



**Thinkmint Nigeria**  
A member of the  
TM Group

**REAL ESTATE DISCUSSIONS & AWARDS (REDA)**  
**THE DIGITAL DIALOGUES**

**POST EVENT REPORT**



SPONSORS



URBAN SHELTER  
PROPERTIES



Cedarview



home|WORK

MEDIA STREAMING

**BUSINESS DAY**



## ABOUT THINKMINT NIGERIA

We are a one stop digital inspired platform that counsels businesses and organizations on their key strategic issues, leveraging our deep industry expertise and using analytical rigor to help them manage the toughest and most critical business problems.

We also connect customers and users to the best products and services and make it easy to access them at the best price. Thus, you can trust us when we say we do "more than marketing".

## MISSION

Our best practice services will allow you to:

- ◆ Work fewer hours — and make more money.
- ◆ Attract and retain quality, high-paying customers.
- ◆ Manage your time so you'll get more done in less time.
- ◆ Hone sharp leadership skills to manage your team.
- ◆ Cut expenses without sacrificing quality.
- ◆ Automate your business, so you can leave for days, weeks, or even months at a time.

## OUR CORE AREAS



**Real Estate  
Sales Transactions**



**Digital  
Marketing**



**PR & Business  
Services Consulting**



**Event Planning  
and Coordination**

## ABOUT REDA (THE DIGITAL DIALOGUE)

Real Estate Discussions & Awards Thinkmint Nigeria in partnership with Business Day Media presents **REDA: THE DIGITAL DIALOGUE, 2020**

This year's edition themed : "The Real Estate Market, an overview of the current global changes. " is an online event designed to discuss, proffer solutions to current Real estate issues, as well as celebrate excellence amongst Real Estate stakeholders by giving the opportunity to gain valuable exposure and well-deserved recognition for their national and global achievements in the Real estate sector.

The Real Estate Discussions and Awards 2020 will be centered on identifying the limitations encountered by real estate markets in the areas of global relevance and birth ideas that would facilitate a higher capability to compete on the top tier real estate market plane and transport the industries to the centre of the world's sight.

It seeks to do this by;

- Highlighting the parts and bits of the industries (the governments of the countries, the policies and laws guiding the industries, public and private investors, the increasing populace etc.), evaluating the growth attained through their impact and seeking out areas in these parts which require invigoration.
- Exploring methods of harnessing technological processes for demand and supply awareness, investments as well as economic growth.
- Evaluating the current state of the general real estate market and sharing views that may strengthen and increase its levels.

We expect to host 30 industry leading speakers. over 10,000 attendees consisting of local and international stakeholders including real estate developers, Investors, Government authorities, media personnel.



**Thinkmint Nigeria**  
A member of the  
TM Group

IN PARTNERSHIP WITH





**Thinkmint Nigeria**  
A member of the  
TM Group

IN PARTNERSHIP WITH

**BUSINESS DAY**

**SPONSORS**



**URBAN SHELTER**  
PROPERTIES



**Cedarview**



**PARTICIPATING BRANDS**



**FAMILY HOMES FUNDS**  
...for your own home

**FirstTrust**  
Mortgage Bank Plc

**DRADROCK**  
REAL ESTATE LIMITED



**northcourt**

**LandWey**



**Sterling**



**broll**

**AO2LAW**  
Anaje · Olumide · Oke · Akinkugbe

**realtypoint**  
...we deliver, YOU win!



**Thinkmint Nigeria**  
A member of the  
TM Group



**RANGE DEVELOPMENTS**

**PROPTech AFRICA**



**AWARD NOMINEES**



**AFRILAND PROPERTIES**

**BOLMUS GROUP INTERNATIONAL**



**JAMES CUBITT & PARTNERS**

**PROVAST**  
INTEGRATED FACILITIES MANAGEMENT

**ELWAN CONSTRUCTION COMPANY**

**Brains & Hammers**

**FirstWorld COMMUNITIES**



**ESTATE LINKS**  
GBENGA OLANIYAN & ASSOCIATES



**FilmoRealty**

**Rydal Mews Ltd**  
Real Estate Management & Development

**CW REAL ESTATE**

**cortts LIMITED**



## **INTRODUCTION**

The Real Estate Discussions & Awards provided an avenue for discussions & methods for implementations of policies that will help reshape the Real Estate market , as well as recognise key industry players for their contributions towards to the Nigerian & African real estate market at large. The event was a major virtual real estate event organized in Nigeria in 2020.

It hosted 30 leading industry speakers and had 1245 attendees with over 2000 online views of all panel sessions currently available on the Thinkmint Nigeria and BusinessDay YouTube channels.

