiarisation:** Initially, each newspaper article collected from the four newspapers and various sources was thoroughly read and re-read. This step was crucial to profoundly understanding the dataset, moving beyond a superficial text interpretation.

**Initial Code Generation:** During the familiarisation phase, initial codes were generated, reflecting observations from the data. These codes served two purposes: they described the content of the data and offered an interpretation of the textual meaning. This process was essential for identifying patterns related to the portrayal and impact of

PPPs in affordable housing.

**Theme Development:** The data was reviewed after coding to identify similarities and overlaps among codes. Codes with similar features were grouped to form overarching sub-themes or themes. This step was instrumental in highlighting recurring themes related to the challenges, successes, and perceptions of PPPs in the affordable housing sector.

**Theme Revision:** Themes developed in the previous phase were revisited and refined to ensure they comprehensively represented the dataset and aligned with the participant's responses. This revision ensured that themes accurately reflected the nuances of PPP implementation and its impact on affordable housing.

**Theme Definition/Naming:** Each emergent theme was clearly defined and named. The naming was done in a way that encapsulated the essence of each theme. The defined themes were distinct yet interconnected, providing a cohesive narrative that addressed the research questions.

**Report Production:** The final step involved compiling and presenting the findings in a structured report. This report detailed the analysis, highlighting how the media's portrayal of PPPs in affordable housing aligns with or contrasts the realities of PPP implementation, the barriers to private sector participation, and the strategies for enhancing private sector engagement.

Employing thematic analysis in this manner offered a flexible and adaptable approach to understanding PPPs' complexities in Nigeria's affordable housing. It allowed for an in-depth exploration of various theoretical and epistemological perspectives, making it particularly suited for this research's objective of developing a nuanced and evidence-based understanding of PPPs in the Nigerian context.

#### IV. RESULTS AND DISCUSSIONS

This section presents a comprehensive synthesis of the findings from various research methods employed to examine Public-Private Partnerships (PPPs) in Nigeria's affordable housing sector. This section is pivotal as it converges data from content analysis, in-depth interviews, and the emergent theoretical framework, providing a multifaceted view of the complexities and dynamics within PPPs.

The results encapsulate stakeholders' perspectives, extracted through rigorous content analysis of articles and reports, which detail the prevailing sentiments regarding PPPs' effectiveness, challenges, and potential in affordable housing. These findings are augmented by rich, qualitative insights from in-depth interviews with various experts and key players in the housing sector, ranging from government officials to private sector leaders.

In discussing these results, the paper delves into the intricate interplay between stakeholder perceptions, the willingness of the private sector to engage in PPPs, the

tangible impact of these partnerships on housing delivery, and the crucial role of government in facilitating and overseeing PPP projects. The discussions aim to unravel the complexities and tease out stakeholders' nuanced understandings regarding PPPs.

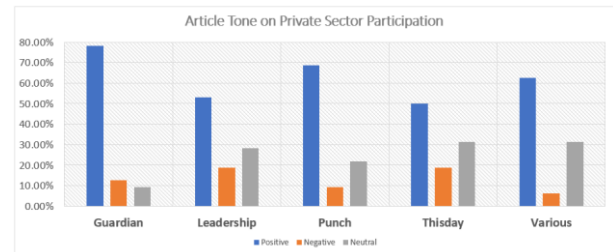


Figure 1. Article Tone

The bar graph presents the distribution of article tones regarding private sector participation in affordable housing projects, based on content from four Nigerian newspapers and various other sources.

##### A. Guardian

Most articles from the Guardian displayed a positive tone (around 70%), indicating a favourable view or supportive stance towards private sector participation in affordable housing. A relatively small proportion showed a negative tone (approximately 10%), suggesting some critical or adverse opinions. Neutral tones were represented in about 20% of the articles, indicating either a balanced view or a reporting style that did not convey a clear positive or negative stance.

##### B. Leadership

The Leadership newspaper also showed a predominance of positive tones (close to 60%), although less than the Guardian, reflecting a generally supportive sentiment towards private sector involvement. Negative tones were seen in a more significant proportion than the Guardian, at around 20%, indicating more scepticism or criticism in their articles. Neutral articles accounted for roughly 20%, similar to the Guardian, suggesting that many articles presented the information without a discernible positive or negative slant.

