

Home ownership is an Indians dream: A Comparative study on Impact of Demographic Factors on Home Ownership

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Abstract - Because of fast populace development, there is a hurried amplification in housing sector and consequently housing related activities are also sensible prompted the development of Housing Finance Sector in India. Consequently, large number of private and public sector financial institutions have into the housing sector. Though India has an enormous history of establishing housing finance institutions, still there is a need to give much attention to adopt appropriate policies & procedure to cater to housing loan. The demographic factors are the major key factors that influencing the borrower's decisions and thus there is a need for the study and the due influence. At this juncture, this paper makes an attempt to understand influence of demographic factors of borrowers and there is desperate need to the impact of each factor. This paper provides useful insight to explore the ground reality which helps to policy makers and for constructive judgment. At this juncture, the researcher has conducted a sample survey and examined the influence of socio-economic factors of respondents' demographic factors that had influencing factors of homeownership through financial institutions. The study applied MLR (Multiple Linear Regression) analysis of critical autonomous variable with the assistance of Z-tests and also adopts ANOVA tests to discover the degree of variety in choices of home loan borrowers.

Key words: Housing and Housing Finance, Relationship of socio-economic factors, impact of Demographic factors on determinants of home-ownership.

I. Introduction

Enough housing is an indispensable requirement of human and can increase the wellbeing of the households. Housing is not only 'domestic device for mankind's moral' but also provides safety and security to the human beings. There is always a substance improvement is being taken place from the time when the civilization begins. In spite of that the population growth, shortage of housing is universal problem particularly in it is very high

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in large populated countries like, India. Therefore, 'housing in India' is being recognized still as key developing element which renders services to accomplish most of the financing activities of the state and as well as public. Initially the Government of India has been created an environment to provide basic shelter to the underprivileged, supporting poor to raise the quality of life, create an ambiance for enhanced wellbeing and hygiene, raise an additional employment in both authorized and un-authorized sector. Apart from outsized population, there is a biggest challenge in India is rapid urbanization. As a result of the rapid urbanization, people migrate from "rural to semi-urban and further more they moved from "semi-urban to urban" areas which led to concise available space for housing. The Indian population is going to hit 1.718 billion by 2060 (UNO report). Subsequently it is necessary build at least 4.7 million housing units per annum by 2030 (NCAER-2003 Report). According to Sah J.P., "The shortage of housing is not only limited to India but also a global problem. However it is a gigantic issue in large populated country like India which created a significant demand even today. As per the opinion of Kerl *et.al.*, Indians used prefer own house rather than rented house that also a sentiment factor causes housing demand. The attractive demand forced encouraged many financing agencies like, private finance partners like, bankers, housing financial institutions, and corporations. Therefore the dimension of home finance in India is nowadays transform customer centric and always try to attract consumers by offering financial incentives.

The government of India has given been more attention towards 'Low-Cost-Housing' in post-apartheid urbanization (Allison Goebel). In view of the fact that majority of Indian population is under below poverty line, it is very much essential to make available subsidized housing is obligatory to support. To serve the massive demand, many finance-al institutions came into existence which provides support for the professionalization of housing. Despite the fact that very few HFIs in India play a vital yet whereupon predominant execution in both private and sector still open. Keeping on the perspective on prior research, this examination made an endeavor a relative investigation on "Dewan Housing Finance Corporation Ltd. (DHFL)" and "GIC Housing Finance Ltd. (GICHFL)". As a sample study, the researcher adopted both qualitative and quantities to analyze both 'Qualitative and Quantitative' tools to examine the impact of 'Demographic factors' on the determinants of home ownership in selected area.

II. Literature Review

Since the basic shelter is dream for every human, majority of households could not able achieve till their retirement age due to their socio-economic conditions. The age of household play a vital role in fulfilling their dream of dwelling since their income levels vary based on age tenure. In spite of the age factor the positive wealth conditions of households also effects in constructing own house. That is reason why housing finance sector in India has developed at a fast pace during the most recent two decades (Tiwari, 2012) when compare to past growth. At the same time, it is absolutely depends on borrowers liquidity and solvency position and housing finance is derived from consumer's liquidity constraint (Floriana Khajuth, 2010). At the same time, the demographic factors like physiological, socio-economic condition influence Households' wellbeing (Wilhelmine D.Miller et al., 2011). In the opinion of C Jepsen and Lisa K. Jepsen (2009), "The impact of demographic factors of borrowers among elderly is a

complex subject” but gender-based residents are same to the standard worth of homes own by married couples. Faustin Kalabamu (2005) attempted to recognize that gender specific contracts framed because of men's takeover of development exercises which were customarily embraced by women in olden days. From the results, it is evidently disclosed that socio-economic factors like, Households age, Income, Gender, Educational Background, occupation, marital status are the key factors which decides the decision to construct their own house by their own funds or loan funds. People like in India may prefer their comforts based on their wealth. This is reason why, the homeownership independently affected the capacity of ‘Low and moderate Income’ (LMI) families to accumulate wealth during the mid-to-late 1990s (Tracy M. Turner and Heather Luea, 2009). From all these, it can be recognized that a liquidity conditions of borrowers can greatly increase the speed of construction. Hence the author intended to test all these demographic factors of respondents which influencing their decision.

III. Research Gap

Disregarding the imperativeness and the proven track of the housing finance division in India is still in developing stage. There are enormous studies have been addressed on cores issues of housing like, its ‘importance’, ‘adequacy’, ‘Problems’, ‘Improving techniques of Housing Sector’ etc. In fact, there are very few studies have been concentrated the decision making process of borrowers and their decisive aspects. For this reason the customer decision is always dynamic in nature because of their changing tastes and preferences time to time. Although very limited comparative studies made an attempt on impact of demographic factors between Private and Public sector HFI”, especially in the area of southern region of India. Thus this study wanted to understand the impact of demographic factors on borrower’s decision regarding home ownership in selected companies in the ‘North Coastal area of Andhra Pradesh’, India. Since, the housing finance sector spread over India by both Public and private sector financial institutions, this study also throws the spotlight upon the largest market leaders in the Indian housing sector by the way of “comparative analysis of both the private and public sector agencies” concentrated to “The GIC Housing finance Ltd. (GICHFL) and Dewan Housing Finance Ltd. (DHFL)”.

IV. Objectives and Hypothesis of the study:

Upon the significance of the study, most part of study focused to enlighten the comparative study of “Impact of demographic factors on home ownership” of selected financial institutions. Subsequently, the following sets of subordinate objectives were planned.

- To study the impact of ‘Demographic factors’ on ‘influencing factor of home ownership’ in both DHFL and GICHFL”
- To understand and compare ‘the significant impact of each determinant of home ownership of home ownership’ between selected HFI in the area of North Coastal districts of Andhra Pradesh’.

In view of the pre-defined objectives, the researcher attempts test the subsequent hypotheses.

H₀₁: The study hypothesized that there is no relationship between “demographic factors of respondents” and their decision while selection of HFI.

