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CONSUMER CONNECT INITIATIVE

BRIGHT DAYS AHEAD

With new regulations setting in and rationalisation of GST rates, the real estate sector is all set for new innings. According to the industry experts, this year could prove to be a game changer and provide the much-desired push to the sector

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The beginning of this financial year is being seen as the next big thing for the real estate sector. With RERA getting implemented and simplification and rationalisation of GST, the industry is set to undergo a lot of changes that will boost the confidence of buyers to invest in homes.

Pankaj Bansal, director, M3M Group, says, "The Gurugram real estate market has recovered well and we hope that the momentum would continue. With clarity in regulations, the transition has become smoother and moving forward we feel that the things will improve further. We see the market gaining momentum further."

Taking it further, Navin M Raheja, MD, Raheja Developers, shares, "After lower-

ing the GST rates, the second consecutive repo rate cut by RBI will further propel the Indian real estate industry into a recovery drive in the coming year. Moreover, with the much-needed boost by the government towards affordable segment in the budget 2019, where the income tax rebate was extended to ₹ 5 lakh, the end-users will certainly be motivated to purchase their homes and now with this repo rate cut, the demand will be further augmented."

Industry experts, too, feel that amalgamation of several factors have set the ball rolling for the sector and things seem to be moving in a positive direction. Pradeep Aggarwal, founder and chairman, Signature Global India Pvt. Ltd, eluc-

dates, "The real estate sector is expected to see more increase in its sales especially the affordable housing segment as the demand for the same is surging high. Gurugram being one of the emerging industrial hubs is becoming the favourite hotspot for the end-users for investing in various properties."

Elaborating further, Rahul Singla, director, Mapsko Group, "There is a surge in the market in the last quarter with more and more potential buyers looking for ready-to-move-in homes. The average deal time for the buyer has reduced from approximately two months to less than two weeks today."

Talking about the market, Akash Ohri, senior executive director, DLF Home Developers, says, "Various acts and laws by government have made the sector transparent which generates trust amongst the buyers. They can invest now with more confidence, which from all perspectives is beneficial for the industry."

The market players are already forecasting the industry trends. Kushagr Ansal, director, Ansal Housing and president,

The real estate sector has come a long way in the last 2-3 years. With recent reforms, it is observed that the progress of the real estate sector is in the positive direction

tions, RK Arora, chairman, Supertech, says, "Key infrastructure upgrades such as the opening of the Eastern Peripheral Road, along with a focus on affordable housing, are expected to provide the much-needed fillip to the realty sector in Delhi-NCR."

Explaining the real estate scenario further, Anesh Sood, director, Eros Group, explains, "The massive push that the government has given to its 'Housing for All by 2022' vision along with the implementation of RERA and GST, has transformed the fortunes of the sector. After some time, we are finally seeing a steady rise in demand, especially in the affordable and mid segment."

Adding further, Ashish Sarin, CEO Alpha Corp, tells, "With a number of positive developments in the real estate sector, it is expected that 2019 is going to be a jubilant year for the real estate. The government role has been instrumental in doing so and has resulted in taking the sector to the next level."

Kamaljit Singh, president, Bestech Group, says, "The properties in New Gurugram market have stabilised in terms of rates and have shown improvement in terms of transactions happening because of RERA implementation."

Talking about the market conditions, Amit Gupta, MD, Orris Infrastructure Pvt Ltd, says, "The realty sector witnessed a remarkable growth last year with the affordable housing sector taking centrestage along with the commercial sector. The government also took many initiatives to support the segment which has increased the demand for the affordable segment in Gurugram. There is an increased demand for real estate. Post the revival of the Indian real estate sector through a series of initiatives by the government, the confidence of the home-buyers has increased with a clear understanding of the market. The

developers have also witnessed a smooth regulatory business process. This development is expected to help increase the cash flow in the Indian real estate sector in 2019."

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—PANKAJ BANSAL, director, M3M Group

On a concluding note, Pankaj Rathi, head-Commercial Leasing, Vatika Limited, notes, "If the year 2017 was a year of overdrive in regulations like RERA and GST then 2018 was the growth phase with regulatory stability and a renewed focus on infrastructure and public transportation. The year 2019 will see matured growth phase with stability in rentals as the focus shifts to occupancy."





• The condominium, located at a distance of five kilometres from the Manesar toll plaza, houses 12 towers with 12 floors in each one. All towers have large balconies on both sides.



