REAL ESTATE WITH NWAEZE DAVID · FREE STARTER PACK

THE BEGINNER INVESTOR ROADMAP

Eight stages that take you from "I want to invest in property" to owning your first income-producing asset, without skipping the steps that protect your money.

1-2 Money foundation and strategy	**3-4** Market and deal analysis	**5-6** Financing, offer and due diligence	**7-8** Close, manage and scale

Use it with the **Rental Deal Analyzer** spreadsheet that came in the same email. Work through one stage at a time and tick the boxes as you go.

01 GET YOUR MONEY FOUNDATION READY

Property rewards patience and punishes people who buy under pressure. Before you look at a single listing, make sure one bad month cannot force you to sell.

- [ ] Build an emergency fund that covers your own living costs for several months, kept separate from your investing money.
- [ ] List every debt with its interest rate. Pay down expensive consumer debt before you take on a mortgage.
- [ ] Check your credit report (where your country has one) and fix any errors. Your score shapes the rate you are offered.
- [ ] Work out how much cash you can put in without touching your emergency fund. That number decides which strategies are open to you.
- [ ] Track your income and spending for a month so a lender, or you, can see what you can really afford.

> **Pitfall:** using every naira or dollar you have for the deposit. Repairs, empty months and closing costs arrive whether you planned for them or not. Keep reserves.

Read next: How to Finance Real Estate · How to Invest in Real Estate With Little Money

02 CHOOSE YOUR STARTING STRATEGY

Pick one strategy and learn it well. Here is how the common starting points compare. These are general patterns, not guarantees.

Strategy	Cash needed	Your time	Main risk	Good fit if...
House hacking	Low to medium	Medium	Living with or next to tenants	You need a home anyway and want tenants to cover part of the mortgage
Long-term rental	Medium	Medium	Bad tenants, vacancy, repairs	You want steady monthly income and long-term growth
BRRRR	Medium to high	High	Rehab overruns, refinance falls short	You can manage renovations and want to recycle your cash
REITs and crowdfunding	Very low	Very low	Market swings, platform risk	You want exposure without owning or managing a property
Land (Africa)	Low to medium	Low once secured	Title fraud, family land disputes	You verify every document and can wait for value to rise

- [ ] Write down the one strategy you will focus on for the next 12 months, and why.
- [ ] Read the matching guide from start to finish before moving to Stage 3.

Read next: BRRRR Method Explained · House Hacking · What Are REITs

03 PICK YOUR MARKET

You can buy a good property in a bad market and still struggle. Choose where to invest before you choose what to buy.

What to look for

- Growing jobs and population, not one employer the whole town depends on.
- Rents that are high relative to prices. Your analyzer will show you this quickly.
- Landlord and tenant rules you understand, including how evictions work locally.
- Property taxes, insurance and service charges you have confirmed, not guessed.
- Neighbourhoods where you would be comfortable sending a contractor at night.

If you are investing from abroad

- Learn which title documents are strongest where you are buying (in Nigeria, for example, a Certificate of Occupancy and a registered Deed of Assignment).
- Budget for a lawyer who works for you, not for the seller.
- Plan how you will see the property: a trusted person, video walk-throughs, and an independent surveyor.
- Decide how money will move. Use traceable transfers, never cash handed to middlemen.

- [ ] Shortlist two or three areas and write one line on why each could work.
- [ ] Collect five real rent listings and five sale listings in each area.

Read next: Best Cities for Rental Property Investment · Best Cities to Invest in Real Estate in Nigeria

04 LEARN TO ANALYZE A DEAL

Open the **Rental Deal Analyzer**. Put in the price, closing costs, repairs, loan terms, rent and every operating cost. Then read the verdict rows.