H₀₂: The study hypothesized that there is a noteworthy distinction between the private and public sector HFIs in reasons that had influence to take home loan.

H₀₃: It is hypothesized that there is an association between ‘demographic factors of respondents’ and the ‘the reasons for choosing the particular housing’ in HFCs.

V. Research Methodology:

With the end goal of study, the essential information is accumulated from the borrowers of two selected HFIs, one is ‘Dewan Housing Finance Ltd.’ and ‘GIC Housing Finance Ltd.’ in the territory of North Coastal districts of of Andhra Pradesh, India. In order to conduct survey, a paradigm of 10 per cent borrowers taken (120 from DHFL and 180 from GICHFL) as sample. At this point, the study has contemplated the effect of ‘Demographic factors of borrowers’ on respondent's choice on ‘home proprietorship’, for example, ‘Company’, ‘District’, ‘Age’, ‘Gender’, ‘Occupation’, ‘Marital status’, and ‘Educational foundation’, ‘Family size’, and ‘Level of family Income’ and so on." were taken as independent factors. So as to discover the impact, there are Eight components of reasons affected to bring home advance, for example, ‘Tax alleviation’, ‘Desire to changing from leased/rented house’, ‘Social status’, ‘Increase Investment value(real home)’, ‘Family/individual reasons’, ‘Easy accessible of credit’, ‘Low loan cost’, and ‘Influence of companion and family members’ are taken as dependent factors. At this point, the study has examined the outcomes and inferred the significant factors called ‘Demographic factors’ through Multiple Linear Regression ($Y=b_0 +b_1X_1+b_2X_2+.....b_nX_n$) where Y is taken as ‘dependent variable’ and X₁, X₂,X_n are taken ‘independent factors’, b₁, b₂,... ..b_n are the inclines and b₀ is the catch. Further, Z tests and ANOVA tests were directed on all the huge components of ‘Home ownership’ and the ‘demographic factors’ to knows the distinction in the assessment of the respondents’ opinion. The outcomes derived from the investigation are extravagantly clarified with the assistance of Individual worth plots and box plots.

VI. A relative examination on the influencing actors of Home Ownership:

Breaking down the effect of ‘demographic factors on determinants of home possession’ is a continued component and which assumes an indispensable role in attracting customers. The professional housing finance organizations consistently attracts new clients by offering segment based plans/schemes and offers that prompts customer’s attention. While picking the beneficiaries, an essential discretionary technique has been used to perceive the respondents with an ultimate objective of the study in the ‘North Coastal locale of Andhra Pradesh’. The complete distribution of sample is presented in the table 1.

Table 1. Determinant Socio-Economic factors of sample respondents of DHFL and GICHFL

| Demographic factors | DHFL (n=120) | | GICHFL(n=180) | | Total | | Chi-square | P-value | Result |
|------------------------|--------------|--------|---------------|--------|-------|--------|------------|---------|--------|
| | # | % | # | % | # | % | | | |
| Area | | | | | | | | | |
| Visakhapatnam | 60 | 50.0% | 90 | 50.0% | 150 | 50.0% | 0.113 | 0.94 | NS* |
| Vizianagaram | 35 | 29.2% | 50 | 27.8% | 85 | 28.3% | | | |
| Srikakulam | 25 | 20.8% | 40 | 22.2% | 65 | 21.7% | | | |
| Age | | | | | | | | | |
| Below 30 years | 6 | 5.0% | 5 | 2.8% | 11 | 3.7% | 8.998 | 0.029 | S# |
| 30-40 years | 11 | 9.2% | 8 | 4.4% | 19 | 6.3% | | | |
| 40-50 years | 74 | 61.6% | 97 | 53.9% | 171 | 57.0% | | | |
| Above 50 years | 29 | 24.2% | 70 | 38.9% | 99 | 33.0% | | | |
| Gender | | | | | | | | | |
| Male | 91 | 75.8% | 143 | 79.4% | 234 | 78.0% | 0.547 | 0.459 | NS# |
| Female | 29 | 24.2% | 37 | 20.6% | 66 | 22.0% | | | |
| Occupation | | | | | | | | | |
| Govt. Employee | 61 | 50.83% | 86 | 47.78% | 146 | 48.67% | 2.3871 | 0.6651 | NS* |
| Pvt. Employee | 34 | 28.33% | 65 | 36.11% | 100 | 33.33% | | | |
| Business respondents | 15 | 12.50% | 17 | 9.44% | 31 | 10.33% | | | |
| Professional borrowers | 5 | 4.17% | 7 | 3.89% | 11 | 3.67% | | | |
| Retired borrowers | 5 | 4.17% | 5 | 2.78% | 12 | 4.00% | | | |
| Marital Status | | | | | | | | | |

| | | | | | | | | | |
|-------------------------------|-----|--------|-----|--------|-----|--------|--------|--------|-----|
| Married | 104 | 86.7% | 161 | 89.4% | 265 | 88.3% | 0.99 | 0.609 | NS* |
| Single | 5 | 4.2% | 8 | 4.4% | 13 | 4.3% | | | |
| Widowed | 11 | 9.2% | 11 | 6.1% | 22 | 7.3% | | | |
| Educational Background | | | | | | | | | |
| Up to Class X | 19 | 15.83% | 25 | 13.89% | 43 | 14.33% | 0.3961 | 0.9831 | NS* |
| Class XI-XII | 69 | 57.50% | 102 | 56.67% | 172 | 57.33% | | | |
| Under Graduation | 19 | 15.83% | 32 | 17.78% | 50 | 16.67% | | | |
| Post-Graduation | 8 | 6.67% | 13 | 7.22% | 22 | 7.33% | | | |
| Professional studies | 5 | 4.17% | 8 | 4.44% | 13 | 4.33% | | | |
| No. of members in the family | | | | | | | | | |
| 2 or < 2 Members | 5 | 4.2% | 5 | 2.8% | 10 | 3.3% | 1.9 | 0.387 | NS* |
| 3 Members | 80 | 66.7% | 133 | 73.9% | 213 | 71.0% | | | |
| 4 Members | 35 | 29.2% | 42 | 23.3% | 77 | 25.7% | | | |
| Earning members in the family | | | | | | | | | |
| 1 Member | 79 | 65.8% | 112 | 62.2% | 191 | 63.7% | 0.406 | 0.524 | NS* |
| 2 Members | 41 | 34.2% | 68 | 37.8% | 109 | 36.3% | | | |
| Annual income of the family | | | | | | | | | |
| < 2 lakhs | 11 | 9.2% | 20 | 11.1% | 31 | 10.3% | 11.139 | 0.011 | S# |
| Between 2-5 lakhs | 70 | 58.3% | 128 | 71.1% | 198 | 66.0% | | | |
| Between 5-7.5 lakhs | 18 | 15.0% | 9 | 5.0% | 27 | 9.0% | | | |
| > 7.5 lakhs | 21 | 17.5% | 23 | 12.8% | 44 | 14.7% | | | |

| Source Income | | | | | | | | | |
|------------------------|-----|--------|-----|--------|-----|--------|-------|-------|-----|
| Sources of Salary | 102 | 83.80% | 152 | 84.40% | 252 | 84.00% | 0.512 | 0.774 | NS* |
| Business/Professionals | 14 | 11.20% | 17 | 9.40% | 31 | 10.30% | | | |
| Other income | 4 | 4.50% | 11 | 6.10% | 17 | 5.70% | | | |