CONDO CARD

29 acres
Area of the condominium

1,500 residents

528
3,4 BHK apartments

₹80 lakh
Starting cost of a flat

₹18,000 onwards
Monthly rental for a flat

₹2.50 per sq ft
Maintenance Charges

SOCIAL MEDIA GROUPS
WhatsApp: A WhatsApp group for all residents

PARVEEN KUMAR/HT PHOTOS

A sanctuary of peace and quiet

NEW PLAYER Although Aster Court in Sector 85 is a developing condo, the value for money and the excellent security system make up for the lack of certain facilities



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GURUGRAM: Located at a distance of over 5 kilometres from the Manesar toll plaza, Aster Court in Sector 85 is one of the several newly built condominiums in the area. This residential complex, unlike most of its counterparts, has a higher occupancy rate. However, it is yet to see community living in its full spirit.

"Most of our residents are working professionals. This means that coming together for social events is difficult. These usually happen when a society meeting takes place," said Abhishek Mathur, a marketing professional, who bought his dream apartment here a year and a half ago.

When get-togethers do take place, there is no dearth of fanfare though. The Holi celebrations, which took place in March, is a case in point. Celebrated over the weekend, several stalls selling clothes, snacks and food were put up for the residents.

"We have movie screenings from time to time. The movie Gold was screened a while back for the residents. However, ensuring an adequate number of people for screening remains a problem," said Abhishek Yadav, who moved to the residency around four months back.

The condominium houses 12 towers with 12 floors in each one. Each floor has four apartments with spacious balconies on both sides. The society has tennis and badminton courts and two grocery stores. It also has a playroom area for kids, a pantry, a party hall, a gymnasium, a table for playing table tennis and

a 1,000-book strong library. The clubhouse managed by a third-party houses the swimming pool. However, the residents have never been able to use the facility. "We have been told that there are certain renovations being made to it. It is currently not in use," said Mathur. "The library services are especially enjoyed by the senior citizens who like to read," said the condominium's estate manager, Manoj Kumar Gautam.

For several residents, the value for money that these apartments provide more than make up for the lack of certain facilities. Yet commute remains a problem. "My wife does not drive so she is dependent on cabs, which are never readily available here. She has to take that into account whenever she ventures out," Abhishek Yadav said.

Security is of prime importance for the residents. The residency uses application-based technology for sharing guest information with owners and has a three-tier security system in place.

Abhishek Mathur took up the issue of the absence of CCTVs with the estate management when he moved to the condominium over a year ago. "The management was actually very swift in resolving the issue," said Mathur.

The society provides radio frequency identification tags for the cars of its residents. "As they enter, their tags are automatically scanned," said Manoj Kumar Gautam. This helps control traffic at the entry points of the property.

While the estate waits for a residents' welfare association (RWA) for the time being, the maintenance has been handed over to several third parties.

Despite the remote location, when residents enter Aster Court's 29-acre property, they get to leave behind the hustle and bustle of the world outside. "When I return home after work, this place puts me at peace," said Joyesh Chakraborty, a resident.



(From top) Senior citizens enjoy the well-stocked library of the condo. Children gather in the play area. Residents keep themselves fit in the state-of-the-art gymnasium.

WHAT'S UNIQUE



• The condominium boasts of an open rooftop swimming pool. However, because of ongoing renovations, residents are yet to gain access to it.
• The society often has community screenings of the latest movies. Some of these screenings are especially held for kids.

ACTIVITIES



• Morning jogs are a regular practice for most of the residents. Several of them take early morning walks before their long day to keep fit.
• The tennis court is a meeting point for several residents in the society. In the evening, several get together to hit the court or to simply catch up with one another.

society superstars



ABHISHEK MATHUR

An FMCG marketing professional moved to the condominium a year and a half ago with his family. The absence of CCTV cameras at the residency worried him so he so he worked with the management to install cameras in the property. "We installed four cameras in each tower: two on top and two at the entrance of the towers," said Mathur.



JOYESH CHAKRABORTY

A real estate professional shifted to the residency a year back. Ever since, he, along with several residents, has taken turns to put together community activities, such as sit-and-draw competition, Holi celebrations, tennis tournaments and others. "Residents are very responsive. This is why I also get enthused to organise and plan events for them," he said.

