APPRAISAL IN ECONOMICS OBSOLESCENCE IN RESIDENTIAL PROPERTY ILORIN

(A CASE STUDY OF ILORIN METROPOLIS)

BY

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CERTIFICATION

This is to certify that this project was carried out by **ABDULFATAI HASSAN ONIYE** with matriculation number **HND/23/ETM/FT/0045**. The project has been read and approved as meeting part of the requirements for the award of Higher National Diploma (HND) in Estate Management And Valuation of Environmental Studies, Kwara State Polytechnic, Ilorin

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DEDICATION

I want to gladly dedicate this project work to Almighty God, the creator, the maker of heavens and earth for its divine possibility and immense grace over this work and to my parent.

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My profound gratitude goes to Almighty (God) for his guidance over my life right from the commencement of my study to this present time. I thank him for his protection, mercy, love and care over me.

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ABSTRACT

This study examines the impact of economic obsolescence on residential properties in Ilorin Metropolis. Economic obsolescence, caused by external factors like poor infrastructure, land use changes, and neighborhood decline, leads to reduced property values. The research used questionnaires and field surveys to gather data from property owners and professionals. Findings show that poor planning, infrastructural decay, and market shifts contribute to property devaluation. The study recommends urban renewal, enforcement of planning regulations, and improved infrastructure to address the issue and sustain property values.

CHAPTER ONE

INTRODUCTION

1.1 Background to the Study

In the real estate sector, property value is influenced by several factors including location, physical condition, legal status, and economic utility. One crucial but often overlooked factor is economic obsolescence—a form of depreciation resulting from external economic forces that reduce a property's value regardless of its physical condition. This may include neighborhood decline, infrastructural inadequacies, changes in zoning policies, or proximity to undesirable facilities such as waste dumps or industrial plants.

In Nigerian cities such as Ilorin, the capital of Kwara State, rapid urbanization and poor planning have led to several residential areas experiencing economic obsolescence. Despite this, little empirical research has been done to identify, appraise, and suggest solutions to this problem within the city. Understanding economic obsolescence is essential for property investors, developers, valuers, and policymakers aiming to make informed decisions about real estate investments and urban renewal.

1.2 Statement of the Problem

Residential properties in Ilorin Metropolis are increasingly affected by economic obsolescence due to uncontrolled urban growth, infrastructure deficits, and policy inconsistencies. Properties that were once considered prime locations are now witnessing value depreciation not because of structural damage, but due to external economic changes. This poses challenges to property valuation, investment, and urban planning. Yet, there is limited research focused on diagnosing and quantifying economic obsolescence in Ilorin's residential property market.

1.3 Aim and Objectives of the Study

Aim:

To appraise the effects of economic obsolescence on residential properties in Ilorin Metropolis.

Objectives are to:

i. Identify the various types of economic obsolescence in residential properties in Ilorin.

ii. Examine the extent of economic obsolescence in selected residential areas.

iii. Evaluate the impact of economic obsolescence on property values.

1.4 Research Questions

1. What are the main causes of economic obsolescence in residential properties in Ilorin?

2. How widespread is economic obsolescence in the study area?

3. What is the impact of economic obsolescence on residential property values?

4. What measures can be taken to address economic obsolescence in Ilorin?

1.5 Significance of the Study

This study will benefit various stakeholders in the real estate sector. For property valuers, it will aid in accurate property assessment. Investors and developers will gain insights for better investment decisions. Urban planners and policymakers will find the findings useful in formulating strategies to curb economic obsolescence and promote sustainable development.

1.6 Scope of the Study

This study focuses on residential properties within Ilorin Metropolis, Kwara State. It covers selected areas experiencing varying degrees of economic obsolescence and considers external factors influencing property values. The study is limited to residential properties and does not include commercial or industrial property types.

1.7 Definition of Terms

Economic Obsolescence: A form of depreciation caused by external economic factors reducing a property's market value.

Residential Property: Any property used for housing purposes.

Depreciation: A reduction in the value of a property due to wear and tear, obsolescence, or external factors.

Valuation: The process of determining the monetary value of a property.

Obsolescence in real estate refers to a decline in a property’s utility, appeal, or value due to factors that render it less useful or less desirable. According to Udo-Akagha (2013), obsolescence is a key contributor to depreciation and affects the performance and marketability of properties. Obsolescence can be internal (within the property) or external (outside the property), and when external, it is typically categorized as economic obsolescence.

