

# The factors that influence the pattern of real estate development in Awka Anambra State

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**Abstract:** The real estate sector has been growing in leaps and bounds and it has contributed to the transformation in the built environment without doubt. The rapid increase of the same in terms of its growth within the capital city of Anambra state is also worth taking a cursory look, hence this study; the factors influencing the pattern or choice of real estate development in some selected areas in Awka, the capital city of Anambra State. The findings indicated that some factors responsible for the pattern of real estate development in the study area are; physical features, legal restrictions/Government regulations, existing land use pattern, location/nearness to other residential development, access to infrastructural facilities, distance to employment sources, distance to commerce, access to credit facilities or finance, neighborhood facilities, social/cultural identity or influence/show off of wealth, cost of raw materials, cost of labour and cost of professional services/hiring of expert services. Also, it was discovered that the real estate sector within the Awka capital city is private sector driven, an emerging one and that the state of supporting infrastructure is not commensurate with the pace of real estate development in the study area. The findings indicated there is a significant difference in the pattern of real estate development in the Ziks Avenue and Expressway of Awka metropolis. It is hereby recommended that stakeholders should play close attention to the factors that influences the pattern of real estate development in Awka, Anambra State as doing so will enhance practice.

**Keywords:** Commercial, Development, Property, Real estate, Residential.

## I. INTRODUCTION

The real estate sector appears to be witnessing a dramatic change especially the pattern of development, redevelopment or change in their respective uses. There is an increased number of real estate and related activities which have impacted on even job creation as well as an increase in the number of residential and commercial real estate development. According to PricewaterhouseCoopers (PwC) (2015), the country's real estate investment is expected to rise by about 49% from \$9.16 billion to 13.65 billion in 2016. This rise may be one of the reasons for the increased number of investments in terms of new development of commercial properties as well as conversion of residential to commercial properties.

The capital city especially the Ziks Avenue which originally comprised residential properties as at present is almost commercial. Many of these real properties which were purely residential in the past had already given way for commercial ventures. The pattern of thought may not be a subject of

discourse as that has been in the case of residential. Smersh, Smith and Schwartz Jr. (2003) however, stated the pattern of residential development within the context of metropolitan growth and development has been the subject of an extensive literature. According to them, among the streams of literature have been monocentric and policentric models, rent gradients and population density, and spatial mismatch and jobs/housing balance. Emerging trends suggest that there is a pattern of real estate in areas like Ziks Avenue and along Enugu-Onitsha expressway especially from Udoka Estate axis to Immigration junction is going the way of commercial.

Along the specifically mentioned areas are properties occupied now more for business purposes, most of the residential accommodations are giving way for commercial ventures especially along Ziks Avenue. Properties which are originally residential are now commercial, featuring shops and plaza. In the expressway, the majority are now commercial, ranging from banks to eateries, tall buildings for offices, hotels, plazas – usually tall buildings and found around Regina-Ceali junction and toward Nodu, Temp site junction UNIZIKS and around aroma axis. It makes sense to study why or state reasons why there is such development.

Okafor (2016) noted that commercial real estate investment is influenced by conditions existing in the places where they are located. It is believed that there are certain factors which conspire to determine the pattern of such development, these real estate development appears favour commercial include; physical features/suitability for development, legal restrictions/government regulations, existing land use pattern, location/nearness to other households and families that are in need for commercial services, access to infrastructural facilities, distance to employment sources/office work, distance to commerce, access to credit facilities or finance, neighborhood facilities, cultural identity, size of family unit, social influence/show off of wealth, cost of raw materials, cost of labour and cost of professional services/hiring of expert. These identified factors need empirical evidence to either validate them or not.

Based on the above discussion, this study is designed to study factors influencing the pattern or choice of real estate development in some selected areas in Awka, the capital city of Anambra State. The aim of the study is to assess the factors which contribute to the same with regard to ascertaining the extent the identified factors contribute to obvious change in use or transformation from residential to commercial

properties. The objectives include; to identify the major factors that influence the pattern of real estate development in the study area; to determine their relative importance by way of ranking as well as extent they contribute to the pattern of real estate development in the study area. The hypothesis of this study is; there is no significant difference in the pattern of real estate development in the study area.