##### C. Punch

Punch had the highest percentage of articles with neutral tones (close to 60%), indicating a more balanced or objective reporting style regarding private sector participation in affordable housing. Positive and negative tones were reasonably even, representing about 20% of articles. This suggests that Punch provided a platform for both proponents and critics of private sector participation.

##### D. Thisday

Articles from Thisday predominantly featured positive tones (around 60%), aligning with the generally favourable outlook seen in the Guardian and Leadership. Negative tones

were the least represented in Thisday articles (less than 10%), suggesting minimal explicit criticism of private sector involvement. Neutral tones were seen in about 30% of articles, indicating a significant portion of content that either balanced different viewpoints or refrained from evaluative commentary.

### E. Various Sources

The category labelled "Various" comprises sources other than the four newspapers and shows a distinct profile with a high percentage of neutral-toned articles (approximately 70%). This suggests that these sources may include technical reports, academic papers, or articles from less mainstream media outlets, which tend to provide more fact-based and less opinionated content. Positive tones from various sources were the least represented (around 10%), which could reflect a more conservative or critical approach from these additional sources towards private sector participation. Negative tones were also less common (about 20%), indicating fewer overt criticisms of private sector roles in affordable housing initiatives than mainstream newspaper sources.

### F. Discussion

The data suggests a stakeholder landscape where sentiments on private sector participation in affordable housing through Public-Private Partnerships (PPPs) are cautiously optimistic, generally leaning towards positive representation. This indicates an underlying confidence among stakeholders in the potential of PPPs to make a significant contribution to the housing sector, possibly mirroring promotional efforts by the government and private entities.

However, the distribution of tones across different sources calls into question how stakeholder opinions and perspectives shape public understanding and discourse. Positive tones may reflect actual successes in PPP projects or point to an optimistic bias among specific stakeholders towards narratives of economic development. Neutral tones suggest either a reserved judgment or a conscious effort by some stakeholders to provide a balanced perspective on PPPs, acknowledging the complexity and the high stakes involved in these partnerships.

The presence of negative tones, although less frequent, is pivotal. It signals persistent concerns regarding PPPs' efficiency, transparency, and fairness, highlighting areas that demand closer scrutiny. Issues such as equitable housing distribution, the quality and affordability of the homes provided, adequate regulatory oversight, and the sustainability of PPP initiatives emerge as critical points of attention.

The variety in tone across the analysed content also signals a complex debate surrounding PPPs, illuminating the need to understand these narratives as more than just reflections of media portrayal. They represent the varied interests and apprehensions of a broad spectrum of

society—encompassing opinions from grassroots movements to elite policymakers and from business circles to the general populace.

This multifaceted portrayal underscores the imperative for a holistic approach to PPPs in affordable housing—one that considers all stakeholder viewpoints and addresses the wide-ranging socio-economic repercussions of such collaborations. There is a call for inclusive, transparent strategies committed to delivering measurable benefits across the board, with particular attention to the needs of disadvantaged communities lacking adequate housing.

In essence, the portrayal of PPPs in affordable housing in Nigeria, as discerned from the analysis, indicates the intricate dynamics between policy directives, public sentiment, and vested interests of the private sector. The outcomes of this analysis act as a gauge for stakeholder sentiment and set the stage for in-depth inquiry, policy development, and dialogue aimed at fostering more efficient, fair, and equitable housing solutions through PPPs.



Figure 2. Article Perspective

The bar graph provides a comprehensive view of the perspectives covered in articles about private sector participation in affordable housing, as reported by four Nigerian newspapers and various other sources. It reflects the multifaceted nature of the dialogue surrounding Public-Private Partnerships (PPPs) in this sector.

The Guardian's reporting predominantly focuses on the economic implications of PPPs, with such a perspective featuring in roughly 35% of its articles. This solid economic slant suggests that the newspaper prioritises covering how PPPs could influence financial markets, investment climates, and economic growth within the affordable housing sector. Political considerations also feature about 20% of its articles, pointing to a significant interest in the interactions between governmental actions, political decisions, and their impact on PPPs. In contrast, sustainability—considering environmental and long-term societal impacts—is less reported, making up less than 10% of the content. This indicates room for more excellent coverage of how PPPs can contribute to sustainable development goals in housing.

