



THINGS YOU SHOULD KNOW BEFORE INVESTING IN LANDED PROPERTY IN NIGERIA

BY



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Chapter 1: Introduction

H.I Real Estate Development Limited is a fast-growing real estate development company in Africa, dedicated to turning your dreams into reality and providing insight into our vision. We are passionate about serving every class of people.

Our company is built on a foundation of love for humanity, which drives our commitment to accountability and transparency. We consider ourselves one big family, known as H.I Real Estate. "Excellency Euphoria" is the key to continuous improvement and an innovative mindset, which is evident in our work.

Collaborate with us and experience satisfaction on all levels. At H.I Real Estate, we are passionate about helping people secure their future through real estate investment.

Overview of Real Estate in Nigeria

Nigeria, with its rapidly growing population and expanding urban centers, presents significant opportunities for real estate investors. The country's real estate market has witnessed substantial growth over the past few decades, driven by urbanization, economic development, and an increasing demand for housing and commercial spaces. However, investing in landed property in Nigeria requires a thorough understanding of the market dynamics, legal landscape, and potential risks involved.

Importance of Knowledge Before Investing

Real estate investment is a substantial financial commitment, and making informed decisions is crucial to ensure profitability and avoid pitfalls. This book aims to provide prospective investors with the essential information and insights needed to navigate the complexities of the Nigerian real estate market. From understanding legal requirements to conducting due diligence and developing investment strategies, this comprehensive guide will equip you with the knowledge necessary to make sound investment choices.

At H.I Real estate we are here to guide you through the journey.

Chapter 2: Understanding the Nigerian Real Estate Market

Market Dynamics

The Nigerian real estate market is characterized by its diversity and rapid growth. Key factors influencing the market include population growth, urbanization, and economic development. Major cities like Lagos, Abuja, and Port Harcourt are experiencing significant demand for residential and commercial properties, driven by the influx of people seeking better economic opportunities.

Economic Factors

Nigeria's economy plays a crucial role in the real estate market. Factors such as GDP growth, inflation rates, and government policies impact property values and investment returns. Understanding these economic indicators can help investors make informed decisions and identify lucrative opportunities.

Key Locations for Investment

Certain regions in Nigeria offer more attractive investment prospects due to their economic activities, infrastructure development, and population density. Lagos, as the commercial capital, presents numerous opportunities for residential and commercial investments (Ibeju Lekki, Epe and Ikorodu are the fast-developing LGA in Lagos State). Abuja, the federal capital, continues to grow with government-related developments. Other emerging cities like Ibadan, Enugu, and Delta also offer potential for profitable investments.

Chapter 3: Types of Landed Properties

Residential Properties

Residential properties include single-family homes, apartments, and estates. Investing in residential real estate can provide steady rental income and long-term capital appreciation.

Commercial Properties

Commercial properties encompass office spaces, retail outlets, and shopping malls. These investments can yield higher returns through rental income from businesses and commercial activities.

Agricultural Land

Investing in agricultural land can be lucrative, especially in regions with fertile soil and favorable climatic conditions. Agricultural investments can include crop cultivation, livestock farming, and agro-processing ventures.

Industrial Land

Industrial land is suitable for manufacturing plants, warehouses, and distribution centers. As Nigeria's industrial sector expands, demand for industrial land is expected to rise, offering significant investment opportunities.

Before investing in real estate, it is important to define your goals. Determine the purpose of the land—whether it is for residential, commercial, agricultural, or industrial use. Knowing what you want to do with the land is essential. At H.I Real Estate, we are here to guide you in making wise decisions regarding wealth acquisition. We help ready minds to acquire assets, even with little capital, ensuring you make informed and strategic investments.

Chapter 4: Legal Considerations

Land Use Act

The Land Use Act of 1978 is a fundamental legislation governing land ownership and management in Nigeria. It vests all land in the country in the hands of the government, which holds it in trust for the

people. Understanding the provisions of the Land Use Act is essential for navigating the legal landscape of real estate investment.

Types of Land Titles

There are various types of land titles in Nigeria, including Certificate of Occupancy (C of O), Governor's Consent, and Deed of Assignment (legal document). Each title confers specific rights and responsibilities on the landowner, and it is crucial to verify the title of any property before investing.

Obtaining the Certificate of Occupancy (C of O)

The Certificate of Occupancy is a crucial document that certifies a person's right to occupy and use land for a specified period. The process of obtaining a C of O involves several steps, including application, survey, and approval by the relevant government authorities.

Governor's Consent

Governor's Consent is required for any transaction involving the transfer of land ownership. It ensures that the transaction is legally recognized and protects the rights of the new owner. The process of obtaining Governor's Consent can be lengthy, but it is a critical step in securing a property investment.

Excision

This refers to the process where the government releases a portion of land that was previously under government acquisition back to the community or individuals.