## II. LITERATURE REVIEW

### *Real estate*

Real estate can be described as a property which consist of land and the buildings on it, together with natural resources such as crops, minerals or water; immovable property of this nature, Chen, (2021). In more specific terms, it could mean an item of real property, (more generally) buildings or housing. Real estate can be classified into residential, commercial, agricultural, industrial, etc. This work is however devoted to factors that influence the pattern of development in the study area, with focus on the increase or visible transition or transformation of originally built residential real estate into commercial real estate.

### *Related literatures*

The factors that influence the pattern of real estate development are known to literatures and studies has been done in the past with little variations from different scholars. There are some studies and by some authors which are seen as related in approach or empirical in nature. Ogungbemi, (2012), in his study examined the arbitrary changes of urban residential to commercial uses, such as shopping and light industrial ventures with a view to bringing out salient factors that stimulates change in use and to address same. The study also looked at the reasons and effects in terms of problems associated with this change of use in relation to the impact and consequences of uses on the neighbourhood. The study identified factors responsible for conversion from landlords' perspective which are: need to upgrade property meeting up with current economic reality, optimizing investment return, increase in demand for commercial properties, increase in family size, increase in commercial activities, meeting up with trend. Factors responsible for conversion were; traffic congestion, poor road, epileptic power, supply, poor drainage, high crime rate, high population and house pollution. Also, the major finding was that the property owners responded mainly to demand but the effects of this trend is far reaching. Purwanto, Ernawati and Wijaksono, (2017), carried out a study on the factors of land use conversion from settlement area to commercial area. The result indicated that the factors that affect land use conversion are land's value, average income of the land owner, and land use in the surrounding area. Smersh, Smith and Schwartz (2003) did a study on factors affecting residential property development patterns using a

disaggregated data set. They explored the role of transportation, large-scale development, employment nodes, existing patterns of development and regulation on the spatial

pattern of development. Observers of the implementation of concurrency in Florida suggest that a key problem with concurrency is that adequate transportation infrastructure was not available in the urban areas, and concurrency had the effect of causing development to move to fringe areas where new roads with capacity are available or less costly to build. The findings indicated that the pattern of development has been influenced by the presence of a large-scale development in Alachua County. Carrión-Flores and Irwin (2004), on the study; determinants of residential land-use conversion and sprawl at the rural-urban fringe found out that the location of new residential development is influenced by preferences for lower density areas that nonetheless are close to existing urban development. Verburg, Ritsema van Eck, M de Nijs and Paul Schot, (2004), in their study; determinants of land-use change patterns in the Netherlands, studied historic as well as what they termed recent land-use changes. It noted that historic land-use change is related mainly to the variation in the biophysical environment. That the most important changes during the period of study are expansions of residential, industrial/commercial, and recreational areas adding that the location of the changes can be explained by a combination of accessibility measures, spatial policies, and neighbourhood interactions. In the study by Huang, Jin, Zhao and Liu (2015), carried out study on factors influencing the conversion of arable land to urban use and policy implications in Beijing, China. The findings of their study indicated that arable land conversion tends to occur near built-up areas. They added that city centers and major roads as well arable land that lies closer to irrigation canals and country roads is less likely to be converted to urban use. Also, arable land that is bigger in size and has a more regular shape has a lower probability of conversion to urban use. Emoh, Oni and Egolom (2013) in their paper; prioritizing residential land value determinants in Onitsha, Nigeria, noted that accessibility, neighborhood quality, land title, zoning regulations, transportation, rent, improvement tax, environmental quality, view of amenities, travel time to the city centre and irrevocable power of attorney are the main factors shaping land values in Onitsha.

Aniagolu, Obodo and Ewurum (2018) study was on an assessment of commercial real estate performance as an investment option in Nnewi, Anambra State, Nigeria. The study noted that since Nnewi started developing as a major industrial and commercial hub in Anambra State traders, industrialists and merchants see it as a safe haven adding that they experienced sharp increase in population. It noted that since Nnewi was considered safe there was corresponding demand for shops, offices, warehouses and other commercial properties needed to accommodate the expansion of the town and the ever-increasing demand for products of business units in the town. Real estate developers at this point at Nnewi have little or no option than to go into massive development of commercial properties adding that commercial uses are taking over residential uses in quick succession. The most favoured types of commercial developments are shops, offices and warehouses. Okafor (2016) did a study on residential housing problems in Anambra State (A case study of Onitsha