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CHAPTER TWO

LITERATURE REVIEW

2.1 Concept of Obsolescence

Obsolescence in real estate refers to a decline in a property's utility, appeal, or value due to factors that render it less useful or less desirable. According to Udo-Akagha (2013), obsolescence is a key contributor to depreciation and affects the performance and marketability of properties. Obsolescence can be internal (within the property) or external (outside the property), and when external, it is typically categorized as economic obsolescence.

2.2 Types of Obsolescence

Obsolescence in real estate is commonly classified into three main categories:

Physical Obsolescence: This refers to the wear and tear or deterioration of a property over time due to aging materials or poor maintenance (Bello & Bello, 2007).

Functional Obsolescence: This occurs when the property design or layout no longer meets modern standards, e.g., outdated plumbing or lack of parking space (Ajayi, 2016).

Economic Obsolescence: Also known as external obsolescence, this is the loss in value

due to factors external to the property, such as declining neighborhood quality, industrial encroachment, poor road infrastructure, or environmental pollution (Ogunba & Ojo, 2007).

2.3 Causes of Economic Obsolescence

Economic obsolescence often stems from the following:

Environmental Factors: Proximity to noise, air pollution, or refuse dumps can drastically reduce property values.

Infrastructure Decay: Poor roads, lack of drainage, and unreliable utilities reduce the appeal of a residential neighborhood (Gbadegesin & Oyerinde, 2011).

Land Use Changes: Conversion of residential areas to commercial or industrial uses may push out long-time residents, causing values to fall.

Urban Sprawl and Poor Planning: Rapid and uncoordinated urban expansion often leads to slum development, which contributes to economic obsolescence.

Government Policy Failures: Inconsistent or inadequate enforcement of zoning regulations and lack of investment in urban renewal can lead to neighborhood decline.

2.4 Effects of Economic Obsolescence on Property Value

The impact of economic obsolescence on property value is significant and multidimensional:

Decrease in Market Value: Properties affected by economic obsolescence are usually undervalued compared to similar properties in more stable environments (Ratcliff, 1972).

Reduced Rental Income: Landlords in declining areas are often forced to reduce rents to attract or retain tenants.

Increased Vacancy Rates: As neighborhoods deteriorate, tenants and buyers may move to better areas, increasing vacancies.

Investment Risk: Investors may shy away from properties in obsolete locations due to uncertainty, leading to further decline.

2.5 Effects of Economic Obsolescence on Residential Property

Economic obsolescence refers to the loss of property value resulting from external economic or environmental factors rather than the physical condition of the property itself (Aluko, 2000; Baum, 1991). Unlike physical or functional obsolescence, which originates from within the property, economic obsolescence is caused by outside influences such as neighborhood decline, market oversupply, environmental hazards, infrastructural deterioration, and changes in land use patterns.

1. Reduction in Property Value

Economic obsolescence leads to a notable decline in the market value of residential properties. As surrounding environments deteriorate or become incompatible with residential use—such as the encroachment of industrial or commercial activity—the desirability of the area decreases. Potential buyers may perceive these properties as less attractive, resulting in lower property prices and reduced investment returns (Bello & Arayela, 2020).

2. Higher Vacancy Rates

Areas affected by economic obsolescence often experience higher vacancy rates. Residents may relocate to better neighborhoods with more stable economic environments and improved infrastructure. This migration reduces occupancy levels and affects rental income for landlords (Ogunba & Ojo, 2011).

3. Limited Financing and Investment

Properties located in areas suffering from economic obsolescence are often perceived as high-risk investments. Financial institutions may be reluctant to offer mortgages or loans for properties in such areas due to concerns about declining values and lower returns on investment (Epley & Rabianski, 1998). As a result, investors shy away, and development stagnates.

4. Decline in Neighborhood Quality

As economic obsolescence intensifies, neighborhood quality tends to decline further. Infrastructural decay, lack of maintenance, reduced public services, and social instability often follow, leading to a cycle of urban blight and neglect (Udoka, 2013). This further depresses property values and discourages private investment in the area.

5. Loss of Government Revenue

Lower property values translate to reduced property taxes and land charges. For local governments, this results in decreased revenue generation, limiting their ability to invest in public infrastructure, maintain roads, or provide basic amenities (World Bank, 2020). This perpetuates the deterioration of affected neighborhoods.

