

Understanding Land Market in the Peri-urban Areas: Opportunities and Challenges for Industrialization in Tanzania

Haule, K¹ and Kilonzo, R².

¹Department of Geography and Environmental Studies, The University of Dodoma

²Department of Development Studies, The University of Dodoma,

Po Box 395, Tanzania

Corresponding Author's Email: oswinkelvin@gmail.com

Abstract¹

Land market has grown to be among the key mechanisms to acquire land for industrialization. This is because; in a well functioning land market, it allocates land to investors timely. This paper assesses the opportunities and challenges of land market for industrial development in Tanzania. Specifically, it analyzes the implications of the current land market practices on industrialization process in Iwambi, Ilemi, Tembela and Uyole Wards. A sample of 387 respondents drawn from earlier mentioned Wards was engaged in questionnaire's survey. Other methods for data collection were Focus Group Discussion (FGDs), and interviews which were used to enhance the analysis through data gathered from other sources. As an opportunity for industrialization, land market attracts investors as it provides a simplified and timely means of acquiring land, can increase incentive for industrialization since land is used as factor of production and can be used as collateral for credit acquisition. Notwithstanding these opportunities; the nature and characteristics of urban land market in Tanzania relinquish industrialization efforts. There is dominance of informality in land transactions, unclear pricing and land ownership, limited surveyed land, and records on land value. Other challenges are; high registration transaction costs, untimely services, and too bureaucratic procedures. All these have even contributed to conversion of industrial areas into residential areas in peri-urban areas. Remote Sensing and Geographical Information System results illustrate that between 2005 and 2015, in Uyole Ward, 8.42% of industrial areas and in Ilemi Ward, 0.2% was converted into unplanned residential areas. This conversion reduces the industrial areas and affects industrialization. The conclusion is therefore drawn that unless the challenges characterizing land market are addressed, Tanzania industrialization will remain costly and risks.

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1.0. Introduction

Land is one of the factors of production (Jughaiman, 2017). It provides a place from which industries are located. The role of land in production process extends to Wards not only being the host of producers and the services but also the determinant for industrialization. Hence, the processes through which land is accessed and used under the land market practices, offer some opportunities and challenges for industrialization. Land market is largely conceptualized as the process of buying and selling of land, land rights and objects attached to it (Napier *et al.*, 2013). Land market is the exchange and transactions with rules and institutions facilitating the transaction of land either formally or informally (Dale, *et al.*, 2002).

Various factors are associated with the growth of land market in the peri-urban areas such as growing market economy, globalization, urbanization and shortage of surveyed land (Nkurunziza, 2008; Napier *et al.* 2013; Nsabimana, 2013). Other factors are demand driven whereby people sell their land because; they need money to cater for household's needs such as health, education, food and housing construction (Thirkell, 1996). In peri-urban areas, the intensity of land market is heightened by the inadequate surveyed land, shortage of land allocated by the government and urbanization process (Briggs and Mwamfupe, 2000; Ricci, 2012). As revealed by Mbeya City council, by 2015, only 36.2% of the 250.079 square kilometers were surveyed (URT, 2015). Additionally, between 2006 and 2012, the government in Mbeya City supplied and allocated only 5395 surveyed plots out of 11,909 applications (URT, 2015). These factors are enormous because; they trigger the demand for land, shelter, food and affect the supply of land. Hence, purchase becomes a remedy for accessing land especially when the supply from the government's channel is inadequate (Durand-Lasserve *et al.*, 2013; Koussoube, 2013).

The differences between the demand for land and the supply, heightens the commoditization and land market transactions in Tanzania (Kironde, 1995; 2000; Kombe and Kreibick, 2001). In peri-urban areas, land market is seen in the perspective of land purchase and selling of land rights and associated assets. In Mbeya City, Haule (2017) reveals that 39% of households owning land acquired their land through purchase

and 48% of peri-urban households have been selling land on incremental² basis. Nelson (2007) further observed that, land is bought by people from urban areas who use it for part-time agriculture, speculation and hoarding purposes. Land market therefore brings together sellers, buyers, the government, investors, financial institutions and intermediaries as actors of land market (Thontteh, 2013; Thirkell, 1996). Their roles in land market include, providing land as a commodity, information sharing and connecting buyers and sellers. Others such as the government provides policies and laws for effecting the transactions, investors are buyers of land. The diversity of these actors and their influence on accessibility and use land in peri-urban areas has implications on industrialization process.