metropolis). The study indicated that lack of inadequate housing financial assistance, high cost of building materials, high interest rate and lack of interest by financial institutions to facilitate loans to investors, uncoordinated policies by the government, etc are responsible for the residential housing problems inherent in most of our urban areas. Olayinka, Funsho and Ayotunde (2013) in their study, examined the factors affecting residential property values in Magodo neighbourhood, Lagos State. The study established that the relationship among accessibility, property values and land use patterns has been the pre-occupation of earliest theorists with indication that travel costs were traded off against rents, population densities and distances from the Central Business District. It also assessed the veracity of this proposition in the Magodo neighbourhood property market and the impact of other factors such as locational, structural and neighbourhood characteristics. It was also found amongst other things that travel distance and cost does not affect residential property value as other factors do. Shehu (2018) analysed the factors that influence the pattern of residential property values in urban Zaria, Nigeria. The results indicated that the key factors influencing residential property values were: neighbourhood quality, cosmopolitanism/ethnic composition and proximity to institutions of higher learning.

For the purpose of this work these following identified factors shall be examined;

1. Physical features/suitability for development – slope and topography.
2. Legal restrictions/Government regulations.
3. Existing land use pattern.
4. Location/nearness to other residential development.
5. Access to infrastructural facilities.
6. Distance to employment sources.
7. Distance to commerce.
8. Access to credit facilities or finance.
9. Neighbourhood facilities.
10. Social/cultural influence/show off of wealth.
11. Cost of raw materials.
12. Cost of labour.
13. Cost of professional services/hiring of expert services.

### III. METHODOLOGY

The research employed a survey approach. The survey involves questionnaires administered through social media. The questionnaires were distributed with the aid of social media platforms such Whatsapp and Facebook inbox messaging as well as email invite, Google form was used to design questionnaires which were sent to respondents which were subsequently collated. Questions were sent to respondents especially on identified factors that influence the pattern of real estate development. The questionnaire format was in the “likert-Scale of Responses”. This has the advantage of flexibility for several choice responses. The responses were 4-point scale i.e., strongly agree – 4, Agree – 3, Disagree – 2 and Strongly Disagree – 1 and 5-Point likert-Scale for Not

important (NI), slightly important (SI), moderately important (MI), important (I), and very important (VI). These responses were analyzed using SPSS. The population was drawn from Estate Surveyors and Valuers who practice/reside in Anambra State. This amounts to a total of 69 respondents who are believed to possess a sound knowledge of the real estate market in the study area. A descriptive analysis was adopted. Structured questionnaires were designed to show the respondents’ views on the acceptability or otherwise of the identified factors as well the relative importance of the identified factors. Respondents were required to scale the variable options based on likert scale provided. Statistical package for social science (SPSS) 21 was used in hypothesis testing i.e., the analysis of variance (ANOVA).

#### Data presentation and analysis

Table 1: Gender

S/N	Gender	Number of respondents	Percentage (%)
1	Male	40	57.97
2	Female	29	42.03
Total		69	100

The table 1 above shows the number and percentage of the genders that participated in the research. While 40 respondents representing 57.97 percent represents that of male gender, 29 respondents representing 41.03 percent represents that of female gender.

Table 2: Highest Educational Qualification

S/N	Educational Qualification	Number of respondents	Percentage (%)
1	HND	16	23.19
2	BSc/BTech	28	40.58
3	MSc/MTech	23	33.33
4	PhD	2	2.90
Total		69	100

The table 2 above shows the number and percentage of the educational qualifications of respondents that participated in the research. While 16 respondents representing 23.19 percentage shows respondents with HND, 28 respondents representing 40.58 percentage represents that of BSc/BTech, 23 respondents representing 33.33 percentage represents that of MSc/MTech while 2 respondents representing 2.90 percentage represents that of PhD holders.

Table 3: Professional Membership/Cadre

S/N	Membership	Number of respondents	Percentage (%)
1	Fellow	4	5.80
2	Associate	38	55.07
3	Probationer	13	18.84
4	Graduate member	14	20.29
Total		69	100

The table 3 above shows the number and percentage of the professional members (cadre) of respondents that participated in the research. While 4 respondents representing 5.80 percentage shows respondents who are fellows, 38 respondents representing 55.07 percent are Associate members, 13 respondents representing 18.84 percent are Probationers while 14 respondents representing 20.29 percent are Graduate members.