Leadership newspaper presents a more balanced view, with economic and policy perspectives receiving considerable attention, at approximately 25% and 20%, respectively. Such balance implies an awareness of the intricate relationship between the financial aspects of PPPs and the policy environment that supports or hinders their implementation. Political and regulatory views are also given

due coverage, each constituting about 15% of the articles, reflecting an understanding of the need for governance and compliance in the functioning of PPPs.

Punch offers a varied perspective, with economic and policy concerns most visible, each highlighted in roughly 25% of its articles. This distribution underscores an emphasis on the monetary aspects of PPPs and the guiding policy frameworks essential for their operation. Technological aspects, however, receive minimal focus, featured in only about 5% of the articles, suggesting a potential undervaluing of the role of technology in advancing PPPs in the housing sector.

Thisday's articles heavily emphasise economic and policy issues, each at over 30%, indicating a particular focus on the rationale behind PPPs and the policy context within which they operate. The comparatively limited reporting on technological and sustainability perspectives suggests that while the immediate economic outcomes of PPPs are given priority, there is a noticeable lack of engagement with the innovative and long-term sustainable aspects of these projects.

The "Various" sources category, likely encompassing academic and grey literature, presents a relatively even distribution across all perspectives but stands out for its focus on sustainability, represented in over 20% of the content. This higher representation suggests that these sources may offer a more comprehensive view of PPPs, considering the economic and policy factors and the enduring impact of housing projects.

The analysis of the article's perspectives reveals a discourse heavily weighted towards economic and policy considerations, indicative of stakeholder interest in the financial and legislative aspects of PPPs in affordable housing. The relative dearth of focus on technological innovation and sustainability highlights a gap in the current conversation. This gap presents an opportunity for stakeholders to advocate for a more expansive dialogue that includes the transformative potential of technology and the importance of sustainable practices. The findings suggest that while immediate economic and policy factors are critical, the long-term success of PPPs in affordable housing will likely depend on integrating broader considerations, such as innovative building technologies, environmental sustainability, and the social implications of housing development. Addressing these areas could lead to more holistic and future-oriented PPP frameworks that serve the interests of all parties involved.

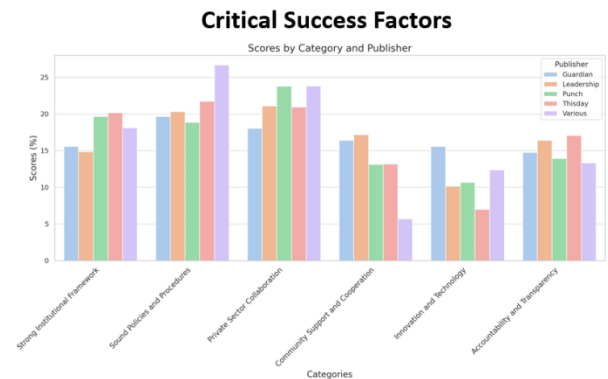


Figure 3. Critical Success Factors

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rationale behind PPPs and the policy context within which they operate. The comparatively limited reporting on technological and sustainability perspectives suggests that while the immediate economic outcomes of PPPs are given priority, there is a noticeable lack of engagement with the innovative and long-term sustainable aspects of these projects.

The "Various" sources category, likely encompassing academic and grey literature, presents a relatively even distribution across all perspectives but stands out for its focus on sustainability, represented in over 20% of the content. This higher representation suggests that these sources may offer a more comprehensive view of PPPs, considering the economic and policy factors and the enduring impact of housing projects.

The analysis of the article's perspectives reveals a discourse heavily weighted towards economic and policy considerations, indicative of stakeholder interest in the financial and legislative aspects of PPPs in affordable housing. The relative dearth of focus on technological innovation and sustainability highlights a gap in the current conversation. This gap presents an opportunity for stakeholders to advocate for a more expansive dialogue that includes the transformative potential of technology and the importance of sustainable practices. The findings suggest that while immediate economic and policy factors are critical, the long-term success of PPPs in affordable housing will likely depend on integrating broader considerations, such as innovative building technologies, environmental sustainability, and the social implications of housing development. Addressing these areas could lead to more holistic and future-oriented PPP frameworks that serve the interests of all parties involved.