Although the concept of industrialization is still context specific, multifaceted and contested, its meaning should extend beyond the conversion of materials into finished products to modernizing the economy, investment in innovative livelihood strategies and productive systems, increasing efficiency and resources utilization (Nzau, 2010). This characterization of industrialization emphasizes on holistic configuration and extensification of the process, investment, practices and broadening the range of actors of industrialization. The state of industrialization in Tanzania indicates that the country is still among the least in Africa (URT, 2011).

The annual growth rate of Tanzania through the Manufacturing Value Added (MVA) indicates that it declined from 9% in 2000 to 6% between 2010 and 2013 (URT, 2015). By 2013, the contribution of industrial production to national economy was 8.13% which was lower than Kenya (9.4%), South Africa (14.9%) and Mozambique (11%) (URT, 2015). In terms of export performance, Tanzania has also not performed well in recent years. In 2013, Tanzania exported goods worth 1.62 billion USD, South Africa exported 64 billion USD, and Tanzania was ranked the second after Kenya in East African rankings (URT, 2015). For industrialization process, the government has developed the Sustainable Industrial Development Policy (SIDP, 1996-2020), The National Investment Promotion Policy, (1996) and the Integrated Industrial

² *Incremental land market is a process whereby people sell their land in a small scale to meet their household's needs. By small scale, it denotes a small portion of land locally taking a form of 20 by 20 steps counting, below or above to demarcate the land sold.*

Development Strategy, (2025). Despite these efforts, the implications for the dynamics of land market on industrialization process need to be assessed.

Drawing from the Evolutionary Theory of Land Rights by Platteau, (1996), the paper generally; assesses the opportunities and challenges of land market for industrialization in Tanzania. Specifically, the paper describes the dominant type of land market transactions in peri-urban areas of Tanzania. It also analyzes the characteristics of land market and its implications for industrialization process in Tanzania. According to Platteau, (1996), growing population triggers the demand for land, heightens land value, land market and results into individualization of property rights. These are agents of investment in land property because; individualization of property rights through land titling enhances access to credits and land tenure security (Barnes, 2009).

2. Methodology

2.1 The Study Area

This study was carried out in Mbeya City, Tanzania. It is situated in the South-Western part of Tanzania along the Tanzania - Zambia (TANZAM) highway and the Tanzania – Zambia Railway line (TAZARA). Mbeya City is the Headquarter of Mbeya region. Mbeya City was an appropriate study area because; it is one of fast urbanizing secondary cities in Tanzania. In terms of urbanization level, this City was ranked the third in urbanization level after Dar es Salaam and Mwanza (URT, 2012). Between 2002 and 2012, it had the greatest change in urbanization level (62.7%) than any other City in Tanzania. It also recorded the greatest urban growth rate which was 7.6% above the national growth rate which was 5.2% (URT, 2012). Due to these reasons, land market and land value are heightening in peri-urban areas of Mbeya City (Francis, 2013). To answer the research question, two Wards located along road side namely; Iwambi, and Uyole were purposely selected. These have intensive land market and are also located along the TANZAM highway which is another driver of the growing land value in these Wards. Moreover, two off-road Wards namely Ilemi and Tembela were also selected as control sites. From these Wards, a total of 387 households were randomly selected through systematic random procedures. Regarding the methods for data collection,

questionnaire surveys were used to collect data from household's respondents; interviews were deployed to engage 8 key informants and subject matter specialists. Descriptive statistics such as frequency distribution, mean and mean differences, as well as cross tabulation were used to analyze data collected through questionnaire survey (Bhattacharjee, 2012). Content analysis was used to analyse field notes and FGD results.

3. Results and Discussion

3.1 Understanding Land Market in Peri-urban Areas of Tanzania

The practice and operation of land market in peri-urban areas manifest through the modes of land acquisition, sales and purchase transactions. Mode of land acquisition refers to the means through which people access land (Msangi, 2011). People access land through government allocation, inheritance, purchase and invasion (Lugoe, 2007; Durand-Lasserve *et al.*, 2013). Out of these mechanisms, purchase is one of the indicators of land market. It is through purchase transactions that the practices and operations of land market are noticeable.

Additionally, sales transactions are other manifestations of land market that involve the disposition of land rights by the land sellers (Palmer *et al.*, 2009). In this regards, understanding the nature and practices of these indicators of land market is significant to assess whether the practices are stimulants or an impediments for industrialization efforts in Tanzania. In other words, unlocking the practices of land market in peri-urban areas and its implications for industrialization saves two-folds significances.