Number	What it tells you	Quick way to use it
Monthly cash flow	What is left after the mortgage and every cost	Negative means you pay to own it each month
Cash-on-cash return	Yearly cash flow ÷ the cash you put in	Compare it with what your money earns elsewhere
Cap rate	Net operating income ÷ price	Compare properties before financing
DSCR	Net operating income ÷ mortgage payments	Many investor lenders look for about 1.20 or more
1% rule	Monthly rent ÷ all-in cost	A fast screen only, never a reason to buy on its own

Habit that pays: analyze ten properties before you make one offer. By deal ten you will spot a bad one in minutes.

- [ ] Run at least ten real listings through the analyzer.
- [ ] Note what rent and price would make each one work. That is your offer range.

Read next: How to Calculate Rental Property ROI · Cap Rate Explained

05 LINE UP YOUR FINANCING

- [ ] Decide how you will pay: cash, a mortgage, a partner, seller financing, or a mix.
- [ ] If you are borrowing, get pre-approved before you make offers so you know your true budget.
- [ ] Compare several lenders on the full cost, not just the headline rate.
- [ ] If you partner with someone, put the split, decisions and exit plan in writing before any money moves.
- [ ] Living abroad? Ask lenders directly whether they lend to non-residents, and on what terms.

Read next: Mortgage Pre-Approval · Seller Financing · Diaspora Mortgage

06 MAKE AN OFFER AND DO YOUR DUE DILIGENCE

Your offer is where you make your money. Due diligence is where you avoid losing it.

Before you sign

- [ ] Offer from your numbers, not the asking price.
- [ ] Book an independent inspection or surveyor.
- [ ] Get repair quotes for anything the inspection finds.
- [ ] Confirm rent with local agents or listings, not the seller.
- [ ] Read the contract with your own lawyer or agent.

Title and documents

- [ ] Search the title at the official land registry.
- [ ] Check the seller is the registered owner, or properly authorised.
- [ ] Look for charges, disputes or government acquisition on the land.
- [ ] Pay only into accounts you have verified, in the name on the title.
- [ ] Keep copies of every receipt, agreement and search result.

Red flags: pressure to pay today, "family land" with no clear owner, a price far below similar properties, a seller who avoids the land registry, or a request to pay into a personal account that is not on the documents. Walk away.

Read next: How to Verify Property Documents in Nigeria · Buying Land in Nigeria · Home Inspection Checklist

07 CLOSE, RENT IT OUT AND MANAGE IT

- [ ] Budget for closing costs and have your reserves still in place after closing.
- [ ] Decide on the ownership structure. Many investors use a company or LLC for liability. Take professional advice for your country.
- [ ] Screen tenants the same way every time: identity, income, references and past rentals.
- [ ] Use a written tenancy agreement that follows local law.
- [ ] Set up simple bookkeeping from day one: every rent payment and every expense, with receipts.
- [ ] Choose self-management or a property manager, and put the manager's fees into your analyzer.

Read next: How to Screen Tenants · Landlord-Tenant Law · How to Form an LLC for Real Estate Investing

08 REVIEW, THEN SCALE

- [ ] After six to twelve months, compare the real numbers with your analyzer. Update your assumptions.
- [ ] Rebuild your reserves before you buy again.
- [ ] Decide how you will grow: save for the next deposit, refinance, partner, or use the BRRRR method.
- [ ] Keep learning one new skill at a time: negotiation, financing, renovation or management.

Your first 30 days

Week	Do this
1	Finish Stage 1: emergency fund plan, debt list, credit check, investing budget.
2	Choose one strategy (Stage 2) and read its full guide.
3	Shortlist two or three areas (Stage 3) and collect rent and sale listings.
4	Run ten properties through the Rental Deal Analyzer (Stage 4).

Keep going. You will get one short email at a time with the next step. Reply to any of them with your question. The guides are free at **realestate.nwaezedavid.com**, and the three books go deeper: *Build Wealth From Nothing With Real Estate*, *The AI Real Estate Investor* and *The Diaspora Property Blueprint*.

This roadmap is general education. It is not financial, investment, legal or tax advice, and it does not know your personal situation. Property involves risk, including loss of money. Speak to a licensed professional before you commit.