### **Partnerships**

Partnerships was signed off with BusinessDay Media, as well as the Federal Housing Authority and Lagos state real estate regulatory authority(Lasrera)

### **Media Partnerships**

Media partnership was open and signed off with media houses including:

- The Nation
- PUNCH
- BusinessDay



# WELCOME SPEECH

## Imelda Usoro-Olaoye

Managing Partner, Thinkmint Nigeria  
(A member of the TM Group)

Dear Delegates,

It gives me great pleasure to extend to you a warm welcome to “ Real Estate Discussions & Awards (REDA 2020 - The DIGITAL DIALOGUES.” It is gratifying to note that the agenda of this online conference is to discuss, proffer solutions to current real estate issues, as well as celebrate excellence amongst Real Estate stakeholders by giving them the opportunity to gain valuable exposure and well-deserved recognition for their national and global achievements in the real estate sector. This edition has been themed “The Real Estate Market, an overview of the current global changes.” with a major focus on identifying the limitations encountered by real estate markets in the areas of global relevance and birth ideas that would facilitate a higher capability to compete on the top tier real estate market plane and transport the industries to the centre of the world’s sight. We believe now is the time to take deliberate actions , decisions and enact or amend policies that will propel the Nigerian real estate market and make it well positioned to cater for the housing & real estate needs of its citizens. It is hoped that the result will be to benefit participants and stakeholders represented here in the real estate sector.

We also set to use this medium to acknowledge, encourage and celebrate excellence amongst Nigerian real estate

stakeholders and leaders by giving them the opportunity to gain valuable exposure and well-deserved recognition for their national and global achievements in the real estate sector, which will be achieved by the awards that will be announced during the three days period of the event.

Furthermore, we want to take the opportunity to thank many of you that have responded to the call to speak, making this event one of the most prominent of its type in the last few years. In a special manner, we will like to publicly praise our sponsors, partners and guest speakers for making this year's event successful.

Thinkmint Nigeria is a one stop digital inspired firm that counsels businesses and organizations on their key strategic issues, leveraging our deep industry expertise and analytical rigor to help them manage the toughest and most critical business problems ranging from sales, digital marketing to pr & business consultancy.

I am pleased to declare the conference open. It will be our wish that you enjoy this conference and take back with you the experiences, contributions and happy memories of the Real estate discussions & awards.



The real estate market, an overview of the current global changes – key note address delivered by Senator Gbenga B. Ashafa MD/CE Federal Housing authority at the real estate discussions and awards organized by Thinkmint Nigeria in partnership with Businessday on 21st September, 2020.



## Protocols.

### Introduction

I would like to start by commending the organizers of this program, Thinkmint Nigeria and Business Day Newspapers, for putting together a timely and well thought-out symposium like this. Their ability to aggregate the high quality of panelists lends credence to their wide network and professional expertise.

I have been saddled with the responsibility of setting the tone for this 2-day program by delivering the keynote address on the theme: “The Real Estate Market: An Overview of the Current Global Changes.” As stakeholders in real estate industry, the theme of this program not only requires us to outline the changes that are taking place in our industry, it also requires us to rethink our strategy and retool in order to meet the daily evolving needs of the consumers in line with global realities.

Like every other industry, the real estate sector is grappling with a painful

uncertainty in the global economy. Added to this uncertainty are other factors such as rapid technological advancements, a growing appetite for home ownership by a retiring generation of baby boomers, a sharp deviation in living style and design by a maturing generation of millennials, the impact of an unforeseen pandemic, amongst other realities and trends.

### Key Considerations

Now that we have to come to terms with changing realities and new trends in the real estate industry, we must answer this important question: how do we manage the change in consumer preference, as well as other emerging trends going forward?

In attempting to answer this question, I would break this address into Three sections: Building, Financing and documentation while factoring in the disruptions caused by the use of technology.

## **BUILDING FOR A DIFFERENT GENERATION:**

**1. CO-WORKING SPACES:** The incursion of technology into our personal and work lives and need for overhead cost reduction have birthed new business realities. Suddenly, businesses realize that not many people as before need to have their private offices; not everyone wants a corner office, not everyone wants their private printer, copier, and so on and so forth. Co-working / co-living / co-shared spaces have transformed the way we live and work.

Real estate practitioners have had to adjust to this reality. No one should have property for commercial use without adequate market intelligence as to the needs of consumers. Unlike what obtained in the past where businesses took pride in owning multi-storey structures, small and medium enterprises are switching focus to cost-cutting measures like subscribing to co-working spaces – a smart move that keeps their staff nimble and work schedule flexible.

