

Compliance with Valuation Standards by Estate Surveyors and Valuers in the Akure Property Market, Nigeria

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Abstract

This study examines the extent to which estate surveyors and valuers in Akure, Nigeria, comply with the Nigerian Valuation Standards (the Green Book) and related international valuation standards in property valuation practice, and investigates the professional, institutional and market-related factors that drive variation in compliance, alongside the implications of non-compliance for the Akure property market.

A cross-sectional survey design was adopted. The sampling frame of 35 registered estate surveying and valuation firms in Akure was treated as the sample size, in line with the recommendation that a population below 200 may be sampled in full. Structured questionnaires retrieved from 23 firms (71.9% response rate) were analysed alongside 23 actual valuation reports (2021–2025) submitted by the same firms and benchmarked against the Green Book. Weighted Mean Score (WMS) analysis was used to rank compliance items, factors and strategies; this study extends that approach with coefficient-of-variation (CV) analysis to measure the degree of consensus or dispersion underlying each mean; and a binary logistic regression model was used to assess the influence of non-compliance on property market outcomes.

Compliance is strong for fundamental procedural items viz: identification of the valuer and client, purpose of valuation and valuation amount with a procedural-cluster mean of 3.67 out of 5.00 (“Often”), but markedly weaker for technical disclosure items such as assumptions, source of information, extent of investigation and confirmation of standards used, with a disclosure-cluster mean of 2.38 out of 5.00 (“Less Often”). This produces an overall compliance index of 3.21 out of 5.00 (“Sometimes Often”) and a 25.7-percentage-point gap between the two compliance domains. Client pressure, lack of valuation technology and economic pressure are the leading drivers of non-compliance. Binary logistic regression shows that reduced investor

confidence (OR = 6.05), inaccurate pricing (OR = 3.49), loan defaults (OR = 3.00) and weak regulation (OR = 2.86) significantly increase the odds of adverse market outcomes attributable to non-compliance; the model implies that the probability of such outcomes rises from a 4.7% baseline to approximately 76.9% when all four significant risk factors co-occur.

Keywords: Compliance, Valuation Standards, Estate Surveyors and Valuers, Akure, Nigeria

1 Introduction

Valuation serves as an important factor in the stability of property and financial markets, as well as in maintaining the confidence of investors. This process needs to be credible and based on adherence to the set professional standards that are rules formulated to ensure that the process of valuation is reliable, effective, and transparent (Archibong and Ogunba, 2018). Professional standards act as the minimum standards, and any property performance index or investment market cannot perform effectively without having credible valuations, because investors, lenders, and regulators need them in making informed decisions (Cheloti and Mooya, 2021). Non-adherence leads to distorted market dynamics and wrong investment strategies, with valuers facing legal suits as well (Nwosu, 2019).

In an international context, there are the International Valuation Standards (IVS), the Royal Institution of Chartered Surveyors (RICS), Global Valuation Standards and the International Financial Reporting Standards (IFRS) aimed at achieving consistency in valuation practices (IVSC, 2024; RICS, 2024). In Nigeria, these international standards have been domesticated by the Nigerian Institution of Estate Surveyors and Valuers (NIESV), and regulated through the issuance of Nigerian Valuation Standards commonly referred to as the Green Book by the Estate Surveyors and Valuers Registration Board of Nigeria (ESVARBON, 2019). The objective of the Green Book

is to instill public confidence in the outcomes of the valuation process because it ensures that valuation professionals operate within the best professional practice, and compliance with it is key due to its importance in financial and lending decisions (Oyedokun *et al.*, 2021). Notwithstanding this regulatory framework, the empirical evidence from valuation practices in both developed and developing valuation environments demonstrates that the presence of standards does not necessarily lead to standardized practice. According to Cheloti & Mooya (2021), valuation issues such as inaccuracy, inconsistency, and vulnerability to client manipulation are common even when there are standards to be followed; and these issues arise due to inherent flaws in the valuation industry in many developing property markets and not because of lack of standards. The Nigerian valuation industry, in particular, is an industry that operates in a regulatory environment characterized by weak enforcement of minimum standards as well as being behind international best practice. When valuation professionals fail to adhere to professional standards, the consequences can be either overvaluation or undervaluation of property assets.

There are a number of causes of non-adherence, with the major cause being poor awareness and training of valuation professionals, who may not be adequately trained in contemporary valuation techniques and international standards. This leads to valuation errors that exceed international tolerance levels. In Nigeria, the margins have been found to be as high as $\pm 11\%$ to $\pm 15\%$, surpassing the commonly used $\pm 5\%$ threshold (Bello and Thomas, 2015), a trend of dispersion and bias that has earned continued academic interest globally (Adegoke, 2016; Abidoye *et al.*, 2021).

While the Green Book has put down formal valuation reporting guidelines in Nigeria, the contemporary literature still identifies a persistent discrepancy between the existence and adoption of such standards. An empirical study by Sani and Ekenta (2024) conducted among valuers in Port Harcourt showed that while most respondents professed their knowledge of the Green Book, less than 40% actually knew the contents of the standard and this is due to lack of structured training and not ignorance. In a similar survey conducted among valuation firms in Abuja, almost one-third did not use any form of standard manuals and just about 30% followed the NIESV/ESVARBON standards (Musa *et al.*, 2024). This suggests that there are profes-

sionals who strictly adhere to IVS and Green Book standards and others who do not follow any known standard at all.

These difficulties are a product of certain inherent systemic problems. To begin with, the national guidelines have, in some cases, failed to keep pace with the fast-paced changes in the real estate market, that is, the period between the release of NIESV's 2006 Guidance Notes and the publication of the Green Book differs from that of RICS or USPAP (Otunola *et al.*, 2024). Next, enforcement and regulation have been reactive in nature, not proactive as IVSC does not exercise any power of enforcement of its own, the responsibility lies with national organisations (Oyedokun *et al.*, 2021). Moreover, even with the establishment by ESVARBON of the Regulatory Compliance and Enforcement Unit, the valuation system as a whole can be described as having poor enforcement of standards and their monitoring (Cheloti and Mooya, 2021). Finally, qualitative research points to the prevalence of informal discussion amongst peers for understanding the Green Book requirements as an approach among valuers, which inevitably leads to superficial and inconsistent understanding (Okoroafor, 2025).

This situation has been widely documented for Nigeria's biggest valuation markets such as Lagos, Port Harcourt and Abuja but it is plausible to apply it to medium-sized and smaller cities as well. The city of Akure, which is the capital of Ondo State, has seen significant growth in its property market in recent times. Nevertheless, there is little empirical research about whether there is any adherence to Green Book or IVS standards among the local valuation professionals. In view of the situation of inadequate training and supervision across the country, it is likely that valuation practitioners in Akure have similar challenges and difficulties.