6. Decrease in Livability and Social Status

As economic obsolescence progresses, affected neighborhoods lose their social prestige and desirability. Residents may face poor living conditions, inadequate facilities, and safety concerns, all of which reduce quality of life and push middle- and upper-class residents to relocate (Jiboye, 2011).

Supporting Studies

Aluko (2000) identified in his study of Ibadan Metropolis that over 40% of residential properties in certain districts had lost more than 25% of their value due to external neighborhood changes.

Otegbulu (2009) developed a model linking the rate of obsolescence with inadequate maintenance and external economic pressure.

Bello and Arayela (2020) found that 65% of surveyed estate surveyors in Lagos attributed property value depreciation to neighborhood-level economic decline and inconsistent land use planning.

Conclusion

Economic obsolescence poses a significant challenge to the sustainability of residential property markets, especially in rapidly urbanizing Nigerian cities like Ilorin. Its effects—ranging from falling property values to neighborhood

degradation—highlight the need for coordinated policy responses including urban renewal, proper zoning enforcement, and public-private investment in infrastructure.

2.6 Urban Decay and Renewal

Urban decay refers to the deterioration of inner-city neighborhoods due to neglect, disinvestment, and poor maintenance. Economic obsolescence is often a trigger for this process. Smith (1982) notes that government-led urban renewal strategies, such as infrastructure upgrades and public-private partnerships, are crucial in reversing decline and revitalizing value.

2.7 Real Estate Appraisal Techniques and Obsolescence

In professional valuation practice, economic obsolescence is factored into the appraisal process, especially in the cost and income approaches to valuation:

In the cost approach, external obsolescence is deducted from the property's value after replacement cost is calculated.

In the income approach, loss of income due to obsolescence is accounted for in the capitalization rate or net income projections.

Surveyors must be able to identify obsolescence, quantify its impact, and reflect it in value assessments (Ratcliff, 1972; Ogunba & Ojo, 2007).

2.8 Empirical Review

Several empirical studies in Nigeria and globally have affirmed the influence of economic obsolescence:

Ajayi (2016) found that about 35% of properties in Ibadan suffered reduced value due to poor access roads and nearby industrial noise.

Bello and Bello (2007) showed that residents in Abeokuta were willing to pay more for houses in areas without environmental hazards, suggesting a value penalty for obsolete areas.

Gbadegesin and Oyerinde (2011) studied property trends in Lagos and reported that commercial encroachment led to a decline in residential values in Surulere.

These studies reinforce the significance of economic obsolescence as a determinant of real estate performance.

2.9 Theoretical Framework

The study is anchored on two major theories:

1. Location Theory: Proposed by von Thünen and further expanded by Alonso, this theory explains how the location of a property affects its value. Properties located near negative externalities (e.g., noise, pollution) are less valuable.

2. Bid-Rent Theory: Suggests that different land users compete for locations based on their ability to pay rent. Economic obsolescence can shift this dynamic by making areas unattractive, reducing demand, and hence value.

These theories help explain why residential properties in obsolete areas of Ilorin attract lower prices.

2.10 Conceptual Framework

A conceptual framework for this study connects:

Independent Variables: Poor infrastructure, land use changes, policy failure, pollution

Intervening Variables: Government response, market forces

Dependent Variable: Residential property value

This framework guides the analysis of how economic obsolescence manifests and affects property valuation in Ilorin.

Summary of Literature Review

Author(s) Year Key Findings Relevance to Study

Aluko, B. T. 2000 Economic obsolescence significantly reduces residential property values in Nigerian cities. Provides local evidence on property devaluation due to external factors.