**2. CHANGE IN STRUCTURAL PREFERENCES:** Years ago, the older generation had the luxury of owning their own accommodation, with all the space and preferences they wanted. Today, the story has changed. Developers have manifested a response to the need of the younger generation whereby they now focus more on building 1, 2 or 3-bedroom

units. Also due to constraints of space, urban areas globally have shifted focus to building Eco-friendly horizontally oriented structures containing more apartments that can either be leased or bought off, with flexible payment plans as an added bonus. With the trend of urbanization and over-population, there is now a preference for the type of accommodation befitting smaller family units and sole-occupier types.

**3. MASS HOUSING AND COST OF BUILDING:** Considering the global economic challenges, developers must be open minded enough to considering cheaper yet safe building options. While the Federal Government under the leadership of President

## **FINANCING OPTIONS FOR A DIFFERENT GENERATION:**

**4. POPULARISING MORTGAGE OPTIONS IN NIGERIA:** While the idea of home financing has gained more popularity in the urban areas, It is important that we sensitize the younger generation on the options provided by the National Housing Fund through the Federal Mortgage Bank as well as Primary Mortgage Banks. The earlier younger Nigerians key into the scheme the better in view of the working years factored into re-payment. It is also important to de-emphasize one off payments and refocus on making home ownership more achievable.

**5. SHORT-LETS:** In some cases, job flexibility has led to the emergence of a group of people who are the modern day nomads – changing cities and locations in constant pursuit of more fulfilling job roles. Real estate developers have cashed in on this by responding accordingly. Since these white-collar nomads have no need to commit to long-term leases or the inconveniences that come with maintaining a home, short-let apartments are now dotting the real estate market.

**6. RENT-SHARE:** It has been said that Necessity is the mother of Invention. When you have a cocktail of over-population, a changing economy, high rural-urban migration, what you get is Rent-Share. In this niche, organizations like Muster.Africa are setting the pace by actively onboarding young working professionals who simply desire a comfortable space that they can live in and pay for with ease. Now, homeowners are willing to sub-let their empty rooms to those seeking “flexible, uniquely designed, fit for purpose, plug & play spaces where they can pay monthly, quarterly or however they want.”

**7. MONTHLY RENTALS:** While the concept is largely un-adopted in Nigeria, I dare say, with a pinch of foresight, that it is time for property owners to give this the earnest consideration it deserves. We cannot wish the impact of COVID-19 away. The reality is that it has dealt a huge blow on the earning power of most people. There are people who have been placed on leave without pay, there are those who

have been sacked, while others have had salary cuts. What do we say to these people? Should they be asked to leave or do we design a system that empathetically lets them pay their rent on a monthly basis or pay-as-you-go rate? Again, I exercise caution by saying that in lieu of this special arrangement, landlords and property management companies may just have to cope with relief requests and delayed payments.

#### **TITLE DOCUMENTATION FOR A DIFFERENT GENERATION:**

8. One of the challenges that we have observed since taking responsibility at the Federal Housing Authority has been the dependency on the analogue documentation of titles. While I served as the Executive Secretary of the Lands State Lands Bureau, we had begun a migration to an Electronic Documentation Management System (EDMS) which made the process of Title documentation and administration simpler, more accessible and faster. We are convinced that going forward, this is the minimum that must be deployed in Title administration in the Federal Housing Authority as well. This will ultimately ensure transparency and accountability in the process while ensuring that each Allottee can track the process of their title documentation on-line in real time.

These are some of the changes that stakeholders have to think and work around going forward.

## Conclusion

In its 2020 real estate market “expectations and market realities” report, Deloitte says that stakeholders have to forge ahead this year and that forging ahead can either mean “moving slowly and steadily” or “moving with a sudden burst of speed.” In view of the aforementioned realities, I shall have to agree with the slow and steady type of forging ahead.

The summary of my message to all stakeholders in the real estate sector is to forge ahead, in spite of the global changes we are witnessing. The advantage of the slow and steady type of forging ahead is that it affords us ample time to plan, design and think critically before execution. Surely, in uncertain times as these, we have to execute plans only after they have been well thought through.

I will not fail to touch on the government’s role as an enabler of progress. For stakeholders in any industry to thrive, government must be seen to actively

create the environment for such, largely through policy making. In my newly-assumed role as the Managing Director of Nigeria’s Federal Housing Authority, I would like to restate our optimism and readiness to partner with forward thinking developers share our focus in the provision of essentially affordable housing and job creation for millions of Nigerians. This is the vision of President Buhari and the Commitment of the Honourable Minister for Works and Housing, Mr. Babatunde Raji Fashola SAN.

In conclusion, I therefore request our colleagues in the private sector to continue to see yourselves as active partners in progress and endeavor to play such roles as best as possible. We need each other if any intervention or policy is to have significant impact in the real estate sector.