First, peri-urban areas are areas for industrial zones (Lupala, 2015), they host industrial investments and areas for industrial development. Second, peri-urban are areas of land transactions and commoditization in Tanzania (Nelson, 2007). Hence, any change in land rights attributed to land market has implication on industrialization process.

3.1.1 The Purchase and Sales Transactions in Peri-urban Areas

The nature of purchase, and sales transactions, payment of taxes and premia were key variables used to determine the dominant type of land market in peri-urban areas. People who were involved in selling and purchase of land were asked whether they

involved the government or not in their transactions. The results in Table 3.1 indicate that majority of the respondents (68%) did not involve the government when purchasing the land and only 32% involved the government. The low involvement of the government in purchase transactions were more prominent in Uyole, Ilemi and Tembela Ward as opposed from Iwambi Ward.

The results on land purchase transactions show that informal market is the dominant type of land market in peri-urban areas. These are transactions that do not correspond to existing laws and policies (Wermann, 2007). The nature of purchase transactions are done with limited government's control (Becker, 2013). As reported by household respondents, land sellers and purchasers are free to involve their neighbours, friends and relatives in the purchase transactions than involving the government. Involving the government they are compelled to pay taxes, legal fees and premia.

They also face bureaucratic procedures, and untimely services. Nevertheless, these practices are contrary to section 36, 37, 38 and 40 of the Land Act 4 (1999) which requires all land purchases to be approved by the Commissioner for lands or an Authorized Officer. Section 36 (3) emphasizes further that *“Any person proposing to carry out a disposition in this case a sale, shall send or deliver a notification in the prescribed form to the Commissioner or Authorized Officer before or at the time of disposition is carried out together with the payment of premia, taxes, and dues prescribed in connection with that disposition”*. Additionally, section 2.7 of the new Land Policy draft (URT, 2016) reveals that *“there are many land transactions carried out without being submitted for registration and some dispositions including land sale are allowed without checking the conditions stipulated in the rights of occupancy”*.

The ANOVA test indicates further that no significance differences exist between Uyole, Tembela and Ilemi Wards implying that informality in land market is widespread in Tanzania. The Scheffe Post hoc-test shows that there are differences between Iwambi and other Wards. The Scheffe Post hoc test shows significant difference between Iwambi and Ilemi ($P < 0.027$) and their mean difference is 0.311, between Iwambi and Uyole ($P < 0.010$) and their mean is 0.321. In view of the Town Planners and Land Officers in Mbeya City, the differences between Iwambi and other Wards occur

because; Iwambi Ward is a surveyed Ward dominated by formal land purchase and practices while others are dominated by unsurveyed areas thus attracting more informal purchases (Mbeya City, 2016). As an evidence of the dominance of informal land purchase, interviews with Street Chairpersons in all the Wards of the study revealed that between August 2014 and August 2015 only a total of 61 land purchases were recorded in their offices.

When land market is viewed from the sales transactions, the results presented in Figure 3.1 show that 48% of households sold their land, 52% had never sold their land.

