Good Evening

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Why should you Listen to me?

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The topic :

- has transformed industries **more in 3 years** than most technologies have done **over a decade**
- **It is the fastest-growing technology in human history.**
- **It is causing massive shifts in how companies operate**
- **It is redefining how professionals deliver value**
- **It is changing how clients think and what clients expect**

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The topic :

- **In the last two years alone, over 20% of people globally have been affected by job loss or job restructuring caused by this tool**
- **Not because humans are less valuable…**
- **but because automation became more powerful**

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I’m talking about **Artificial Intelligence — AI.**

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AI Has:

- **AI pushed NVIDIA to become the first $3 trillion chip company, faster than Apple, Amazon, or Microsoft ever did**

- **AI industry value today: $298 billion**

- **Projected value by 2030: $1.8 trillion**

- **That’s 500%+ growth in a few years**
- **It’s the same technology behind tools like ChatGPT,**
- **ChatGPT became the fastest-growing application in history**
- **→ 100 million users in 2 months**

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AI is not coming

AI is already here

It is already reshaping:
Real estate
Valuation practice
Property management
Investment decision-making

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Today, I’m here to show you:

Not theory

But the practical, real-world ways AI can help you work faster,
smarter,
and deliver more value in real estate.

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AI & Automation in Real Estate: The Future of Valuation and Property Management

Presented by: Idris Abulkadri Tech Lead / Consultant

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Why AI Matters Now: Seizing the Competitive Edge



Exploding Data

Real estate data is growing faster than ever, creating opportunities and challenges for analysis.



Client Expectations

Clients demand faster, more accurate, and more transparent service in today's dynamic market.



Tighter Competition

The real estate market is increasingly competitive, requiring innovative tools to stand out.



Productivity Edge

AI provides a crucial productivity advantage, allowing professionals to achieve more with less effort.

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AI gives us a unique advantage — speed + clarity + productivity.

AI is not replacing professionals.
AI is replacing professionals who don’t use AI.

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Understanding AI: Smart Tools, Not Science Fiction



AI in real estate isn't about humanoid robots taking over; it's about sophisticated software tools designed to enhance human capabilities.

It helps you work faster by automating repetitive tasks.

It helps you work smarter by providing deeper insights from vast datasets.

Examples include advanced language models like ChatGPT for communication, image analytics for property assessment, and workflow automation platforms to streamline operations.

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Key Areas AI Is Revolutionising Real Estate

From property valuation to client engagement, AI is reshaping core functions across the industry.

1. **Property Valuation**
   Accurate, data-driven assessments

2. **Property Management**
   Automated administrative and maintenance tasks.

3. **Market Analysis**
   Predictive insights into trends and opportunities.

4. **Client Communication**
   Enhanced engagement through intelligent chatbots,automation and personalised updates.

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Key Areas AI Is Revolutionising Real Estate

From property valuation to client engagement, AI is reshaping core functions across the industry.

5 Fraud Detection & Verification

Robust security and authentication processes.

6 Document Automation

Rapid generation and processing of contracts and reports.

7 Marketing & Listings

Creative content generation and targeted advertising. AI tools like Canva,

DALL·E, Veo and CapCut help create

.

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AI for Precision Property Valuation

Comparable Market Analysis (CMA)

AI sifts through vast datasets of recent sales and listings to pinpoint the most relevant comparables, far beyond human capacity.

Advanced Price Prediction

Utilising machine learning algorithms, AI develops sophisticated models that forecast property values with greater accuracy, considering numerous economic and local factors.

Automated Valuation Models (AVM)

These models provide instant, data-driven property valuations, serving as a powerful initial assessment tool and accelerating the valuation process.

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AI for Precision Property Valuation

AI-Powered Neighborhood Insights

Beyond property-specific data, AI analyses broader neighbourhood trends, including development plans, amenities, and demographic shifts, to inform valuation.

Data Cleaning & Risk Scoring

AI automatically cleanses and validates data, identifying inconsistencies and assessing potential risks associated with a property or location, ensuring reliable insights.

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Automation for Seamless Estate Management

Automated Rental Reminders

Scheduled email and SMS reminders for rent payments, lease renewals, and important notices, reducing manual workload and improving timely payments.