Thank you for listening, I wish you successful deliberations throughout the period of this



## Projections on the Recovery of Nigeria's Real Estate Market

**Ayo Ibaru**

COO, Northcourt Real Estate



### What We Do

- Founded in 2013, Northcourt has quickly distinguished itself as a leading real estate investment solutions company that adopts a research based approach in offering real estate services at elected nodes of the real estate value chain.
- Adopting humility, candour and excellence as not just watch words, but values that sit at the core of all we do.
- We offer advisory, research, brokerage, facility management and property management services to discerning customers who also share our desire for quality service and excellence.

### Our Core Values

- Humility
- Candour
- Excellence

### Our Leadership

**Tayo Odunsi**

CEO

**Ayo Ibaru**

COO/Director, Real Estate Research

**Oyindamola Bamisile**

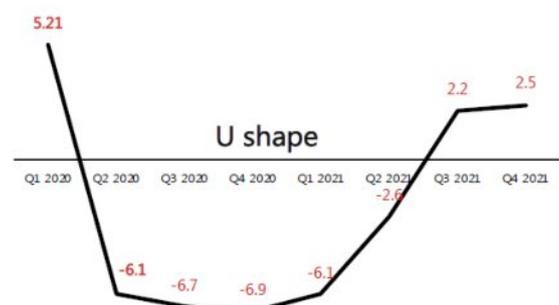
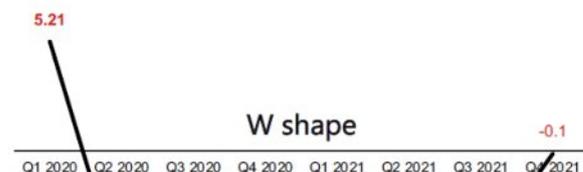
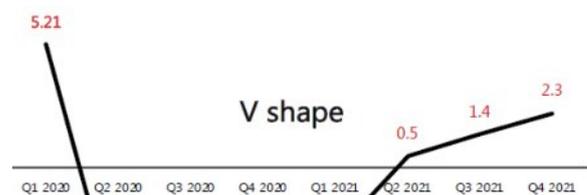
SVP/Head, Finance & Ops

**Akin Mudashiru**

VP/Head, Technical Services

### Recovery of Nigeria's Real Estate Market

Projections on Real Estate Contribution to GDP (%) Services



Presentation by Adeyinka Adesope GMD/CEO Palton Morgan Holdings  
Topic: Harnessing Investment Options in Real Estate- Modalities, Effectiveness & Impact with a focus on REITS & CROWDFUNDING

### **Harnessing Investment Options in Real Estate - Modalities, Effectiveness & Impact**

Real estate investment is one of the oldest and most regarded asset classes. With the realisation of its unique quirks in cash flow, lending traditions and other challenges associated with real estate investments some investors are choosing to play it safe.

This panel will discuss the available real estate investment opportunities and the modalities for offsetting the inherent challenges.

### **Panel Discussion**

#### **Moderator: Tayo Odunsi**

Panel Speaker 1 - Gbadebo Adejana (MD/CEO Realty Point Ltd)

Panel Speaker 2 - Adeyinka Adesope (GMD/CEO Palton Morgan Holdings)

Panel Speaker 3 - Mohammed Asaria (MD/CEO Range Development)

Panel Speaker 4 - Mobola Akinkugbe (Partner AO2 Law)

## Funding and Developing World Class Luxurious mixed used Estates across the Nation: The Case study of Periwinkle Residences Limited

**Dolapo Odunsi**

Head of Brand Management & It



### Periwinkle Residences Limited

Periwinkle Residences Limited is an urban luxury real estate development, investment, management firm and a truly integrated engineering, infrastructure and project management company. since 2014, periwinkle residences Limited has consistently engaged in developing state-of-the-art solutions, delivered by highly qualified specialists in every aspect of the industry

### Locations Available For Investment Opportunities.

Periwinkle Lifestyle Estate, Lagoon District, Lekki Phase 1

Château La Riverie, Iru Street, Off Queens Drive, Ikoyi

### Periwinkle Lifestyle Estate

Periwinkle Lifestyle Estate Is Yet Another Bold Intervention In The Seemingly Crowded Real Estate Market. The Periwinkle Waterfront Neighborhood Is Something Very Special With A Number Of New Developments Springing Up, Including High-rise Luxury Apartments, Terrace And Villa Homes. These Fantastic Developments Have Made Periwinkle A Popular Investment Destination In Lagos And Beyond.

### Location

Periwinkle Lifestyle Estate is Located in

Lagoon District, Lekki phase 1, Lagos, a luxurious residential scheme in Lagos state. situated next to Victoria Island and Ikoyi, it is considered one of the most expensive areas to live in Nigeria and real estate properties in the world. this is due to its close proximity to high brow business areas and expensive properties. the neighbourhood is very popular for business, recreational activities.

