

STOHB, BUCKNOR & DURSON

REAL ESTATE AND HOSPITALITY PRACTICE PROFILE

Lagos, Abuja - Nigeria

www.stohbanddurson.com

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OVERVIEW

STOHB, BUCKNOR & DURSON provides end-to-end legal advisory across the full lifecycle of commercial, residential, and mixed-use real estate and hospitality projects in Nigeria. Our lawyers advise on all aspects of development — from land acquisition and title structuring, through joint venture formation, regulatory approvals, financing, construction, and operations, to dispute resolution and asset exit strategies.

We support developers, real estate investment companies, REIT managers, hospitality operators, institutional landowners, and government agencies across the entire value chain. We are particularly known for our expertise in the design and corporate structuring of joint ventures and project vehicles, including the establishment of SPVs, preparation of subscription and shareholders' agreements, development of board charters, and drafting of operational policies and procedures to govern investor, sponsor, and contractor interactions.

A cornerstone of our practice is raising capital for real estate and hospitality ventures — both at the corporate level (through debt, equity, or blended finance for real estate companies) and at the project level (through dedicated project finance structures supported by security packages, development guarantees, and robust revenue models). We work closely with lenders, investors, DFIs, and regulatory institutions to structure, negotiate, and document financing transactions that are bankable, compliant, and commercially viable.

On the project delivery side, we advise on the full range of EPC and general construction contracts (JCT, FIDIC, turnkey, and bespoke forms), manage claims and performance issues, and guide clients through the interface of technical construction obligations and legal risk management.

In the hospitality sector, we act for both sponsors and international operators on new hotel development, refurbishment, and brand expansion — including the negotiation of hotel management agreements, franchise deals, technical services agreements, licensing, and post-launch regulatory compliance.

With deep roots in real estate and a firm grasp of commercial strategy, STOHB, **BUCKNOR & DURSON** offers practical, high-impact legal solutions tailored to unlock value and manage risk throughout the real estate and hospitality investment cycle.





OUR SERVICES

Real Estate Transactions and Structuring

01

- Land acquisition due diligence and title verification
 - Legal structuring for ownership, joint ventures, and co-development
 - Perfection of title and Governor's Consent
 - Drafting and negotiation of sale, purchase, and lease agreements
 - Advisory on subdivision, consolidation, and excision processes
-

Construction & Project Delivery

02

- Construction and project advisory contracts (JCT, FIDIC, bespoke),
- Advisory on contractor performance guarantees, insurance, and defects liability
- Structuring of design-build, EPC, turnkey, and PPP real estate models
- Management of delays, variation claims, and project risks

OUR SERVICES

Hospitality & Tourism Sector Advisory

03

- Negotiation of hotel management agreements (HMA), franchise agreements, and technical services agreement
 - Advisory on hotel investment structures and asset management contracts
 - Regulatory compliance with hospitality laws and tourism regulations
 - Structuring of mixed-use hospitality and residential development
 - Licensing and regulatory support from planning to operations
-

Financing & REITs

04

- Legal advisory on real estate financing, mortgages, and project finance
 - Support for real estate investment trusts (REITs), property funds, and syndicated real estate investments
 - Drafting of security documents, escrow agreements, and developer guarantees
-

Leasing, Facility Management & Occupier Advisory

05

- Lease structuring for commercial, residential, and retail spaces
 - Review and drafting of tenancy agreements and service charge regimes
 - Advisory on facility management contracts and operational risk allocation
-

OUR SERVICES

Real Estate Dispute Resolution

06

- Representation in land-related disputes, including title claims, breach of sale, and development delays
 - Arbitration, mediation, and litigation in construction and property disputes
 - Recovery proceedings for mortgage defaults and lease violations
-

SELECTED SECTOR EXPERIENCE



Structured and advised on over ₦40 billion in project finance transactions for a leading real estate development company over the last four years.

Legal advisory for the concession and long lease of a prestigious lake hotel and resort including surrounding waterfront lands and well as an International Conference Center in Eastern Nigeria.

Legal advisory on an off-plan sale transaction involving a 5-star hotel development site in Enugu State.

Sale of a residential complex to a foreign government for diplomatic housing in Abuja Nigeria including setup of offshore escrow arrangements

Legal and transactional advisory in respect of a Multi-use development in Abuja's Central Business District comprising a shopping mall, a 180-keys four-star hotel, and 180 residential units.

Legal and transactional advisory on a luxury waterfront development at Jabi Lake, Abuja with residences, a 5-star hotel, retail outlets.

Retained legal adviser to the developer of Nigeria first full scope multipurpose sports and entertainment arena in Lagos.

WHY CLIENTS CHOOSE US?

At **STOHB, BUCKNOR & DURSON**, our clients rely on us because we combine legal precision with commercial realism. Our real estate and hospitality practice is defined by:

MULTIDISCIPLINARY EXPERTISE:

Our lawyers bring together deep knowledge of property law, project finance, construction law, regulatory compliance, and corporate structuring—allowing us to deliver 360-degree legal support.

TRACK RECORD ON COMPLEX DEALS:

From capital-intensive mixed-use projects in city centers to high-profile hospitality concessions and cross-border property sales, we have a demonstrable history of structuring and closing complex, high-stakes transactions.

REGULATORY INSIGHT:

We understand the regulatory landscape governing land, hospitality, tourism, urban planning, and infrastructure. Our insight into approval processes and engagement with public sector stakeholders gives our clients an execution edge.

CAPITAL RAISING CAPABILITY:

Few legal teams combine our experience in both corporate real estate financing and bespoke project finance transactions, supported by clear legal frameworks and investor-ready documentation.

GOVERNANCE & RISK MANAGEMENT:

Our ability to build fit-for-purpose SPVs, draft investor-aligned governance structures, and anticipate legal risks early in the lifecycle helps protect client interests and attract credible partners.

CLIENT-FOCUSED, RESULTS-ORIENTED:

We work closely with our clients to deliver advice that is clear, strategic, and actionable—supporting their long-term commercial objectives without compromising legal rigour.



STOHB, BUCKNOR & DURSON

OUR APPROACH & PHILOSOPHY

At STOHB, BUCKNOR & DURSON, we believe that real estate and hospitality legal advisory must go beyond transaction execution to enable project success. Our approach is grounded in:

INTEGRATED THINKING:

We bring together lawyers with backgrounds in real estate, finance, construction, governance, and regulation to create holistic, future-proof legal solutions.

COMMERCIAL INTELLIGENCE:

Our advice is tailored to the business realities of each client and project. We don't just negotiate documents — we structure deals to work in practice.

RISK CONSCIOUSNESS, NOT RISK AVERSION:

We help clients anticipate and manage legal risk without stalling progress or innovation. We believe that good legal work enables growth.

CLARITY AND CONSISTENCY:

Our lawyers are trained to deliver legal advice that is clear, solution-focused, and consistent across all levels of complexity.

STAKEHOLDER SENSITIVITY:

Real estate and hospitality projects often involve multiple stakeholders — government authorities, community groups, funders, contractors, and end-users. We understand how to navigate these dynamics and secure client interests.





KEY CONTACTS / TEAM

Our team is composed of senior lawyers with broad experience across property development, infrastructure finance, hospitality management, and regulatory engagement. The practice is led by partners and senior counsel who bring decades of hands-on experience in structuring and executing large-scale real estate and hospitality transactions in Nigeria and internationally.



STOHB, BUCKNOR & DURSON

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