Efficient Maintenance Scheduling

Systems that automatically log, prioritise, and assign maintenance requests, coordinating with contractors and tenants for optimal scheduling.



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Automation for Seamless Estate Management

Digital Inspections

Tools that guide inspectors through properties, capturing photos, videos, and notes digitally, streamlining reporting and record-keeping.

Tenant Communication Bots

AI-driven chatbots handle common tenant queries 24/7, providing instant answers and escalating complex issues to human staff.



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Practical Tools: Start Your AI Journey Today

Market Intelligence

Leverage ChatGPT and Bing Search for rapid area insights, or specialise with tools like Estate Intel and PropertyPro for detailed market analytics and trends.

Workflow Automation

Streamline tasks using platforms such as Notion, Zapier, or Make.com. Enhance Google Sheets with AI plug-ins for intelligent data management.

Document Automation

Utilise ChatGPT to draft valuation templates, offer letters, management agreements, and comprehensive inspection reports with speed and accuracy.

Visuals & Marketing

Create stunning property flyers with Midjourney/DALL·E, generate engaging video tours with CapCut, and design branded listings using Canva AI.

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Popular Tools:

Tool Name	Description / Use	Link
ChatGPT (OpenAI)	Text, code, images, workflows	https://chat.openai.com
Google Gemini	Multimodal AI assistant	https://gemini.google.com
Google AI Studio	Build AI apps & agents	https://aistudio.google.com
NotebookLM	AI for document analysis & summaries	https://notebooklm.google.com
Qwen AI (Alibaba)	Advanced multilingual reasoning	https://qwenlm.ai

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Mastering Prompt Engineering: Unlocking AI's Potential



Task

Clearly define **what** you want the AI to achieve (e.g., "Summarise," "Generate," "Analyse").



Context

Provide essential **background information** or specific conditions for the AI, target audience.



Reference

Offer **examples** or specify a desired style/tone for the AI's output.

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Mastering Prompt Engineering: Unlocking AI's Potential

4

Format

Instruct on the desired **structure** of the output (e.g., "table," "bullet points").

5

Evaluate

Critically **review and verify** the AI's response for accuracy and relevance.

6

Iterate

Refine your prompt based on evaluation until the output is perfect.

> **Example Prompt:** "Generate a valuation report template for a 4-bedroom duplex in Lekki, based on current market trends, comparable listings, rental yield, and risk factors. Use a professional tone and table format."

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Act as a [PERSONA: e.g., Senior Property Investor looking to acquire commercial real estate in Lagos].

[CONTEXT: You are evaluating whether to hire a real estate consulting/valuation firm to support your acquisition decisions, risk analysis, and investment strategy. You want to know if they understand market trends, property valuation, due diligence, and ROI analysis for the Nigerian market.]

[TASK/RULES:
Act as the potential client when I provide answers.
Ask follow-up questions, challenge assumptions, and critique my responses from a professional investor's perspective.
Continue the conversation until I give the stop phrase.]

[STOP PHRASE: I am done. (Or "No Pain No Gain" if needed.)]

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Perfect Prompt Formula

TCRFEI

T – Task → What you want AI to do

C – Context → Background information

R – Reference → Examples, samples, style

F – Format → Structure you want

E – Evaluate → Review the response

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Practical demo

1 Prompt Engineering Demo

2 AI Document Analysis (valuation report, images, PDFs)

3 Market Analysis / Area Intelligence

4 Automation Example (Google Sheets + AI)

5 Valuation Drafting Demo

6 Tools exploration - notebooklm

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Case Study: A Valuer's AI Transformation

Before AI

Time-Consuming: 2–3 days to prepare a single valuation report.

Manual Comparables: Tedious research and selection of comparable properties.

Labour-Intensive Formatting: Manual adjustments for report presentation.



After AI

Rapid Drafting: A comprehensive draft report in just 20 minutes.

Automated Comparables: Instant, data-driven selection from multiple sources.

Polished Final Version: Quicker refinement leading to a professional, ready-to-present document.