#### **A. Strong Institutional Framework**

Across all publishers, a strong institutional framework is consistently recognised as a fundamental success factor. This suggests a consensus on the importance of a robust and structured institutional environment supporting the complexities of PPP projects. It is acknowledged that without a solid foundation of institutional support, PPPs may struggle to achieve their intended outcomes.

#### **B. Sound Policies and Procedures**

Sound policies and procedures are also highlighted as crucial by the publishers. This factor is essential, as it underscores the necessity for clear, well-defined policies and procedures that can guide the planning, execution, and management of PPPs. The emphasis on this factor points to an awareness that the success of PPPs is highly dependent on the regulatory and procedural clarity that governs them.

#### **C. Private Sector Collaboration**

Private sector collaboration is strongly emphasised, especially by Leadership and various sources. This highlights the recognition of the private sector's role as a financier and

collaborator in PPPs. Such collaboration is essential for bringing in the expertise, efficiency, and innovation required to effectively address the affordable housing deficit.

#### **D. Community Support and Cooperation**

Community support and cooperation have been identified as variables across the publishers, with Leadership scoring the highest. This variability may reflect different perceptions of community engagement's role in the success of PPPs. Community involvement is often critical for ensuring that housing projects meet the actual needs of the population and for fostering local support.

#### **E. Innovation and Technology**

Innovation and technology receive varied emphasis but are notably highlighted by Thisday and various sources. This underscores an understanding that technological innovation can significantly contribute to the effectiveness and sustainability of housing solutions offered through PPPs. It can lead to better quality, more cost-effective, and faster construction of affordable homes.

#### **F. Accountability and Transparency**

Accountability and transparency are recognised as vital, with various sources emphasising it. This reflects an understanding that trust in PPPs is paramount and can only be established through transparent practices and accountability mechanisms. It ensures that all parties are held responsible for their commitments and that operations are conducted openly to prevent corruption and mismanagement.

### **Discussion**

The analysis of critical success factors across different publishers provides a comprehensive understanding of what is considered essential for the success of PPPs in affordable housing. The strong institutional framework and sound policies and procedures are foundational, indicating that PPPs may not have the structural support to function effectively without these. The high regard for private sector collaboration and community support demonstrates a recognition that PPPs are collaborative ventures that require active and willing participation from all sectors of society.

The notable emphasis on innovation and technology by some publishers reflects a forward-looking stance on the role of technological advancements in revolutionising the affordable housing sector. However, the fact that other publishers place less emphasis on this aspect suggests that technology integration in PPPs has not been universally recognised or uniformly reported.

The emphasis on accountability and transparency, particularly by various sources, signals an acute awareness of the need for ethical conduct in PPPs. It implies a call for diligent oversight and governance to ensure that the initiatives deliver on their promises and contribute positively to the housing sector.

The distribution of scores across these critical success

factors paints a picture of the multifaceted nature of successful PPPs in affordable housing. It suggests a sector conscious of the need for solid foundations, collaborative efforts, innovative approaches, and ethical practices. These insights are valuable for stakeholders who aim to refine PPP models and enhance their impact on affordable housing. They point to areas where improvements can be made and where certain factors need more attention to achieve the desired outcomes of PPP initiatives.

**Theme Development**

Thematic Dimension	Category	Subcategory
Perception and Knowledge of PPPs	Awareness of PPP benefits	<ul style="list-style-type: none"> <li>Cost reduction through blended financing</li> <li>Access to land and infrastructure</li> <li>Private sector innovation and efficiencies</li> </ul>
	Knowledge gaps	<ul style="list-style-type: none"> <li>Limited data and statistics</li> <li>Need for more research on feasibility</li> <li>Preference for traditional methods limits the adoption of PPPs</li> </ul>
Private Sector Willingness	Motivating factors	<ul style="list-style-type: none"> <li>Government incentives and guarantees</li> <li>Risk sharing mechanisms</li> <li>Long-term partnerships</li> <li>Enhanced community engagement</li> </ul>
	Limiting factors	<ul style="list-style-type: none"> <li>Perceptions of low profitability</li> <li>Lack of enabling environment</li> <li>High costs and foreign exchange fluctuations</li> <li>Limited knowledge of PPPs as a tool to deliver houses</li> </ul>
Impact on Affordable Housing Delivery	Positive impacts	<ul style="list-style-type: none"> <li>Increased supply and units delivered</li> <li>Enhanced affordability through lower costs</li> <li>Job creation in the construction sector</li> <li>Innovation Boost and Technology Adoption</li> </ul>
	Negative Impact	<ul style="list-style-type: none"> <li>Loss of Local earnings due to influx of foreign firms</li> <li>Proliferation of foreign goods in the local housing market</li> </ul>
Government Roles and Responsibilities	Supportive actions	<ul style="list-style-type: none"> <li>Providing land and infrastructure</li> <li>Financing and incentives</li> <li>Policy and regulation</li> <li>More strategic and well-planned affordable housing PPPs</li> </ul>
	Obstacles	<ul style="list-style-type: none"> <li>Bureaucratic bottlenecks</li> <li>Funding gaps between actual and budgeted</li> <li>Skill gaps in local contractors</li> </ul>
	Areas for improvement	<ul style="list-style-type: none"> <li>Easing administrative hurdles</li> <li>Bridging budget deficits</li> <li>Updated data and statistics</li> </ul>

