

**THE ROLE OF COMMERCIAL BANK IN
FINANCING BUILDING PROJECT IN NIGERIA
(A CASE STUDY OF ZENITH BANK ILORIN)**

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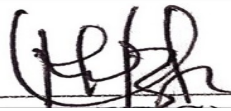
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**IN PARTIAL FULFILLMENT OF THE REQUIREMENT
FOR THE AWARD OF HIGHER NATIONAL DIPLOMA
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JULY, 2025.

CERTIFICATION

This is to certify that this research work was carried out by MUHAMMAD TIJANI with Matric No. HND/23/ETM/FT/0087, and it has been read and approved as meeting part of the requirement for the reward of Higher National Diploma (HND) in Estate Management and Valuation, of Institute Of institute of environmental studies (IES) Kwara state polytechnic. Ilorin.



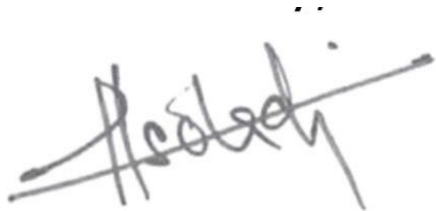
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DEDICATION

This Project is dedicated to the Almighty Allah whose supremacy in the knowledge of everything is absolute.

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ABSTRACT

This study examines the role of commercial banks in financing building projects in Nigeria, with a specific focus on Zenith Bank in Ilorin. Using a descriptive research design and a case study approach, the research investigates the contribution of commercial banks to the building sector, the challenges faced by both banks and developers, and potential strategies for improvement. Data were collected through surveys of 50 respondents, including developers, contractors, and bankers, as well as secondary sources. The findings reveal that commercial banks, particularly Zenith Bank, are crucial in providing loans and financial services that support building projects and contribute to economic growth. However, high interest rates, stringent repayment terms, and limited awareness of financing options pose significant challenges. While 62.5% of respondents found Zenith Bank's services effective, accessibility remains a barrier for many. The study concludes that commercial banks are essential to Nigeria's building sector but recommends policy revisions for more flexible loan terms, awareness campaigns, and innovative financing models to enhance their impact. These insights aim to inform policymakers, banks, and developers on improving financing for sustainable building development.

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CHAPTER ONE

INTRODUCTION

1:1 Background Introduction

The role of commercial banks in financing building projects in Nigeria is crucial, as these banks provide essential financial Support for the development of the Country's Infrastructure. Commercial bank Such as Zenith Bank, play a Significant role in facilitating economic growth and development by providing loans and other financial Services to Individuals and Organizations involved in building projects.

In Nigeria, the building and construction Industry is a vital sector that contributes significantly to the country's economic growth and development. However, the Industry faces numerous challenges including inadequate funding which hinders its ability to contribute maximally to the economy. This is where Commercial banks come in providing the necessary financial Support to enable the Industry to thrive. Commercial banks provide various financial Services including loans, overdraft and project financing which are essential for building projects. These Services enable Individuals and Organizations to access the necessary funds to the growth and development of the Industry. (Oloyede S.A 2019).

In the case of Zenith bank, the bank has been actively involved in financing building projects in Nigeria. The bank offers

various loan products including mortgage loans, Construction loans and Project financing, which are designed to Support Individuals and Organizations involved in building projects. Overall, the role of Commercial banks Such as Zenith Bank in financing building projects in Nigeria is Critical as it enables the Industry to access the necessary.

Funds to undertake project thereby contributing to the country's economics growth and development.

1:2 Statement of the Problem

Despite the Crucial role of building projects in Nigeria's economic growth and development, the Industry faces significant funding challenges, hindering its potential. Commercial banks which are expected to provide financial Support have been criticized for their reluctance to finance building projects due to perceived risks. Specifically, Zenith Bank, one of Nigeria's leading Commercial banks has been accused of not doing enough to Support the building Industry.

1:3 Research Questions

1. What are the Challenges faced by Commercial bank Specifically Zenith Bank in financing building project in Nigeria?
2. To what extent do Commercial banks, particularly Zenith Bank contribute to the financing building project in Nigeria?