Epley & Rabianski	1998	Obsolescence disrupts the highest and best use of properties, limiting investment potential.	Supports appraisal challenges caused by economic obsolescence.
Ogunba & Ojo	2011	Urban decay increases economic obsolescence and results in neighborhood devaluation.	Highlights environmental factors that affect residential values.
Bello & Arayela	2020	65% of estate surveyors attributed declining property values to economic and physical obsolescence.	Quantifies professionals' views on causes of depreciation.
Olotuah, A. O.	2010	Poor environmental management accelerates housing obsolescence in Nigerian cities.	Links urban planning failure to economic obsolescence.
Jiboye, A. D.	2011	Residents in decayed areas experience lower quality of life and poor housing market performance.	Emphasizes social effects of economic obsolescence.
Iroham et al.	2015	Urban renewal can reverse the effects of economic obsolescence.	Suggests remedies and policy actions for declining urban areas.
Otegbulu, A. C.	2009	Lifecycle costing can help mitigate the long-term effects of economic obsolescence.	Introduces sustainability concepts into valuation practice.
Agbola & Jinadu	1997	Forced evictions and poor urban policy decisions result in community decline and property loss.	Explores how government policy contributes to external obsolescence.

Afon, A. O. 2005 Residents' perception of declining neighborhood quality correlates with property devaluation. Provides a user-based assessment of obsolescence and its impacts.

CHAPTER THREE

RESEARCH METHODOLOGY

3.1 Research Design

This study adopted a descriptive survey research design. This design enables the researcher to gather data from a defined population to assess and describe the causes, impact, and possible mitigation strategies of economic obsolescence in residential properties. The survey method is appropriate for studies involving opinion-based responses from multiple stakeholders, such as property owners, tenants, estate surveyors, and planners.

3.2 Data Types and Sources

Primary Data

Primary data were collected through:

Structured questionnaires distributed to residents, property owners, valuers, and planning officers.

Interviews with selected professionals in the real estate sector.

Field observations of buildings and infrastructure within Ilorin Metropolis to identify signs of economic obsolescence.

Secondary Data

Secondary data were sourced from:

Academic literature, journals, and previous theses

Records from the Kwara State Ministry of Physical Planning and Urban Development

Professional reports from the Nigerian Institution of Estate Surveyors and Valuers (NIESV)

Online databases such as JSTOR, Google Scholar, and Research Gate

These helped establish a theoretical foundation and support the findings.

3.3 Instrument of Data Collection

The main instrument for data collection was a structured questionnaire (see Appendix A), which was divided into the following sections:

Section A: Demographic Information

Section B: Causes of Economic Obsolescence

Section C: Impact on Property Values

Section D: Mitigation Strategies

Most questions were close-ended, using Likert scales and multiple-choice options, with a few open-ended questions for elaboration. The instrument was validated through expert review and pilot-tested before full deployment.

3.4 Target Population

The target population included key stakeholders in residential property within Ilorin Metropolis:

Residential property owners

Tenants

Registered estate surveyors and valuers

Officials from the Ministry of Physical Planning and Urban Development

These groups are relevant because they are either directly affected by, or professionally involved in, managing residential property and urban development.

3.5 Sampling Frame

The sampling frame included:

List of practicing estate surveyors and valuers from the NIESV Kwara State branch

Selected residential areas such as GRA, Taiwo, Adewole, Sawmill, and Okelele

Housing and land ownership records from the Kwara State Land Registry

Staff list from the Ministry of Physical Planning and Urban Development

3.6 Sample Size

A total of 120 respondents were selected as follows:

Category	Number of Respondents
Property Owners	40
Tenants	30
Estate Surveyors/Valuers	30
Town Planning Officers	20
Total	120

This sample was chosen to provide a diverse and representative dataset across stakeholder groups.

3.7 Sampling Procedure

A combination of purposive and stratified random sampling techniques was adopted:

Purposive sampling: Used to select estate surveyors and planning officials due to their expertise.

Stratified random sampling: Used for selecting property owners and tenants based on three residential classifications (high, middle, and low-income areas):

High-income: GRA, Tanke

Middle-income: Taiwo, Adewole

Low-income: Sawmill, Okelele

This approach ensured a balanced and fair representation from each economic stratum.

3.8 Method of Data Analysis

The data were analyzed using descriptive statistics, including:

Frequencies

Percentages

Bar and pie charts

Tables

The analysis was done using Microsoft Excel and SPSS. Data were presented according to the study objectives, and trends were interpreted to assess the degree of economic obsolescence and its impact on residential property values.