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The Irreplaceable Pillars: What AI Cannot Substitute

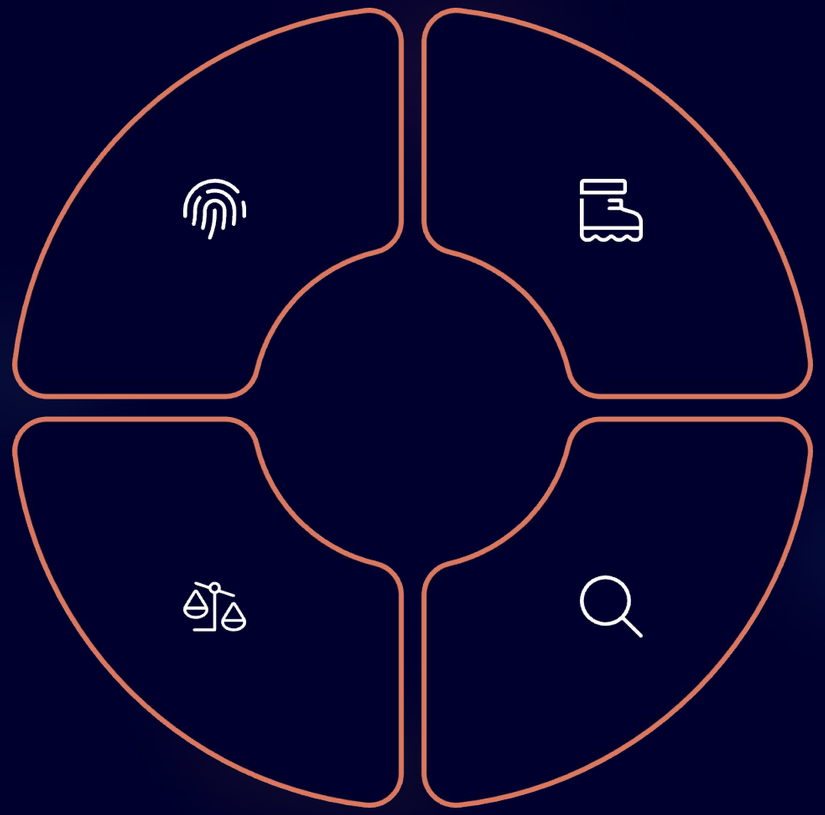
While AI is a powerful assistant, certain aspects remain firmly in the human domain.

Human Judgement

Nuance, intuition, and complex decision-making remain exclusive to human expertise.

Ethics & Compliance

Navigating moral dilemmas and ensuring adherence to complex regulations requires human oversight.



On-Ground Inspections

Physical assessment of a property's condition and environment cannot be fully replicated digitally.

Experience

Years of practical knowledge, market understanding, and client relationships are invaluable.

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Start Small: Implementing AI in Your Practice

1

Build Internal Data Systems

Organise your data effectively to feed AI tools.

2

Train Your Team on AI Literacy

Empower staff with the knowledge to use and understand AI.

3

Add AI-Driven Market Research

Incorporate AI insights into your valuation reports.

4

Use Automation for Reminders

Automate routine notifications to save time.

5

Adopt AI for Documentation

Begin with AI-assisted drafting of standard documents.

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The Future of Nigerian Real Estate with AI



AI-Powered Virtual Inspections

Conduct detailed property assessments remotely, saving time and resources while enhancing data accuracy.



Smart Homes & IoT Integration

Valuers will need to understand and appraise properties equipped with advanced Internet of Things (IoT) technologies.



Digital Property Passports

Secure, blockchain-enabled digital records for properties, streamlining transactions and verifying authenticity.



Predictive Analytics

AI will provide advanced insights into future rent trends, market shifts, and investment opportunities for informed decisions.

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Embrace the AI Revolution

1

Experiment with AI Tools

Begin exploring various AI applications relevant to your valuation practice. Start small, learn, and adapt.

2

Train Your Staff

Cultivate an AI-literate workforce ready to harness these new technologies effectively and confidently.

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Embrace the AI Revolution

3

Build Data Discipline

Prioritise creating robust and organised internal data systems; this is crucial for successful AI implementation.

4

Integrate Gradually

Adopt AI incrementally into your existing workflows, allowing for smooth transitions and continuous improvement.

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AI is not the future.

AI is already here.

The valuers, estate managers, and real estate professionals who embrace it now will dominate the next decade.

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