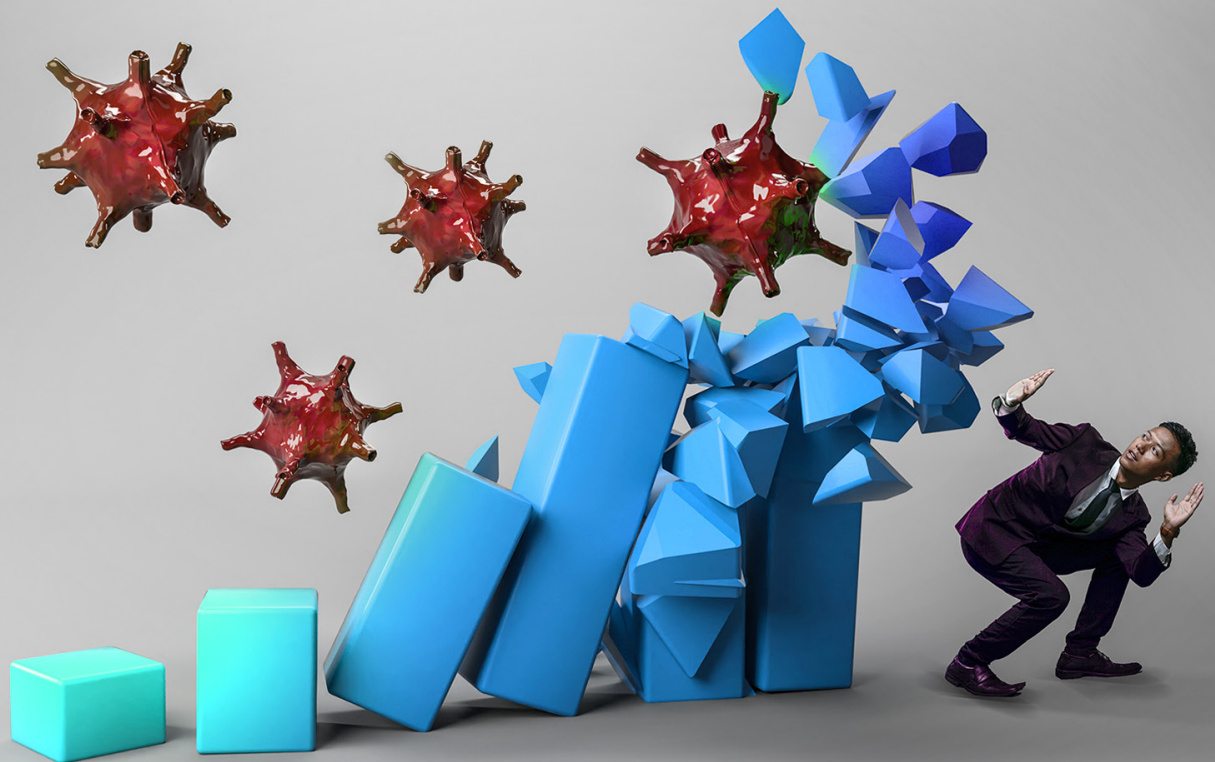


NEWSLETTER

May, 2024



The 4 Most Dangerous Trends Facing Real Estate Investors



Real estate in Nigeria is experiencing rapid growth, but with rising interest rates, investors must be strategic in their approach. At Edin & People Limited, we understand the importance of securing favorable financing options for our clients. Whether it's through long-term financing or alternative solutions like seller financing and partnerships, we help our clients maximize their real estate assets in a changing market.

Market saturation is a common challenge faced by real estate investors in Nigeria. With increased competition, finding lucrative investment opportunities can be challenging. Regulatory changes are a constant in the Nigerian real estate market, and staying informed is essential for protecting investments. Economic uncertainty, including factors such as inflation, recession, and geopolitical events, can create volatility in the Nigerian real estate market, amongst others.

To mitigate these risks, diversification is key. At Edin & People Limited, we help our clients build diversified real estate portfolios, investing in different property types and geographic locations. By investing in recession-resistant assets, investors can maximize their real estate assets and achieve long-term financial success. Additionally, we help our clients identify unique properties with strong potential for appreciation or income generation, provide our clients with expert guidance on navigating regulatory changes and ensuring compliance with local laws.

While there are challenges facing real estate investors in Nigeria, there are also significant opportunities for growth and success. This month's article touches on our commitment to helping our clients navigate these challenges and maximize their real estate assets. With our expertise and personalized approach, we're your go-to partner for all your real estate investment needs in Nigeria.

IJAHENDA James Margimari
CEO/MD, Edin and People Limited



OUR PERSPECTIVE

In Nigeria, Real Estate presents a myriad of opportunities and challenges for investors. At Edin & People Limited, we understand the importance of staying ahead of the curve in such a dynamic market. With rising interest rates, market saturation, regulatory changes, and economic uncertainties, it's more crucial than ever for investors to have the right knowledge and guidance to navigate these challenges successfully. If you're in the real estate game, you know it's not all sunshine and rainbows. There are pitfalls lurking around every corner, waiting to trip up the unwary. But fear not! We've got your back. Are you considering investing in real estate also? Be you a seasoned investor or just starting out, it's essential to be aware of the ever-changing trends that can affect your investments. In this article, we'll discuss the four most dangerous trends facing real estate investors today and how you can maximize your real estate assets despite these challenges.

