



BEFORE YOU INVEST  
IN REAL ESTATE IN  
**NIGERIA**



3 MAJOR MISTAKES MANY NIGERIANS MAKE  
WHEN BUYING REAL ESTATE IN NIGERIA

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# Before You Invest In Real Estate in Nigeria

**3 Major Mistakes Many Nigerians Make When Buying Real Estate in Nigeria**



This short Report will help you make decision either to invest or to keep your money for something else

## Let me warn you

If you are English scholar then you will not like this short report. In fact! You will not gain anything here if you depend so much on your English. So, before you start reading, please put aside your PhD certificate and read this short report with business mindset only.

I'm not here to teach you English, I am here to show you how people who did not even have first degree are making millions of dollars in Real Estate.

Far from what you know. Yes, I know you know how to invest in Real Estate but there are something I will love to warn you about before taking money out to invest in real estate.



## Before we move on

I'm not going to waste your time here; I will just go straight to the point so that you can make your decision very fast.

Real estate is one of Nigeria's most popular investment options, and for good reason. It can be a great way to generate passive income, build wealth, and protect your money from inflation.

For examples, I have some friends who invests in shortlet business two years ago and they are making good money. All I did was to recommend houses for them in some major selling area Lekki Phase one and Ikate and they bought the house, we did a nice interior and we started selling it.

So, Real Estate is still very good in Nigeria most especially Lagos. But most investors don't buy to do business. Some will buy land, build house and look for people who will stay there for yearly rent.

It's a good investment because the land will keep appreciating. But people who work with me knows that I will never advise that. I want you to keep making money from your investment from the first month after furnishing

However, it's important to be aware of the mistakes that Nigerians make when buying real estate. These mistakes can cost you thousands or even millions of naira.

In this short book I reveal the most common mistakes Nigerians make when buying Real Estate, and how you can avoid them.



Trust me, if you have your doubt about Real Estate in Nigeria, your mindset will change after reading this book. Because I will never force you to invest in property because of my commission. But I will try to force you to invest in something that will be bringing you monthly income.

Imagine you are not in Nigeria and you want to send money to your family here in Nigeria, you don't need to start converting your hard currency, send from your profit and use the money over there to take care of your needs there or use it for another investment.

### **NOTE THIS;**

At the end of this book, I will be advising you to invest in some properties majorly ready building that you can use for shortlet business. But it's your choice to accept or to reject because you are the one to bring out the money for investment.

And I want you to know this. While buying property for shortlet, think of Interior too. All the properties I advise people to buy, if they send it to you as shortlet the only thing that can stop you from getting it is the price. You can never reject it because of the Interior.

Everything is just perfect. So, I want you to have that in mind. Someone did interior of one bed recently and it cost 9million naira.

Imagine doing interior of 3 bedroom or four bedrooms. Though it just small different because where we focused more is the Livingroom.

Now, let's go to the reason why you are here because I know that you really want to invest in Real Estate and you can't wait to hear why you should keep your money first before you make that decision.

Purchasing a Property in Nigeria is one of the major investments, requiring careful thought and extensive research. Though the risk in land maybe more than ready house especially when you are buying a house with some known company.

While purchasing property has enormous potential for growth and financial gains in the future, there are a number of obstacles that potential buyers must avoid to guarantee a safe and successful transaction.

These mistakes have the ability to compromise the integrity of the investment, ranging from ignoring zoning laws and physical inspections to missing important paperwork and falling for enticing offers.

My list will be different from what you have read online because I'm a business man and I need to talk business here.



## Here are 3 Major Mistakes Many Nigerians Make When Buying Real Estate in Nigeria

### Buying Without Meaningful Goal

I know you may want to close this book right now saying I'm insulting you that you don't know what you are doing. But, wait! Let's talk.

I have heard different stories of people living outside the country and just come to Nigeria to invest in property, after investing they will put one of their family members to be living inside.

Some of these people spend as high as 300m to 500m on property and 5 years, 10 years that property is still there. The property has not even fetched any money for them, instead they keep renovating it.