3.9 Summary of Data Analysis for Each Objective

Objective Type of Data Data Source Analysis Technique Expected Output

1. To identify the causes of economic obsolescence in residential property Qualitative/Quantitative Questionnaire & Interview Frequency, Percentages, Charts Ranked list of major causes

2. To examine the impact on residential property value in Ilorin Quantitative Questionnaire & Valuer input Cross-tabulation, Mean scores Trends in value decline, perception scores

3. To assess residents' and professionals' perceptions on mitigation strategies Quantitative Questionnaire Frequency, Likert Scale analysis Most preferred strategies

CHAPTER FOUR

DATA PRESENTATION AND ANALYSIS

This chapter present and analyzes data collected through structured questionnaires administered to respondents within Ilorin metropolis. A total of 120 questionnaires were distrusted, out of which 110 were duly completed and retuned, representing a response rate of 91.7%

4.1 Socio-Demographic Characteristics of Respondents

Table 4.1: Gander Distribution of Respondents

Gender	**Frequency**	**Percentage (%)**
Male	62	56.4
Female	48	43.6
Total	**110**	**100.0**

Field Survey (2025)

Table 4.2: Age Distribution of Respondents

Age Group	Frequency	Percentage (%)
18-30	21	19.1
31-45	47	42.7
46-60	30	27.3
60+	12	10.9
Total	**110**	**100.0**

Field Survey (2025)

Table 4.3: occupation of respondents

Occupation	Frequency	Percentage (%)
Tenant	28	25.5
Property Owner	35	31.8
Estate Valuer	27	24.5
Estate Valuer	27	18.2
Total	**110**	**100.0**

Field Survey (2025)

Table 4.4: Education Level of Respondents

Education Level	Frequency	Percentage (%)
Secondary	19	17.3
Diploma/NCE	22	20.0
B.Sc/HND	45	40.9
Postgraduate	24	21.8
Total	**100**	**100.0**

Field Survey (2025)

4.2 Causes of Education Obsolescence

Table 4.5: identified causes of economic Obsolescence

Cause	Frequency
Inadequate maintenance culture	85
Poor urban planning	78
Infrastructure Decay	73
Change in Land Use	68
Government Policies (e.g., Zoning)	60
Invasion of Commercial Activities	55
Environmental Nuisance/traffic congestion	48

Total Responses	**467**

Note: Multiple responses were allowed Field Survey (2025)

4.3 Impact of Economic Obsolescence on Property Values

Table 4.6: Perceived Impact on Property Values

Impact level	**Frequency**	**Percentage (%)**
Very high	52	47.3
High	39	35.5
Moderate	13	11.8
Low	4	3.6
Very Low/None	2	1.8
Total	**110**	**100.0**

Field Survey (2025)

4.4 mitigation strategies for economic obsolescence

Table 4.7: Recommended Mitigation Measures

Strategy	**Frequency**
Regular maintenance	91
Enforcing zoning regulations	75
Urban renewal & rehabilitation programs	63
Government incentives for renovation	58
Relocation of incompatible land uses	49
Public-private infrastructure partnership	41
Total	**377**

Note: Multiple responses were allowed Field Survey (2025)

CHAPTER FIVE

SUMMARY, CONCLUSION AND RECOMMENDATIONS

5.1 Summary of Findings

This study appraised the phenomenon of economic obsolescence in residential properties within Ilorin Metropolis. The specific objectives were to:

1. Identify the major causes of economic obsolescence in residential properties in Ilorin.

2. Assess the impact of economic obsolescence on property values in the study area.

3. Suggest possible strategies to mitigate or prevent economic obsolescence.

Data were collected using structured questionnaires from property owners, tenants, estate surveyors, and urban planning officials. A total of 110 valid responses were analyzed.

Key findings from the study include:

The leading causes of economic obsolescence include poor maintenance culture, inadequate urban planning, infrastructure decay, and land use changes.

Over 82% of respondents perceived the impact of economic obsolescence on property values to be high or very high, indicating depreciation and reduced marketability.

Mitigation strategies such as regular property maintenance, effective zoning enforcement, and urban renewal programs were widely supported by respondents.

5.2 Conclusion

The study concludes that economic obsolescence significantly affects the usability and value of residential properties in Ilorin. Factors such as neglect, inconsistent planning, and lack of government intervention have made many properties less competitive in the real estate market. Unless timely and proactive strategies are employed, the rate of decline in property desirability and value will persist.

This study has demonstrated that economic obsolescence is not just a physical issue but also a socio-economic and policy-based challenge that must be tackled through multi-stakeholder engagement.