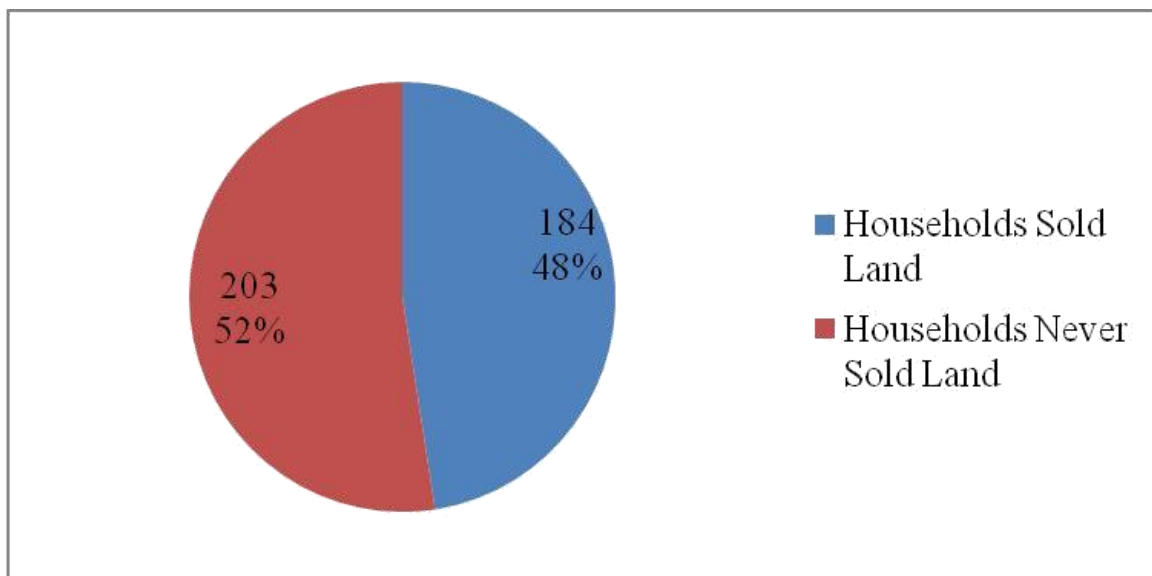


Figure 3.1: Households sold their land

Regarding whether households that sold land involved the government or not. The results in Table 3.1 indicate that majority (69%) of the respondents sold through informal land market while 31% sold through formal land market.

Table 3.1: Government’s Involvement when People Purchase Land in Peri-Urban Areas

Wards		Purchase Transactions			Sales Transactions		
		Involve	Not involve	Total	Involve	Not involve	Total
Iwambi	No. of respondent	23(55%)	19(45%)	42(28%)	32(56.1%)	25(43.9%)	57(100%)
Ilemi	No. of respondent	9(24%)	29(76%)	38(25%)	8(19.5%)	33(80.5%)	41(100%)
Tembela	No. of respondent	5(26%)	14(74%)	19(12%)	6(23.1%)	20(76.9%)	26(100%)
Uyole	No. of respondent	12(23%)	41(77%)	53(35%)	12(20.0%)	48(80.0%)	60(100%)
Total	No. of respondent	49(32%)	103(68%)	152(100%)	58(31.0%)	126(69.0%)	184(100%)

The results in Table 3.1 indicate that more than half of the land sales did not involve government authorities, thus, informal land sales have been dominant in peri-urban areas. All the Wards are dominated by informal land sales with exceptional to Iwambi Ward which was dominated by 56.1% formal land sales showing that differences exist between Iwambi and other Wards. The results on both the land sales and purchase show that informal land market is dominant over formal land market. The dominance of informal land market in Tanzania is a result of various factors such as; shortage of surveyed land (Haule, 2017; Napier, *et al.*, 2013). In Tanzania, only 15% of land was surveyed by 2016 (Lupala, 2016) and in Mbeya City only 36.2% of total land area (250.079 square kilometers) is surveyed (Mbeya City, 2015). Other factors relate to low understanding and enforcement of laws and policies, higher transaction costs and (Haule, 2017; Nelson, 2007; Briggs and Mwamfupe, 1999).

The multiplicity of these factors renders informal land market a remedy of the malfunctioning formal land market. Informality in this study is not only regarded as transactions in unsurveyed land but also transactions with limited compliance to Land Act 4 (1999) and the Land Policy of 1995. The failure is characterized by lack of payment of taxes, limited information on land transfers, no clear boundaries, registration, selling of unallocated land and open spaces by the LGA officials. Notwithstanding the drawbacks of the dominant land market in Tanzania, in the context when formal transactions are guaranteed, land market offers various benefits on the industrialization process.

3.1.2 Land Market as an Opportunity for Industrialization

The opportunities of land market for industrialization process in Tanzania are viewed in the perspective of the benefits of land market to actors and the process of industrialization. In this study; the benefits of land market for industrialization were matched against specific actors of industrialization process. Industrialization process in Tanzania has various actors who benefit differently from land market processes. While acknowledging the diversity of industrialization actors, the paper focuses on supplier of land and land investors. These include; the government which sets the policies and frameworks for industrialization, the land sellers and middlemen facilitate access to land to investors and the investors themselves both local and foreign who develop industries. The matching of land market benefits against the industrialization actors are presented in Table 3.2.