Noooooo.... You can't know me and still make such mistake. I will not allow that except you have a tree of money in your house and you don't need extra money.

Before you even start searching for property, please know the reason why you are buying. The reason should not be because you just want to invest for future sake alone, your reason should also focus on because you want to start making your investment back.

I know it's very easy to get a loan in that country you are and pay back for years. But it's not bad if you are getting the money from your investment to be paying back your loan as well.

It's very good to buy a property for your uncle or cousin here to be living inside the so that they can start praying for you. But there are many things you can do for them instead. If you buy that house for business and be paying their house rent from that money yearly is far better. Think about this.

## Let's take a look at it from this scenario

You and your friend Johnson invests in 4-bedroom duplex in Lekki Phase one. Johnson furnished his own and started using it for shortlet business. He's giving it out for 150k minimum per day and let's say he did 270 booking in a year. That's the total of 40m 500k.

Okay, let's say he use 25m for the expenses and other things which is too much. I just said let's say he spend that max. So he will be left with 15m 500k.

Now. From December first to January 20<sup>th</sup> Apartment is over 100% increased. Let's say Johnson is selling it for 250k daily which some people are selling for 350k during that period. That extra 5 million plus. At the end of the year, Johnson was able to save at least 20m. And maybe gave his two-cousin living in Ajah 2m each making 4 million to renew their rent. He's still left with 16million right

Now, your own 4 beds are occupied by your cousin or uncle and at the end of the year, they break one chair, the mirror in the master bedroom has broken and you have to renovate when you come back home for Christmas.

Your cousin cannot just do what they like because you may be monitoring them from CCTV camera while Johnson's cousin will be free because they are not living in their brother's house.

At the end of the year, Johnson is a smart investor because he was able to make money with his investment. And I won't say what is in my mind to the other person who bought the house for his cousin.

By now, I know you are looking for a house to invest in on Island to use for shortlet business lol... Trust me, I understand that feeling.



## Failure to Conduct Proper Due Diligence

Purchasing property in Nigeria, as in any other country, is a significant financial commitment. Given the complexity and the high stakes involved in real estate transactions, conducting thorough due diligence before finalizing a property purchase is critical.

Unfortunately, many prospective buyers overlook or underestimate this essential step.

Failing to conduct proper due diligence can lead to a range of severe and long-lasting consequences. Below, I explore these consequences in detail:

### 1. Legal Disputes and Title Ownership Issues

One of the most significant risks of skipping due diligence is encountering legal disputes concerning the ownership and title of the property. In Nigeria, land ownership can be fraught with legal challenges, particularly with issues like:

- **Fraudulent Transactions:** A property could have been sold multiple times, leading to multiple claimants asserting ownership. Buyers who fail to verify the title may fall victim to fraud.
- **Unclear Ownership:** The property could have multiple conflicting claims to ownership. Without proper investigation, a buyer may not realize that the land is in dispute.
- **Absence of Proper Documentation:** The seller may not have clear ownership documentation (e.g., the Certificate of Occupancy, Deed of Assignment, or the original Land Grant). This could lead to costly litigation if the rightful owner or another party with a legitimate interest in the property steps forward.

The legal ramifications can be prolonged and expensive, potentially leading to the buyer losing their investment or being forced to pay legal fees for years.

A failure to confirm title history may expose a buyer to issues of fraud, land encroachment, and boundary disputes that might take years to resolve.

## 2. Conflict with Government Interests

In Nigeria, there are instances where properties are located in areas subject to government acquisition, land use, or zoning policies. Some of the dangers here include:

- **Compulsory Acquisition:** The Nigerian government may acquire land for public use (e.g., infrastructure development, urban renewal projects) under its statutory powers, which could render your property useless. If due diligence is not conducted, you may find that your property is subject to compulsory acquisition, and the compensation process may not be favorable.
- **Land Use Act Compliance:** The Land Use Act regulates land administration in Nigeria, and the property may be subject to certain restrictions that the buyer is unaware of. Without proper due diligence, buyers may unknowingly acquire properties with encumbrances or those under government restrictions.
- **Zoning Violations:** The land could be designated for a different purpose (e.g., commercial vs. residential). This misalignment can affect the buyer's intended use of the property, especially if the area is later rezoned by the government, potentially, devaluing the property or making it difficult to sell.