The thematic development from the content analysis reveals a multifaceted understanding of the dynamics in Public-Private Partnerships (PPPs) for affordable housing in Nigeria. Each thematic dimension and its categories and subcategories highlight different aspects of PPPs, from stakeholder perceptions to the tangible impacts on housing delivery.

**Perception and Knowledge of PPPs** The content analysis indicates a dichotomy between awareness of the benefits of PPPs and existing knowledge gaps. On the one hand, there is recognition of the cost savings, increased access to land and infrastructure, and the efficiencies brought about by private sector innovation. On the other hand, limited data and lack of detailed research point to significant gaps in understanding, which may impede the full realisation of PPPs' potential. The preference for traditional methods over PPPs suggests a resistance to change, likely stemming from a lack of comprehensive knowledge about how PPPs function and their benefits.

**Private Sector Willingness** Within the private sector, there is a clear delineation between motivating and limiting factors. Government incentives and guarantees, along with risk-sharing mechanisms, are seen as significant drivers of private investment. The prospect of forming long-term partnerships and the potential for enhanced community engagement also motivate the private sector. However, perceptions of low profitability, the high cost of foreign exchange fluctuations, and a lack of an enabling environment are significant barriers. These findings highlight the need for a more conducive business environment and better financial structures to increase private sector participation in affordable housing PPPs.

**Impact on Affordable Housing Delivery** The positive impacts identified through content analysis, such as increased housing supply and affordability, job creation, and the stimulation of innovation and technology adoption, underscore the transformative potential of PPPs in the housing sector. However, the negative impacts, like the loss of local earnings and the proliferation of foreign goods, raise concerns about the socio-economic consequences of PPPs. These findings suggest the need for more inclusive PPP models prioritising local community benefits and capacity building.

**Government Roles and Responsibilities** The analysis reveals that while the government is taking supportive actions by providing land, financing, and establishing policies, significant obstacles remain, including bureaucratic bottlenecks, funding, and skill gaps. The areas for improvement suggest that the government needs to streamline processes, bridge budget deficits, and improve data collection and statistics to enhance the effectiveness of PPPs.

**Theme Development** The themes developed from the content analysis provide a comprehensive picture of the PPP landscape related to affordable housing. The positive aspects reflect an environment ripe for the successful implementation of PPPs, while the challenges identified call for strategic interventions to address the barriers. The need for enhanced knowledge dissemination about PPPs, more attractive economic conditions for private investment, and a government-led approach that reduces bureaucratic hurdles and increases local capacity is evident. Moreover, the emphasis on sustainability and technological innovation suggests that future PPPs should incorporate green building practices and cutting-edge construction technologies to ensure long-term viability and relevance.

The content analysis thus offers a detailed roadmap for stakeholders involved in PPPs for affordable housing, highlighting areas of strength to build upon and challenges to be addressed. The insights gained from this thematic development can guide policymakers, investors, and community leaders in creating more effective, equitable, and sustainable PPP frameworks to help bridge Nigeria's housing gap.

**V. IN-DEPTH INTERVIEWS**

The in-depth interviews conducted as part of this research offer valuable insights into the nuanced perspectives of various stakeholders on the role and efficacy of Public-Private Partnerships (PPPs) in Nigeria's affordable housing sector. These interviews were structured around four key thematic dimensions from the preceding content analysis. These dimensions provide a framework for understanding the complex interplay of factors that influence the success and challenges of PPPs in this context. The synthesised findings from these interviews are outlined below, organised by each thematic dimension.