### Our Vision

the vision is to be the most trusted brand in the real estate business in Nigeria.

### Our Mission

our mission is to provide quality homes at affordable prices and to have a sustainable relationship with our customers. We are, therefore, flexible and innovative in matching the needs of our customers.

### A mini city within a city

periwinkle Lifestyle estate is the 21st century mini city designed and built on reclaimed land, to the highest standard and quality. It is more than your average estate because of the plug & play Lifestyle that comes with it. this "Mini city" sits on 17 hectares of prime real estate and is providing essential space for residents and businesses alike to live, work, invest and play.

## ONGOING PROJECTS

### OXYGEN APARTMENT

1, 2, 3 & 4 Bedroom Apartments

101 Sqm - 358 Sqm

NGN50,000,000 - NGN260,000,000

54 Units

Completion - Oct 2021

4 Bedroom Terrace + A Study + Bq

232 Sqm

NGN140,000,000 - NGN160,000,000

13 Units

Completion- May 2021

5 Bedroom Terrace + A Study + 2 Bq

314 Sqm

NGN240,000,000 - NGN265,000,000

12 Units

Completion - July 2021

### NEW PROJECTS

2 Bedroom + a Bq

169 sqm

NGN65,000,000 - NGN90,000,000

60 Units

Completion - August 2022

5 Bedroom Villa + 2 BQ

367 SQM - 417 SQM

NGN465,000,000 - NGN590,000,000

3 Units

Completion - May 2022

## UPCOMING PROJECTS

### Chateau La'mer

5 Bedroom Detached + 2 Bq & Study

329 Sqm

6 Units

Completion - 18 Months

### Chateau La'mer

5 Bedroom Detached + 2 Bq & Study

329 Sqm

6 Units

Completion - 18 Months

### Chateau La'mer

4 Bedroom Terrace + A Bq & Study

229 Sqm

15 Units

Completion - 18 Months

### Chateau La'mer

4 Bedroom Terrace + A Bq & Study

229 Sqm

18 Units

Completion - 18 Months

## UPCOMING COMMERCIAL DEVELOPMENTS

Hotel

Urban Shopping Mall

Mall Size 4500 Sqm

Parking Space - 100 Cars

## SUMMARY OF AMENITIES

Periwinkle Lifestyle estate has sufficient parking spaces for both residents and visitors. the parking are of different types, all of which are covered by CCTV cameras.

## Other Developments Within the Estate

Ambulatory Surgery Centre of Lagos

Specialist Hospital

## UPCOMING ESTATES IN NIGERIA

- Private Estate Development at Asokoro
- 9th Mile Corner Lion Business Park Free Trade Zone, Enugu
- Idera Scheme, Beside Pan African University, Lagos.
- Private Estate Development at Agu Awka
- World Class Water Front City and Financial District Akwa Ibom

### Investment Opportunity

whatever your investment choices are, be it for residential or for investment purposes, periwinkle lifestyle estate offers the most remarkable and unmatched returns on investment.

### INCREASING ROI

Properties in Lekki phase 1 have shown a strong price appreciation of about 22% over the past two years. (a report compiled by Mcore Limited, a Lagos-based real estate research and consultancy firm), even with the downside of infrastructures. But with detailed infrastructures and amenities periwinkle Lifestyle estate has shown a

remarkable price appreciation of 27% over the past year.

### PRIME COMMUNITY

A report released in Q1 2018 showed that there was a 10% increase of inhabitants in the community from the Q4 2017 to Q1 2018 than any other location in Lagos. this is as a result of the steady inflow a multi-cultural community occupied by elite individuals from around the world. periwinkle Lifestyle estate is Lagos most desired estate.

### TRUSTED INVESTMENTS OPTION

72% of retirees in Lagos prefer real estate as the safest and most trusted investment choice with huge roi (A recent study conducted by pWc).

### WORLD CLASS SECURITY & FACILITIES

The most exclusive and secure estate in Lekki and by extension, in Lagos with automated security and exceptional world class facilities.

### RENTAL INCOME

Amongst all highbrow locations, periwinkle residences is poised to be have an average year-on-year rental growth of 15% - 25%

## **REAL ESTATE DEVELOPMENT IN NIGERIA AND THE EFFECT OF THE COVID-19 PANDEMIC- A DEVELOPER'S PERSPECTIVE**

The impact of the COVID-19 pandemic on the real estate industry varies according to regions and asset class. A possible economic recession will no doubt affect demand for real estate in every country. In Nigeria, there may likely be demand chain disruptions in the property market, such as abandonments of projects and supply depression.