Deviation from valuation standards not only affects investors' confidence, but it also results in distortion in price signals in the market and in the lack of credibility of the valuation report. Although non-compliance with valuation standards in Nigeria has been noted in other areas such as Lagos, Abuja, Bauchi, Rivers State and Port Harcourt, the case of Akure property market, considering its importance within Ondo State and the South-West geopolitical zone, has not received similar attention. This means that without empirical information on the level of compliance and reasons behind it in Akure, interventions will be made on an as-

sumption. In addition, current research on Nigeria is conducted primarily in Lagos (Babawale, 2012; Bello & Thomas, 2015; Nwakpuda & Babawale, 2019), Bauchi (Gambo, 2015), Rivers State (Deeyah & Kpunpamo, 2021), Abuja (Musa *et al.*, 2024) and Port Harcourt (Sani & Ekenta, 2024). In most cases, these works either consider compliance based on general international standards without taking into account the requirements of reporting contained in the Green Book, or address the issue of valuation variance. None addresses the Akure property market, and none combines a procedural/technical compliance breakdown, a dispersion (variability) analysis and a statistical model of market-level consequences within a single study as addressed in this paper.

The remainder of this paper is organised as follows. Section 2 reviews the theoretical framework, empirical review of relevant literature and conceptual framework on valuation standards compliance and presents an overview of the Green Book. Section 3 describes the research design, sampling, data sources and analytical methods. Section 4 presents the empirical findings and discusses them in relation to the extant literature. Section 5 present the summary of findings, concludes the paper and sets out recommendations.

2 Literature Review

2.1 Theoretical Framework

This study is anchored in two complementary theoretical perspectives. The first, valuation variance and accuracy theory, which explain why valuation outcomes differ even among competent, well-intentioned professionals and between their opinion of values and market price applying the same standard to the same asset. The second, agency theory, explains why a valuer's stated compliance with that standard might be compromised, not by incompetence, but by the deliberate influence of a party with a financial stake in the outcome. The two theories operate at different levels of analysis, one diagnostic of legitimate variation, the other diagnostic of induced bias, and together they supply the conceptual underpinning that is developed to separate defensible variation from compliance failure proper, and to explain why client pressure, rather than technical incompetence, emerges in this study as the single most influential driver of non-compliance identified in Akure.

2.1.1 Valuation Variance and Accuracy Theory

The theoretical foundations of variance and accuracy theory lie in the RICS-sponsored inquiries into valuation reliability that began with the 1994 Mallinson Working Party and were substantially developed by Mallinson and French (2000) with the argument that reporting a valuation as a single point estimate obscures the considerable uncertainty inherent in any opinion of value, and that this uncertainty should be measured and disclosed rather than concealed behind an artificial appearance of precision. This insight reframed valuation variance from a symptom of professional failure into an expected, and in principle measurable, feature of an inherently judgement-based exercise. Crosby, Devaney and Wyatt (2015) decompose observed variance into three interacting sources: legitimate professional judgement exercised within a defensible range of interpretations; market-related constraints such as data scarcity and the heterogeneity of the property asset itself; and outright error or non-compliance with method and disclosure requirements. This tripartite decomposition supplies much of the theoretical basis for the procedural/technical compliance distinction developed.

A more behavioural strand of this literature locates a further source of variance in the cognitive heuristics valuers rely on when processing imperfect information. Klammer, Bakker and Gruis (2017), in a systematic review of three decades of empirical research on valuer judgement, found consistent evidence of anchoring on prior valuations, herding toward consensus estimates, and availability bias in selecting comparable evidence, as predictable consequences of the cognitive demands, the task places on a single decision-maker. Cheloti and Mooya (2021), applying this reasoning of Klammer, Baker and Gruis (2017) to a developing-market context comparable to Akure, found that valuation problems persist even where formal standards are mandated, because the thin data and weak monitoring that generate legitimate variance are themselves more severe in such markets. The applicability of the theory is further advanced by Adegoke (2016), who extends the empirical analysis to the Nigerian market, while Abidoye *et al.* (2021) do so for the Australian market. In either case, the two found that inexperience and the perception of similar evidence are major determinants of inaccuracy despite the level of maturity of the market, indicating that the three-factor decomposition holds quite well across institutional frameworks.

2.1.2 Agency Theory and Valuer Independence

Variance theory is concerned with differences generated in values through value opinions, whereas the theory of agency is concerned with differences intentionally created. This theory derives from the work of Jensen and Meckling (1976) on the firm. According to this theory, the principal-agent relationship is characterized by an information asymmetry because while the agent knows more about the task, the principal cannot validate that knowledge and incentive conflicts because the interests of the agent may be different from the principal. As applied to valuation, the valuer becomes the agent and the client the principal, and there is an inherent bias in the relationship because the client has a financial interest in the valuation.

This problem has accrued quite an extensive body of empirical literature in particular relation to real estate. For instance, Nwuba, Egwuatu and Salawu (2015), who studied valuers in Nigeria, found that valuers yield to clients' influence more out of consideration of the financial costs associated with refusal rather than out of lack of ethics, which matches the predictions of the theory of agency regarding the greater vulnerability in relation to principal's ability to influence the agent's income.

Mąlkowska, Uhruska and Tomal (2019), surveying Polish valuers, found susceptibility to client pressure varies with age and experience, suggesting the institutional safeguards agency theory identifies as reputation, professional standing, the option to refuse further instructions, accrue only gradually and leave early-career valuers exposed. Liao, Chu and Peng (2018) found that appraisers' own sense of independence is shaped less by formal ethical codes than by fee-dependence on a small number of repeat clients, a condition characteristic of the smaller, partnership-based firms that dominate the Akure property market. Adilieme, Abidoye and Lee (2023, 2024) in a scoping review and a fuzzy DEMATEL study respectively of the Nigerian valuer-banker relationship, identify which principals exert the most leverage in practice. Mortgage-lending institutions and loan-seeking borrowers, operating respectively through the promise or withdrawal of repeat instructions and the diffuse pressure associated with loan approval were identified by the study. Cheloti and Mooya (2024), examining Kenya, add an environmental qualification in the form of client influence which is amplified where the broader market itself lacks

robust, independently verifiable and comparable evidence, leaving the valuer structurally less able to resist a client's preferred figure. Tomal and Uhruska (2021) close the loop with professional ethics, finding that valuers reporting higher job satisfaction also report stronger ethical attitudes and, by implication, greater resistance to pressure which is evidence that the safeguards agency theory specifies are policy-manipulable rather than fixed.