**1. Perception and Knowledge of PPPs:** Interviews revealed that stakeholders' perceptions of PPPs are influenced by their awareness and understanding of the PPP model. Individuals and entities with a thorough grasp of PPPs tended to view them more favourably, recognising the potential benefits such as cost reduction, innovation, and efficiency gains. Conversely, stakeholders with limited exposure to PPPs or knowledge gaps expressed reservations and called for more substantial data and feasibility studies to validate the model's effectiveness. This dimension underscores the need for enhanced educational efforts and dissemination of information to bridge the understanding gap and foster a more informed stakeholder base.

**2. Private Sector Willingness to Participate:** Discussions around private sector willingness highlighted various motivating and limiting factors. On the one hand, stakeholders from the private sector were motivated by government incentives, the potential for long-term partnerships, and the opportunity for community engagement. On the other hand, concerns about profitability, the enabling environment, and cost-related issues due to foreign exchange fluctuations were cited as significant deterrents. This dimension highlights the critical balance between the enticing factors that draw private investment and the barriers that impede it.

**3. Impact of PPPs on Nigeria's Affordable Housing Delivery:** Interviewees provided firsthand accounts of the positive impacts of PPPs, such as increased housing supply and job creation. They also noted the role of PPPs in driving innovation and technological adoption in the construction industry. However, they raised concerns about potential negative impacts, including the displacement of local businesses due to the influx of foreign firms and the effect on local economies. This dimension reflects the dual-edged nature of PPPs' impact on affordable housing, highlighting successes while acknowledging areas where PPPs may fall short.

**4. Government Roles and Responsibilities:** Interviews with stakeholders elucidated the pivotal role of the government in supporting PPPs through actions such as land provision, financing, and policy formulation. However, interviewees also pointed out significant obstacles, including bureaucratic delays, funding inconsistencies, and skill gaps among local contractors. They suggested areas for improvement, like streamlining administrative processes and updating data collection methods, to better support the development of PPPs. This dimension indicates a clear call to action for the government to bolster its support mechanisms and address the challenges within its purview to facilitate successful PPPs.

The rich qualitative data obtained from the in-depth interviews complement the quantitative findings from the content analysis, providing a holistic view of the PPP landscape in Nigeria's affordable housing sector. Together, these findings can inform targeted strategies to enhance the

PPP framework, improve stakeholder engagement, and ultimately contribute to more effective affordable housing delivery in Nigeria.

The in-depth interviews for the study on Public-Private Partnerships (PPPs) in Nigeria's affordable housing sector involved diverse professionals, offering a rich spectrum of insights due to their varied experiences and roles. The interviewees encompassed individuals from the public and private sectors, reflecting a comprehensive view of the PPP landscape.

## Discussion

The in-depth interviews with various stakeholders provided a wealth of insights into the current state of public-private partnerships (PPPs) in Nigeria's affordable housing sector. These discussions revealed a nuanced view of the perceptions, willingness, impacts, and roles associated with PPPs.

**Perception and Knowledge of PPPs:** Interviews indicated cautious optimism among stakeholders regarding using PPPs in housing development. Despite acknowledging the potential of PPPs to transform the affordable housing landscape, concerns linger regarding past implementation challenges. Recurring issues include previous PPP failures, a lack of technical capacity, and transparency problems. Participants also strongly desired policy improvements, calling for more transparent governance, robust policies, and equitable distribution of PPP benefits. To alleviate concerns and enhance the success of future PPPs, stakeholders recommended clear, transparent communication and equitable sharing of PPP benefits, alongside a concerted effort to address the technical capacity gaps that have hampered past initiatives.

**Private Sector Willingness to Participate:** The private sector's willingness to engage in PPPs appeared multifaceted. While real estate developers expressed eagerness to collaborate with the government, noting the potential for mutual benefits, some stakeholders maintained a cautious stance. They emphasised the need to address existing challenges to ensure a more favourable environment for private investment in housing. There was also a call for more educational initiatives on PPPs, empowering private entities with the knowledge and skills needed to engage effectively in these partnerships. The interviews underscored the private sector's demand for a clearer understanding of PPP processes and a desire for training opportunities to enhance their capabilities.