Table 4: Number of years in practice

S/N	Number of years in practice	Number of respondents	Percentage (%)
1	0-5	4	5.80
2	6-11	24	34.78
3	12 above	41	59.42
Total		69	100

The table 4 above shows the number and percentage of the number of years of experience of respondents that participated in the research. While 4 respondents representing 5.80 percent shows respondents whose number of years of experience in practice falls between 0-5 years, 24 respondents representing 34.78 percent shows respondents whose years of experience falls between 6-7 years, while 41 respondents representing 59.42 percentage shows that they have 12 and above number of years of experience in practice.

Table 5: Change in pattern of development and affirmation or otherwise on factors responsible for change in pattern of real estate development

S/N	Variables/Questions	Responses	Number of respondents	Percentage (%)
1	Do you think that there are noticeable changes in the pattern of development in real estate development?	Yes	66	95.65
		No	3	3.35
2	Do you think that there are factors responsible for the change in pattern of development i.e. from residential to commercial?	Yes	66	95.65
		No	3	3.35

The table 5 above shows the number and percentage for change in pattern of development and affirmation or otherwise on factors responsible for change in pattern of real estate development in the research. For the variable; why respondents think that there are noticeable changes in the pattern of development in real estate development 66 of them representing 95.65 percentage affirms that there are noticeable changes whereas 3 respondents representing 3.35 percentage thinks otherwise. The implication is that there is a noticeable change in the pattern of real estate development in the study area. For the variable; why respondents were of the opinion that there are factors responsible for change in pattern of development i.e. from residential to commercial, 66 of them representing 95.65 percentage affirms that there certain factors which are responsible for the same whereas 3 respondents representing 3.35 percentage thinks otherwise.

The implication is that there are factors which are actually responsible for change in the pattern of real estate development in the study area.

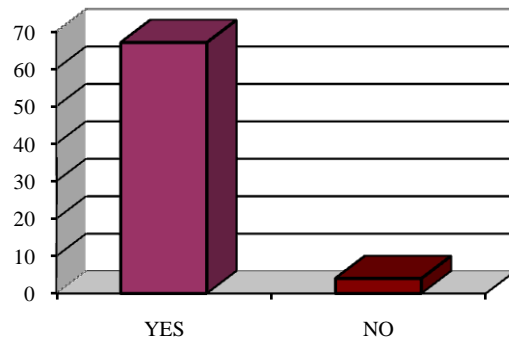


Figure 1: Identification and rating of the factors.

The figure 1 above shows the respondents opinion on the research question whether identification and rating of the factors will aid developers on their decision in investment on real estate within Awka Capital city. The majority of the respondents affirmed that the same will aid developers in their decision hence 67 respondents representing 97.10 percent went for yes whereas 2 representing 2.9 percent went for no. This implies that identification and rating of the factors will aid developers on their decision in investment on real estate within Awka Capital city.

Categorisation of the real estate sector of the Awka Capital city.

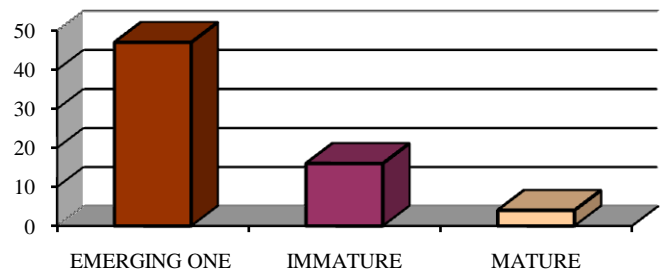


Figure 2: Categorization of the real estate sector

The figure 2 above shows the respondent’s opinion on categories of the real estate sector especially within Awka Capital city based on their years of experience in practice. The majority of the respondents affirmed or were of the opinion that the sector is an emerging one hence 49 respondents representing 71.01 percent sees the sector as emerging one. An emerging real estate sector here has features of a developing economy. The sector is transforming to modern and industrial economy as well as becoming a global industry. 4 respondents representing 5.8 percent sees the sector as mature. The sector is said to be mature based on researchers’ definition which suggests that sector features noticeable

application of improved technology and that clients are ready to invest in same. 6 representing 23.19 percent says the sector is immature, here the definition of the immature is the direct opposite of mature. The implication of this is that the real estate sector, especially in the Awka Capital city is an emerging one.