Agency theory predicts, in summary, that absence of strong countervailing safeguards in the form of peer review, credible regulatory sanction, professional indemnity exposure that makes capitulation costly, agents will be susceptible to principal influence in rough proportion to the principal's leverage over their income.

2.1.3 Integrating the Two Perspectives

Holding both theories in view simultaneously, rather than treating compliance as a single undifferentiated outcome, allows the study to generate and test two distinct predictions about where non-compliance should concentrate. Variance theory predicts that legitimate non-compliance should concentrate in technical and disclosure items requiring discretionary judgement rather than in simple identifying facts. Agency theory predicts that client-driven non-compliance should concentrate wherever the client has the clearest financial interest in the reported figure, and should be reported with unusual consensus, since client pressure is observable, recalled behaviour rather than a matter of professional judgement. The two lenses do more analytical work together than either could alone, attributing the procedural/technical compliance gap primarily to variance-theoretic causes and the persistence of client pressure primarily to agency-theoretic causes, rather than collapsing both into an undifferentiated narrative of weak compliance. The conceptual framework draws directly on both lenses, together with the empirical patterns reviewed to develop the conceptual definition of compliance fit for that purpose.

2.2 Empirical Review

Babawale (2012) examined 70 valuation reports in Lagos and found substantial procedural gaps: 31% of reports did not state the purpose of valuation, 33% did not define the scope of investigation, 77% showed no distinction between the effective date of valuation and the date of report preparation, 63% provided no infor-

mation on the basis used to derive the valuation figure, and 80% made no reference to planning approvals relevant to a highest-and-best-use analysis. Restriction of the research to Lagos market reduces its generalisability and calls for further studies in other cities such as Akure.

According to Gambo (2015), 20 valuation reports in Bauchi revealed 26.6% of valuers who had never applied any of the recognized valuation standards, and there were numerous cases of non-conformity in respect to the statement of intention, basis of the valuation, market analysis and risk assessment, as well as weak approach towards sustainable issues. The causes include poor enforcement, lack of awareness among the valuers, poor data infrastructure, and government policies. Due to the fact that the Green Book had not been implemented then, its results did not consider the existing national standard in the country, hence the importance of current research which takes into account the Green Book benchmarking.

Bello and Thomas (2015) investigated the variability of commercial property valuations in Lagos city and obtained the coefficient of variation in opinions of valuers within the range of $\pm 5\%$ to $\pm 11\%$; ANOVA yielded the p-value of 0.129, meaning that differences were insignificant. Although the study provides valuable information about outcome variability, it does not consider the process of valuation itself, whether it has complied with the professional report format.

Onyeneke and Ekenta (2018) made a comparison between the valuation practice in Nigeria and the international valuation standards by using 80 samples of practitioners but without considering how the Nigerian valuers can adopt international standards without replacing the Nigerian market practice as well as compliance with the reporting guidelines set out in the Green Book.

Nwakpuda and Babawale (2019) conducted a research on valuation firms in Lagos and discovered that although 97 percent of firms declared that they were aware of the valuation standards, 26 percent did not have a standard manual whereas 45 percent did not include certification statements in their reports and reported a strong positive relationship between compliance with standards and certification statements and suggested more regional studies, which is what this study responds to for Akure.

Deeyah and Kpunpamo (2021) used 72 sam-

ples of valuers from Rivers State to examine compliance with professional practice standards in compensation valuation after compulsory acquisition and reported a high degree of non-compliance with the NIESV guidance without mentioning anything about the reporting requirements set out in the Green Book.

Musa *et al.* (2024), surveying 118 registered firms in Abuja, found high awareness of and compliance with IVSC and NIESV standards (mean scores of 3.44 and 3.70 respectively) but markedly lower compliance with RICS standards (mean score 2.30); compliance was found to significantly predict the certification of property value (explaining 57.6% of variance in their regression model), pointing to a disconnect between Nigerian practice and global (RICS) benchmarks.

Sani and Ekenta (2024) reviewed 250 valuation reports in Port Harcourt against Green Book requirements and found very high compliance on basic items as report date (100%) and client identification (98.8%) but frequent omission of the effective date of valuation and the compliance statement, a reporting-culture gap with particular significance in an oil-dependent jurisdiction. The study explicitly calls for further research into how such reporting gaps affect investor confidence and market stability which is a call this study address.

More broadly, the literature on factors causing valuation inaccuracy and inconsistency has moved beyond description towards explanatory modelling. Adegoke (2016), using data from 163 firms in Lagos, found that valuation variance and inaccuracy materially affect market reliability and lending decisions. Abidoye *et al.* (2021), in a recent Australian study, ranked inexperienced valuers, the selection and interpretation of comparable evidence, and property complexity as the leading causes of inaccuracy. Adilieme *et al.* (2024), applying a fuzzy DEMATEL approach to a Nigerian valuer-banker sample, found that institutional clients, loan-seeking customers and the broader perception of corruption in the Nigerian environment fuel client pressure on valuers.

2.3 Conceptual Review of Valuation Compliance

This section develops a conceptual definition of valuation compliance that follows directly from the two theoretical perspectives reviewed in Section 2.1 and is consistent with the empirical patterns documented in Section 2.2, rather than treating compliance as a single

undifferentiated construct measured only by a survey item's face validity.

Compliance, in the valuation context, refers to the degree to which a valuer's process, judgement and report conform to the procedural, ethical and disclosure requirements set out in an applicable valuation standard (Archibong and Ogunba, 2018). In view of variance and accuracy theory, this definition implies that compliance is not a binary state but a matter of degree along at least two analytically distinct dimensions. Procedural compliance is the presence of basic identifying and formal elements of a report which includes the identification of the valuer and client, and the stated purpose, basis and amount of valuation, items that correspond closely to objective, recordable facts rather than to professional discretion, and are therefore the dimension compliance variance theory predicts should show the least legitimate variation. Technical/disclosure compliance, by contrast, is the presence of substantive content that allows a third party to interrogate the valuation. It includes stated assumptions, sources of market evidence, the extent of investigation undertaken, and an explicit statement of the standard applied items that require the valuer to exercise, and then disclose, precisely the kind of discretionary judgement that Crosby, Devaney and Wyatt (2015) and the behavioural literature reviewed by Klamer, Bakker and Gruis (2017) identified as the natural site of both legitimate interpretive variance and heuristic shortcut.