### 3. Risk of Encumbrances and Liabilities

Many properties in Nigeria come with financial or legal burdens, such as:

- **Outstanding Mortgages or Loans:** If the property is mortgaged or the previous owner has outstanding debts, these encumbrances may transfer to the buyer. Buyers who fail to check for such obligations may find themselves responsible for settling debts.
- **Landlord or Tenant Disputes:** Some properties are rented out or have unresolved tenancy issues. A buyer may inherit ongoing disputes with tenants, and in some cases, tenants may refuse to vacate, complicating the buyer's ability to use or sell the property.
- **Unpaid Land Rates and Taxes:** Failure to check for unpaid land rates, taxes, or service charges on the property can result in the buyer inheriting significant liabilities. Local governments in Nigeria may seize property if these dues are not settled, leading to financial loss.

### 4. Physical Property Issues (Structural and Environmental)

While legal issues are paramount, physical and environmental problems with the property can also present a range of challenges:

- **Land Use and Soil Issues:** Some properties may have been developed on unsuitable land, such as swampy or flood-prone areas. Building on unstable land could result in structural failures or cause additional costs in land reclamation.
- **Structural Defects:** A thorough inspection by qualified engineers and surveyors is essential to identify structural issues, especially in older buildings. Unnoticed flaws can lead to costly repairs, safety concerns, and reduced property value.

- **Environmental Hazards:** Environmental risks, such as soil erosion, water contamination, or proximity to hazardous industries, may affect the property's value and safety. Without due diligence, a buyer may not be aware of these risks until after the purchase.

Failure to conduct proper due diligence before purchasing property in Nigeria can lead to devastating legal, financial, and emotional consequences. Property buyers may find themselves entangled in lengthy legal battles, inheriting hidden debts, and facing the risk of acquiring land that is subject to government acquisition or encumbrances.

Additionally, overlooking physical or environmental issues may result in costly repairs and a devaluation of the property.

To mitigate these risks, buyers should invest in comprehensive research, hire professionals such as legal experts, surveyors, and architects, and verify all relevant documentation before proceeding with any property transaction.

Given the importance of due diligence, it is strongly advisable that prospective property buyers take the time to thoroughly investigate all aspects of the property in question to safeguard their investment and avoid costly mistakes.

## Ignoring the Importance of a Professional Building Inspection

Purchasing property in this country is a significant financial commitment, and it's crucial to ensure that the property is sound and safe before finalizing the transaction.

A professional building inspection is an essential step in the due diligence process. It helps identify any hidden structural issues, safety hazards, and potential future repair costs that could affect the value and usability of the property.

Ignoring or skipping this vital step can expose the buyer to a range of risks, both financially and legally. Below, we explore the specific risks associated with bypassing a professional building inspection during a property purchase in Nigeria.

### 1. Unidentified Structural Defects

A professional building inspector is trained to identify structural issues that may not be immediately apparent to an untrained eye. Ignoring this step could result in:

- **Foundation Problems:** Issues such as foundation settlement, cracks in walls, or uneven flooring may go unnoticed. Over time, these problems can worsen and lead to costly repairs or even render the property unsafe.
- **Roofing Deficiencies:** Roofing issues like leaks, sagging, or water damage may be difficult to spot without a proper inspection. Ignoring this can result in significant water damage during the rainy season, leading to expensive repairs and potential health hazards due to mold or mildew.
- **Plumbing and Electrical Systems:** Faulty or outdated plumbing and electrical systems are common in older Nigerian properties. Without a professional inspection, the buyer may inherit faulty wiring or plumbing issues, leading to risks of electrocution, fire, and costly repairs.

Neglecting to address these structural issues before purchasing could result in huge financial burdens and safety concerns, especially if problems arise soon after the property is acquired.

