

WHY 70% OF LAND INVESTORS REGRETS THEIR PURCHASES

AND HOW TO BE AMONG
THE 30% WHO DON'T.

MISSION

To become a forerunner in the real estate developing firm, offering luxurious real estate, being accessible and at an affordable cost also real estate investments to larger scale that will upscale your income and expertise of living.

VISION

To become a forerunner in the real estate firm that precreates diverse income opportunities with the best real estate insight and investment opportunities to upscale finances.

CORE VALUES

- Discipline • Commitment
- Customer-Focused • Integrity

At DASA HOMES, Real Estate is more just luxurious living and upscale investment, it's a lifestyle.

Tunmise Sanni
Chief Executive Officer
DASA HOMES LIMITED

INTRODUCTION

Investing in land, especially in high-demand markets like Lagos, is often considered a solid financial move. However, statistics show that up to 70% of land investors experience regret, mainly due to poor planning, legal disputes, or uninformed decisions. This guide will equip you with detailed strategies to avoid pitfalls and become part of the 30% who confidently secure profitable investments.

We'll dive deep into the common mistakes that lead to regret and the practical steps you can take to future-proof your investment.

Chapter 1

THE MOST COMMON REASONS FOR REGRET

1. Fraudulent Transactions

Issue: Scammers exploit unsuspecting buyers by selling non-existent or encumbered land.

Example: Some buyers pay for land that is either under government acquisition or has conflicting ownership claims.

Consequence: Loss of investment or expensive legal battles.

2. Inadequate Documentation

Missing Titles: Many investors neglect to confirm proper titles such as the Certificate of Occupancy (C of O) or Governor's Consent.

Implication: Without these documents, the land cannot be legally developed or resold.

3. Location Challenges

Bad Accessibility: Land in remote or flood-prone areas may depreciate instead of appreciating.

Government Reclamation: Some lands fall within areas earmarked for public projects like road expansions or housing schemes.

CON'T

4. Overlooked Costs

Hidden Expenses: Development levies, legal fees, and survey costs often shock first-time investors.

Outcome: Reduced returns on investment or financial strain.

5. Poor Long-Term Planning

Lack of Research: Investing in areas without growth potential leads to stagnation in land value.

Example: Lands near industrial zones may face environmental challenges, reducing desirability.

Chapter 2:

HOW TO AVOID REGRET

1. Verify Legal Documentation

Essential Papers: Ensure the land has a valid C of O, Deed of Assignment, or Governor's Consent.

Action Step: Conduct a title search at the Land Registry and verify its authenticity.

Tip: Engage a licensed real estate lawyer for thorough legal checks.

2. Conduct Location Analysis

Growth Zones: Focus on areas with urbanization trends, infrastructure projects, or planned developments.

Red Flags: Avoid locations prone to flooding, communal disputes, or poor connectivity.

Example: Areas like Ibeju Lekki and the Lekki Free Trade Zone have significant growth potential but require careful zoning checks.

3. Partner with Reputable Sellers

Reputation Matters: Only buy from trusted developers or verified estate companies.

CON'T

How to Vet: Check for positive reviews, testimonials, and completed projects.

Avoid Middlemen: Direct dealings with developers reduce the risk of fraud.

4. Budget for Hidden Costs

Development Levies: Ask for a detailed cost breakdown.

Professional Fees: Include charges for lawyers, surveyors, and agents in your budget.

5. Understand Zoning and Land Use Policies

Check Compatibility: Verify if the land's zoning aligns with your intended use (e.g., residential, commercial).

Future-Proof: Consult the Ministry of Physical Planning to ensure your land isn't part of a government project.

Chapter 3:

CONDUCT DUE DILIGENCE LIKE A PRO

1. Survey and Boundary Verification

Licensed Surveyors: Hire professionals to confirm the land's boundaries and identify encroachments.

GIS Technology: Use geographic information systems for accurate mapping.

2. Engage Community Leaders

Why It Helps: Local chiefs or elders can confirm ownership history and resolve disputes.

3. Double-Check Ownership Claims

Check for Multiple Sellers: Ensure the land isn't under multiple claims.

Visit the Site: Inspect the land personally or hire a trusted agent.

Chapter 4:

KEY RED FLAGS TO AVOID

1. Unrealistically Low Prices

Too Good to Be True: Cheap land often hides issues like poor location, lack of documentation, or disputes.

2. Seller Pressure

Rush Tactics: Sellers who demand immediate payment without verification are a red flag.

3. Absence of Essential Documents

Warning: Never rely on verbal agreements or promises of “documents in progress.”

4. Overlapping Boundaries

Conflict: Lands with unclear or overlapping boundaries invite future disputes.

Chapter 5:

INVEST SMARTLY FOR LONG-TERM GAINS

1. Monitor Infrastructure Projects

Why It Matters: Proximity to roads, airports, or industrial zones boosts land value.

Example: Ibeju Lekki's value increased due to the Dangote Refinery and Lekki Deep Sea Port projects.

2. Secure Land Insurance

Protect Your Asset: Cover risks like disputes, encroachments, or natural disasters.

3. Focus on Long-Term ROI

Visionary Approach: Prioritize locations with future urban development plans.

CONCLUSION

Land investment can yield remarkable returns, but only when approached with caution, diligence, and strategic planning. By taking the steps outlined in this guide, you'll avoid the mistakes that lead 70% of investors to regret their purchase and join the 30% who secure profitable, stress-free investments.

This guide is your roadmap to smart, informed land investment decisions. Remember: Your success starts with due diligence!

If you'd like to discuss your investment plans or need expert guidance, call **DASA HOMES LIMITED** at **+2349044299811** for a free consultation.

Whether you're looking to buy, sell, or safeguard your property, Our team are ready to help you make the best decisions in today's market.