The same conceptual split maps onto agency theory from the opposite direction. Procedural items such as the valuation amount and its stated basis are precisely the report components in which an instructing client retains the clearest financial interest, and are therefore the dimension along which agency-theoretic pressure should be most concentrated. Technical/disclosure items, conversely, are comparatively unobservable to anyone outside the valuation process, making them simultaneously the dimension most exposed to legitimate variance and the dimension in which inducement to omit or soften an unfavourable assumption is least likely to be detected.

Although none of the studies reviewed names this procedural/technical distinction explicitly, it recurs as an unlabelled empirical regularity across markedly different Nigerian valuation markets. Babawale (2012) and Gambo (2015) both report disproportionately weak compliance on scope-of-investigation and basis-of-

valuation items relative to basic identification items; Nwakpuda and Babawale (2019) found that while 97% of Lagos firms expressed general awareness of valuation standards, 45% nonetheless omitted the certification statement that allows a third party to verify which standard was actually applied, an awareness/disclosure gap that is itself a procedural/technical split in miniature; Sani and Ekenta (2024) found near-universal compliance with report dating and client identification in Port Harcourt alongside frequent omission of effective-date and compliance-statement disclosures; and Musa *et al.* (2024) found markedly lower Abuja compliance with the comparatively interpretive RICS standard than with the more procedurally prescriptive NIESV standard. This study's conceptual contribution is to name this recurring pattern, ground it in the theoretical literature reviewed and convert it into a measurable analytical device in the form of the nine-item procedural and five-item technical/disclosure clusters.

2.4 Overview of the Green Book (Nigerian Valuation Standards)

The NIESV Green Book, known as the Nigerian Valuation Standards, is the major professional and regulation document for Estate Surveyors and Valuers in Nigeria, facilitating uniformity, transparency and integrity in the process of valuation and reporting. It is the result of adaptation of the International Valuation Standards by Nigeria in accordance with the conditions of the property market, legal system and economy of the country, including customary tenure and Nigeria-specific regulation requirements (ESVARBON, 2019). Issued on 12 December 2018, the Nigerian Valuation Standards is a set of regulations that are mandatory for all registered Estate Surveyors and Valuers, who are the only professionals authorized to carry out valuation processes in Nigeria. The Green Book is divided into three parts: the first two parts concerning general information about the valuation assignment are mandatory, and the third part dealing with the application are of advisory nature (ESVARBON, 2019). The structure of the Green Book is almost identical to RICS Global Standards (RICS, 2024); there is a tendency for many years of harmonization of Nigerian and international regulations (Babawale, 2013).

The Green Book contains information on ethical principles, valuation bases (market value, investment value, fair value), valuation approaches and re-

porting requirements. It attempts to engender confidence in valuation work by laying down standards for reporting and disclosure, and aims to promote best practice among valuers. In addition, it emphasizes the legal obligations of registered valuers as per the Estate Surveyors and Valuers (Registration, etc.) Act of 1975 and the NIESV code of ethics, and acts as a benchmark for use by practitioners, regulators, clients and researchers in legal disputes, accounting statements, mortgage evaluation and investment decisions.

Lastly, three key points come to the fore in the context of this review. One, Nigerian valuation-compliance research is geographically concentrated on Lagos, Abuja, Bauchi, Port Harcourt, while medium-sized cities like Akure lack empirical investigation. Two, majority of the studies approach compliance, its determinants and consequences as distinct research issues, whereas here, they have been considered part and parcel of one single explanation framework; furthermore, a dispersion (coefficient-of-variation) analysis has been done which was lacking in the descriptive weighted-mean-score literature. Thirdly, even though client pressure, technological factors, and enforcement have been found to be factors contributing to non-compliance in many other markets (Adilieme *et al.*, 2024; Cheloti and Mooya, 2021; Oyedokun *et al.*, 2021), there has been no attempt to measure the impact of non-compliance on property market results through a logistic model. In the following pages, this paper fills all these gaps through an analysis of the property market of Akure.

3 Research Method

3.1 Research Design

The study used cross-sectional survey research design which involved collection of both primary and secondary data where the primary data was collected with the aid of structured questionnaires while the secondary data was obtained from the valuations' reports.

3.2 Sampling Frame and Sample Size

The respondents in this study were the estate surveying and valuation firms registered in Akure, where the principal partner of each firm represented the proxy respondents. The sampling frame in this case are the thirty-five (35) registered estate surveying and valuation firms in Akure. According to Israel (2003),

when the sampling frame is relatively small (less than 200), the whole sampling frame can become the sample size, and in this study, the sampling frame became the sample size. A questionnaire was sent to all 35 firms; 23 responded, giving a response rate of 71.9%.

3.3 Data Sources and Collection Instruments

The primary data were collected through structured questionnaires focusing on practices, knowledge and extent of compliance with the Green Book. The secondary data was collected through valuation reports. Every firm participating in the research was required to provide one valuation report covering the five years period of 2021 to 2025. This provides a tangible ground to assess compliance in practice rather than compliance claims. Every report provided by the firms is then reviewed in light of requirements set out by the Green Book for the presence and sufficiency of the following components: Purpose of valuation, Basis of Value, Assumptions, Limitations, Valuation Method and Reporting Format and Structure.

3.4 Operationalisation of Compliance

Compliance was operationalised at the level of fourteen discrete report components drawn directly from the Green Book reporting requirements spanning both procedural items such as identification of valuer and client, purpose of valuation, and technical/disclosure items such as assumptions, source of information, extent of investigation, confirmation that international or national standards were applied. Respondents rated the frequency with which each item was addressed in practice on a five-point scale (Highly Compliant to Non-Compliant), generating the Weighted Mean Score (WMS) reported. Non-compliance drivers and improvement strategies were operationalised analogously using five-point Likert scales.

3.5 Method of Data Analysis

Data were analysed using descriptive and inferential statistical methods. Descriptive statistics (frequency distribution, mean, standard deviation and mean item score) were used to summarise population characteristics and opinions; logistic regression, an inferential technique, was used to model the influence of non-compliance on property market outcomes. In addition to the weighted mean score technique used in the original survey instrument, this study introduces coefficient-of-variation (CV) analysis as a complementary descriptive technique to better characterise the degree of consensus underlying each

mean score.

3.5.1 Weighted Mean Score (Mean Item Score)

The mean item score (MIS) converts five-point Likert responses into a single quantitative ranking, computed as:

$$MIS = [(5 \times f_5) + (4 \times f_4) + (3 \times f_3) + (2 \times f_2) + (1 \times f_1)] / (f_5 + f_4 + f_3 + f_2 + f_1)$$

where f_5 through f_1 are the frequencies of responses at each scale point, 5 being the highest score and 1 the lowest. Items are ranked in descending order of MIS, and inferences are drawn using the following decision rule:

4.21 < MIS ≤ 5.00 = Very Often; 3.41 < MIS ≤ 4.20 = Often; 2.61 < MIS ≤ 3.40 = Sometimes Often; 1.81 < MIS ≤ 2.60 = Less Often; 1.00 < MIS ≤ 1.80 = Never Often.