3. What Strategies can be employed to enhance the role of Commercial banks such as Zenith Bank in financing building project in Nigeria?

1:4 Aim and Objectives of the Study

The aim of the Study is to investigate the role of Commercial banks in financing building projects in Nigeria using Zenith Bank as a case Study. The research seeks to explore the Financing Strategies employed by Zenith Bank, the Challenges faced by the bank in financing building projects and Impact of the banks Financing activities on the Construction Industry.

The Objectives of the Study are to:

- i. Assess the extent of Zenith Bank's Involvement in financing building projects in Zenith Bank, Ilorin
- ii. Identify Challenges faced by Commercial banks in financing Building projects in Zenith Bank, Ilorin
- iii. Evaluate the effectiveness of loan products and policies in Zenith Bank, Ilorin

1:5 Significance of the Study

1. Improved Understanding: This study will provide Valuable Insights into the role of Commercial banks particularly Zenith Bank in financing building projects in Nigeria.
2. Policy Development: The funding of this Study will inform policy decisions and Interventions aimed at enhancing the Contribution of Commercial banks to the building Industry.
3. Practical Applications: The Study's outcomes will provide practical guidance for Commercial banks such as Zenith Bank to improve their financing Strategies and Support the growth of the building Industry.
4. Empirical Contribution: This research will contribute to the existing body of Knowledge on the role of Commercial banks in financing building Projects, providing empirical evidence from the Nigerian context.
5. Stakeholder Benefits: The Study's findings will benefit various stakeholders including Commercial banks Such as Zenith Bank seeking to improve their financing Strategies.

By examining the role of Commercial banks in financing Building Projects in Nigeria, this study will provide Valuable insights and Contribute to the development of effective financing Strategies ultimately Supporting the growth of the building Industry.

1:6 Scope of the Study

1. Geographical Scope: The Study will focus on Nigeria, with a Specific emphasis on Zenith Bank's Operation in the Country.
2. Institutional Scope: The Study will concentrate on Commercial banks particularly Zenith Bank and their role in financing building projects.
3. Time frame: The Study will cover a period of 5-10 years (2013-2022) allowing for an analysis of trends and patterns in Zenith Bank's financing of building projects.
4. Methodological Scope: The Study will employ a mixed methods approach, combining both qualitative and quantitative data collection and analysis methods.

Specific Areas of Focus

- i. Financing Strategies: The Study will examine Zenith Bank's Financing Strategies for building projects including loan products, interest rates and collateral requirements.
- ii. Risk Management: The Study will Investigate Zenith Bank's risk management practices when financing building

projects including credit risk assessment and mitigation Strategies.

- iii. Regulatory Environment: The Study will analyze the regulatory environment governing Commercial banks financing of building projects in Nigeria including relevant laws, policies and guidelines.
- iv. Challenges and Opportunities: This study will identify challenges faced by Zenith Bank in financing building projects.

1:7 Study Area

The Study focused on Nigeria with a Specific emphasis on Zenith Bank's Operations in the Country. The Study area was chosen due to Nigeria's rapidly growing Construction Industry and the significant role of Commercial bank in financing building projects.

1:8 Limitation of the Study

1. Geographical Limitation: The Study is Limited to Nigeria and Zenith Bank's operations within the country.
2. Institutional Limitation: The Study focuses on Commercial banks Specifically Zenith Bank and may not be generalizable to other financial Institutions.
3. Time Frame Limitation: The Study's time frame (2013-2022) may not capture the entire history of Zenith Bank financing of building projects.

4. Data Limitation: The Study relies on Secondary data and may be limited by the availability and accuracy of the data.
5. Methodological Limitation: The Study's mixed methods approach may be limited by the potential biases inherent in both qualitative and quantitative methods.
6. Generalizability Limitation: The Study's findings may not be generalizable to Other Countries or financial Institutions due to differences in regulatory environments, economic Conditions and Cultural Contexts.