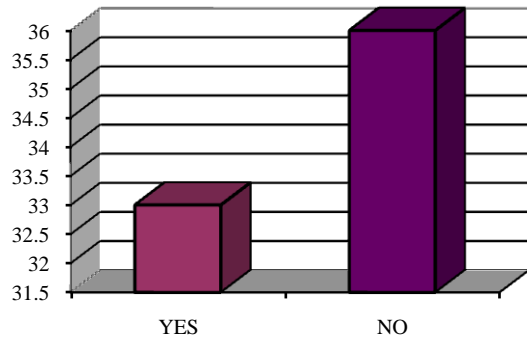


Table 3: The state of supporting infrastructure

The figure 3 above shows the respondent’s opinion on the state of enabling supporting infrastructure in Awka, Anambra State is commensurate with the pace of real estate development in the Capital City. The majority of the respondents were of the opinion that available supporting infrastructure are not commensurate with the number of real estate development hence, 36 respondents representing 52.17 percent went for No whereas, 33 representing 47.83 percent went yes. This finding here implies that the state of supporting

infrastructure is not commensurate with the pace of real estate development in the study area.

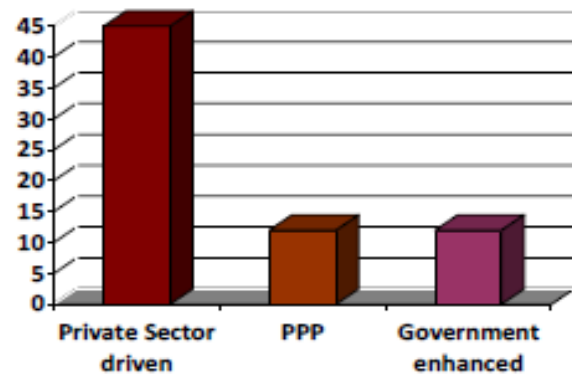


Figure 4: Description of the real estate sector within the capital city

The figure 4 above shows the respondent’s description of the real estate sector in the Capital City. The majority of the respondents were of the view that it is private sector driven hence 45 respondents representing 65.22 percent went for the same, while 12 respondents each representing 17.39 percent were of the view that it is based on public private partnership and government enhancement respectively. This implies that the real estate sector within the Awka capital city is private sector driven.

One of the research objectives is to identify the factors that influence the pattern or choice of real estate development in the study area, the table 6 shows the identified factors.

Table 6: Factors that influence the pattern of real estate development in the study area

S/N	FACTORS	N	SD	D	A	SA	SUM	MEAN	Decision
1	Physical features/suitability for development – slope and topography.	69			27	42	249.00	3.6087	Accepted
2	Legal restrictions/Government regulations.	69		12	34	23	218.00	3.1594	Accepted
3	Existing land use pattern.	69		12	38	19	214.00	3.1014	Accepted
4	Location/nearness to other residential development.	69	9	14	32	14	189.00	2.7391	Accepted
5	Access to infrastructural facilities.	69	9	20	20	20	189.00	2.7391	Accepted
6	Distance to employment sources.	69	9	20	15	25	194.00	2.8116	Accepted
7	Distance to commerce.	69	8	13	32	16	194.00	2.8116	Accepted
8	Access to credit facilities or finance.	69	4	19	21	25	205.00	2.9710	Accepted
9	Neighborhood facilities.	69	10	11	25	23	199.00	2.8841	Accepted
10	Social influence/show off of wealth.	69	12	14	33	10	179.00	2.5942	Accepted
11	Cost of raw materials.	69	12	13	29	15	185.00	2.6812	Accepted
12	Cost of labour.	69	13	7	36	13	187.00	2.7101	Accepted
13	Cost of professional services/hiring of expert services.	69	9	15	34	11	185.00	2.6812	Accepted