Gazette

A gazette is an official government publication that records all land that has been excised and returned to indigenous communities.

Deed of Assignment

The Deed of Assignment is a legal document that transfers ownership of land from one party to another. It is essential to ensure that the Deed of Assignment is properly executed and registered to avoid future disputes.

Registered Survey

A document that provides a detailed description and mapping of the land, showing its size, boundaries, and location. It is essential for other land titles, like the C of O.

There are many types of land titles in Nigeria, such as Freehold, Right of Occupancy, and more. At H.I Real Estate, we specifically offer deeds of assignment, registered surveys, and Certificates of Occupancy (C of O) in process.

Chapter 5: Due Diligence Process

Conducting a Site Inspection

Before investing in any property, conducting a thorough site inspection is vital. This involves visiting the property, assessing its condition, and evaluating its potential for development or resale. At H.I Real

Estate, we conduct site inspections on Tuesdays, Thursdays, and Saturdays. These days are carefully selected to accommodate your schedule, ensuring you have the opportunity to visit and assess our properties at your convenience. Our team is available on these days to provide you with all the necessary information and support during your inspection.

Verifying Land Titles

Verifying the authenticity of land titles is crucial to avoid fraudulent transactions. This involves checking the land registry records, confirming the validity of the title documents, and ensuring that the property is free from encumbrances.

Checking for Government Acquisitions and Excision

It is essential to determine whether the land is subject to government acquisition or excision. Government acquisitions can lead to loss of property, while excision indicates that the land has been officially released for private ownership.

Investigating the Landowner's Claims

Verifying the claims of the landowner is important to ensure that they have the legal right to sell the property. This involves checking their identity, legal documents, and any existing disputes or claims on the land.

Survey Plan Verification

A survey plan provides detailed information about the property's boundaries and dimensions. Verifying the survey plan helps to confirm the exact location of the property and ensures that there are no boundary disputes with neighboring properties.

It is advisable to buy property from a reputable real estate agency like H.I Real Estate, rather than from a community. When acquiring land from a company like ours, there is no cause for concern—we have conducted all necessary due diligence on your behalf. Our land titles come with registered surveys and Certificates of Occupancy (C of O) in view. Our lands are 100% secure and guaranteed.

Chapter 6: Financing Your Investment

Personal Savings

Using personal savings is a common way to finance real estate investments. This approach allows investors to avoid interest payments and maintain full ownership of the property. At H.I Real Estate, we provide a range of payment options and flexible plans tailored to meet the needs of our investors. You can choose to spread your payments over 3 months, 6 months, or even 12 months, allowing you to invest in real estate at a pace that suits your financial situation. Our goal is to make property ownership accessible and manageable, ensuring you can secure your future with ease.

Bank Loans and Mortgages

Banks and financial institutions offer various loan and mortgage options for real estate investments. Understanding the terms and conditions, interest rates, and repayment schedules is crucial when opting for this financing method.

Real Estate Investment Trusts (REITs)

REITs provide an opportunity to invest in real estate without directly owning properties. Investors can buy shares in a REIT, which owns and manages a portfolio of properties, providing returns through dividends and capital appreciation.

Cooperative Societies

Cooperative societies pool resources from members to finance real estate projects. Joining a cooperative society can provide access to funding and reduce the financial burden of individual investors.

Chapter 7: Engaging Professionals

Real Estate Agents

Real estate agents play a vital role in facilitating property transactions. They provide market insights, property listings, and negotiation services, making the buying and selling process smoother for investors.

Lawyers

Engaging a lawyer is essential for ensuring that all legal aspects of the property transaction are properly handled. Lawyers can help with title verification, drafting contracts, and resolving any legal disputes that may arise.

Surveyors

Surveyors provide accurate measurements and mapping of properties, ensuring that the boundaries and dimensions are correctly recorded. Their expertise is crucial in preventing boundary disputes and ensuring compliance with zoning regulations.

Town Planners

Town planners assist in ensuring that property development complies with local planning and zoning regulations. They provide guidance on land use, infrastructure development, and environmental impact assessments.

Chapter 8: Challenges and Risks

Land Disputes and Litigation

Land disputes are common in Nigeria and can arise from conflicting ownership claims, boundary issues, and inheritance conflicts. Understanding the potential for disputes and taking preventive measures is

crucial to protect your investment. It is advisable to buy from a reliable real estate company like H.I Real Estate rather than from a community or family. This way, in the event of any disputes, the company can advocate on your behalf and handle all the due diligence for you.

Fraud and Scams

Fraudulent activities, such as selling non-existent properties or using fake documents, pose significant risks to investors. Conducting thorough due diligence and verifying all documents can help mitigate the risk of falling victim to scams.

Economic Instability

Economic instability, including inflation, currency fluctuations, and changes in government policies, can impact property values and investment returns. Staying informed about economic trends and diversifying investments can help manage these risks.