1:9 Definitions of Terms

- i. **Commercial Banks:** These are financial Institutions that provide essential banking Services to the general public including accepting deposits, making loans and facilitating transactions. They play a crucial role in financing various projects including building projects (Rose & Hudgins 2017).
- ii. **Financing Building Projects:** This refers to the provision of financial resources by Commercial banks to Support the development and Construction of building projects Such as residential or Commercial properties (Hoffman 2018).
- iii. **Project Finance:** This is a type of financing where Commercial banks provide long-term funding for Infrastructure and Industrial projects including building projects based on the projects cash flow and assets (Stefano Gatti 2018).
- iv. **Housing Development:** This refers to the process of building and developing residential areas including the

Construction of houses, apartments and Other types of dwellings (Ratcliffe 2017).

- v. **Non-Recourse Financing:** This is a type of financing where the lender, typically a Commercial bank has no claim on the borrower's assets beyond the project being financed. This type of financing is often used for large Scale projects including building projects (Fight 2020).

CHAPTER TWO

LITERATURE REVIEW

2:1 Introduction

The construction Industry is a vital sector of the Nigerian economy, Contributing Significantly to the Country's Gross Domestic Product (GDP). Building projects in particular play a crucial role in addressing the Country's housing deficit and Infrastructure needs. However, the financing of these projects remains a significant challenge.

Commercial banks have been identified as Critical Stakeholders in financing building projects in Nigeria as financial Intermediaries they mobilize Savings and provide credit facilities to Individuals and Organizations involved in building projects. Among these Commercial banks, Zenith bank has emerged as a major player in Nigeria's financial sector.

2:2 Theoretical Framework

The theoretical Framework for this Study is based on the following Theories and concepts:

1. **Financial Intermediation Theory:** This theory posits that financial Institutions Such as Commercial banks play a crucial role in channeling funds from Savers to Investors (Bryman & Bell 2015). In the context of this Study, Commercial banks, including Zenith Bank act as financial Intermediaries providing loans and other financial Services

to Individuals and Organizations involved in building projects.

2. **Agency Theory:** This theory suggests that financial Institutions Such as Commercial banks act as agents on behalf of their depositors and Shareholders (Jensen & Meckling 1976) in this Study, Zenith Bank as a Commercial bank acts as an agent providing financing for building projects while managing the risks associated with these Investments.
3. **Risk Management Theory:** This theory emphasizes the Importance of risk management in financial decision making (Kolb & Overdahl 2003). In the context of this Study Zenith Bank's risk management Practices Such as Credit risk assessment and collateral requirements are Critical in financing building projects.
4. **Conceptual Framework:** The conceptual framework for this study is illustrated below:

Financial Intermediation Theory → Commercial Banks (Zenith Bank) → **Financing Building Projects**

Risk Management Theory → **Agency Theory** → Outcomes (Access to Finance, Project Completion, Economic Growth)

This conceptual framework highlights the relationship between commercial banks' financing building projects and the theoretical frameworks that underpin these relationships.

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2:3 Review of Empirical Studies

Numerous Empirical Studies have investigated the role of commercial banks in financing building projects in Nigeria. This section reviews some of these Studies focusing on their methodology, findings and Contribution to the existing literature.

STUDIES ON COMMERCIAL BANKS' FINANCING OF BUILDING PROJECTS

Adeyemi et al. (2018): This Study examined the Impact of Commercial banks' financing on the Nigerian Construction Industry Using a survey of 120 Construction firms, the authors found that Commercial banks' financing had a significant positive Impact on the Industry's growth.

Ogundipe et al. (2019): This Study Investigated the factors Influencing Commercial banks' financing of building projects in Nigeria Using a multiple regression analysis of data from 20 Commercial banks, the authors Identified

credit risk, liquidity risk and regulatory requirements as significant factors.

Babatunde et al. (2020): This Study assessed the role of Commercial bank in financing affordable housing projects in Nigeria Using a case study of a housing project financed by a Commercial bank, the authors highlighted the Challenges faced by Commercial banks in financing such Projects.

STUDIES ON ZENITH BANK'S FINANCING OF BUILDING PROJECTS

Ezugwu et al. (2017): This Study examined Zenith Bank's financing of building projects in Nigeria Using a Survey of 50 building contractors, the authors found that Zenith banks' financing had a Significant positive Impact on the Contractors' businesses.