The table 6 above showed the identified factors that influence the pattern or choice of real estate development in the study area. The likert scale which comprises 4 major points; strongly agree, agree, disagree and strongly disagree were

used to get responses from the respondent. From the findings one could observe that the majority of responses were affirmation of the identified factors i.e. majority of the respondents went for agreement and strongly respectively

hence the decision was accepted. This also implies that the factors are accepted as major factors that influence the pattern or choice of real estate development in the study area. For the ranking one could observe from the respective mean that highest is that of physical features/suitability for development – slope and topography with the mean score 3.6087 whereas the social influence/show off of wealth ranked the lowest with the mean score of 2.5942. The implication of the result is that out of the identified factors; physical features/suitability for

development – slope and topography was the seen as the highest or the factor that contributes or seen as the greatest that that influence the pattern or choice of real estate development in the study area while the least is that of social influence/show off of wealth. The findings of this study which deals with identification of the factors responsible and it appears similar to that by Ogungbemi, (2012), even though the identified factors were not exactly the same.

Table 7: The relative importance of the identified factors

S/N	FACTORS	N	NI	SI	MI	I	VI	SUM	MEAN
1	Physical features/suitability for development – slope and topography.	69				23	46	322.00	4.6667
2	Legal restrictions/Government regulations.	69		18	4	23	24	260.00	3.7681
3	Existing land use pattern.	69			16	24	29	289.00	4.1884
4	Location/nearness to other residential development.	69		3	6	28	32	296.00	4.2899
5	Access to infrastructural facilities.	69			15	25	28	289.00	4.1884
6	Distance to employment sources.	69	3	6	7	25	28	276.00	4.0000
7	Distance to commerce.	69	6	2	3	26	32	283.00	4.1014
8	Access to credit facilities or finance.	69		6	11	26	26	279.00	4.0435
9	Neighborhood facilities.	69	9	3	4	23	30	269.00	3.8986
10	Social/Cultural identity or influence/show off of wealth.	69	8	7	11	19		251.00	3.6377
11	Cost of raw materials.	69			3	23	43	316.00	4.5797
12	Cost of labour.	69			7	23	39	308.00	4.4638
13	Cost of professional services/hiring of expert services.	69		5		39	25	291.00	4.2174

The table 7 above showed the importance of the identified factors that influence the pattern or choice of real estate development in the study area, i.e. how important the identified factors are in terms of their influences on the pattern of development in the study area. The likert scale which comprises 5 major points; not important (NI), slightly important (SI), moderately important (MI), important (I), and very important (VI) were used to get responses from the respondent. From the findings one could observe that majority of the respondent were of the opinion that physical features/suitability for development – slope and topography is

very important, i.e. majority went for important and very important hence the mean score of 4.6667 which is the highest followed cost of raw materials by 4.5797 in that order. Also, it could be seen that social/cultural identity or influence/show off of wealth was the least among all the factors with mean score of 3.6377 however, this is not to say that it is not important as the response by the respondents can still be seen as average. Thus, social/cultural identity or influence/show off of wealth is also an important factor as far as factors that influence the pattern or choice of real estate development is concerned.

Table 8: Analysis of variance

ANOVA						
		Sum of Squares	df	Mean Square	F	Sig.
Physical Features	Between Groups	13.197	4	3.299	65.207	.000
	Within Groups	3.238	64	.051		
	Total	16.435	68			
Legal Restriction	Between Groups	31.437	4	7.859	277.968	.000
	Within Groups	1.810	64	.028		
	Total	33.246	68			

Existing Land use	Between Groups	25.814	4	6.453	92.270	.000
	Within Groups	4.476	64	.070		
	Total	30.290	68			
Location/nearness	Between Groups	51.202	4	12.800	101.110	.000
	Within Groups	8.102	64	.127		
	Total	59.304	68			
Access to Infrastructure	Between Groups	66.345	4	16.586	214.036	.000
	Within Groups	4.960	64	.077		
	Total	71.304	68			
Distance to employment	Between Groups	74.108	4	18.527	266.884	.000
	Within Groups	4.443	64	.069		
	Total	78.551	68			
Distance to commerce	Between Groups	48.796	4	12.199	80.036	.000
	Within Groups	9.755	64	.152		
	Total	58.551	68			
Access to credit facilities	Between Groups	50.856	4	12.714	89.558	.000
	Within Groups	9.086	64	.142		
	Total	59.942	68			
Neighborhood Facilities	Between Groups	67.834	4	16.959	207.203	.000
	Within Groups	5.238	64	.082		
	Total	73.072	68			
Social/Cultural Influence	Between Groups	53.157	4	13.289	113.697	.000
	Within Groups	7.481	64	.117		
	Total	60.638	68			
Cost of raw material	Between Groups	59.081	4	14.770	95.438	.000
	Within Groups	9.905	64	.155		
	Total	68.986	68			
Cost of labour	Between Groups	53.584	4	13.396	67.940	.000
	Within Groups	12.619	64	.197		
	Total	66.203	68			
Cost of professional services	Between Groups	49.419	4	12.355	142.042	.000
	Within Groups	5.567	64	.087		
	Total	54.986	68			