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MAIL TODAY

NORTH INDIA A CONSUMER-DRIVEN MARKET

Industry experts are of the view that in the last few years the growth in this part of the realty market has predominantly been end-user-centric than investment-driven with an array of properties available for buyers



PROFWRITER
Kausar Firdausi

Today, the livability index has become a key driver behind real estate investments and buying decisions. The index which assesses cities on a comprehensive set of parameters has brought about a data-driven approach to urbanisation. As India's largest urban agglomeration, north India in general and Delhi-NCR in particular, is extremely important from every perspective. The region's sheer size and exponential growth bring forth an immediate and ever-escalating requirement for affordable housing, which is in highest demand among end-users today.

Housing sector in India is always evolving with time. Neh Srivastava, under secretary, ministry of home affairs, and president, CSSOS believes that with half of the population convinced that the limited inventory is a prospective growth market, especially for investors, while the other half is still wary of the nitty-gritty of investing and simply believes in buying the readymade homes. And nowhere is this starkly visible than in north India. Much of this can be attributed to the factor that north India has always been densely populated with median income usually being lower than the national average. Combined with limited housing options, they choose to build their own instead of buying one. With introduction of various sops for affordable housing, now more and more people are beginning to dream of buying a home and this growth is largely propelled consumer driven rather than investor driven.

But when we look back at the past, North Indian residential realty market had the highest proportion of investors among buyers during the bullish phase from 2005 onwards till about 2012. However, Mudassar Zaidi, executive director - north, Knight Frank India, enlightens that after 2013,

the residential realty market started showing signs of bearishness and has gone through a prolonged phase of bearishness since then due to various reasons like trust deficit for developers, government actions like demonetisation, introduction of new laws like RERA and GST which lead to a paradigm shift in the market. Investors who were invested in the market did not get an exit and were stuck for considerable period of time. Other sub-asset classes within real estate like commercial and retail gave better returns as well as other asset classes like equity and debt were better alternatives to look at. Slowly, the market size shrunk and only end-user consumer and long-term holders of residential real estate have remained in the market.

Rajiv Gupta, CEO, Wave Group also points out that due to recession and various other volatile changes in the sector, investors shied away from investing in this part of the world. "With price corrections, and consumer-friendly reforms which were introduced in the past few years, consumers are ruling the sector." Elaborating on the shift in the North Indian market from being an investor driven market to now a consumer driven one, Ankush Tyagi, CEO, T&T Group puts in that until 2010 the market was majorly influenced by the investors. However, delay in the completion of projects lead to undesired results, thus, fall in the number of market investors. While on the consumer side, the growing population in Delhi-NCR has been the major contributor to the realty market becoming consumer driven. With the constantly rising rate of migration, thereby an increase in demand for houses has led to the distinctive shift in the market.

Santhosh Kumar, vice chairman, Anarock Property Consultants is of the view that many of the north Indian markets have suffered from speculative activity and also over-supply. While they have yet to fully recover from the negative fallout of speculation, it is now actual consumers who is ruling realty markets and having the upper edge in the strengthened regulatory environment. Developers all across the country

"The North Indian realty market largely focuses on identifying the need of the end-users and fulfilling their demands by developing the world-class infrastructure. That's the reason the NRIs also find the North Indian market as a prudent option to invest and are actively investing here."

AMIR HUSAIN

President - Sales & Marketing,
Orris Infrastructure

have also realigned the prices of their newer projects to dovetail with actual buyer demand. Affordable housing has once again taken centre-stage in all real estate forum discussion, and deservedly has the undivided attention of all industry stakeholders including developers, investors, customers and the government.

Highlighting some of the major factors of North region market inclination towards end-users, Pradeep Aggarwal, founder & chairman, Signature Global India and chairman, ASSOCHAM National Council on Real Estate, Housing and Urban Development, states, "Low capital appreciation and minimal rental return from the residential units are some of the major factors. In fact, the rental return from the units based outside the city centres is so low that makes no sense to the investor. Even holding on to the property for a period of five years is not looking profitable to the investor. This change in investor-driven factors in North India has made the market end-user driven and it will remain so for years to come.

Avneesh Sood, director, Eros Group, emphasises that availability of budget-friendly properties and time-bound appreciation are the biggest

factor driving real estate and North India has huge chunk of land bank which ensures both conditions. "The north region has some very strong micro markets of real estate where property is affordable and has bright prospects in future to offer good return. Realty markets like Greater Noida West and areas around NH-24 have satisfied search of end-users largely. Due to rising connectivity, network of highways, corporate and institutional investments, airports and metro line etc., development prospects are all time high and homebuyers prefer to invest in the region," asserts Sood.