Demand for properties, both residential and commercial, has been slow since the outbreak of the pandemic, while the contract of sale for many properties about to be concluded were put on hold by clients. During the lockdown, construction sites shut down and many were unable to resume due to price hike in building materials and variation in the bills of quantities. Certain segments of the sector especially hospitality, commercial real estates have been greatly affected by the pandemic.

This session is to further discuss the effect of the pandemic, as well as what lies ahead for the Nigerian real estate industry.

### **Panel Discussion**

**Moderator: Ayo Ibaru Chief Operations Officer, Director Research (Northcourt Real Estate)**

Panel Speaker 1 - Emmanuel Odemayowa (MD/CEO Deluxe Residences)

Panel Speaker 2 - Muktar Aliyu (Ag MD/CEO Urban Shelter Nigeria)

Panel Speaker 3 - Chiedu Nweke (MD/CEO Periwinkle Residences)

Panel Speaker 4 - Uzo Oshogwe (MD/CEO Afriland Properties)

## **A WHOLISTIC APPROACH TO DELIVERING EFFECTIVE REAL ESTATE FUNDS AND MORTGAGE SYSTEM**

Despite the establishment of well thought through schemes, the housing deficit problem seems a tough nut to crack. According to studies, Nigeria requires 700,000 houses to be built annually, compared to the estimated 100,000 units being built. Due to the cost of building materials, the cost of properties remains high, making home ownership out of reach for the majority of Nigerians.

This panel discusses the Nigerian property market in relation to the current global trends in real estate development finance as well as make suggestions on whether or not the real estate sector in Nigeria currently constitutes an enabling environment for the establishment of finance vehicles.

### **Panel Discussion**

**Moderator - Adedotun Bamigbola, Chairman NIEVS Lagos Chapter**

Panel Speaker 1 - Engr Femi Akintunde (GMD/CEO Alpha Mead Group)

Panel Speaker 2 - Akorede Adedayo (MD/CEO FirstTrust Mortgage Bank)

Panel Speaker 3 - Femi Adewole (MD/CEO Family Homes Funds)

## The Future of the Home; the Home of the Future.

Safe, Smart & Social

**Olawale Owoeye**

(MD Cedarview Communications)



### About Cedarview Communication Ltd

**An emerging leader in the design, planning and implementation of innovative information & Communication technology Solutions.**

We are a team of bright minds led by experience managers, with strategic alliances with industry players that share our commitment to delivering superior value tailored to the needs of our customers and partners.

### Competence

- Enterprise solutions
- Software development
- Systems integration
- Consulting & support

9+ Years of active Operation

150+ Solutions Deployed

### The Future of the Home

The strict lines between the workplace and the home is fading out faster than expected, especially as COVID-19 has accelerated the adoptions of technology and remote working for large and small organizations.

We are not exempted to the twin forces of globalization and technology in shaping the future of work, communities and culture.

There are developing trends and statistics that underpin the forecast of the output of the interplay of forces.

### Annual Population Change

2.6%

### Housing Deficit\*

16m < 22m

### Poverty & Inequality

National:40.09%

Urban: 18.04%

Rural: 52.10%

### Digital Economy & 4IR

The WEF projects a rapidly changing world economy driven by technology, data and Industrial Revolution.

### Private Developers

The rise of private housing estates developers as against individual home builder would share form and function.

### Rural - Urban Migration

The large and growing inequality would drive movements to urban areas for the promise of a more opportunities.

### The Home of the Future

COVID-19 has proven that human interaction is still critical in the world of technology. The social construct of the human makes a demand on the contact with others for wholeness.

## The Home of the Future

### - SAFETY FIRST

Do our gadgets provide us with the bragging rights only? Audio-visual and lighting automation systems?

1. Do we connect our smoke detectors, fire alarms, panic buttons, CO detection, Cooking Gas Leakage sensors etc to a central alarm system that goes to a Facility Manager or outsourced to an emergency response system?
2. Can your home system determine a medical condition e.g. a fall from a heart attack and notifying a stored contact or a first responder?
3. What's the security of the data passing through your gateways to the Internet in the world of IoT?

## The Home of the Future

### - SMART

Today's homes have been automated, we can turn on or off things remotely. Our CCTV can alert us when there is an intruder.

1. The home of the future would need a lot of bandwidth for data, voice and video traffic. The screen would be 4k or 16K resolution; immersive learning and gaming would almost mimic touch, feel and smell.
2. Shopping would be most convenient, your grocery list could be sent to the store ahead, recommendations would pop up on your phones.

3. The utility companies would want to pick up data from the home through sensors, service companies would want a bridge to pick up signals to the cloud for processing. Service charge would be granular and itemized because of the amount of data available.

## The Home of the Future

### - SOCIAL

The preference for living would be in communities in which there are shared facilities in the form of security, recreation areas, road infrastructure, like-minded people.