Regulatory Changes

Changes in government regulations and policies can affect real estate investments. It is important to stay updated on regulatory developments and understand their potential impact on your investment.

Chapter 9: Investment Strategies

Land banking or Cashback Scheme in Real Estate

Land banking involves purchasing undeveloped land with the expectation that its value will increase over time.

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INVEST IN LAND BANKING

INVEST/AMOUNT	AND GET 30% IN 12 MONTHS	AND GET 40% IN 18 MONTHS
N1,000,000	N1,300,000	N1,400,000
N2,000,000	N2,600,000	N2,800,000
N3,000,000	N3,900,000	N4,200,000
N4,000,000	N5,200,000	N5,600,000
N5,000,000	N6,500,000	N7,000,000
N6,000,000	N7,800,000	N8,400,000
N7,000,000	N9,100,000	N9,800,000
N8,000,000	N10,400,000	N11,200,000
N9,000,000	N11,700,000	N12,600,000
N10,000,000	N13,000,000	N14,000,000

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INVEST IN LAND BANKING

INVEST/AMOUNT	AND GET 30% IN 12 MONTHS	AND GET 40% IN 18 MONTHS
N11,000,000	N14,300,000	N15,400,000
N12,000,000	N15,600,000	N16,800,000
N13,000,000	N16,900,000	N18,200,000
N14,000,000	N17,200,000	N19,600,000
N15,000,000	N18,500,000	N21,000,000
N16,000,000	N19,800,000	N22,400,000
N17,000,000	N22,100,000	N23,800,000
N18,000,000	N23,400,000	N25,200,000
N19,000,000	N24,700,000	N26,600,000
N20,000,000	N26,000,000	N28,000,000

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Investors can then sell the land at a higher price or develop it for profit. This strategy can yield significant returns, especially in rapidly growing areas.

Cashback Schemes in real estate typically offer buyers a refund of a portion of their purchase price after completing the transaction. These schemes can provide immediate financial benefits and improve cash flow for buyers.

At H.I Real Estate, we offer expert guidance on both land banking and cashback schemes, helping you make informed decisions to maximize your investment returns.

Buy and Hold

The buy and hold strategy involve purchasing property and holding it for an extended period, allowing for appreciation in value. This strategy can provide long-term capital gains and rental income.

Flipping Properties

Flipping properties involves buying undervalued properties, renovating them, and selling them at a higher price. This strategy requires careful market analysis and efficient project management to maximize profits.

Leasing and Renting

Leasing and renting properties can provide a steady stream of income. This strategy involves finding reliable tenants, maintaining the property, and managing rental agreements.

Joint Ventures

Joint ventures involve partnering with other investors or developers to pool resources and expertise for real estate projects. This strategy can reduce individual risk and increase access to larger investment opportunities.

Chapter 10: Case Studies

Successful Real Estate Investments

Analyzing successful real estate investments can provide valuable insights and lessons. Case studies of profitable ventures can highlight effective strategies, market trends, and key factors contributing to success.

Lessons from Failed Investments

Learning from failed investments is equally important. Examining the reasons for failure, such as poor due diligence, market misjudgment, or legal issues, can help investors avoid similar pitfalls and make more informed decisions.

Chapter 11: Future Trends in Nigerian Real Estate

Urbanization and Its Impact

Urbanization is expected to continue driving demand for residential and commercial properties in Nigerian cities. Understanding the implications of urbanization can help investors identify emerging opportunities and plan for future growth.

Technological Advancements

Technological advancements, such as digital platforms, smart buildings, and blockchain for property transactions, are transforming the real estate industry. Keeping abreast of these innovations can enhance investment strategies and improve operational efficiency.

Sustainable and Green Building

Sustainable and green building practices are gaining traction in Nigeria. Investing in environmentally friendly properties can attract eco-conscious buyers and tenants, enhance property value, and contribute to environmental conservation.

Chapter 12: Conclusion

Recap of Key Points

This book has covered essential aspects of investing in landed property in Nigeria, including market dynamics, legal considerations, due diligence, financing, and investment strategies. Understanding these factors is crucial for making informed and profitable investment decisions.

Final Advice for Investors

Investing in real estate in Nigeria offers significant opportunities, but it also comes with challenges and risks. Conducting thorough research, engaging professionals, and staying informed about market trends and regulatory changes are key to successful investments. By following the guidelines and strategies outlined in this book, investors can navigate the complexities of the Nigerian real estate market and achieve their investment goals.

This comprehensive guide aims to provide valuable insights and practical advice for anyone considering investing in landed property in Nigeria. With the right knowledge and approach, real estate investment can be a rewarding and profitable venture in this dynamic market.

The book concludes with practical advice for investors, emphasizing the importance of thorough research, professional engagement, and staying informed about market trends and regulatory changes. By following the guidance provided, investors can make informed decisions and achieve success in the Nigerian real estate market.

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