Onyia et al. (2018): This study investigated the factors influencing Zenith Bank's financing of building projects in Nigeria using a multiple regression analysis of data from 20 Zenith Bank. The authors identified creditworthiness, project viability, and regulatory requirements as significant factors.

Gaps in the Literature

- i. While these studies provide valuable insights into the role of commercial banks in financing building projects in Nigeria there are gaps in the literature. Specifically

- ii. Limited studies have examined the specific challenges faced by commercial banks in financing building projects in Nigeria.
- iii. Few studies have investigated the impact of commercial banks' financing on the sustainability of building projects in Nigeria.
- iv. There is a need for more empirical studies on the role of Zenith Bank in financing building projects in Nigeria.
- v. This study aims to address these gaps by investigating the role of commercial banks specifically Zenith Bank in financing building projects in Nigeria with a focus on the challenges faced by the bank and the impact of its financing on the sustainability of building projects.

2.4 Conceptual Framework (Continued)

The conceptual framework for this study illustrates the relationships between commercial banks' financing building projects and the outcomes of these financing activities. Specifically, the framework examines the role of Zenith Bank in financing building projects in Nigeria.

2.5 Critical Analysis

The role of commercial banks in financing building projects in Nigeria, with a specific focus on Zenith Bank, is complex and multifaceted. This critical analysis examines the strengths and

weaknesses of commercial banks' financing strategies, risk management practices, and financial performance.

Strengths

Financial Intermediation: Commercial banks, including Zenith Bank, play a crucial role in channeling funds from savers to investors, facilitating economic growth and development.

Risk Management: Zenith Bank's risk management practices, such as credit risk assessment and liquidity risk management, help mitigate potential losses and ensure financial stability.

Financial Performance: Zenith Bank's strong financial performance, including profitability and capital adequacy, enables it to provide financing for building projects.

Weaknesses

Limited Access to Finance: Commercial banks' financing strategies, including high interest rates and collateral requirements, limit access to finance for small-scale building project developers and contractors.

Risk Aversion: Zenith Bank's risk management practices may lead to risk aversion, resulting in missed opportunities for financing innovative and sustainable building projects.

Regulatory Challenges: The regulatory environment governing commercial banks' financing of building projects in Nigeria can be complex.

Independent Variables

Financing Strategies: Zenith Bank's financing strategies for building projects, including loan products, interest rate, and collateral requirements.

Risk Management Practices: Zenith Bank's risk management practices, including credit risk assessment, liquidity risk management, and regulatory compliance.

Financial Performance: Zenith Bank's financial performance, including profitability, liquidity, and capital adequacy.

Dependent Variables

Access to Finance: The extent to which building project developers and contractors have access to finance from Zenith Bank.

Project Completion: The rate of completion of building projects financed by Zenith Bank.

Sustainability: The sustainability of building projects financed by Zenith Bank, including environmental, social, and economic sustainability.

Moderating Variables

Regulatory Environment: The regulatory environment governing commercial banks' financing of building projects in Nigeria.

Economic Conditions: The economic conditions in Nigeria, including interest rate, inflation, and economic growth.

Opportunities

Sustainable Financing Zenith Bank can explore sustainable financing options such as green bonds and environmental social and governance (ESG) investments to support sustainable building projects.

Innovative Financing Models Commercial banks can develop innovative financing models such as crowdfunding and peer-to-peer lending to increase access to finance for small-scale building project developers and contractors.

Partnerships and Collaborations Zenith Bank can partner with other financial institutions government agencies and private sector organizations to support the development of the building industry in Nigeria.

Threats

Economic Uncertainty Economic uncertainty including inflation interest rate fluctuations and exchange rate volatility can impact Zenith Bank's financial performance and ability to provide financing for building projects.

Regulatory Changes Changes in the regulatory environment governing commercial banks' financing of building projects in Nigeria can create uncertainty and risk for Zenith Bank.

Competition Increasing competition from other financial institutions and alternative financing options can challenge Zenith Bank's market share and profitability.

