List of Tables

**Table 1: Demographic characteristics of bank officials**

| Demographics of officials from lending institutions | categories | N=108 | Valid % |
|---|---|---|---|
| Gender | Male | 70 | 64.8 |
| | Female | 38 | 35.2 |
| Age | <30yrs | 23 | 21.3 |
| | 30-45yrs | 52 | 48.1 |
| | Above 45yrs | 33 | 30.6 |
| Institution type | UB | 57 | 52.8 |
| | MFI's | 51 | 47.2 |
| Years at current institution | <5yrs | 34 | 31.5 |
| | 5-10yrs | 42 | 38.9 |
| | Above 10yrs | 32 | 29.6 |
| position | Credit officer | 54 | 50 |
| | Loans manager | 41 | 38 |
| | Branch manager | 13 | 12 |
| Years at current position | <5yrs | 39 | 36.1 |
| | 5-10yrs | 46 | 42.6 |
| | Above 10yrs | 23 | 21.3 |

Source: Field survey

**Table 2: Chi square test for association between the type of lender and lenders' perception on the statement that property registration is not necessary (RENNEC) to make landed property suitable for use as collateral.**

RENNEC * Institution Type Crosstabulation

| | | | Institution Type | | Total |
|---|---|---|---|---|---|
| | | | Universal bank | MFI | |
| RENNEC | strongly disagree | Count | 15 | 3 | 18 |
| | | % within RENNEC | 83.3% | 16.7% | 100.0% |
| | | % within Institution Type | 26.3% | 5.9% | 16.7% |
| | | % of Total | 13.9% | 2.8% | 16.7% |
| | disagree | Count | 23 | 8 | 31 |
| | | % within RENNEC | 74.2% | 25.8% | 100.0% |
| | | % within Institution Type | 40.4% | 15.7% | 28.7% |
| | | % of Total | 21.3% | 7.4% | 28.7% |
| | Neither agree nor disagree | Count | 7 | 11 | 18 |
| | | % within RENNEC | 38.9% | 61.1% | 100.0% |
| | | % within Institution Type | 12.3% | 21.6% | 16.7% |
| | | % of Total | 6.5% | 10.2% | 16.7% |
| | agree | Count | 9 | 17 | 26 |
| | | % within RENNEC | 34.6% | 65.4% | 100.0% |
| | | % within Institution Type | 15.8% | 33.3% | 24.1% |
| | | % of Total | 8.3% | 15.7% | 24.1% |
| | strongly agree | Count | 3 | 12 | 15 |
| | | % within RENNEC | 20.0% | 80.0% | 100.0% |
| | | % within Institution Type | 5.3% | 23.5% | 13.9% |
| | | % of Total | 2.8% | 11.1% | 13.9% |
| Total | | Count | 57 | 51 | 108 |
| | | % within RENNEC | 52.8% | 47.2% | 100.0% |
| | | % within Institution Type | 100.0% | 100.0% | 100.0% |
| | | % of Total | 52.8% | 47.2% | 100.0% |

Chi-Square Tests

| | Value | df | Asymp. Sig. (2-sided) |
|---|---|---|---|
| Pearson Chi-Square | 23.748[a] | 4 | .000 |
| Likelihood Ratio | 25.152 | 4 | .000 |
| Linear-by-Linear Association | 21.930 | 1 | .000 |
| N of Valid Cases | 108 | | |

a. 0 cells (.0%) have expected count less than 5. The minimum expected count is 7.08.

**Table 3: chi square test for association between types of property documents accepted and lender type**

Documentation types * Institution Type Crosstabulation

| | | | Institution Type | | Total |
|---|---|---|---|---|---|
| | | | Universal bank | MFI | |
| Documentation types | ONLY registered documents | Count | 42 | 9 | 51 |
| | | % within Documentation types | 82.4% | 17.6% | 100.0% |
| | | % within Institution Type | 73.7% | 17.6% | 47.2% |
| | | % of Total | 38.9% | 8.3% | 47.2% |
| | Both registered & unregistered documents | Count | 15 | 42 | 57 |
| | | % within Documentation types | 26.3% | 73.7% | 100.0% |
| | | % within Institution Type | 26.3% | 82.4% | 52.8% |
| | | % of Total | 13.9% | 38.9% | 52.8% |
| Total | | Count | 57 | 51 | 108 |
| | | % within Documentation types | 52.8% | 47.2% | 100.0% |
| | | % within Institution Type | 100.0% | 100.0% | 100.0% |
| | | % of Total | 52.8% | 47.2% | 100.0% |

**Chi-Square Tests**

| | Value | df | Asymp. Sig. (2-sided) | Exact Sig. (2-sided) | Exact Sig. (1-sided) |
|---|---|---|---|---|---|
| Pearson Chi-Square | 33.914[a] | 1 | .000 | | |
| Continuity Correction[b] | 31.703 | 1 | .000 | | |
| Likelihood Ratio | 36.152 | 1 | .000 | | |
| Fisher's Exact Test | | | | .000 | .000 |
| Linear-by-Linear Association | 33.600 | 1 | .000 | | |
| N of Valid Cases | 108 | | | | |

a. 0 cells (.0%) have expected count less than 5. The minimum expected count is 24.08.

