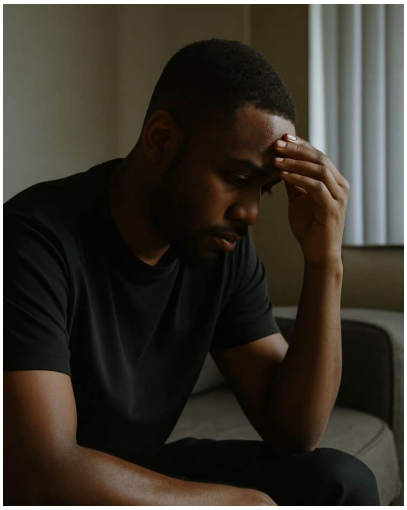


# Common Mistakes First-Time Property Investors Make in Nigeria

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Investing in real estate can be one of the smartest financial decisions you make. But first-time investors in Nigeria often fall into avoidable traps that can cost them time, money, and peace of mind. Understanding these common mistakes is the first step toward a successful property journey.

#### 1. Failing to Verify Documentation

Many first-time investors are excited about a property and rush into payment without thoroughly checking the documents. This can lead to serious legal issues, ownership disputes, or even loss of the property.

Before buying, always confirm:

- The type of title (Certificate of Occupancy, Right of Occupancy, Allocation Letter)
- Whether the land has a valid allocation
- If it falls under government acquisition
- Proper survey documentation

Relying solely on verbal assurances is a mistake. Always request transparent documents and, if possible, independent verification.

#### 2. Ignoring Location and Development Trends

Not all properties in Nigeria are equal. Many first-time investors focus only on price or popularity and ignore the fundamentals of location.

Ask yourself:

- Is the area already developed or still emerging?
- Are there access roads, utilities, and basic infrastructure?
- Are there nearby estates, schools, or commercial hubs?
- Are government or private development projects planned in the area?

Smart investors buy where development is heading, not just where everyone else is buying today.

#### 3. Underestimating Infrastructure's Impact

Infrastructure drives property value. Many new investors overlook the role of roads, utility expansion, commercial projects, and estate developments.
Property near upcoming infrastructure appreciates faster than isolated parcels. Ignoring this factor can lead to lower returns on investment.

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#### 4. Lack of Clear Investment Goals

Some investors buy property without defining their objective. Are you buying to:

- Build immediately
- Resell in two to five years
- Hold long term for appreciation
- Develop rental income

Your investment goal should determine the right location, price range, and property type. Misalignment often leads to frustration and poor returns.

#### 5. Chasing Low Prices Instead of Value

Extremely cheap properties often come with hidden risks:

- Poor location
- Difficult access
- Legal disputes
- Limited appreciation potential

Focusing only on price can cost more in the long run. Smart investors look for value, combining location, legal security, and growth potential.

#### 6. Working With the Wrong Real Estate Partners

First-time investors often trust unverified agents or informal sellers. This can result in unclear documentation, misrepresentation, or even fraud.

A trusted real estate partner should provide:

- Transparent documentation and verification
- Clear pricing and payment structure
- On-site inspections
- Expert guidance on high-growth areas
- Proper allocation and registration process

Choosing the right partner reduces risk and ensures a smoother investment experience.

**Final Thoughts**

Investing in Nigerian real estate is a powerful way to build wealth, but success requires knowledge and careful planning. First-time investors must verify documents, study location and infrastructure, define their goals, focus on value, and work with professional real estate partners.

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Avoiding these common mistakes can save you time, money, and frustration, while positioning you for long-term growth. With the right approach, your first property purchase can become the foundation for a thriving real estate portfolio.
At De Velli Group, we help investors identify legally verified land in Abuja’s fastest-growing corridors. Our due diligence process ensures every opportunity is backed by clear documentation, regulatory compliance, and strong long-term growth potential.

As with any investment, returns are influenced by market conditions, property performance, and management quality. We help Investors always review documentation and understand the structure before participating.