THE ₦18 MILLION MISTAKE TAYO ALMOST MADE BUYING LAND IN ABUJA

Tayo thought he had finally found the deal he had been waiting for. The land was in an area of Abuja that was beginning to attract new buildings, the price was within his budget, and the agent had sent him photographs, documents and videos of the property. Everything looked convincing. There was even another buyer supposedly waiting to make payment that afternoon.

For Tayo, that was enough pressure to act.

He had been saving for years. He wanted to own land before prices moved beyond his reach, and he was afraid that waiting another month would mean losing the opportunity. The agent kept reminding him that land prices in Abuja rarely move backwards. Tayo was ready to transfer the money.

Then his brother asked him a question that changed everything.

“Have you independently verified the land?”

Tayo suddenly realised that he had not. He had inspected the location, but he had not properly investigated the ownership history. He had seen copies of documents, but he had not confirmed them through the appropriate channels. He had trusted the agent because the agent sounded confident.

That evening, Tayo decided not to pay.

THE RED FLAGS ARE OFTEN HIDING BEHIND THE BARGAIN

The following week, Tayo heard about another buyer who had lost a significant amount of money after purchasing property through an arrangement that later became complicated. He could not prove that the property he had been shown was fraudulent, but he had learned something more important. A property can look genuine and still require serious investigation before money changes hands.

Land fraud in Nigeria can take different forms. Buyers may encounter forged documents, multiple sales of the same property, misleading claims about ownership or properties being marketed without proper authority. The excitement of finding a bargain can make people ignore warning signs.

Tayo’s experience taught him that buying land is not a race against another buyer. It is a financial decision that deserves patience, verification and professional guidance.

The right question is not simply, “How quickly can I buy this land?”

It is, “How certain am I about what I am buying?”

For anyone considering land in Abuja or elsewhere, due diligence should never be treated as an unnecessary delay. Verify the documentation, investigate the ownership, inspect the property and understand exactly what rights you are acquiring.

Tayo did not lose ₦18 million.

He came close.

And sometimes, the most valuable lesson in real estate is the money you save by refusing to rush.