Table 3.2: Land Market Opportunities and Actor’s Matching for Industrialization Opportunities: Matching Matrix

Actors	Facilitates access to Land	Heightens Land Value and Prices	Land bought may be used for collateralization	Income to Sellers
Government	X	√	X	√
Investors	√	X	For borrowing	X
Land Sellers	√	Improve Income	X	√
Middlemen	√	Improve Income	For borrowing	√

X = Not Applicable, √ = Applicable

To industrial investors, land market facilitates access to land for industrial establishment. Through purchasing, industrial investors both local and foreign investors are able to access land faster than government’s allocation. According to the Tanzanian Investment Act, 1997, foreign investors have to adhere with the law requirements to access land for investment. Local investors, have an opportunity to access land without complying with the Tanzanian Investment Act. They acquire land with compliance to Land Act 4 (1999) and The Land Policy (1995). As viewed from the Evolutionary Theory of Land Rights (Platteau, 1996; Barnes, 2009), land market is a simplified means of accessing land and an instrument for investment because; it promotes land titling and property formalization. Krier, (2009) adds that land market is an attempt to

promote individual land rights, commoditization of land and effective investment since land is used as a collateral.

On the side of land sellers and middlemen, land market is beneficial to them because; it increases land value and pricing. This is an opportunity for these actors to get capital for industrialization. The process of selling land enables them to acquire an investment capital. This is contrary to the past three decades when land selling and purchase were illegal (Kaijage and Tibaijuka, 1996), industrial investors were compelled to rely from other sources of capital for industrial development. Additionally, industrial investors, benefit from land market through getting land for collateralization and borrowing from financial institutions. When land is bought, it may be used as collateral for accessing loans from financial institutions.

Lastly, the government benefit from land market through heightened land value, attraction of investment and therefore, implementation of the industrialization policies and programs. These benefits provide an opportunity for the government to not only attain the industrialization objectives but also tax collection. In this case; land market is seen as opportunity to enforce the industrialization vision.

The results corroborate with the ETLR theorization suggesting that land market is an incentive for industrialization because; it enhances property value, land titling and formalization. All these are significant to enhance security of land ownership (Platteau, 1996), accessibility to credits and reduction of conflicts. In this regard, when land market is managed, guided by rules and laws, it has an opportunity to contribute to attracting industrial developers, it contributes to attaining government's vision of turning the country into an industrial nation.

3.1.3. Land Market as a Challenge for Industrialization in Tanzania

Contrary to the assumptions by the ETLRs, the dominant type of land market and its characteristics pose various challenges for industrialization in Tanzania. The dominant type of land market and its characteristics are the challenges for industrialization process in Tanzania. The land market transactions are dominated by informality, unsurveyed, limited government control and recording of the transactions (Kironde, 1995; Briggs and

Mwamfupe, 2000). These are among the disincentives for industrial investments; they discourage industrial investors, cause land disputes, increase investment costs and risks (Table 3.3).

Table 3.3: Land market actors and industrialization challenges: Matching matrix

Challenges of Land Market for Industrialization in Tanzania					
Actors	Dominance of Informal Sales & Purchase	Unclear Pricing, Sales & Purchase	Unclear Records of Ownership	Dominance of unsurveyed Land	Higher Transaction Costs
	Dominance of Informal Settlements	Affects Land rent and revenues	Affects land management	Delivery of social Services, Informal Settlements	NA
Government	Conflicts settlements	NA	Land Conflicts	Informal Settlements	Informal Settlements
	Unclear Ownership	Under payment	Land Conflicts increase	Poor Social Services	Affects economy of scale
Sellers	Lower Income	Lower income	Risks selling	Contribute to informal settlement	Sale through informal markets
	Push them into conflicts	Lower Income	Land Conflicts	Affects economies of scale	Higher running costs
Investors	Affect their borrowing capacity	Affects valuation	Risks Investment	Poor social services	NA
Middlemen	Lower Income	Lower Income	Land Conflicts	Access to social services	NA

When household respondents were asked to characterize the nature of land market in peri-urban areas, the results in Table 3.4 indicate that 36.1% of respondents felt it is characterized by unsurveyed land, 18% by unclear records of ownership, 17.7% by informal land sales and purchase and 16.1% by higher transaction costs.