Source: Survey data

#Significant; *Not-Significant

6.1 Region-wise (District) sample distribution of respondents: The study randomly selected 120 respondents from DHFL distributed among North Coastal Districts including 50 per cent from Visakhapatnam, 29.2 per cent from Vizianagaram, and 20.8 per cent from Srikakulam district. At the same time it was selected 180 respondents taken GICHFL that including 50 per cent are from Visakhapatnam, 28.3 per cent are from Vizianagaram, and 21.7 per cent are from Srikakulam. As shown in table 1, the above results of respondents opinion were tested with X^2 test (chi-square), the outcomes ($F=0.113$, $p=0.94>0.05$) uncover that ‘Demographic factor’ called (District) doesn't assume a huge job in choice makings and doesn't verbalized distinctive conclusion from various regions of sample. Subsequently, it is wrap-up that ‘the area (District)’ doesn't play an important part while choosing HFIs in this region.

6.2 Age-wise distribution of sample respondents: Respondents age reveals that 57 per cent (DHFL: 61.6 per cent and GICHFL 53.9 per cent) are in the ‘group of 40-50 years’, followed by 33 per cent are above 50 years (DHFL: 24.2 per cent and GICHFL 38.9 per cent) old. It reveals that the borrowers of DHFL are younger than GICHFL. The above results of respondents opinion were tested with chi-square, since results ($F=8.998$, $p=0.029<0.05$) of demographic factor called “Age” play a vital role in decision making and it can be articulated different opinion based on Age of respondents. Thus the study confirm that “Age does play an important role” in selecting HFI.

6.3 Gender-wise distribution of respondents: The Gender-wise respondents disclose that 78 per cent (DHFL: 75.8 per cent and GICHFL 79.4 per cent) are Male and remaining 22 percent (DHFL: 24.2 per cent and GICHFL 20.6 per cent) are Female. It discloses that ‘the Male respondents are conquered in both the HFIs’. The determined output was tested with X^2 test (chi-square), since $F=0.547$, $p=0.459>0.05$ confirm that “Gender does not play a important role” in decision making.

6.4 Distribution of respondents based occupation-wise: The demographic factor ‘Occupation’ reveals that 50.83 per cent are Govt. employees, 28.33 per cent are Pvt. Employees, and 12.50 per cent are business people and the same tendency was reflected in both DHFL and GICHFL. As shown in table 1, the occupation-wise data was tested with X^2 test, the results ‘ $F=2.3871$, $p=0.6651>0.05$ ’ cleared that factor “the Occupation” does not play an important issue in decision makings while selecting HFI.

6.5 Respondent's distribution on the basis of marital status: The demographic factor 'Marital status' discloses that 88.3 per cent are married which includes 86.7 per cent are from DHFL and 89.4 per cent are from GICHFL. The result of the demographic factor "Marital status" were tested with X^2 test, and its results of 'F-value:0.99, $p=0.609>0.05$ confirm that it doesn't assume a critical job in respondents' choice makings and "Marital status" doesn't assume a significant aspect in picking the HFI.

6.6 Distribution of respondents based on Education background: The factor "Educational background" reveals that 57.7 per cent (DHFL: 57.50 per cent and GICHFL 56.67 per cent) are belongs to pre-degree and 15.83 per cent (DHFL: 15 per cent and GICHFL 17.78 per cent) are graduated respondents and graduates. Furthermore respective calculated results $F=0.396$, $p=0.983>0.05$ clarified that "Education status" does't play an important impact on decision making.

6.7 Respondents distribution based size of family: The respondents based on 'Size of family' discloses that 71 per cent are belongs to "3 Member family" and followed by 25.7 per cent are from family with 4 Members and the same line was reflected in both DHFL and GICHFL. Subsequently these results were tested with chi-square ($F=1.9$, $p=0.387>0.05$) reveals that "Size of family" does not play a key role in decision makings of respondents while selection of HFI.

6.8 Distribution of respondents based on "Earning members in family": The demographic factor 'Earning members of family' discloses that 63.7 per cent of respondents' family having only 1 member and remaining 2 earning members in family which reveals that micro family culture is one of the route cause in creation of housing demand. Subsequently it was confirmed through its results of X^2 test ($F=0.406$, $p=0.524>0.05$) is not important factor.

6.9 The Income level of family: The family income reveals that 66 per cent (DHFL: 58.3 per cent and GICHFL 71.1 per cent) are having 2-5 Lakhs income and followed by 14.7 per cent are having more than 7.5 Lakhs. The researcher confirm that majority of borrowers are belongs to 2-5 Lakhs in both the selected HFI. Consequent results statistical test ($F=11.139$, $p=0.11>0.05$) concluded that 'Family Income does't play a vital aspect in decision and as well as in selection of HFI.

6.10 Distribution of respondents based on sources income: The respondents based on 'Income' portrays that there are 83.80 per cent (DHFL) and 84.40 per cent are salaried people and corresponding testing results ($F=0.5121$, $p=0.7741>0.05$) discloses that "Sources of Income" does't play a significant factor in decision criterion while selection of HFI.

H_{01} : The study hypothesized that there is no relationship between "demographic factors of respondents" and their decision while selection of HFI.

After testing the hypothesis, it is declared that there is a mixed result obtained as disclosed in table 1 and also confirm that the results of majority of demographic factors do not play an important role except "Age" and "Family Income". Hence, the hypothesis is not completely accepted but other than that "Age and Family income" is confirmed.

VII.Determinant factors influencing decision to take ‘Home Loan’:

The decision of borrowers may differ time to time due to their socio-economic state and some ‘demographic factors’ as mentioned earlier. There are three factors namely ‘No. of earning members in the family’, ‘family Income’, and investment planes are directly influenced their decisions. Simultaneously there are some other factors also influenced on home ownership decision like, Tax benefit, friends & relatives, easy available loan, Low interest rates when compared to other loans and strong desire of social status. At this juncture the study gives a useful insight about the impact of those individual factors and made a relative study between ‘private and public sector HFIs’. The detailed analysis of results presented in the table 2.