1. Rising Interest Rates:

Interest rates play a significant role in the Nigerian real estate market. When interest rates rise, borrowing becomes more expensive, which can impact property values and cash flow. For real estate investors, this means potentially lower profits and decreased affordability for buyers. However, rising interest rates aren't all bad news. By locking in lower interest rates with long-term financing or exploring alternative financing options like seller financing or partnerships, investors can mitigate the impact of rising rates and maximize their real estate assets.

2. Market Saturation:

With the increasing popularity of real estate investing in Nigeria, many markets are becoming saturated with investors looking for opportunities. This increased competition can make it challenging to find lucrative investment properties at reasonable prices. To stand out in a competitive market, investors need to be creative and strategic. Look for properties with unique features or value-add opportunities that set them apart from the competition. By focusing on properties with strong potential for appreciation or income generation, renovation, redevelopment, or other value-add strategies to increase property value and rental income, investors can maximize their real estate assets and achieve long-term success in a crowded market.

3. Regulatory Changes:

Changes in government regulations and zoning laws can have a significant impact on real estate investments in Nigeria. From changes in land use regulations to new tax laws, staying informed about regulatory changes is essential for protecting your investment. To navigate these challenges, investors need to be proactive and diligent in their research. Work with a knowledgeable real estate company like Edin&People limited, that can help you understand the implications of regulatory changes and ensure compliance with local laws. By staying informed and adapting to regulatory changes, investors can minimize risk and maximize their real estate assets.

3. Economic Uncertainty:

Economic uncertainty, including factors such as inflation, recession, and geopolitical events, can create volatility in the Nigerian real estate market. During periods of economic uncertainty, investors may experience decreased property values, lower rental demand, and increased vacancy rates. To mitigate the risks associated with economic uncertainty, investors should focus on building a diversified real estate portfolio. By diversifying across different property types and geographic locations, investors can reduce risk and maximize their real estate assets. Additionally, consider investing in recession-resistant assets such as land, multifamily properties or commercial real estate with stable cash flows.

While there are many challenges facing real estate investors in Nigeria today, there are also plenty of opportunities to maximize your real estate assets and achieve long-term financial success. By staying informed about current trends, remaining adaptable, and working with experienced professionals like Edin&People Limited, you can navigate these challenges and build a successful real estate portfolio. Whether you're a novice investor or a seasoned pro, there's never been a better time to invest in real estate in Nigeria than now.

Our Projects

Union Hive

📍 Lifecamp, FCT Abuja

Few Plots Available!

150 SQM



Building Plan
3 Bedroom Terrace Duplex

₦6M

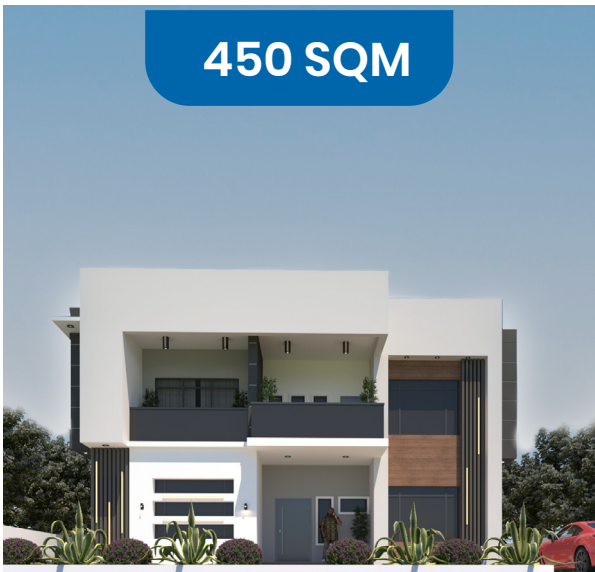
250 SQM



Building Plan
4 Bedroom Fully Detached Duplex

₦10M

450 SQM



Building Plan
5 Bedroom Fully Detached Duplex

₦18M

750 SQM



Building Plan
6 Units of 2 Bedroom Block of Flat

₦30M

Our Projects

Grey Pacific

📍 Lifecamp, FCT Abuja

Few Plots Available!

150 SQM



Building Plan

3 Bedroom Terrace Duplex

₦10M

250 SQM



Building Plan

4 Bedroom Fully Detached Duplex

₦15M

450 SQM



Building Plan

5 Bedroom Fully Detached Duplex

₦24M

750 SQM



Building Plan

6 Units of 2 Bedroom Block of Flat

₦38M

MILTON CITY

 *Karsana*

PLOT SIZES

150 SQMs

250 SQMs

350 SQMs

450 SQMs

950 SQMs



Presale



FCDA
Federal Capital
Development
Authority

MILTON CITY

📍 Karsana

150 SQMs

3 Bedroom Terrace Duplex



₦4.5M

250 SQMs

4 Bedroom Semi-Detached Duplex



₦7.5M

350 SQMs

4 Bedroom Fully Detached Duplex



₦10.5M

450 SQMs

5 Bedroom Fully Detached Duplex



₦12.5M

950 SQMs

6 Units of 3 Bedroom Block of Flats



₦25.5M



Suitable
Payment Plan
Available

ABOUT US

Edin & People Ltd. is a forward looking real estate solution based company with a visionary drive to innovate unique and unorthodox approach, challenging the ordinary to solve the rising housing needs and creating investment opportunities to its clientele and delivering unparalleled services with utmost courtesy, exceeding expectations and building life-long relationship through strategic partnership and leaving indelible mark and memories on who we affect.



Book a Site Inspection



0905 055 6897



info@edinandpeople.com



N0. 8 Abdullahi Ibrahim Street, Utako FCT, Abuja



www.edinandpeople.com