From Projects to Pipelines:

Testing Bankability in Affordable Housing Delivery

AFRICA URBAN FORUM

Africa's affordable housing sector is not short of ideas or demand—it is short of investment-ready opportunities that align with investor expectations. Across the continent, developers and housing innovators are piloting new approaches to delivery, including rental models, incremental construction, and alternative building technologies. Yet relatively few of these initiatives successfully secure funding at scale. At the same time, investors continue to signal appetite for the sector but cite a limited pipeline of bankable projects.

This disconnect points to a deeper structural issue: **a misalignment between how projects are conceptualised and presented, and how investors assess risk, return, and scalability**. Project sponsors often lack clarity on investor requirements, while investors may apply frameworks that are not fully adapted to the realities of African housing markets. As a result, potentially viable innovations fail to progress, and capital remains under-deployed.

This session responds directly to that gap by creating a practical, structured interface between projects and investors. By simulating a deal room environment—with real-time evaluation by experienced investors—it shifts the conversation from theory to application. It provides a rare opportunity to interrogate what "bankability" actually means in the context of affordable housing, and to identify where both projects and investors need to adapt their approaches.

The Pitches

- Hassan Adan Hassan, CEO, ADHI – Rwandan Affordable Housing Developer
- Mao Mukuria, Hodhi – Kenyan Platform for scaling domestic funding for affordable housing
- Larry English, Placemakers – Kenyan affordable housing developer
- Glen Jordan, Empowa – Prop-tech initiative in multiple countries to support offtake finance

The Mentors

- Babati Mokgethi, AFDB
- Gibson Mapfidza, SHAFDB
- Palesa Ryan, DBSA

The Mentors

- To develop and sell 3820 well serviced and compliant high and medium density housing units.
- The project is fully approved and compliant at all regulatory levels with construction yet to commence.
- The project will include hybrid delivery of Core House units; Complete House Units and Serviced Stands.
- Labor of Longlands : 240sqm land averaging US$40.0US$22,600- and 2-bedroomare metre; One bedroom core house units at a proposed selling price of US$22,600 and 2 bedroom units at a proposed selling price of US$34,800.
- Financial inclusion of the Marginalized through CBZ Bank's "Musha-Umuzi" Property Investment Account. According to CBZ, this is an innovative mortgage finance product enabling individuals across all financial bands to save money in a ringfenced account towards the purchase of a residential home and openly caters for self-employed and informal sector traders.

Current Project Status: Implementation/ Construction Ongoing

IMAGE

AfIDA AFRICA INFRASTRUCTURE DEVELOPMENT ASSOCIATION

Centre for Affordable Housing Finance in Africa

African Union for Housing Finance