Table 2: Comparative analysis of factors influencing to take home loans

| Factors influencing decision to take ‘Home Loan’ | GICHFL | | GICHFL | | T-value (P-value) | Decision |
|--|-----------|---------|-----------|---------|-------------------|----------|
| | \bar{x} | SD | \bar{x} | SD | | |
| To get tax relief | 3.9001* | 1.07221 | 3.81121* | 0.50461 | 0.9641 | #NS |
| Desire to shift from rented house | 3.5251 | 0.74431 | 3.59412 | 1.15161 | -0.5841 | #NS |
| To augment the societal position | 3.32502 | 0.47031 | 3.22221 | 0.46742 | 1.8611 | #NS |
| Because of the high real estate | 3.43331 | 0.54591 | 3.25001 | 0.43421 | 3.2283 | *S |
| Personal & family reasons | 3.47501 | 0.63462 | 3.69412 | 0.49692 | -3.3491 | *S |
| Because of easy availability of | 3.42502 | 0.63062 | 3.31112 | 0.60063 | 1.5772 | *S |
| Lower interest than other loans | 3.29171 | 0.59971 | 3.25561 | 0.55051 | 0.5372 | #NS |
| Impact of family friends and relatives | 3.63311 | 0.77713 | 3.15001 | 0.55414 | 6.2871 | *S |
| | 3.501048 | | 3.411051 | | | |

Source: Survey data; *Leading mean values

#NS=Not

Significant *S=Significant

Table 2 depicts that there noteworthy result of ' $\mu = 3.501048$ ' given by DHFL and $\sigma = 3.411051$ in GICHFL that means it indicates the average influencing demographic factors of DHFL is bit far above while contrast to GICHFL. Subsequently when it is observed (Table 2) that there are leading factors which are highly influenced in both the companies is “benefit of tax relief” (its calculated ' $\mu = 3.9001$ ' and ' $\mu = 3.81121$ ' in DHFL and GICHFL respectively) and rest all are not that much significantly variant. The study measured “T-values and its corresponding P value” and its results proved that three factors like “Due to increase the real estate value (T= 3.2283; P=0.0012<0.05)”, “Personal/ family reasons (T= -3.3491; P=0.0011<0.05)”, and “Availability of housing loan (T= 1.5772; P=0.0012<0.05)” confirmed that there is prominent distinction between two selected HFIs that had influenced to take home loan 'at 5% level of significance in all regards. Since P-value of all other factor showing

<0.05 at 5 Per cent level of significance declared that there is no significant difference between DHFL and GICHFL that had influenced to take home loan like, “Tax Relief (T= 0.9641, P=0.3361<0.05)”, ‘Desires to shift from rented house to own house’ (T= -0.584; P= 0.5601<0.05), ‘Social status’ (T=1.8611; P=0.0641), and lower interest rates (T=6.2871; P=0.0001).

H₀₂: The study hypothesized that there is a noteworthy distinction between the private and public sector HFIs in reasons that had influence to take home loan.

Subsequent to testing the proposed Hypothesis, it is proclaimed that there is a significant mean distinction among DHFL and GICHFL in fours viewpoints (Investment reason, family reasons, simple credit accessibility, and Influence of companion. The speculation is acknowledged all these perspective with the exception of other variable called ‘Tax benefit’, “Strong desire to shift from rented house to own house’, 'societal position', and low interest rate'. Henceforth, it very well may be affirmed that the assumed speculation is not full acknowledged and is dismissed.

VIII. Impact of ‘demographic factors’ on ‘determinants of home ownership decision:

The investigator has examined the effect of segment factors on the reasons that had influenced to bring home credit y utilizing MLR (Multi Linear Regression) Analysis. So as to discover the variety in the respondent's feeling, the specialist applied Z-test and ANOVA.

Table-3: Impact of ‘demographic factors’ on ‘Determinants of home ownership’ in selected HFI

| Predictors | Coef | SE Coef | T-value | P-value | Decision |
|------------------------|-----------|---------|---------|---------|----------|
| Constant variable | 3.37650 | 0.13111 | 25.761 | 0.0000 | |
| Company type | -0.089471 | 0.02710 | -3.301 | 0.0011 | *S |
| District | -0.028421 | 0.01797 | -1.582 | 0.1153 | #NS |
| Age | 0.001511 | 0.02065 | 0.072 | 0.9421 | #NS |
| Gender | 0.056881 | 0.03587 | 1.593 | 0.1142 | #NS |
| Occupation | -0.021791 | 0.01002 | -2.171 | 0.0312 | *S |
| Marital status | 0.028482 | 0.02871 | 0.991 | 0.3223 | #NS |
| Educational background | 0.042370 | 0.01591 | 2.661 | 0.0081 | *S |

| | | | | | |
|---|-----------|---------|--------|--------|-----|
| Number of family members | 0.051902 | 0.02802 | 1.852 | 0.0652 | #NS |
| Income | -0.006671 | 0.01735 | -0.381 | 0.7011 | #NS |
| R ² = 8.9% P-Value 0.001 Significant | | | | | |

Source: Survey data; *Leading mean values

#NS=Not Significant

*S=Significant

The table-3 portrays that the model surveyed by relapse examination at α -level of 0.05 and its comparing p-estimation of ‘Demographic factors’ like, organization (T=-3.30; P=0.00<0.05), Occupation (T=-2.17; P=0.031<0.05), and Educational Background (T=2.66; P=0.008<0.05) demonstrates that the respondents of all these had solid motivation to bring home advance. Simultaneously it is seen that p-estimation of different indicators [Area/District (T=-1.58; P=0.115>0.05), Age (T=0.07; P=0.942>0.05), Gender (T=1.59;P=0.114>0.05), Marital status (T=0.99; P=0.322>0.05), No. of relatives (T=1.85;P=0.065>0.05) and Income (T=-0.38;P=0.065>0.05)] are more noteworthy than 0.05 which imparted that they are not identified with reasons that had affected to bring home advance. At the equivalent R² esteem communicates that the indicators explain 8.9% vacillation between the needy components of the respondents (Company, District, Age, Gender, Occupation, Marital status, Educational establishment, No. of family members and level of Income) and ward factors (Determinants of home belonging, Reasons that had affected to bring home credit). The table shows that in any occasion one coefficient is not equivalent to zero and the value suggests that the model fits the data as well.

Table - 4: The impact ‘demographic factors’ on ‘Determinants of home ownership’

| Factors | n | Mean | SD | T-value | P-value | Decision |
|-------------------|-----|-------|-------|---------|---------|----------|
| Company | | | | | | |
| DHFL | 120 | 3.501 | .2357 | 3.355 | 0.0011 | *S |
| GICHFL | 180 | 3.411 | .2217 | | | |
| Occupation | | | | | | |
| Government | 146 | 3.467 | 0.201 | 1.621 | 0.1691 | #NS |

| | | | | | | |
|-------------------------------|-----|--------|-------|-------|--------|----|
| Pvt. sector | 100 | 3.433 | 0.276 | | | |
| Business | 31 | 3.442 | 0.210 | | | |
| Professional | 11 | 3.479 | 0.183 | | | |
| Retired | 12 | 3.302 | 0.229 | | | |
| Educational Background | | | | | | |
| Up to class X | 43 | 3.3839 | 0.237 | 6.701 | 0.0000 | *S |
| Class XI-XII | 172 | 3.4458 | 0.201 | | | |
| Under Graduation | 50 | 3.4694 | 0.249 | | | |
| Post-Graduation | 22 | 3.6250 | 0.311 | | | |
| Professional | 12 | 3.2692 | 0.168 | | | |