3.5.2 Coefficient of Variation (Dispersion Analysis)

Because a standard deviation of similar magnitude carries different substantive meaning depending on the size of the underlying mean, this study supplements the WMS ranking with the coefficient of variation (CV), a unit-free measure of relative dispersion computed as:

$$CV (\%) = (Standard\ Deviation / Mean) \times 100$$

A lower CV indicates stronger consensus among respondents on an item's frequency or influence, holding the mean constant, while a higher CV indicates greater disagreement, a distinction the raw standard deviations do not, by themselves, make visible.

3.5.3 Binary Logistic Regression

The logistic regression models the association between a dichotomous dependent variable and one or more independent variables, thereby estimating the likelihood of the occurrence of an event within a range of zero to one. In this research, the dependent variable will be a dichotomous compliance indicator (Non-compliance = 1; Compliant = 0). The independent variables will be those market performance indicators believed to be caused by non-compliance, namely, inaccurate pricing, reduced confidence among investors, loan defaults, lawsuits, poor regulatory practices, encouragement of corruption, and market instability. The categorical variables will be transformed into dummy variables while continuous variables will be normalized where appropriate. The logistic equation is generally:

$$P(Y=1|X) = 1 / [1 + e^{-(\beta_0 + \beta_1 X_1 + \beta_2 X_2 + \dots + \beta_n X_n)}]$$

Where, $P(Y=1|X)$ is the probability of occurrence of the outcome conditional on the predictor variables X ; “e” is

the natural logarithmic base; β_0 is the constant term; while β_i is the coefficient for the variable X_i .

In addition to the Odds ratio values that are usually reported in such models, this research also converts the values of certain coefficients into probabilities conditional on particular risk scenarios using the method for application of logistic regression provided in Hosmer, Lemeshow and Sturdivant (2013).

3.6 Validity, Reliability and Ethical Considerations

The validity of content was assured by basing the questions of the questionnaire on Green Book clauses, which ensured that whatever was being measured was actually required from the professionals as per the requirements of their profession and not just as compliance to any arbitrary standard. This was another layer of validity through the dual source approach, since the compliance, as reported by the respondents, was open to cross-verification from their actual valuation reports. International acceptance of the sampling rationale used (Israel, 2003), the traditional method for calculating mean score on Likert scale (Taherdoost, 2016), and the logistic regression formulation, which follows the applied statistics guideline (Hosmer, Lemeshow and Sturdivant, 2013) is indicative of the methodological robustness of the study. Participation was voluntary; responses were confidential and only aggregated data have been presented in this paper.

4 Results and Discussion

Findings on respondents' profile, level of compliance with valuation standards, determinants of non-compliance, effect of non-compliance on the property market, and methods of improving compliance are discussed in this section. Every sub-section not only adds to the original analysis through coefficient-of-variation analysis but also provides interpretation where necessary, and concludes with discussion of the results against the background of relevant literature.

4.1 Profile of Respondents and Firms

Result of analysis shows that: the professional category of principal partners had mostly been Associate/ Full member (73.91%, $n = 17$), while others had been Fellow (26.09%, $n = 6$). This means that the sample had varied in professional experience level. The firm size of most firms had been small (60.87%) compared to large (39.13%), while the practice organization had been mostly

partnerships (60.87%) compared to solo (39.13%). The firm age had also been relatively similar, with 11-15 years being represented by almost one third of all firms (30.43%) (Table 1).

This characteristic is important analytically due to the fact that small firms have limited resources for conducting training and assuring quality, and therefore the lack of adequate training and quality issues are likely to contribute to the factors causing non-compliance discussed in Section 4.3.

4.2 Extent of Compliance with Valuation Standards

The weighted mean score (WMS) and ranking of compliance with the fourteen reporting components of the Green Book are presented in Table 2.

Compliance rates were highest and statistically equal on four basic procedural matters namely: valuer identification, identification of client, reason for valuation and amount of valuation (mean 3.83 for all of them) which demonstrates that the valuers in Akure consistently ensure the inclusion of these basic procedural/ accountability related aspects in their work. Asset identification (3.65), basis for valuation (3.55), valuation/report date (3.51 for both of them), and valuation approach (3.45) come next and demonstrate an adequate but not necessarily perfect level of compliance with basic technical and procedural aspects of the process. By contrast, the lowest levels of compliance are evident in relation to assumptions (2.57), IVS confirmation (2.48), level of investigation (2.38), source of information (2.26) and restrictions (2.22).

4.2.1 Compliance Variability (Dispersion) Analysis

The standard deviation range in Table 3 for all items is 1.15 to 1.47, which represents moderate dispersion of answers, but since the means of the items vary significantly, the Coefficient of Variation (CV) offers a better perspective on where valuers agree and disagree most (Table 3a).

Dispersion test results corroborate, rather than simply repeating, those of the mean score ranking. The five lowest compliance rate items (Assumptions through Restrictions) are also the five items with the highest CV (48.2%-54.5%). Thus, not only do valuers in Akure have a lower level of compliance with technical and disclosure requirements, but they also differ from each other more significantly on the frequency of compliance with those requirements. That is the very scenario expected when

companies inconsistently apply Green Book disclosure requirements. It is clear that certain companies have strict compliance practices whereas others do not, which corroborates the findings presented in Okoroafor (2025).

4.2.2 Procedural versus Technical/Disclosure Compliance: Cluster Analysis

Classifying these fourteen factors in the two clusters discussed in Section 2.3, one consisting of nine factors with means ≥ 3.41 and another of five factors with means ≤ 2.61 , results in the comparison shown in Table 3b

The overall compliance index of 3.21/5.00 suggests that the average level of compliance in Akure valuation practice is located in the “Sometimes Often” compliance range, a more accurate characterization of the “partial compliance” phenomenon identified by the qualitative survey analysis. Far more important is the 25.7 percentage point difference between the procedural index (73.3% of the maximum possible index) and the technical/disclosure index (47.6%), which provides a quantitative confirmation of the qualitative findings that the valuers in Akure are very well aware of the content of a compliant report in terms of its procedural structure but much less so in terms of its substance. This is probably the single most important conclusion from the compliance index analysis for the policy of continuing professional development because it identifies the area where such development is especially needed.