5.3 Recommendations

Based on the findings of this research, the following recommendations are made:

1. Regular Maintenance: Property owners should adopt a consistent maintenance schedule to prolong the functional and economic life of their buildings.

2. Enforcement of Zoning Regulations: Government agencies should ensure that residential zones are protected from incompatible uses such as unregulated commercial activities.

3. Urban Renewal Programs: Government and private sector partnerships should be encouraged to rehabilitate older, declining neighborhoods.

4. Public Awareness: Create awareness campaigns to educate property owners and residents on the importance of preserving property quality and market value.

5. Review of Building Codes: Update planning and building regulations to address modern standards and avoid early obsolescence.

6. Monitoring and Evaluation: Establish urban monitoring units within town planning departments to assess and respond to early signs of obsolescence.

5.4 Contribution to Knowledge

This research has contributed to the body of knowledge in estate management by providing localized evidence of how economic obsolescence affects residential properties in Ilorin. It also presents practical mitigation strategies that can guide property managers, policymakers, and investors.

5.5 Suggestions for Further Studies

A comparative study on physical vs. economic obsolescence across different neighborhoods in Ilorin.

Assessment of the role of government housing policies in the management of urban decline.

A geospatial analysis of obsolescence patterns using GIS tools in Nigerian cities.

"Appraisal of Economic Obsolescence in Residential Property in Ilorin (A Case Study of Ilorin Metropolis)"

The questions directly explore causes, impacts, and solutions to economic obsolescence specific to residential properties in Ilorin.

QUESTIONNAIRE

Dear Respondent,

This questionnaire is for academic research in Estate Management. The study investigates the economic obsolescence in residential properties within Ilorin Metropolis. Your honest responses will help provide solutions to this growing concern. All answers are confidential and for academic use only.

SECTION A: PERSONAL INFORMATION

1. Gender

☐ Male

☐ Female

2. Age Bracket

☐ 18–30 years

☐ 31–45 years

☐ 46–60 years

☐ Above 60 years

3. Your Status

☐ Property Owner

☐ Tenant

☐ Estate Surveyor/Valuer

☐ Town Planning Officer

☐ Other (please specify): _____

4. Highest Educational Qualification

☐ Secondary School

☐ Diploma/NCE

☐ B.Sc/HND

☐ Postgraduate

5. Years of Residence or Practice in Ilorin

☐ Less than 5 years

☐ 5–10 years

☐ 11–20 years

☐ Over 20 years

SECTION B: CAUSES OF ECONOMIC OBSOLESCENCE

6. In your view, which of the following are major causes of economic obsolescence in Ilorin's residential properties? (You may tick more than one)

☐ Aging buildings and poor maintenance

☐ Conversion of residential areas to commercial use

☐ Poor infrastructure (bad roads, drainage, power)

☐ Government neglect or inconsistent planning

☐ Environmental pollution or noise

☐ Invasion of undesired land uses (e.g., factories)

☐ Inadequate public services (e.g., waste disposal)

7. Do you think government planning policies contribute to economic obsolescence in Ilorin?

☐Yes

☐No

☐Not sure

8. Have you observed a shift in land use pattern in your area over the years?

☐Yes, significantly

☐Slightly

☐No change

SECTION C: IMPACTS ON RESIDENTIAL PROPERTY VALUES

9. How would you rate the impact of economic obsolescence on property values in Ilorin?

☐Very High

☐High

☐Moderate

☐Low

☐No Impact

10. Which of the following impacts have you observed due to economic obsolescence in residential areas? (Select all that apply)

☐Reduced rental or sale value

☐Difficulty in attracting tenants or buyers

☐Increase in crime or vandalism

☐Increased cost of maintenance

☐Population displacement

SECTION D: SOLUTIONS AND MANAGEMENT STRATEGIES

11. What strategies do you believe can help reduce economic obsolescence in Ilorin? (Select all that apply)

☐Regular maintenance and renovation

☐Urban renewal and redevelopment programs
☐Enforcement of zoning regulations
☐Improved public infrastructure and services
☐Financial support for homeowners
☐Community involvement in planning

12. Who should take the lead in preventing economic obsolescence?
☐Government and planning authorities
☐Private property owners
☐Estate managers/valuers
☐A joint effort by all parties

13. Would you support public-private partnerships for neighborhood renewal in Ilorin?
☐Yes
☐No
☐Maybe

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