Source: Survey data; *Leading mean values

#NS=Not Significant

*S=Significant

From the table 4, it is seen that the ordinary inclination score of the respondents identifying with both the institutions (DHFL and GICHFL) are in excess of 3 which proposes that both characterization of respondents hold a positive assessment (Greater than moderately agree) towards the 'Reasons that had influenced' to bring home finance. Moreover, the T-value (3.356) and it's looking at P-value ($0.001 < 0.05$) and 'Educational background' ($T=6.70$; $p=0.000 < 0.05$) built up to be factually huge and is discovered that there is no unanimity in the impression of the given arrangement of respondents in these factors. Simultaneously the T-Value (1.62) and P-Value (0.169) of "Occupation" sets up that there is a consistently regular acceptance level between two organizations. In this way, it is inferred that there is a colossal differentiation in the appraisal of respondents on the estimation "reasons that had influenced to bring home development" as showed by association implies DHFL respondents were all the more emphatically responded as illustrated in Fig.1.

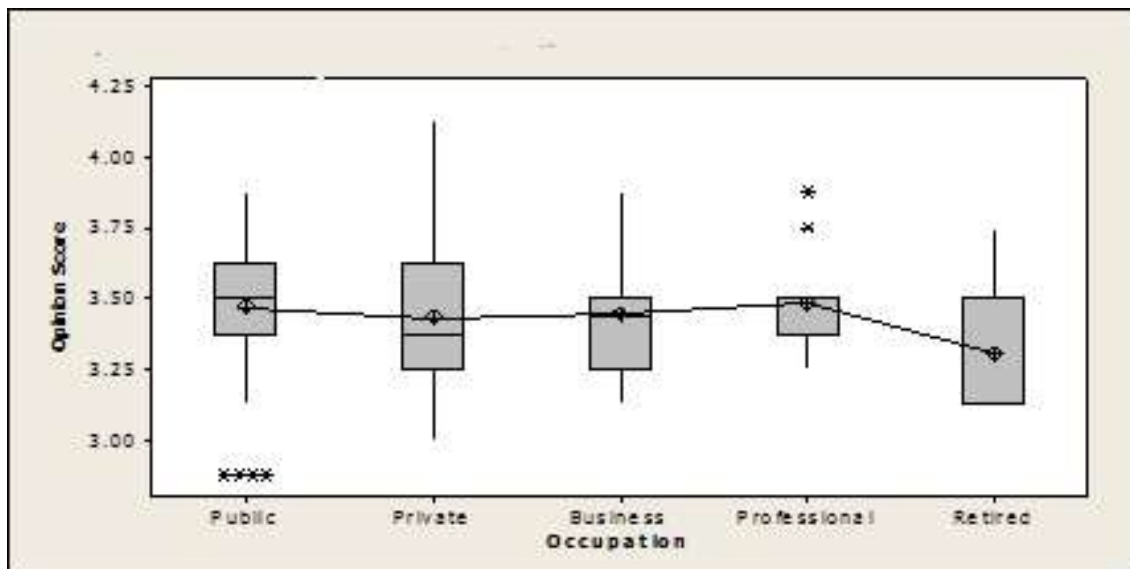


Fig.1. Box plot outline of determinants of home possession by Company

The box plot graph (Fig.1) delineates the upper halting point centers to the most noteworthy worth, the lower halting point shows the least worth, the upper side of the crate depicts the 75th percentile, the lower end of the case shows the 25th percentile and the inside line relates to the center of the data. The Fig.1 uncovers that the floated despite shows the run of the mill worth, and with negative eccentricity in DHFL and positive peculiarities from GICHFL. It uncovers that four respondents of DHFL are opined much more oppositely and three respondents from GICHFL opined significantly more very concerning "Components influencing home proprietorship".

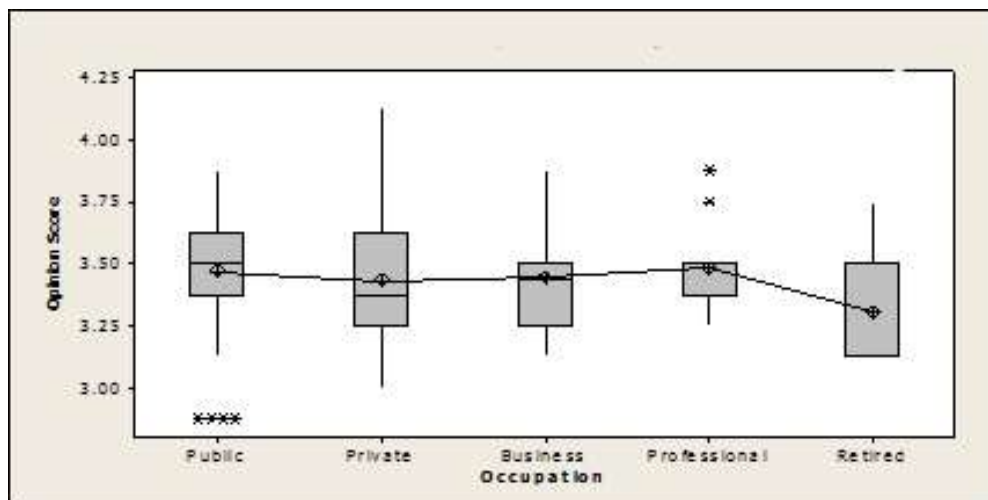


Fig. 2: Box plot of determinants of home ownership by occupation

The box plot chart (Fig.2) shows the pictorial outline with negative special cases in open delegates and positive peculiarities from capable class which suggests that four respondents opined even more unfavorably and two respondents who are having capable preparing establishment opined even more emphatically on the point of view "Reasons that had influenced to bring home development".

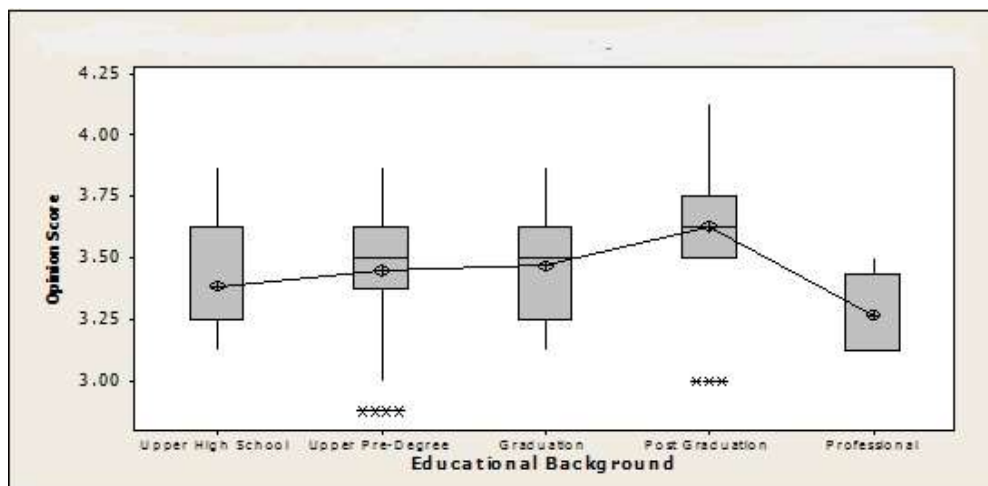


Fig. 3: Box plot of determinants of home ownership Educational background

The fig. 3 uncovers that the standard tendency score of the Post graduation respondents opined more vehemently than the rest of the classes followed by Graduates and upper pre-degree holders as for "Reasons that had influenced to bring home turn of events". Further, Four respondents has a spot with upper Pre-degree and three respondents who has a spot with post graduate class were opined more unfairly than different portrayals of instructive foundation and the capability at long last is in like way quantifiably fundamental at the 5% level.