b. Computed only for a 2x2 table

**Table 4: Important attributes of land-based collateral by institution type**

| Property Attributes | UNIVERSAL BANKS (N=57) | | | | MICROFINANCE INSTITUTIONS (N=51) | | | |
|---|---|---|---|---|---|---|---|---|
| | Least important | Important | Critically important | median | Least important | Important | Critically important | median |
| Market value | 0% | 21.1% | 78.9% | 6 | 0% | 31.4% | 68.6% | 5 |
| Documentary evidence of ownership | 0% | 24.6% | 75.4% | 6 | 5.9% | 19.6% | 74.5% | 6 |
| Location | 0% | 26.3% | 73.7% | 5 | 15.7% | 39.2% | 45.1% | 4 |
| Registered property titles | 43.3% | 56.1% | 0% | 5 | 64.7% | 35.3% | 0% | 3 |
| Property Insurance | 12.3 % | 33.3% | 54.4% | 5 | 45.1% | 33.3% | 21.6% | 3 |
| Leasehold/freehold | 52.6% | 40.4% | 7.0% | 2 | 54.9% | 37.3% | 7.8% | 2 |

Table 5: **Man-Whitney test for differences between UBs and MFIs perception of the level of importance of various property attributes.**

**Ranks**

|  | Institution Type | N | Mean Rank | Sum of Ranks |
|---|---|---|---|---|
| Location | Universal bank | 57 | 61.31 | 3494.50 |
|  | MFI | 51 | 46.89 | 2391.50 |
|  | Total | 108 |  |  |
| Market value | Universal bank | 57 | 56.75 | 3234.50 |
|  | MFI | 51 | 51.99 | 2651.50 |
|  | Total | 108 |  |  |
| Land rights | Universal bank | 57 | 57.03 | 3250.50 |
|  | MFI | 51 | 51.68 | 2635.50 |
|  | Total | 108 |  |  |
| Land insurance | Universal bank | 57 | 67.74 | 3861.00 |
|  | MFI | 51 | 39.71 | 2025.00 |
|  | Total | 108 |  |  |
| Registration | Universal bank | 57 | 64.49 | 3676.00 |
|  | MFI | 51 | 43.33 | 2210.00 |
|  | Total | 108 |  |  |
| Documentation | Universal bank | 57 | 55.80 | 3180.50 |
|  | MFI | 51 | 53.05 | 2705.50 |
|  | Total | 108 |  |  |

**Test Statistics[a]**

|  | Location | Market value | Land rights | Land insurance | Registration | Documentation |
|---|---|---|---|---|---|---|
| Mann-Whitney U | 1065.500 | 1325.500 | 1309.500 | 699.000 | 884.000 | 1379.500 |
| Wilcoxon W | 2391.500 | 2651.500 | 2635.500 | 2025.000 | 2210.000 | 2705.500 |
| Z | -2.468 | -.872 | -.911 | -4.761 | -3.576 | -.501 |
| Asymp. Sig. (2-tailed) | .014 | .383 | .362 | .000 | .000 | .616 |

a. Grouping Variable: Institution Type

**Table 6: possession of registered property titles and its effect on loan conditions**

| Loan conditions | % of total respondents (108) | | | |
|---|---|---|---|---|
| | Disagree | Neutral | Agree | Median |
| Lower interest rate | 55.6 | 25.9 | 18.5 | 2 |
| Lower fees | 62.0 | 21.3 | 16.7 | 2 |
| Larger amounts | 59.3 | 23.1 | 17.6 | 2 |
| Longer maturity time | 59.3 | 36.1 | 4.6 | 2 |

**Table 7: Mann-Whitney test for difference between banks and MFIs regarding their perceptions on the impact of formal property title on loan terms**

**Ranks**

| | Institution Type | N | Mean Rank | Sum of Ranks |
|---|---|---|---|---|
| Interest | Universal bank | 57 | 56.96 | 3247.00 |
| | MFI | 51 | 51.75 | 2639.00 |
| | Total | 108 | | |
| fees | Universal bank | 57 | 57.46 | 3275.50 |
| | MFI | 51 | 51.19 | 2610.50 |
| | Total | 108 | | |
| Amount | Universal bank | 57 | 58.51 | 3335.00 |
| | MFI | 51 | 50.02 | 2551.00 |
| | Total | 108 | | |
| repayment time | Universal bank | 57 | 53.68 | 3060.00 |
| | MFI | 51 | 55.41 | 2826.00 |
| | Total | 108 | | |

**Test Statistics[a]**

| | Interest | fees | Amount | repayment time |
|---|---|---|---|---|
| Mann-Whitney U | 1313.000 | 1284.500 | 1225.000 | 1407.000 |
| Wilcoxon W | 2639.000 | 2610.500 | 2551.000 | 3060.000 |
| Z | -.899 | -1.085 | -1.458 | -.302 |
| Asymp. Sig. (2-tailed) | .369 | .278 | .145 | .763 |

a. Grouping Variable: Institution Type