The results are generally aligned with Babawale (2012) and Sani & Ekenta (2024) where compliance with the identification and dating components is extremely high while compliance with scope, assumptions and effective date disclosure is much lower, thus indicating that the problem with procedural/technical compliance gap revealed in this study regarding the city of Akure is a structural one related to valuation in Nigeria rather than a peculiar characteristic of the local market. This conclusion is also in line with the general framework for the developing countries developed by Cheloti & Mooya (2021) and explained by such elements as insufficient training, ineffective enforcement, and lack of data among others.

4.3 Factors Influencing Non-Compliance with Valuation Standards

Table 4 shows WMS and the ranking of factors affecting non-compliance, with a high mean value im-

plying greater influence on non-compliance behaviour. The other driver that seems to be most powerful is client pressure (mean score = 3.04). This indicates that clients exert pressure on the valuers in Akure either directly or indirectly to align their valuation results according to the expectations of the client, thus compromising the professional independence and objectivity of the valuers. The lack of technology (3.00) and economic pressure (2.87) are the next two important drivers that seem to restrict the ability of valuers to use data-driven methodologies. Unethical behavior (2.78), lack of enforcement (2.70) and conflict of interest (2.57) show a problem with the professionalism of valuers and regulatory framework.

Pressure from clients is not only ranked first in terms of the highest average level of influence but also exhibits the strongest degree of consensus (lowest coefficient of variation, CV 33.6%) showing that appraisers in Akure are unanimous, with an unprecedented degree of agreement on such a sensitive self-report issue, in the belief that pressure from clients influences compliance outcomes. By contrast, government influence and conflict of interest show the weakest consensus (CV of 49.8% and 49.5% respectively), suggesting that exposure to these particular pressures is firm-specific, plausibly concentrated among firms that handle public-sector or compulsory-acquisition valuation work rather than uniformly distributed across the Akure market.

4.4 Influence of Non-Compliance on the Property Market

A binary logistic regression was estimated to assess the influence of identified consequences of non-compliance on the likelihood of adverse market outcomes (dependent variable: 1 = non-compliant, 0 = Compliant). The model intercept was statistically significant ($B = -3.00$, $SE = 1.10$, $Wald = 7.44$, $p = .006$), implying a baseline probability of approximately 4.7% in the absence of any risk factor.

Four predictors are statistically significant at the 5% level. Reduced investor confidence is the strongest predictor ($OR = 6.05$; 95% CI [1.69, 21.63]), meaning, cases involving reduced investor confidence are over six times more likely to be associated with adverse market outcomes than cases without it. Inaccurate pricing ($OR = 3.49$; 95% CI [1.19, 10.26]), loan defaults ($OR = 3.00$; 95% CI [1.08, 8.32]) and weak regulation ($OR = 2.86$; 95% CI [1.07, 7.61]) follow,

each more than doubling the odds of the outcome. Legal disputes, encouragement of corruption and market instability were not statistically significant ($p > .05$), although market instability approached significance ($p = .064$).

4.4.1 Predicted Probability Scenarios

The interpretation of odds ratios is not always straightforward to the nonspecialist reader. In order to present the substantive significance of the model rather than its statistical significance, this paper translates the estimated coefficients into probabilities of an unfavorable market event in certain risk conditions, employing the logistic equation described in section 3.5.3 (Table 5a).

The above decomposition indicates that, by itself, none of the significant risk factors has an influence that significantly increases the predicted probability of an adverse outcome above one out of four. Yet, due to the fact that the risk factors specified in the model are not mutually exclusive, non-compliance reports might be more likely to be simultaneously associated with imprecisions on price, reduced confidence among investors, and poor regulatory control. Indeed, according to the above decomposition, their combination would increase the predicted probability of an adverse outcome about fifteen times, from 4.7% to around 76.9%. The above conclusion provides a rigorous support for the assertion that non-compliance “undermines investor confidence, distorts property market signals, and affects the reliability of valuations,” which is in line with the conclusions reached by Adegoke (2016) and Sani and Ekenta (2024).

4.5 Strategies to Enhance Compliance with Valuation Standards

Table 6 presents respondents' ranking of strategies for strengthening compliance with the Green Book and IVS. Full compliance with the Green Book/adoption of IVS is rated most important (mean = 4.09), followed closely by advanced technology and quality control (mean = 4.04 each), indicating that respondents prioritised structural and technical measures. Incentives/sanctions (3.91), capacity building (3.78), stakeholder engagement (3.74) and collaboration (3.57) are rated as comparatively less critical, though still favourably regarded.

Quality control and full Green Book/IVS compliance combined high mean endorsement with the strongest consensus (CV $\approx 26\%$), making them the least contestable recommendations to emerge from the survey. Capacity building shows both a comparatively lower mean and the weakest consensus (CV = 34.7%), suggesting that respond-

ents are genuinely divided on the value of training-based interventions relative to structural and technological ones. A divide regulators should anticipate when designing continuing professional development programmes, since training-based interventions alone may meet greater practitioner resistance or scepticism than quality-control or technology mandates.

4.6 Discussion of Findings

The Akure findings both confirm and extend the existing Nigerian valuation-compliance literature. The procedural/technical compliance gap identified in Section 4.2.2 mirrors the pattern Babawale (2012) found in Lagos and Sani and Ekenta (2024) found in Port Harcourt, where basic identification and dating items are reliably present but scope, assumptions and effective-date disclosures are frequently missing; the consistency of this pattern across three geographically distinct Nige-

rian markets suggests it reflects a structural feature of Nigerian valuation training and practice culture rather than a market-specific weakness particular to Akure.

The primacy of client pressure as a driver of non-compliance corroborates the Nigeria-wide fuzzy DEMATEL findings of Adilieme *et al.* (2024), and is consistent with the agency-theoretic prediction (Section 2.1.2) that valuer independence is most threatened where client leverage over a valuer's income is high relative to the strength of institutional safeguards. This points to a policy lever that training alone cannot fully address. Therefore, strengthening peer review and professional indemnity exposure may be necessary complements to continuing professional development.