The Impact of Demographic factors on ‘reasons for choosing the particular housing finance institution’.

The investigation has assessed the effect of segment elements of respondents on explanations behind choosing specific HFI by using 'Multiple Linear Regression Analysis'. In the wake of finding the specific "huge variable" from the segment factors, he has applied z-test and ANOVA test on these components to find the assortment in the evaluation of the respondents. From the table 5 since the p-esteem ($0.000 < 0.05$), the level of significance which speaks to that the variety between free factors (segment elements) and ward variable (Reasons for choosing specific HFI) are factually noteworthy at 5% level. Further, the R^2 esteem shows that the pointers explain 19.4% of variety from this viewpoint.

Table-5: The impact of segment factors on purposes behind selecting Particular HFI

| Predictors | Coef | SE Coef | T | P | Decision |
|-------------------|-----------|----------|---------|---------|----------|
| Constant variable | 3.007701 | 0.10921 | 27.5501 | 0.00000 | |
| Company type | -0.060141 | 0.022581 | -2.6602 | 0.00801 | S |

| | | | | | |
|---|-----------|----------|---------|---------|----|
| Area of ample (District) | 0.090671 | 0.014981 | 6.0512 | 0.00000 | S |
| Age factor | 0.063511 | 0.017212 | 3.6911 | 0.00000 | S |
| Gender factor | 0.075382 | 0.029891 | 2.5210 | 0.01201 | S |
| Occupation/Profession | -0.010610 | 0.008358 | -1.2701 | 0.20501 | NS |
| Marital Status | -0.078021 | 0.023931 | -3.2602 | 0.00100 | S |
| Educational Background | 0.021883 | 0.013261 | 1.6510 | 0.10000 | NS |
| Size of the family | -0.032632 | 0.023352 | -1.4012 | 0.16301 | NS |
| Income sources | 0.026822 | 0.014461 | 1.8510 | 0.06501 | NS |
| R² = 19.41% P-Value 0.000 Significant | | | | | |

Source: Survey data

#NS = Not-significant; *S-Significant

H₀₃: It is hypothesized that there is an association between ‘demographic factors of respondents’ and the ‘the reasons for choosing the particular housing’ in HFCs.

From the table 5, it will be seen that P-value of indicators like, 'organization type' (T=-2.6602; P=0.00801<0.05), District (T=6.0512; p=0.00000<0.05), Age (T=3.6911; p=0.00000<0.05), Gender (T=2.5210; p=0.01201<0.05) and Marital status (T=-3.2602; P=0.00100<0.05) are under 0.05 exhibits that the respondents of all these had strong inspiration to bring home credit. On the inverse the P-value of indicators namely Occupation (T=-1.2701; p=0.20501>0.05), Educational Background (T=1.6510; p=1.0000>0.05), and Number of family members (T=-1.4012; p=0.06301>0.05) are confirmed that they are not related to reasons that had affected to pick HFI. At the proportionate R² test value conveys that the indicators clarify 19.41 per cent assortment between the demographic factors of the respondents (Company, District, Age, Gender, Occupation, Marital status, Educational status, No. of relatives and level of Income) and the factors affecting home ownership. The table 5 shows that in any event one coefficient is not equal to zero and the worth proposes that the model fits the information also.

Table – 6. Outfits the commonplace end check from the respondents of DHFL and GICHFL. The run of the mill assessment check of the above respondents is more observable than 3 (x>3), drawing out the way that the respondents of both the associations have over that impartial inclination (fair-minded appraisal) on the poor variable "Reason for selecting HFI".

Table-6: Impact of ‘demographic factors’ on ‘Reasons for choosing the Particular HFI’

| Demographic factor | | n | Mean (\bar{x}) | SD | T-value | P-value | Decision |
|--------------------|---------------|-----|--------------------|---------|---------|---------|----------|
| Company | DHFL | 120 | 3.31330 | 0.22712 | 1.8340 | 0.0681 | #NS |
| | GICHFL | 180 | 3.26931 | 0.18689 | | | |
| District | Visakhapatnam | 150 | 3.25380 | 0.1387 | 31.350 | 0.0000 | *S |
| | Vizianagaram | 85 | 3.22270 | 0.1862 | | | |
| | Srikakulam | 65 | 3.44721 | 0.2671 | | | |
| Age | < 30years | 11 | 3.21820 | 0.2405 | 1.0000 | 0.3921 | #NS |
| | 30-40 Years | 19 | 3.25612 | 2.751 | | | |
| | 40-50 Years | 171 | 3.30212 | 0.2132 | | | |
| | > 50 Years | 99 | 3.27411 | 0.1671 | | | |
| Gender | Male | 234 | 3.28120 | 0.199 | -0.930 | 0.3541 | #NS |
| | Female | 66 | 3.30920 | 0.225 | | | |
| Marital status | Married | 265 | 3.29210 | 0.2011 | 3.570 | 0.0291 | *S |
| | Single | 13 | 3.35380 | 0.3143 | | | |
| | Widowed | 22 | 3.18481 | 0.1332 | | | |

Source: Survey data

#NS =

*Not-significant; *S-Significant*

From the table 6, it will in general be seen that P-value of indicators like, 'Company type' (T=-2.6602;P=0.00801<0.05), District (T=6.0512; p=0.00000<0.05), Age (T=3.6911; p=0.00000<0.05), Gender (T=2.5210; p=0.01201<0.05) and Marital status (T=-3.2602; P=0.00100<0.05) are under 0.05 exhibits that the respondents of all these had strong inspiration to bring home credit. On the inverse the P-value of other factors like ‘Occupation’ (T=-1.2701; p=0.20501), ‘Educational Background’ (T=1.6510; p=1.0000), and ‘Number of family

members' ($T=-1.4012$; $p=0.06301$) are exhibiting more than 0.05 which shows that they are not related to reasons that had affected to select HFI.

