**CALLS FOR PROPOSALS KENYA AND UGANDA**

**AFFORDABLE HOUSING FINANCE CONSULTANCY**

**Background**

Reall is an innovator and investor in climate-smart affordable housing. With the long-term support of the Swedish International Development Cooperation Agency (Sida), we are building a climate-smart affordable housing movement in urban Africa and Asia. Through this, we aim to accelerate the transition to net-zero while improving the lives of 100 million people in the bottom 40% of the income pyramid by 2030.

Kenya and Uganda are priority markets for Reall in Africa. We invest in credible country-based affordable housing delivery partners to demonstrate commercial viability and impact, while working with key stakeholders and players across the ecosystem to address underlying market barriers. We benchmark an affordable home for purchase by households in the bottom 40% as costing c. $10,000. A central ambition of our strategy in all markets is to deepen the availability of affordable housing finance solutions for low-income and informally employed borrowers in the bottom 40% of the income pyramid.

**Purpose**

**Reall seeks to procure a consultant with expert knowledge of the housing finance sector in Africa and proven experience engaging with banks and financial institutions.** The primary objectives are to:

* Identify and evaluate suitable banks and financial institutions with a stated interest or agenda to enter the affordable housing finance market Reall has a particular interest in green finance.
* Engage these institutions in Reall’s mission and business model, and the projects delivered by housing delivery partners, with the aim of securing formal relationships for partners and or Reall that will unlock affordable housing finance for the target group.
* This will include finance for mortgages and finance for landlords who are committed to serving low income sector tenants.
* In addition to financial institutions, identify and evaluate viable alternative home ownership payment plans offered by developers or other sources for the target group that can be successfully replicated to other partners and projects.
* Make strategic recommendations for Reall and its housing development partners to pursue.

Work is expected to be contracted in July 2021, with deliverables over the following 12 months with the possibility of an extension. It is expected to need several days per month to be proposed by the consultant.

**Methodology**

The Consultant will be free to deploy their own approach to this assignment based on their experience. However, it is expected that they will start with discussions with the Reall staff who have had and are having ongoing conversations with banks and financial institutions to provide the Consultant with all necessary information for them to build on. The consultant will continue to regularly engage with the Reall team and involve them as appropriate in meetings. It is expected that the consultant will also undertake:

* Scoping and mapping.
* Making connections, testing interest, influencing and negotiating.
* Travel to Uganda and Kenya, or third country as required, with Reall staff or independently, to meet with banks and financial institutions, Reall partners, government and other contacts and stakeholders in the ecosystem
* Preparation and delivery of relevant presentations at meetings in countries and in Reall

**Deliverables**

Expected deliverables are for each country market:

* monthly status reports of activity undertaken, contacts and progress made;
* profiles of recommended selected banks and financial institutions, their products and lending policies, their commitment to affordable housing clients, and other relevant details. Assessment of their potential to deliver for the target market.
* profiles of recommended model payment plans
* strategic relationship management plans for each bank and financial institution
* recommendations of prioritisation
* recommendations of terms and conditions of agreements between Reall and its partners with banks and financial institutions
* summaries of relevant developments in the housing finance ecosystems
* contact information for critical personnel

**Timeframe**

The following is a provisional timeframe which may be subject to change based on negotiations with the consultant.

* 11 June 2021 – Call for proposals opens
* 2 July 2021 – Submission deadline.
* 12 - 16 July 2021 – Selection interviews with shortlisted candidates
* 19 – 23 July – Contracting and briefing
* By end July – contract starts for 12 months

**Qualifications**

* Demonstrable experience and an in-depth knowledge of negotiating with banks and financial institutions,
* Demonstrable experience of influencing government and housing developers
* Experience in the housing sector and investment sector.

**Budget**

The proposed budget for the work should consist of the daily rate of the consultant, an estimated number of days itemised against each country and a total cost. If the proposal consists of more than one consultant, then separate costs should be listed for each individual.

**Expressions of Interest**

Applications should be sent to Louisa Waddingham Head of Operations Africa [Louisa.Waddingham@reall.net](mailto:Louisa.Waddingham@reall.net) by **5pm GMT on 2 July 2021.** Please send a CV and your expression of interest not exceeding 3 pages, including the following information:

* Brief understanding of the task.
* Summary of the approaches and methods proposed.
* Names, roles, responsibilities of all personnel included in the consultancy team
* Relevant experience demonstrating:
* knowledge of the housing finance ecosystem and key commercial and government players,
* opportunities and challenges
* evidence of relevant achievements.
* Overview of proposed budget and work plan.
* Declaration that you / your organisation has the capacity and resources to deliver the contract as set out in the Terms of Reference.
* Declaration that you/ your organisation embraces non-exploitation and respect for social rights and working conditions\*.

**\*Please note that all proposals shall be rejected, and contracts terminated when the tenderer or candidate has been found to engage in corrupt, fraudulent, collusive, or coercive practices.**