

Why Good Land Deals Slip Away

Most people assume that missing a good land deal means they were never aware of it in the first place. But in reality, that is rarely the case. The truth is, many of the best opportunities do not go unnoticed; they go undecided. People see them, consider them, even talk about them, but then choose to wait.

In the moment, hesitation feels harmless. It feels reasonable, like “let me think about it” or “I will come back to this later.” It is a natural reaction. We want to be careful, weigh our options, and make sure we are making the right choice. That pause feels safe, even responsible.

The problem is that real estate does not wait. While one person is thinking, another is acting. By the time the decision is finally made, the opportunity may have already changed. Prices may rise, someone else may secure the plot, or the development could shift entirely.

Hesitation can also lead to missed potential. Even when you find the right location, size, or price, delaying action can mean losing the chance to benefit from appreciation or early entry. Often, the “perfect time” never comes. Waiting for everything to feel exactly right can turn into inaction, and in real estate, inaction is expensive.

De Velli Group

Tochi’s Story

Tochi came to Abuja as a young boy, like many others, to learn a trade under a master. Years later, after completing his apprenticeship, he received his settlement in 2022. It was a decent amount, enough to start something for himself.

He did the obvious thing first. He rented a small shop and started a provisions business, just as he had learned. But after setting up, stocking his shop, and paying rent, he still had some money left.

That was when the real question started:

What should he do with the rest?

Around that time, areas like Katampe Extension, Guzape, and other parts of Abuja were growing fast. Prices were rising quietly. Tochi knew one thing for sure. Going back home was not an option. He wanted something better.

He had learned a trade and was working. But he needed something that could grow beyond daily income. Then he met a realtor. At first, he was not fully convinced. The idea of buying land felt big, almost out of reach. A plot in Katampe Extension was going for ₦20 million.

He only had about ₦8 million left. It did not seem possible. But instead of walking away, he listened. He was advised to secure the land with what he had and continue with an installment

plan. It was not perfect, but it was doable.
He took the step, and something interesting happened. As time went on, his business started growing. The same shop he opened began to bring in steady income. He was able to keep up with his payments and eventually completed them.
Today, that decision looks very different from how it felt at the beginning.

Where Most People Get It Wrong

Tochi did not have everything figured out. He just did not let hesitation stop him.
Most people, on the other hand, wait for

1. Perfect timing
2. Full clarity
3. Zero risk

De Velli Group

And while they are waiting, the opportunity moves. Good land deals do not usually look obvious at first.
They often feel:

- Slightly uncomfortable
- A bit early
- Not fully convenient

That is why many people pass on them.
Not because they are not good, but because they require a decision.

Final Thought

There is a difference between being careful and being stuck. The smartest buyers do not rush blindly, but they also do not wait too long. They take time to understand, make informed decisions, and then act.
Because in real estate, opportunities do not always disappear loudly. Sometimes, they slip away quietly and return later at a higher price for someone else.
Every moment of hesitation can mean missing out on a prime location, a plot that could appreciate significantly, or a chance to secure your future before prices rise. That is why timing and action are just as important as planning.
'With De Velli, opportunities like these are ready for you to act on. The process is simple and structured, guiding you from inspection to ownership. Visit the land, secure your plot, and take the first step toward building your future wealth.
Do not wait. Do not second guess. Act now before someone else does, and turn today's opportunity into tomorrow's success.'