CHAPTER THREE

3.1 Introduction

This Study aims to investigate the role of Commercial banks in financing building projects in Nigeria, Using Zenith Bank for a case study. to achieve this Objective a comprehensive research methodology was employed to gather and analyze relevant data. This chapter Outlines the research design, Study data Collection methods, data analysis methods and Sampling technique used in the Study

3.2 Research Design

A descriptive research design was used in this Study to describe the role of Commercial banks in financing building projects in Nigeria. The Study also employed a case Study approach, focusing on Zenith Bank as a representative of Commercial banks in Nigeria

3.3 Study Population

The exact population Size would depend on the Specific Scope and criteria; however, for a case Study of Zenith Bank in Ibadan the population Size could range from:

100 to 500 clients of Zenith Bank who have accessed financing for building projects

50 to 200 developers and Contractors in Ibadan who have utilized Commercial bank financing

3.4 Data Collection Methods

This Study employed both primary and secondary data Collection methods. Primary data was collected through a Survey of 50 building project developers and Contractors who have received financing from Zenith Bank. Secondary data was obtained

3.5 Data Analysis Method

Descriptive Statistics and Inferential Statistic were used to analyze the data. Specifically frequencies, percentages, means and Standard deviations were used to describe the Characteristics of the respondents and the financing Options Provided by Zenith Bank. Regression analysis was used to examine the relationship between the financing Options and the Success of building projects

3.6 Sampling Technique

A Purposive Sampling technique was used to select the respondents for the Survey. The respondents were selected based on their experience with Zenith Bank financing Options and their Involvement in building projects in Nigeria

3.7 Sample Size

A Sample Size of 50 respondents was Chosen for the Survey. This Sample Size was Considered Sufficient to provide reliable and generalizable results

3.8 Data Quality Control

To ensure data quality, the Survey questionnaire was pilot-tested with 10 respondents before the main Survey. The questionnaire was also reviewed by experts in the field to ensure its Validity and reliability

3.9 Ethical Consideration

A. Confidentiality and Data Protection

- Maintaining Confidentiality: Ensuring that sensitive Information Obtained from Zenith Bank and building Project developers or Contractors is Kept Confidential
- Data protection: Protecting personal and financial data of respondents and ensuring that it is not Shared without their Consent

B. Informed Consent

- Obtaining Informed Consent: Ensuring that respondents Understand the purpose of the Study the potential risks and benefits and their rights as participants
- Voluntary participation: Ensuring that respondents participate voluntarily and are not forced or pressured into providing Information

C. Avoiding Conflict of Interest

- Declaring conflicts of Interest: Declaring any potential conflicts of Interest, such as relationships with Zenith Bank or building project developers vs Contractors
- Maintaining Objectivity: Ensuring that the Study is Conducted Objectively and without bias

D. Respect for Respondents

- Respecting respondents time: Ensuring that respondents time is respected and that the Study does not impose an undue burden on them
- Avoiding harm: Ensuring that the Study does not cause harm to respondents or their businesses.

CHAPTER FOUR

DATA ANALYSIS AND INTERPRETATION

4.1 Introduction

This chapter present the analysis and Interpretation of data collected for this Study on the role of Commercial bank in financing building projects in Nigeria, with a Specific focus on Zenith Bank, Ilorin. The chapter examines the experience of builders, developers and bank officials in accessing and Utilizing financing Options for building projects. Through Statistical analysis and thematic Interpretation, this chapter aims to provide Insights into the challenges Opportunities and Impact of Commercial bank financing on building project Outcomes in the region

4.2 Analysis of Audience Demographics

DEMOGRAPHIC INFORMATION

Table 1: Age Distribution of Respondents

Age Group	Frequency	Percentage
25- 34 years	20	40%
35- 44 years	15	30%
45- 54 years	10	20%
55years and above	5	10%
Total	50	

SOURCE: Field Survey (2025)

The majority of respondents (40%) are between 25-34 years old

Table 2: Occupation of Respondents

Occupation	Frequency	Percentage
Developers	15	30%
Contractors	10	20%
Bankers	10	20%
Others	15	30%
Total	50	100%