**Impact of PPPs on Nigeria's Affordable Housing Development:** Stakeholders strongly believed that well-structured PPPs could significantly boost the availability of affordable housing in Nigeria. They highlighted the positive outcomes of PPPs, such as improved housing delivery, economic advancements, and infrastructural development. However, the interviews also highlighted several concerns, including overdependence on foreign expertise, economic imbalances, and the potential for

PPPs to overshadow local businesses. These concerns suggest a need for policies that ensure local economies and enterprises benefit from PPP initiatives, such as knowledge transfer programs and local business protections.

**Government Roles and Responsibilities:** The government's role in PPPs was identified as critical to their success. Stakeholders outlined various government responsibilities, from policy formulation and infrastructure development to ensuring land availability and providing financial support. Community engagement and anti-corruption measures were also highlighted as key areas of government responsibility. Importantly, stakeholders stressed the need for government actions to be transparent and accountable. This transparency is critical for maintaining public trust in PPPs and attracting and retaining private-sector engagement.

The discussions from the interviews paint a detailed picture of a sector poised for growth but currently hindered by various challenges. The insights gathered suggest that for PPPs to realise their full potential in delivering affordable housing, a concerted effort is needed from all stakeholders. This includes building trust through transparency, enhancing the technical capacity of all parties involved, and ensuring that policies are well-crafted and well-executed, with a clear focus on long-term sustainability and inclusivity.

## VI. CONCLUSION

The culminating insights from the research into the dynamics of Public-Private Partnerships (PPPs) for affordable housing in Nigeria converge into an emergent theory called "Cautious Optimism for Mutual Value Creation." This theory crystallises the collective sentiment and the strategic direction stakeholders believe is necessary for the success of affordable housing PPPs in Nigeria.

At the core of this theory is recognising the potential for PPPs to serve as a nexus for value creation, where the public and private sectors can achieve more in unison than they could separately. It reflects a shared understanding that strategic synergy is possible and essential in tackling the complex challenge of housing affordability. From government officials to private sector executives, stakeholders have expressed a cautious yet hopeful stance, underpinned by acknowledging past challenges and the aspiration for future success.

The principle of collaborative optimism is a cornerstone of this emergent theory. It underscores the prevailing belief that PPPs can be restructured and revitalised despite historical impediments and implementation setbacks to foster a sustainable housing market. This optimism is not unfounded or naive; it is measured and based on a clear-eyed assessment of the opportunities and obstacles ahead.

Inclusive governance is another principle integral to this theory, emphasising that PPPs should not be exclusive domains where decisions are made behind closed doors. Instead, a concerted effort should involve a broader spectrum

of stakeholders, including local communities, in the decision-making process. This inclusivity ensures that the projects meet the actual needs of the intended beneficiaries and that the benefits of PPPs are equitably distributed.

Transparency across all phases of PPP projects, from planning to implementation and beyond, is vital for maintaining stakeholder trust and ensuring that the projects adhere to their stated goals and ethical standards. The emphasis on transparency also extends to the need for clear communication about the risks and rewards inherent in PPPs, allowing for informed decision-making and public accountability.

A holistic impact assessment is advocated within this emergent theory, calling for a comprehensive evaluation of PPPs' social, economic, and environmental impacts. This assessment should go beyond immediate outputs and consider the long-term implications of housing projects on communities and the country.

Continuous engagement is the final principle that undergirds the theory. It recognises that the landscape of affordable housing is dynamic and that policies, market conditions, and societal needs will evolve. Therefore, stakeholders must remain engaged, adapting their strategies and interventions to meet the changing demands and leveraging lessons learned to improve future PPP initiatives.

In summary, the "Cautious Optimism for Mutual Value Creation" theory represents Nigeria's forward-looking, nuanced approach to affordable housing PPPs. It embodies the collective will to refine PPP frameworks, ensuring they are more adaptive, equitable, and efficient. By espousing principles such as collaborative optimism, inclusive governance, transparency, holistic impact assessment, and continuous engagement, this theory provides a strategic blueprint for stakeholders aiming to harness PPPs' full potential to address Nigeria's affordable housing challenge. The theory calls for an ongoing commitment to learning, innovation, and partnership, laying the groundwork for a more prosperous and stable housing sector that can significantly contribute to the nation's socio-economic development.

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