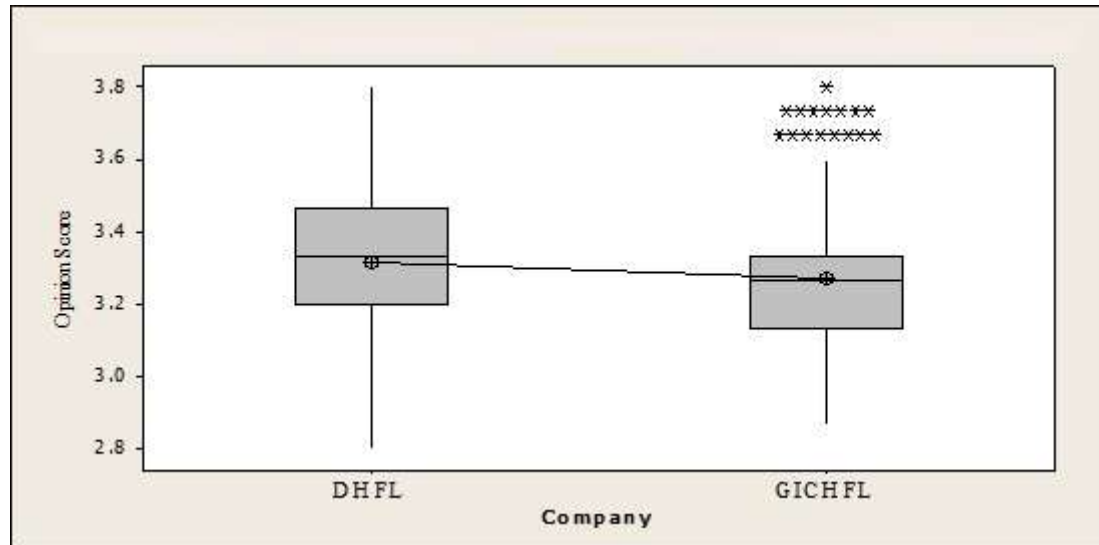


Fig. 4: Box plot of determinants of Reasons for choosing the Particular Housing Finance Institution by Company

As showed by Fig. 4, it is understood that the typical feeling score of the DHFL respondents are all the more decidedly responded when contrasted with GICHFL. Further, there are barely any respondents of GICHFL given more positive a reaction than GICHFL and the distinctions in the sentiment are quantifiably not critical at the 5% level.

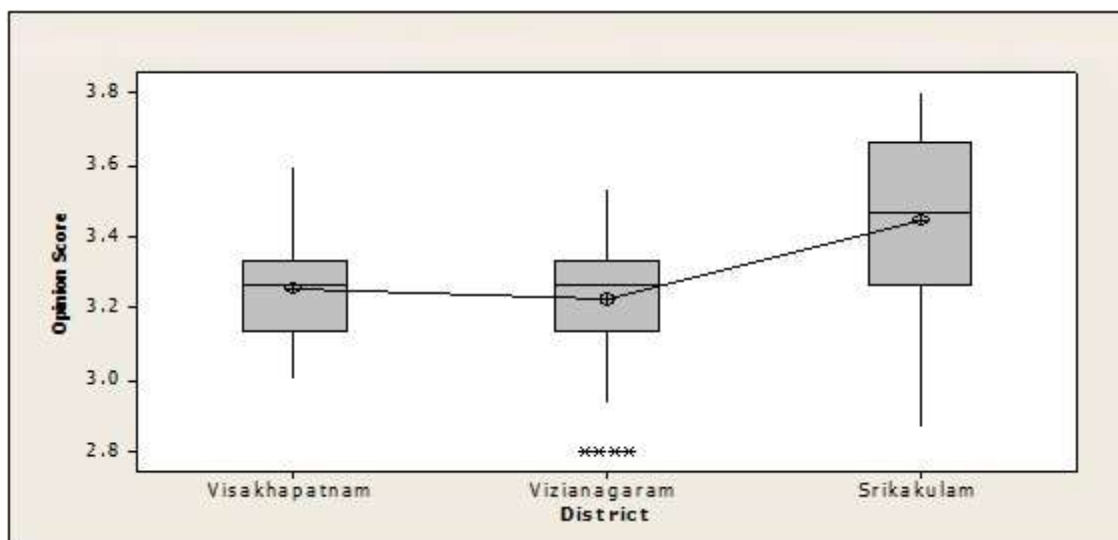


Fig. 5: Box plot of determinants of Reasons for choosing the Particular Housing Finance Institution by type of district.

The fig. 5 portrayed that the perspective on the respondents is various on "Purpose behind selecting specific HFI" free of the District and the respondents who were from Srikakulam area opined more determinedly than other two areas on the element of "Explanation behind choosing HFI". On the contrary, there are four negative respondents of Vizianagaram District i.e., four borrowers from this territory opined adversely on this point.

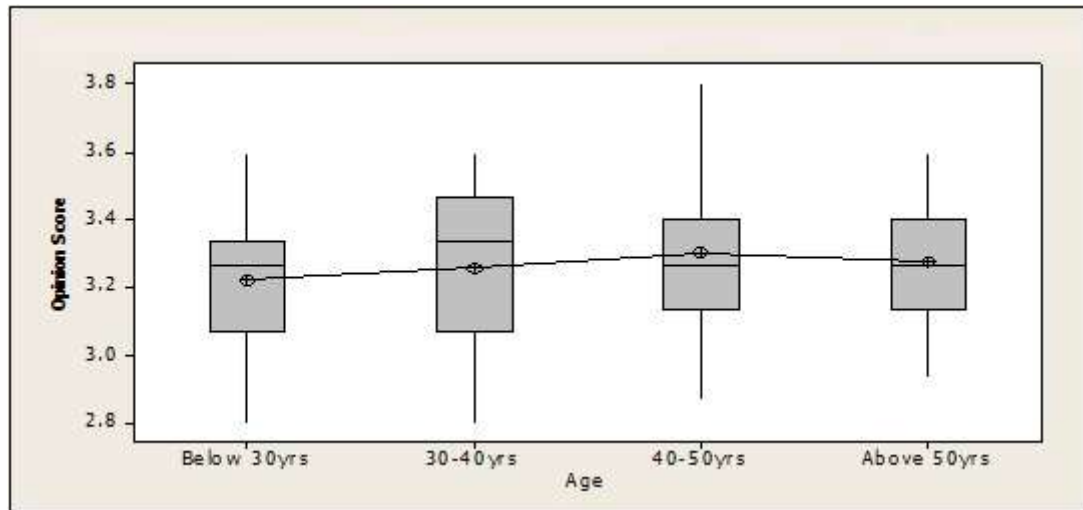


Fig. 6: Box plot of determinants of Reasons for choosing the Particular Housing Finance Institution by type of age

It is clearly reflects in the Fig.6, the class of respondents bunch dependent on "Age" depicts that 40-50 years shows insignificant more positive assumption than other gathering of respondents and followed by the gathering og respondents over 50 years of age likewise bit positive feeling in this basis "The purpose behind picking specific HFI".