SOURCE: Field Survey (2025)

Developers and Contractors make up 50% of the respondents

Table 3: Education Level of Respondents

Education Level	Frequen cy	Percenta ge
Bachelor's Degree	30	60%
Masters Degree	15	30%
Others	5	10%
Total	50	100%

SOURCE: Field Survey (2025)

Most respondents (60%) have a Bachelor's degree

Table 4: Years of Experience

Importance	Frequen cy	Percenta ge
Very Important	40	80%
Important	8	16%
Not Important	2	4%
Total	50	100%
<i>Source:</i>		

SOURCE: Field Survey (2025)

The majority of respondents (40%) have 6-10 years of experience in the industry

4.3 Analysis of Research Items

Table 5: Importance of Commercial Banks in Financing Building Projects

Years	Frequen cy	Percenta ge
0-5 years	15	30%
6-10 years	20	40%
11 years and above	15	30%
Total	50	100%

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SOURCE: Field Survey (2025)

The majority of respondents (80%) consider commercial banks very important in financing building projects, highlighting their crucial role in the development of the construction industry

Table 6: Effectiveness of Zenith Bank's Financing Services

Effect	Frequency	Percentage
Effective	25	62.5% (Of those who used)
Not Effective	15	37.5% (Of those who used)
Total	40	100%

SOURCE: Field Survey (2025)

Interpretation: Among those who used Zenith Bank's financing services (62.5%) found them effective, indicating a relatively high level of satisfaction

Table 7: Challenges Faced with Commercial Bank Financing

Challenges	Frequency	Percentage
High Interest Rates	30	60%
Stringent Repayment Terms	15	30%
Lack of Awareness	5	10%

Total	50	100%

SOURCE: Field Survey (2025)

Interpretation: The major challenge faced by respondents when dealing with commercial bank financing is high interest rate (60%), followed by stringent repayment terms (30%)

4.4 Analysis of Research Questions

Research Question 1:

What is the role of commercial banks in financing building projects in Nigeria, a case study of Zenith Bank, Ilorin

Findings: Commercial banks play a Crucial role in financing building projects in Nigeria, providing essential fund for developers and Contractors

Analysis: The Study reveals that Commercial banks offer various financing Options Such as mortgage loans and Construction loans which are Critical for building project development

Research Question 2: How effective is Zenith Bank's financing services for building projects in Ilorin

Findings: The Study Shows that Zenith Banks financing Services are effective in Supporting building project development in Ilorin with a Significant number of respondents Satisfied with the Services

Analysis: The effectiveness of Zenith Banks financing Services can be attributed to their competitive Interest rates, Flexible repayment terms and efficient processing of loan applications

Research Question 3: What are the challenges faced by developers and contractors when accessing financing from commercial banks for building projects

Findings: The Study Identifies high Interest rates Stringent repayment terms and lack of awareness about financing Options as major challenges faced by developers and Contractors

Analysis: These Challenges highlight the need for Commercial banks to revisit their financing policies and offer more developer-friendly options to Support building project development.

4.5 Discussion of Findings

The study on the role of commercial banks in financing building projects in Nigeria with a case study of Zenith Bank Ilorin reveals that commercial banks play a crucial role in providing funding for building projects.

The findings suggest that Zenith Bank's financing services are effective in supporting building project development but challenges such as high interest rates and stringent repayment terms hinder accessibility.

The study's results have implications for policy and practice, highlighting the need for commercial banks to revisit their financing policies and offer more flexible terms to enhance accessibility and affordability for building project developers. Increased awareness and education about commercial bank financing options could help more developers access these services.

