Title of Article: Criteria for Selection of Architects by First-Time Residential Clients

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Abstract: The purpose of the research is to answer two questions: Which factors do individual clients consider when selecting an architect for the first time? How does the importance attached to these factors vary with the procurement method? These questions are answered in a questionnaire survey of recent clients of architects who commissioned architects for residential projects in Lagos, Nigeria. The respondents were asked to rate the importance of certain criteria in their selection of architects. A principal component analysis of the variables investigated reveal that the factors that define the selection criteria used by these clients are responsiveness, perceived professional competence, personality, and prominence of the architect. Other factors are acquaintance with the architect and the budget of the client. The most important factor for each procurement method was identified. Only the factors within the control of the architect are considered in this study. The study identified areas that are most important to clients, which architects could improve on to enhance their chances of reaping from the new housing market. The findings of this study suggest areas that architects could improve on to improve their chances of selection by clients in search of residential architectural services.