Although, before buying a property from a developer you can make research about the engineer. Some engineer or construction company will never compromise because of their company image.

## 2. Higher Repair and Maintenance Costs

Properties that appear to be in good condition on the surface may have hidden problems that only become apparent after purchase. Without a professional inspection, the buyer may unknowingly purchase a property that requires substantial investment to fix. Some hidden issues include:

- **Termite Damage:** Termites are common in Nigeria, especially in properties with wooden structures. Without a building inspection, you might not realize the extent of termite damage, which can compromise the integrity of the building, requiring costly eradication and repairs.
- **Water Damage:** Unnoticed leaks from plumbing or roofing issues can lead to water damage that is difficult to detect without a thorough inspection. Water damage can compromise walls, flooring, and ceilings, leading to expensive repairs that may significantly reduce the value of the property.
- **Structural Settling:** Over time, a building may settle due to soil movement or foundation issues. A professional inspector can identify early signs of this problem, allowing the buyer to budget for repairs before the situation worsens.

The cost of dealing with these issues after purchase can be far more expensive than paying for a building inspection upfront. Buyers who skip this step may find themselves saddled with unforeseen repair costs that could stretch their finances and delay their plans.

A professional building inspection is a critical safeguard when purchasing property in Nigeria. Ignoring this important step exposes the buyer to various risks, including structural damage, safety hazards, high repair costs, and potential legal issues.

These risks can significantly reduce the value of the property, increase long-term expenses, and even endanger the health and safety of the occupants.

Given the complexity and potential hidden issues involved in real estate transactions, it's highly recommended that buyers engage certified building inspectors to conduct a thorough assessment before proceeding with any purchase especially if they are buying from individual.

This proactive step can help avoid costly mistakes, ensuring that the buyer's investment is secure and that they can enjoy their new property without unpleasant surprises.

In conclusion, buying a property in Nigeria can be a great investment, but it's important to avoid these 3 biggest mistakes that people make when investing in properties.

I hope this short report has answered your questions about Real Estate investment in Nigeria? And from today you will invest right.

## MY OFFER FOR YOU

January, we launched a program called “**Manage For You**” It’s a program where we help you manage your properties for shortlet business and we pay you monthly or yearly

If you currently have properties in any of these locations then congratulation. Lekki Phase one, Ikate, Ikoyi, VI or Ikeja GRA. All you need to do is to furnish it to the taste. We will guide you on that and you start making daily money.

If you don’t have properties yet and you want to invest, we congratulate you more because we will show you the best to invest in.

You can have properties in Lekki phase one and still not make any money. A lot of things need to be considered before investing in properties for shortlet business

Now, we are opening the door for investors to come. We will recommend a property for you; you can involve your lawyer to make research about any property we recommend and we manage for you.

We will be with you from the buying level to the furnishing level to make sure you have the right apartment that will invite booking always

Wait... You may not have more money to buy property in those area, do you know you can rent and use it for shortlet? Yes.... As I am writing this short report, I have 3 request of people who want to rent and use it for shortlet.

Though renting can be risky because the Landlord can give you the house this year for 15m and next year he come up and tell you the price is now 18m. Though you will still make your money but Landlord can come one day and tell you that he needs his property

You will have to move and start looking for another house to rent. Remember your Interior, remember your location and everything.





In most cases, it's better to buy than to rent but if you don't have much to buy you can start with rent. I have some people who rents and they have been there for over 4 years without issue. So, starting with that is better than starting with nothing.

So, if you will love to start this now, please message me immediately and let's talk about this right away.

My personal WhatsApp Contact: **+2348133176941**

Ohhhhh.... You don't want a shortlet whaala... Even though there is nothing like that because we will do all the stress for you and you will be relaxing and get your money weekly or monthly.

Then we have some landed property you can invest on and make over 300% Return on your investment in the next 3-5 years. Trust me, we have done our investigation about any land we will be recommending and you can still involve your lawyer before making your decision.

So, if you will love to go with any of the options chat me on WhatsApp now and let's start as soon as possible. There is no time to waste as shortlet business will be very hot this year

