

HOW AFFORDABLE HOMES FOSTER A SENSE OF SECURITY, SAFETY AND PRIDE

REALL HAS BEEN WORKING IN KENYA TO BUILD A COMMERCIALLY VIABLE AFFORDABLE HOMES MOVEMENT SINCE 2005, PARTNERING WITH NACHU*.



WHEN JACQUELINE AND FREDERICK'S RENTAL PRICES SHOT UP THEY STRUGGLED WITH THE COSTS, AND MADE THE DECISION TO PURCHASE AN AFFORDABLE HOME.

BEGINNINGS

Jacqueline and Frederick had spent ten years living in rented accommodation. Originally owned by the Nairobi City Council, it was located just a few kilometres from the central business district, in an area that was renowned for high crime rates. Many people in their neighbourhood were mugged, including Frederick who was once stopped on his own road and forced to hand over his wallet.

Despite the issues with safety, the couple lived with their four children in relative comfort. The house had two bedrooms, a sitting room and a large kitchen, and was fully serviced with household water and electricity. Jacqueline ran her own salon and barbers, and Frederick worked in marketing.

At first, the rental costs were affordable because the house was let by the government on reduced rates, but after a few years their home was sold to a private owner. Jacqueline and Frederick saw their rental prices shoot up to around \$170 USD a month, and they struggled to cover their new payments.

MEETING NACHU

One day, a friend of Jacqueline's mother decided to introduce the couple to her local Savings and Credit Cooperative (SACCO). There, they heard about NACHU and the opportunity offered to purchase a home of their own. The couple were already under huge financial pressure due to their increased rental payments, but they decided that the future that it offered would be worth it.

"WE FEEL THAT [SENSE OF] OWNERSHIP, THAT YOU ARE LIVING SOMEWHERE YOU OWN."

A HOME OF THEIR OWN

It took the couple two years to save the 20% deposit required for a house. Since, they have moved into their new home and have taken out a micro mortgage loan with NACHU. They are repaying the loan at a similar rate to their rent beforehand, but this time it feels worth it; the money is going

towards something that is theirs, rather than into somebody else's pocket. The new house is very modern, and includes a bathroom and toilet. While there is not yet a dedicated kitchen space, the couple are planning to extend the house once they have paid off their initial loan. They also want to add an additional bedroom for the children to play in.

THE IMPACT

Since living on the [Three Heights](#) estate, the couple have experienced zero incidents of crime, and the family can walk through the area in the early morning or late night without fearing for their safety. Jacqueline has been able to rent a unit nearby where she has set up a new salon and Frederick has been able to continue his work in marketing.

Owning their own home has relieved Jacqueline and Frederick of the pressure from having a landlord always knocking on their door. Even though they are still paying a similar amount, it feels different because it is for them, and they can change and improve the house how they want. They are very proud to own a place of their own.

*The National Union for Housing Cooperatives in Kenya

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