Table 3.4: Challenges of Land Market for Industrialization in Tanzania

Wards	F	Informal land sales and purchase	Unclear Pricing and Valuation of land	Unclear Records of land ownership	Dominated by unsurveyed land	Higher Transaction Costs	Total
Iwambi	F	22(2.0%)	29(2.6%)	47(4.2%)	40(3.6%)	30(2.7%)	168(5.0%)
Ilemi	F	74(6.6%)	66(5.9%)	79(7.1%)	161(14.4%)	71(0.3%)	451(0.3%)
Tembela	F	23(2.1%)	20(1.8%)	54(4.8%)	96(8.6%)	16(0.4%)	209(8.7%)
Uyole	F	79(7.1%)	20(1.8%)	22(2.0%)	107(9.6%)	63(5.6%)	291(26%)
Total	F	198(17.7%)	135(12.1%)	202(18.1%)	404(36.1%)	180(16.1%)	1119(100%)

Regarding the problem of unsurveyed land, drivers range from institutional deficiencies manifesting in terms of resources insufficiency, man power shortage, poor surveying technology and weak implementation of laws (Lugoe, 2007). According to Lupala (2016), only 15% of land in Tanzania was surveyed and in Mbeya City, 36% of land was surveyed (URT, 2016). The problem of unsurveyed is sentimental to all land and industrialization actors. To land sellers and middlemen, unsurveyed land is injurious to them because; it affects the income earned (Table 3.3). This stance occurs because; unsurveyed land is regarded to be of low value (Haule, 2017; Nelson, 2008). The government is affected by unsurveyed land because it attracts the growth of informal settlements and poor delivery of social services (Table 3.3). To industrial investors, unsurveyed land pushes them into a risked investment and reduces the economies of scale due to poorly established social services.

The problem of unrecorded information on land ownership is detrimental to all actors (Table 3.3). To industrial investors, it causes conflicts with community members and they find themselves purchasing land to wrong sellers. To the government, land sellers and middlemen, unclear records of land ownership has been one among the causes of land disputes. In Mbeya City, this problem is evidenced by low land transfers approved the government. For example, between July 2014 and April 2015, 128 land transfers were approved by the City council in Mbeya City (URT, 2015). In Tanzania, the problem of limited records of land ownership is heightened by unsurveyed land (Lupala, 2016), over ambitious, weak established land management information systems characterized as not fitting for purpose cadastre. Only surveyed land is linked to the

national land information systems.

Unclear information about land ownership implies that the government is unaware of who owns land in Tanzania and the procedures for land acquisition act as a push factor for industrialization. This feature corroborates to the findings by the MLHSD (2016) that land market is unmanaged and this has implications on industrialization process. It discourages industrial investors; it increases the costs for conflicts management to the government. Unless the records of who owns land and where is clearly established and managed in the national land management system, the contribution of land to industrialization will remain insignificant. Unmanaged land market has even exacerbated the transformation of industrial land uses into residential uses. It is demonstrated in Table 3.4 that 17.7% of respondents felt that informal land market contributes to transformation of industrial into other land uses.

Regarding the transaction costs (Table 3.3 & 3.4), land sellers and buyers are affected by bureaucratic procedures, the time taken to process the land transfer, capital gain tax, stamp duty, legal fees and transfer fees. For example; it takes more than four months to effect the land transfer. These compel buyers and sellers to opt for an informal land market. These features of land market in peri-urban act as stumbling block for industrialization process in Tanzania because; their impacts are disincentives to industrialization actors. The impact manifests in terms of increasing investment costs, risks of investment, land acquisition costs, ownership risks and affects the potential benefits. The results are in conflict with the theoretical thinking embedded in the Evolutionary Theory of Land Rights by Platteau, (1996) that since land market leads to individual property rights; it enhances access credits, security of land tenure and a means to effective investment. The practices of land market in Tanzania have shown that while land market and commoditization of land are advancing, their contributions to industrialization are still far. In this view, the Evolutionary Theory of Land Rights is neither a universal tool for management of land market; its application should be context specific, should consider the land tenure system.

4. Conclusion and Recommendations

Generally, the results on the dominant type of land market and its characterization in peri-urban areas have shown that the opportunities of land market for industrialization are outweighed by the challenges. The current investment areas (peri-urban) are characterized by unsurveyed land, unrecorded transactions. The results imply that the desire for industrialization must be linked with efforts to address the weaknesses of the land market practices. This calls for deliberate interventions by the government to ensure that its opportunities for industrialization are enhanced and challenges are mitigated. These efforts must be directed towards increasing the surveyed land, managing land market transactions to open up for transparency in access to information, equity in access to land, and enforcement of land laws and policy. Other efforts must be oriented towards removing bottlenecks of bureaucracy, and transaction costs. These efforts are expected to attract more investors, will reduce investments costs attributed to weaknesses embedded in the land market practices.

It is therefore recommended that the government ought to enhance the engagement of Local Government Authorities (LGAs) in the control of land transactions and informal dissemination relating to land market. This will enhance transparency and ensure that investors are enabled to access land for industrialization.

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