1. Neighbourhood messaging systems that promote networking, trade and trust would be in demand.
2. Visitor management systems, RFID on vehicular movements, communal security apparatus linked to public systems.
3. Social support structures that help in fitness programs, faith building, family bonding and honing collaboration skills in everyone

## Opportunity for Developers

Leverage your investments to shape the future, earn more return on them and keeping earning after the sale of the property by providing recurring value.

It is essential that homes are built with the future in mind. The customers today would need more than a roof to lay their heads; they would need a home to live, work and play. Our job is to co-create that future with you and other stakeholders.

**Presentation - The Home of The Future, The Future of the Home:  
Safe & Smart Homes by Olawale Owoeye (MD Cedarview Communications)****LEVERAGING TECHNOLOGY IN TODAY'S REAL ESTATE MARKETS**

The global real estate industry has devised ways to leverage technological advancements in improving the efficiency of building projects, research, buying, selling and management of real estate. Technology in real estate uses digital innovation to address the needs of the property industry.

It is designed to streamline and connect processes for participants in all stages of the real estate market, including buyers, sellers, brokers, lenders and landlords. Popular PropTech technologies include virtual reality software that allows website visitors to virtually walk through properties, software for reporting repairs, splitting rent payments and crowdfunding new real estate projects.

The property and real estate industry has embraced change , however at a slow rate. which has led to the industry being labelled as lagging when it comes to digital tech and innovative adoptions. This panel is to discuss real estate tech segments and how it can further enhance the Nigerian real estate industry.

**Panel Discussion**

Panel Speaker 1 - Sean Godoy, Founder Divercity Property Solutions

Panel Speaker 2 - Wayne Berger, Managing Partner Ishack Ventures,  
Co-founder PropTech Africa)

Panel Speaker 3 - John Oamen, Co Founder Live Vend

Panel Speaker 4 - Maurice Okoli, Founder AFREAL

Panel Speaker 5 - Akintola Adesanmi, Co Founder Spleet

## Construction Business Intelligence Driven by Data

Presentation by Stephanie Anyamele (CFO, LiveVend)  
& Ugochi Igbojekwe (Head of Business Development & Marketing, LiveVend)



### Introduction

While there are multiple stakeholders on any construction project, the burden of risk ultimately falls on the project owner

Project owner must meet all challenges head on to ensure delivery of a top quality, safe and profitable project

Construction Project owner is often the only non technical construction professional involved and therefore must understand their responsibilities:

Ultimately they must assume all financial responsibility for the success of the entire project

- Project financing
- Site surveys
- Warranting plans and specifications
- Warranting furnished materials
- Acting on clarifications and changes
- Interpreting documents
- Hiring and co operating with contractors
- Selling the finished project

### Common challenges faced by construction project owners

- Difficulty with oversight and transparency
- Incomplete, incorrect or fragmented documentation

- Delays that slow down construction completion
- Time & cost over-runs
- Reduced quality of work
- Poor cash flow
- Delayed revenues
- Negative PR

### The Solution

A DIGITAL CONSTRUCTION MONITORING PLATFORM THE SOLUTION

The benefits are many, and will help protect the owner's investment, especially from efficiency point of view, meaning:

Speed is greatly increased

Problems and cost overruns are greatly minimized

Everyone involved on the job is held to greater account for the quality of their work

### Greatest Benefit

Oversight: the centralized depository for all data owner can easily keep track of project progress in real time, ensure deadlines are being hit, quality is assured, and costs are not running above planned levels. Also eliminates cumbersome paper storage as all information is stored in a "cloud".

## **AGILITY AS A KEY IN DELIVERING REAL ESTATE SERVICES**

Agility in real estate is a real estate service structure which allows businesses to adapt office spaces that avoids being tied down to a physical space that drains money and resources, but instead signing up for flexible workspaces such as collaborative work spaces, serviced office spaces etc which would ultimately lead to the realisation that their company should not have signed that long term lease. Companies who adapt agile estate services can easily open offices globally and where talent pools reside, attracting the best employees possible, faster than the competition. In this way, embracing an agile real estate portfolio can actually affect a company's bottom line of profit maximisation.

This panel is thus to discuss and further convey the various benefits of agile real estate as listed above and many more, as well as discuss ways to further expand this knowledge and services in the Nigerian real estate industry.