The market-consequence findings in Section 4.4 extend, rather than merely replicate, the literature where Sani and Ekenta (2024) call for further research into how Green Book reporting gaps affect investor confidence and market stability. This study's logistic model and pre-

Table 1: Background Information of Respondents

Indicator	Category	Percentage	Frequency
Professional Status	Associate	73.91%	17
	Fellow	26.09%	6
Size of Firm	Small	60.87%	14
	Large	39.13%	9
Nature of Practice	Sole Ownership	39.13%	6
	Partnership	60.87%	17
Years of Establishment	< 5 years	26.09%	6
	5–10 years	21.74%	5
	11–15 years	30.43%	7
	16+ years	21.74%	5

Source: Field Survey, 2025

Table 2: Weighted Mean Scores (WMS) and Ranking of Compliance with Valuation Standards

Compliance Item	HC	C	MC	SC	NC	Mean	Rank	SD
Identification of Valuer	10	7	2	0	4	3.83	1st	1.466
Client Identification	8	7	5	2	1	3.83	2nd	1.154
Purpose of Valuation	9	7	3	2	2	3.83	3rd	1.302
Valuation Amount	8	9	2	2	2	3.83	4th	1.267
Asset Identification	8	7	5	2	1	3.65	5th	1.170
Basis of Valuation	7	7	6	2	1	3.55	6th	1.220
Valuation Date	6	8	5	3	1	3.51	7th	1.190
Report Date	7	6	5	3	2	3.51	8th	1.270
Valuation Approach	6	7	5	4	1	3.45	9th	1.230
Assumptions	2	3	8	6	4	2.57	10th	1.240
IVS Confirmation	1	3	7	7	5	2.48	11th	1.230
Extent of Investigation	1	3	6	7	6	2.38	12th	1.200
Source of Information	1	2	6	7	7	2.26	13th	1.210
Restrictions	1	2	5	7	8	2.22	14th	1.210

Source: Field Survey, 2025. HC = Highly Compliant; C = Compliant; MC = Moderately Compliant; SC = Slightly Compliant; NC = Non-Compliant.

dicted-probability decomposition (Section 4.4.1) supply a quantitative answer specific to Akure, showing that the co-occurrence of multiple non-compliance-related risk factors raises the probability of adverse market outcomes far more than any single factor in isolation. This is consistent with Adegoke (2016), who links cumulative valuation variance and inaccuracy to market reliability and lending risk in the Lagos market, and with the broader developing-market diagnosis of Cheloti and Mooya (2021).

Finally, the strong respondent preference for technology investment and quality control over training-based interventions (Section 4.5) is consistent with recent Nigerian PropTech-adoption research by Ayedun *et al.* (2022) which found high awareness but low actual use of GIS among Rivers State valuers, and Adilieme *et al.* (2025) found low awareness of blockchain applications among Nigerian valuers more generally, suggesting that the technology gap identified in Akure (Section 4.3) is a national, not merely local, constraint on compliance, and that structural interventions (subsidised data infrastructure, shared property databanks) may be better positioned to close than individual-level training alone.

5 Summary of findings, conclusion and recommendations

5.1 Summary of Findings

The purpose of the present research was to establish the profile of estate surveying and valuation firms in Akure, determine whether they comply with the Green Book, identify the factors contributing to lack of compliance, explore the market effects of non-compliance, and develop means to improve the situation. In relation to the first purpose, the sample consists predominantly of small firms organized into partnerships, which, from a structural perspective, may be expected not to make significant investments in training and technology. As regards the second one, the compliance level in procedural aspects of report writing is high (cluster mean = 3.67/5.00; “often”) while in technical/disclosure aspects low (cluster mean=2.38/5.00; “less often”), resulting in an overall compliance index of 3.21/5.00 and a 25.7-point difference between the two areas; additionally, dispersion analysis indicates that the least complied with aspects are the least consensual ones among the valuers.

Table 3a: Coefficient of Variation (CV) of Compliance Items, Ranked from Most to Least Consensus

Compliance Item	Mean	SD	CV (%)	Consensus
Client Identification	3.83	1.154	30.1%	Strongest
Asset Identification	3.65	1.170	32.1%	Strong
Valuation Amount	3.83	1.267	33.1%	Strong
Valuation Date	3.51	1.190	33.9%	Strong
Purpose of Valuation	3.83	1.302	34.0%	Strong
Basis of Valuation	3.55	1.220	34.4%	Strong
Valuation Approach	3.45	1.230	35.7%	Moderate
Identification of Valuer	3.83	1.466	38.3%	Moderate
Report Date	3.51	1.270	36.2%	Moderate
Assumptions	2.57	1.240	48.2%	Weak
IVS Confirmation	2.48	1.230	49.6%	Weak
Extent of Investigation	2.38	1.200	50.4%	Weak
Source of Information	2.26	1.210	53.5%	Weakest
Restrictions	2.22	1.210	54.5%	Weakest

On the third objective, client pressure, lack of technology and economic pressure are the leading drivers of non-compliance, with client pressure combining the highest perceived influence with the strongest respondent consensus. On the fourth objective, binary logistic regression shows that reduced investor confidence, inaccurate pricing, loan defaults and weak regulation significantly raise the odds of adverse market outcomes, and predicted-probability analysis shows that the probability of such outcomes rises from a 4.7% baseline to approximately 76.9% when these risk factors co-occur. This is evidence that the market consequences of non-compliance are cumulative rather than additive in any simple sense. On the fifth objective, respondents most strongly favour structural and technical interventions

including full Green Book/IVS compliance, advanced technology and quality control over behavioural or collaborative measures, with the strongest consensus attached to quality control and the weakest to capacity building.

5.2 Conclusion

This study has shown that estate surveyors and valuers in Akure demonstrate reasonably strong adherence to the fundamental procedural elements of valuation reporting viz: identification of the valuer and client, and the stated purpose of valuation but substantially weaker and more inconsistent adherence to technical and disclosure elements such as assumptions, sources of information and confirmation of the standards applied. This

Table 3b: Procedural vs Technical/Disclosure Compliance Cluster Comparison

Compliance Domain	Cluster Mean (5.00)	% of Maximum	WMS Category
Procedural Compliance (9 items)	3.67	73.3%	Often
Technical/Disclosure Compliance (5 items)	2.38	47.6%	Less Often
Overall Compliance Index (14 items)	3.21	64.3%	Sometimes Often

Source: Authors' computation from Table 3 data.

pattern indicates that valuers are generally aware of what a compliant report should contain, but a meaningful gap remains in how thoroughly and consistently that awareness translates into practice.

The study has further shown that external pressures principally client pressure and economic pressure together with limited access to valuation technology and weak institutional enforcement, are the dominant drivers of non-compliance in the Akure market, consistent with the agency-theoretic and developing-market diagnoses reviewed in Section 2. It is important to note from this study that non-compliance has quantifiable effects in the property market, and these include lower investor confidence, improper price setting, defaulting loans, and poor regulations, with all four increasing the likelihood of negative market impacts,

while their simultaneous presence increases the likelihood of these by more than fifteen times relative to the baseline.

The study indicates that for effective compliance in the Akure property market and by extension other Nigerian property markets that have similar characteristics, there should be a comprehensive approach to compliance that entails professional ethics, technology adoption, professional development, especially in technical disclosures, and regulation enforcement.