This table is based on the proposed research hypothesis which states; there is no significant difference in the pattern of real estate development in the study area. Table 8 is Summary of One-Way ANOVA showing that there is a significant difference in the pattern of real estate development in the study area.

Contrary to the stated null hypothesis, the result of one-way ANOVA indicates that there is significance difference in pattern of real estate development in the Ziks Avenue and Expressway of Awka metropolis, ( $F(4, 64) = 65.207, p = 0.000, F(4, 64) = 277.968, p = 0.000, F(4, 64) = 92.270, p = 0.000, F(4, 64) = 101.110, p = 0.000, F(4, 64) = 214.036, p =$

$0.000, F(4, 64) = 266.884, p = 0.000, F(4, 64) = 80.036, p = 0.000, F(4, 64) = 89.558, p = 0.000, F(4, 64) = 207.203, p = 0.000, F(4, 64) = 113.697, p = 0.000, F(4, 64) = 95.438, p = 0.000, F(4, 64) = 67.940, p = 0.000, F(4, 64) = 142.042, p = 0.000$ ). Hence, the decision rule is to reject the null hypothesis if the test statistics from the table is greater than the F critical value with k -1 numerator and N-K denominator degrees of freedom. This finding implies that there is a significant difference in the pattern of real estate development in the Ziks Avenue and Expressway of Awka metropolis, i.e. alternative hypothesis was accepted.

#### IV. SUMMARY OF FINDINGS

The identified factors that influence the pattern of real estate development in Awka Anambra State are; physical features/suitability for development – slope and topography, legal restrictions/Government regulations, existing land use pattern, location/nearness to other residential development, access to infrastructural facilities, distance to employment sources, distance to commerce, access to credit facilities or finance, neighborhood facilities, social/cultural identity or influence/show off of wealth, cost of raw materials, cost of labour and cost of professional services/hiring of expert services. On ranking of identified factors; physical features/suitability for development – slope and topography were ranked highest.

The identified order of importance shows that; physical features/suitability for development – slope and topography was seen as the highest, while the least is that of social influence/show off of wealth.

This result of the hypothesis tested shows that there is a significant difference in the pattern of real estate development in the Ziks Avenue and Expressway of Awka metropolis.

Also, the study found out or noted the following:

- There is a noticeable change in pattern of development in the study area.
- The real estate sector within the Awka capital city is private sector driven.
- The real estate especially in the Awka Capital city is an emerging one.
- The state of supporting infrastructure is not commensurate with the pace of real estate development in the study area.

#### V. CONCLUSION

The real estate sector especially the study area witnessed a significant change in the pattern of development due to various factors identified. The sector is well seen as private sector driven, an emerging one. There is need for more government support in that sector through the provision of the supporting infrastructure since real estate sectors contribute significantly to the gross domestic product (GDP) of the nation. Hence, the sector has been in the forefront of providing job opportunities for the populace.

#### VI. RECOMMENDATIONS

Since it was found out that the real estate sector witnessed significant change in the pattern of development and that this is due to a number of identified factors, it makes more sense to recommend that the practitioners familiarize themselves of these factors especially on the extent of its impact as well as

their importance. Also, real estate development is private sector driven and an emerging one, there should be a concerted effort on the part of the government to work on providing the needed or supporting infrastructure that will aid developers or the private sector in ensuring that the much-needed development is enhanced.

Moreso, real estate sector no doubt is emerging one as noted earlier, there is a need to explore opportunities provided by the same. Investors are assured that investment in the same will find their investment more rewarding in near future.

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