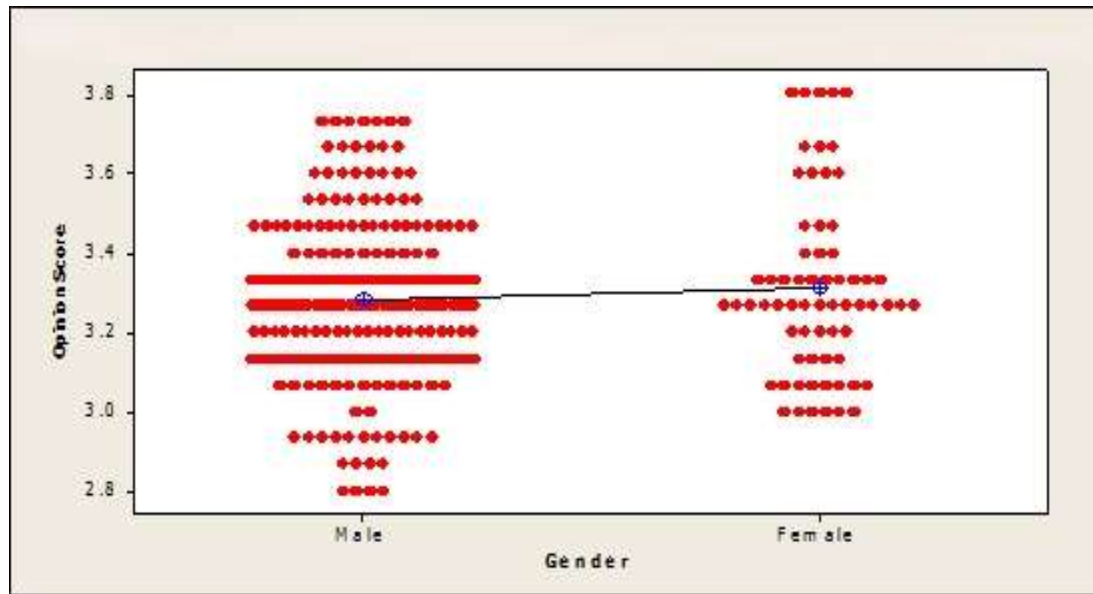


Fig. 7: Individual value plot of determinants of Reasons for choosing the Particular Housing Finance Institution by the Gender

The table-6 affirms that the perception from all respondents is practically predictable paying little heed to their "Gender basis" base gathering. Further, it is revealed that the typical opinion score of the respondent's female gathering is more important than that of the staying "Male" gathering. The above diagrammatic depiction (Fig.7) is showed up in as an individual worth plot with 'blue hue circle' shows the ordinary worth (normal worth) and the 'red spots' exhibit the normal assessment of each and every respondent on the above factor.

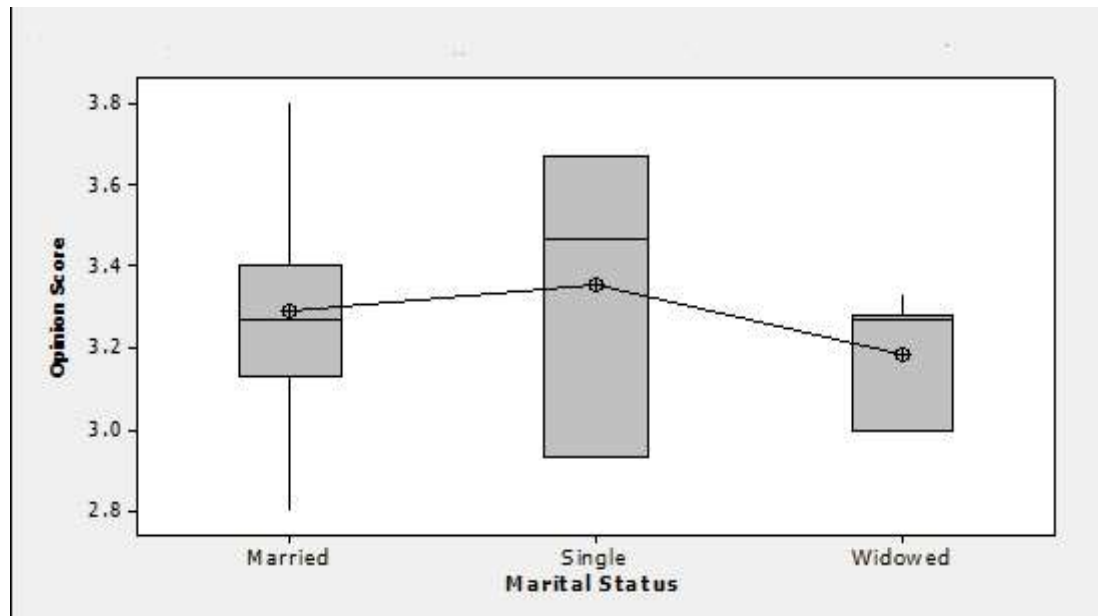


Fig. 8: Box plot of determinants of Reasons for choosing the Particular Housing Finance Institution by Gender

From the fig.8, it is clearly understood that the average opinion of the “unmarried” respondents are essentially more noteworthy than other two class of respondents (Single and Widowed). After that the group of respondents who are under “Married” also opined significant than widowed class.

IX. Conclusion:

Housing is most essential need for human survival which gives safety and security. Fast-growing economies like in India, housing finance today has also become more centric about his requirements and necessities of housing finance for both private and public sector financial institutions. As the Housing finance part spread over India with both Public and private area organizations, this examination likewise spotlight upon relative investigation of ‘determinant factors of home ownership’ in both the private and public sector HFIs. As the examination has been finished with a sentiment of happiness and brimming with fulfillment abandoning, The GIC Housing money constrained (GICHFL) and Dewan lodging account restricted (DHFL) are been found being huge pioneer from the North Costal region of Andhara Pradesh in India. Subsequently the specialist has picked these two organizations as an example study. Afterward, the study has characterized clear destinations and figured speculation to satisfy the pre-decided targets of the investigation. The analyst has gathered information through an organized survey from the 300 example respondents and investigated by utilizing diverse factual instruments, for example, Correlation Analysis, Regression Analysis and Analysis of Variance (One-way ANOVA). The 300 respondents have a place with various pieces of test territory. Here the p-values for the assessed coefficients of organization, occupation and instructive foundation are under 0.05 which demonstrating that they are fundamentally identified with reasons that had impact to bring home advance. Further, the p-values for Area/Region (District), Age, Gender, Marital status, No. of relatives and Income levels of family are more noteworthy than 0.05 which passes on that they are not identified with reasons that had strongly impacted to bring home loan at α -level of 0.05. In this way, it is statically affirmed that there is connection between segment elements of respondents and the elements impacting on home possession.

X. Authors’ Note and Declaration of Conflicting interests

Any mistakes remain the sole duty of the authors. The perspectives communicated in this article don't really mirror those of supporting organizations. The author(s) proclaimed no potential irreconcilable situations as for the exploration, initiation, or potentially distribution of this article. Be that as it may, all credits, translations, deficiencies or blunders are our sole responsibility.

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