### **Panel Discussion**

Panel Speaker 1 - Bolaji Edu (MD/CEO Broll Nigeria)

Panel Speaker 2 - Carol Ariyibi (Group Head, Enterprise Project Management, Sterling Bank)

Panel Speaker 3 - Laide Agboola (CEO Purple)

Panel Speaker 4 - Arc Ebisike Tochukwu (Ebisike Tochukwu Architects Ltd)

Experiential presentation by Chima Emeruah  
Co-founder Homework Development Company



## HOMEWORK DEVELOPMENT IN FIGURES

- Years in Existence - **12yrs** est 2008  
Unit under construction - **126**  
Banana Island  
Elegushi  
Bera Estate  
Park View  
Ebute Meta  
Orchid Road  
Chevron Drive
- Development Projects  
Done/On-going - **27**
- Units Completed - **105**  
Ocean Bay Estate  
Chevy-View Estate  
Buena Vista Estate  
Orchid Road, Lafiaji
- Staff Strength - **22**
- Units Starting Soon - **257**  
Palace road, Oniru  
Lekki Phase 2  
Banana Island  
Success Rate - 100%

## Completed projects

- DUNVALE TERRACES, LEKKI-PHASE 1  
10no. 4-Bedroom Terraces  
Value: NGN 1.3bn  
**Status - 100%**
- ROWLAND COURT, ELEGUSHI  
12no. 3 & 4 Bedroom Maisonettes  
Value: NGN 820m  
**Status - 95%**

## Projects in progress

- THE TWINS, BANANA ISLAND
- THE SPADES, BANANA ISLAND
- THE AQUILA, ONIRU, LEKKI-1
- ACE APARTMENTS, EBUTE METTA, YABA
- DUNVALE APARTMENTS 2, ORCHID ROAD.
- THE COVE, LEKKI-PHASE 1.
- MALVIN MALL, ADMIRALTY WAY,  
LEKKI-PHASE 1.

## **Real estate development in Nigeria and the effect of the COVID-19 Pandemic - Demand & Supply in view.**

The COVID-19 Pandemic has resulted in economic fluctuations globally, making it necessary to understand the behaviour of macroeconomics variables. The level of uncertainty in the economy is really high with a difficulty in determining the pattern for recovery.

The real estate industry globally & in Nigeria is not left out of the effect of the pandemic, considering the resultant variations in demand & supply aggregates. For instance, high rates of online sourcing/purchase of real estate products, the growing need for more agile work spaces, considering that many companies now work from home, and the demand for newer apartments, hospitality trends have also spurred etc.

This session is to discuss the trending demands within the real estate industry, as well as supply methods to be incorporated to meet these demands.

### **Panel Discussion**

Panel Speaker 1 - Olawale Ayilara (MD/CEO Landwey Investment)

Panel Speaker 2 - Oladipo Agida (MD/CEO Dradrock Real Estate)

Panel Speaker 3 - Olusesan Ogunyooye (Head, Marketing/Corporate Communications)

# REAL ESTATE DISCUSSIONS & AWARDS WINNERS

**Young Real Estate  
Person of The Year**

**TAYO ODUNSI**

CEO, NORTHCOURT REAL ESTATE

**Real Estate Services  
Company Of the Year**

**NORTHCOURT REAL  
ESTATE**

**Residential project  
of the Year**

**CHOIS  
ESTATES**

**Luxury Development  
of the Year**

**OXYGEN  
APARTMENTS**

**Property Development  
Company of the Year -  
Residential**

**URBAN SHELTER  
NIGERIA**

**Facility Management  
Company of the Year**

**ALPHA MEAD  
GROUP**

**Real Estate Woman of  
the Year**

**UZO OSHOGWE**

MD/CEO, AFRILAND PROPERTIES

**Property Development  
Company of the Year -  
Commercial**

**PURPLE**

**Emerging Real Estate  
Project of The Year**

**THE PACIFIC LAGOS**

**Standout Projects  
of The Year**

**THE  
OCEANNA**

**Standout Projects  
of The Year**

**THE PACIFIC LAGOS**

**Special Recognition Award for  
Contributions to the Growth  
of The Nigerian Real Estate  
Industry**

**BOLAJI EDU**

MD/CEO BROLL NIGERIA

**Special Recognition Award for  
Innovation in Public Service**

**MRS TOKE BENSON-  
AWOYINKA**

SPECIAL ADVISER TO  
THE EXECUTIVE GOVERNOR OF  
LAGOS STATE ON HOUSING

**Lifetime Achievement  
Award for Leadership**

**MR GOVERNOR  
BABAJIDE SANWO-OLU**

The EXECUTIVE GOVERNOR OF  
LAGOS STATE

**Lifetime Achievement  
Award for Excellent  
Service**

**SENATOR  
GBENGA ASHAFI**

MANAGING DIRECTOR/CEO  
FEDERAL HOUSING AUTHORITY

**PropTech Company of  
the Year**

**SPLEET**

**Real Estate Man of the  
Year**

**BRIG GEN P. M.  
TUNDE REIS (RTD)**



# Thinkmint Nigeria

A member of the  
TM Group