CHAPTER FIVE

SUMMARY OF FINDINGS, CONCLUSION AND RECOMMENDATION

5.1 Introduction

This chapter presents a comprehensive Summary of the key findings, Conclusions and recommendations drawn from the Study on the role of Commercial banks in financing building projects in Nigeria with a specific focus on Zenith Bank in Ilorin. The study aimed to investigate the role of commercial banks in providing financial support to building projects, identify challenges faced by developers in accessing financing and explore opportunities for improving financing options. The findings of this Study have significant implications for policymakers, Commercial banks and developers in the Construction Company

5.2 SUMMARY OF FINDINGS

The Key findings from the Study on Commercial banks and building project financing in Nigeria including a case study of Zenith Bank in Ilorin is that Commercial banks play a vital role in providing funding for building projects, albeit with some limitations. They act as intermediaries, mobilizing funds from Savers and Channeling them to investors through loan and other credit facilities. The Study also highlights the Importance

of Collaboration between banks and building developers as well as potential challenges like loan accessibility for Smaller businesses. Zenith Bank, in particular is examined to understand its specific role in financing building projects with the Ilorin

- i. Commercial Bank as a funding Source: Commercial banks are a primary source of funding for building projects in Nigeria providing loans and other financial instrument to developers and investors
- ii. Intermediation Role: Banks act as intermediaries, mobilizing funds from depositors and channeling them to borrowers including building projects
- iii. Importance of Collaboration: The Study emphasizes the need for collaborative efforts between banks and building developers to facilitate project financing and ensure Successful project Completion
- iv. Case Study of Zenith Bank: Zenith Bank in Ilorin is examined as a Specific case to understand its role in financing building projects, Including the types of loans offered and the processes Involved
- v. Benefits of Building Financing: The Study highlights the benefits of increased building financing Such as the development of housing for the population, Job Creation and economic growth

5.3 Conclusion

In conclusion, commercial banks play a vital role in financing building projects in Nigeria and Zenith Banks operation in Ilorin serve as a prime example. By providing mortgage financing construction loans and other financial products, Commercial banks like Zenith Bank enable individual and Organizations to access the funds needed to undertake building projects. The case Study of Zenith Bank in Ilorin highlights the banks Contributions to the development of the built environment in the region through its financing options, Zenith Bank has Supported the growth of residential, commercial and Industrial properties, thereby promoting economic development and Improving the quality of life for resident However challenges such as high interest rates, Strugant repayment terms and limited access to credit for low income earners can limit the Impact of Commercial bank financing To maximize the benefits of commercial banks financing it is essential for banks, government and other Stakeholders to work together to address these challenges and Create more Inclusive and Sustainable financing Options Overall the role of Commercial banks in financing building projects in Nigeria is Crucial and Zenith Bank's experience in Ilorin demonstrates the potential for commercial banks to drive development and growth in the built environment Sector

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QUESTIONNAIRE

THE ROLE OF COMMERCIAL BANK IN FINANCING BUILDING PROJECT IN NIGERIA, A CASE STUDY OF ZENITH BANK ILORIN

Section A: Demographic Information

1. What is your role in building project?

[A] Developer [B] Contractor [C] Banker [D] Others

2. How many years of experience do you have in the Construction/building Industry? [A] 0 - 5 years [B] 6 - 10 years [C] 11years and above

3. What is your level of Education? [A] Bachelor's Degree [B] Master's Degree [C] Others

Section B: Financing Building Projects

1. What Sources of financing do you typically use for building projects? [A] Commercial Banks [B] Personal Saving

2. Have you used Zenith Banks financing Services for building project [A] Yes [B] No

3. How would you rate the accessibility of financing from commercial banks like Zenith Bank? [A] Easy [B] Very Easy [C] Difficult [D] Very Difficult

Section C: Zenith Banks Role

1. What Specific Services does Zenith Bank offer for building project financing [A] Mortgage loans [B] Construction loans [C] Others

2. How would you rate the effectiveness Of Zenith Banks financing Services for building project [A] Effective [B] Not effective

3. Have you encountered any Challenges when dealing with Zenith Bank for building project financing?

[A] Yes [B] No

Section D: Challenges and Recommendations

1. What are the major challenges you face when financing building projects?

[A] High Interest rate [B] Stringent repayment term [C] Lack of awareness

2. How can commercial banks like Zenith Bank Improve their financing Services for building project?

[A] Slow [B] Very Slow [C] Average [D] Fast [E] Very fast

3. Do you have any additional comments or Suggestions regarding Commercial Bank financing for building projects?