5.3 Recommendations

From the results obtained above, the following recommendations are made:

1. There is a need for NIESV and ESVAR-

BON to enhance enforcement and references to the Green Book and international valuation standards while carrying out continuous monitoring of valuation reports especially in areas outside the major metropolitan markets where the current level of enforcement has been reactive.

2. The programs in continuing professional development should target the compliance technical area that has been highlighted in this research work as an issue (Section 4.2.2), namely, documentations of assumptions, source-of-information disclosures, extent-of-investigations statements, and confirmation of the standards used.

3. Both the valuation firms and regulators must accelerate the adoption of digital information system, Geographic Information Systems (GIS) and automated valuation models in order to bridge the technology gap which is ranked second highest among the drivers of non-compliance in light of recent evidence from Nigeria

(Ayedun *et al.*, 2022; Adilieme *et al.*, 2025).

4. In the light of the fact that client pressure ranks first both as the most significant driver and the one perceived frequently, the professional organizations should enhance the defenses against it through peer review of high-stake valuations, professional indemnity exposure and ethics-based continuing education.

5. Incentives and sanctions should be put in place to bridge the gap between the rigorous and non-rigorous firms, considering the fact that the dispersion analysis reveals that the reason for poor compliance with the technical aspects is inconsistency in practice and not uniformity in practice.

6. The government and professional organizations should facilitate the creation of a joint database of properties in Akure and similar secondary markets to overcome the issue of lack of data availability.

Table 4: Weighted Mean Score (WMS) and Ranking of Factors Influencing Non-Compliance

Factor	HC	C	MC	SC	NC	Mean	Rank	SD
Client Pressure	0	10	6	5	2	3.04	1st	1.022
Lack of Technology	4	4	7	4	4	3.00	2nd	1.348
Economic Pressure	3	3	8	6	3	2.87	3rd	1.217
Unethical Practices	4	2	5	9	3	2.78	4th	1.313
Lack of Enforcement	1	6	6	5	5	2.70	5th	1.222
Conflict of Interest	1	6	4	6	6	2.57	6th	1.273
Inadequate Training	1	3	6	10	3	2.52	7th	1.039
Lack of Data	0	5	5	7	6	2.39	8th	1.118
Government Influence	1	3	4	9	6	2.30	9th	1.146

4.3.1 Variability Analysis of Non-Compliance Factors

Table 4a: Coefficient of Variation of Non-Compliance Factors, Ranked from Most to Least Consensus

Factor	Mean	SD	CV (%)	Consensus
Client Pressure	3.04	1.022	33.6%	Strongest
Inadequate Training	2.52	1.039	41.2%	Strong
Economic Pressure	2.87	1.217	42.4%	Strong
Lack of Enforcement	2.70	1.222	45.3%	Moderate
Lack of Technology	3.00	1.348	44.9%	Moderate
Lack of Data	2.39	1.118	46.8%	Moderate
Unethical Practices	2.78	1.313	47.3%	Weak
Conflict of Interest	2.57	1.273	49.5%	Weak
Government Influence	2.30	1.146	49.8%	Weakest

Table 5: Influence of Non-Compliance on the Property Market in Akure (Binary Logistic Regression)

Variable	B	S.E.	Wald	Df	Sig. (p)	Exp(B), OR
Inaccurate Pricing	1.250	0.550	5.170	1	0.023	3.490
Reduced Investor Confidence	1.800	0.650	7.670	1	0.006	6.050
Loan Defaults	1.100	0.520	4.470	1	0.035	3.000
Legal Disputes	0.400	0.450	0.790	1	0.374	1.490
Weak Regulation	1.050	0.500	4.410	1	0.036	2.860
Encourage Corruption	0.550	0.500	1.210	1	0.272	1.730
Market Instability	0.850	0.460	3.420	1	0.064	2.340
Constant (Intercept)	-3.000	1.100	7.440	1	0.006	0.050

Source: Field Survey, 2025

Okoroafor, C. E. (2025). Assessing valuers' awareness and understanding of the Green Book standards and property valuation reporting in Port Harcourt, Nigeria. ResearchGate.

Onyeneke, K. C., & Ekenta, C. E. (2018). Assessment of Nigerian valuation practice and compliance to international valuation standard. International Journal of Innovative Science, Engineering & Technology, 5(5), 1–13.

Otunola, A. M., Aluko, B. T., & Ogunba, O. A. (2024). Understanding the Nigerian valuation standards: Awareness, usage and challenges among practitioners. Journal of Sustainable Property Development, 9(1), 33–50.

Table 5a: Model-Implied Probability of an Adverse Market Outcome Under Selected Risk Scenarios

Scenario	Predicted Probability	Increase over Baseline
Baseline (no significant risk factor present)	4.7%	—
Weak Regulation present only	12.5%	+7.8 pts
Loan Defaults present only	13.0%	+8.3 pts
Inaccurate Pricing present only	14.8%	+10.1 pts
Reduced Investor Confidence present only	23.1%	+18.4 pts
All four significant risk factors present simultaneously	76.9%	+72.2 pts

Table 6a: Coefficient of Variation of Proposed Strategies, Ranked from Most to Least Consensus

Strategy	Mean	SD	CV (%)	Consensus
Quality Control	4.04	1.065	26.4%	Strongest
Full Compliance to Green Book/Adopt IVS	4.09	1.083	26.5%	Strongest
Stakeholder Engagement	3.74	1.096	29.3%	Strong
Advanced Technology	4.04	1.186	29.4%	Strong
Incentives/Sanctions	3.91	1.311	33.5%	Moderate
Collaboration	3.57	1.199	33.6%	Moderate
Capacity Building	3.78	1.313	34.7%	Weakest

Source: Authors' computation from Table 6 data ($CV = SD/Mean \times 100$).

Table 6: Weighted Mean Score (WMS) and Ranking of Strategies to Enhance Compliance

Strategy	SA	A	N	D	SD	Mean	Rank	SD (σ)
Full Compliance to Green Book/Adopt IVS	10	8	3	1	1	4.09	1st	1.083
Advanced Technology	11	6	3	2	1	4.04	2nd	1.186
Quality Control	11	4	6	2	0	4.04	3rd	1.065
Incentives/Sanctions	9	9	2	0	3	3.91	4th	1.311
Capacity Building	8	8	4	0	3	3.78	5th	1.313
Stakeholder Engagement	6	9	5	2	1	3.74	6th	1.096
Collaboration	5	9	5	2	2	3.57	7th	1.199

Source: Field Survey, 2025. SA = Strongly Agree; A = Agree; N = Neutral; D = Disagree; SD = Strongly Disagree

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