According to Sanjay Dutt, MD & CEO, Tata Realty & Infrastructure Limited and Tata Housing Development Company, the growth in the region has predominantly been consumer-driven than investment driven with an array of real estate properties available for buyers. "At our marquee projects in the region - Gurugram Gateway and Primanti, the end-users occupy 100 per cent of the total inventory sold," proclaims Dutt. This highlights the fact that northern region has become the pulse for first time homebuyers, who are looking for a top notch life with well-built amenities and environment. The favourable liveability index with greater connectivity, better job opportunities and a higher standard of living has made this part of the country a favourite among end-users.

Further adding to the viewpoint, Amir Husain, president - sales & marketing, Orris Infrastructure says, "The North Indian realty market largely focuses on identifying the need of the end-users and fulfilling their demands by developing the world-class infrastructure. That's the reason that the NRIs also find the North Indian market as a prudent option to invest and are actively investing here."

Investors, as Zaidi anticipates, will only come back with the risk adjusted returns in the residential realty market improve significantly and stability in terms of developers comes back into the market. Until then North Indian residential market will remain largely an end-users market.

आने वाला कल है बेहतर

जीएसटी दरों में नए नियमों की स्थापना और इसके लागू होने के बाद से रियल एस्टेट सेक्टर ने एक नई पारी की शुरुआत की है। एक्सपर्ट की मानें तो आने वाला कल बेहतर साबित होने वाले हैं

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इस वर्ष की विशेष शुरुआत को रियल एस्टेट सेक्टर के महानजर विशेष बना जा रहा है। देश के अर्थतन्त्र में आने के बाद से और इसके लागू होने से आकार प्राप्तिकारण को और चला पाया है। इस सेक्टर में सर्वश्रेष्ठ परिवर्तन देखने को मिल रहे हैं। इसमें विविध रूप से खरीदारी का घरो में निवेश करने को लेकर विश्वास को प्रबलता मिली है और अधिक से इसके जारी रहने की भी संभावनाएं दिख रही हैं।

एम 3 एम ग्रुप के डायरेक्टर पंकज बंसल कहते हैं कि मुख्यतः रियल एस्टेट सेक्टर में अच्छी तरह से उबर गया है और हमें उम्मीद है कि आने की इसको भी बनी रहेगी। विविधता में स्पष्टता के साथ ही आने वाले कल में स्थिति और बेहतर होने की संभावनाएं दिख रही हैं। इस दिशा में आने वाले के क्रम में कहा जा सकता है कि चीने और भी सुधारों। विश्वव्यापी बाजार आगे की ओर अग्रसर है।

रोजना डिजिटल एप रहेगा बहाने हैं कि जीएसटी दरों को कम करने के बाद य आरबीआई द्वारा उपलब्ध दुसरी पारी दर में कटौती से समग्र रूप से भारतीय रियल एस्टेट सेक्टर को बल मिला है और इसे आगामी वर्ष के विकास से बेहतर कहा जा सकता है। इसके अलावा, सरकार द्वारा बजट 2019 में कियवधनी सेगमेंट के लिए आकर्षक प्रोत्साहन के साथ, जहां आकर्षक छूट को 5 साल तक बढ़ा दिया गया। इससे भी कारण का सौम्यता बढ़िया और वे अपने घरो को खरीदने के लिए प्रेरित होने। ऐसे दर में कटौती के साथ ही खरीदारी की मात्रा को और बढ़ावा जा सकेगा। इससे जुड़े इंडस्ट्री के खिलाड़ियों को लगता है कि देश और जीएसटी ने मिलकर घरेलू को बरसे हद तक बढ़ाने है और वे बदलाव सार्विक दिशा को और इन्होंने कर रहे हैं। उद्योग में जुड़े विशेषज्ञों को लगता है कि

जो जो बदलाव देखने का जाल रह है, उन्हें सार्थक बदलाव की लंबी में देखा जा सकता है। विशेषकर ग्लोबल आर्थिक स्थिति के फलस्वरूप एक प्रेसिडेंट प्रतीक अवकल बहाने हैं कि रियल एस्टेट सेक्टर में किसी को पता को जग, जो संभवतः प्यार विशेष रूप से कियवधनी आकार को और भी गया है और इसमें और भी बढ़ोतरी देखने को मिल सकती है। जहां तक मुख्यतः को बात है, तो यह पहले से ही समग्र औद्योगिक क्षेत्रों को लिए एक हथ के रूप में पहचाना जाता है। इसके अलावा परिवार में कई ऐसे कारक हैं, जो कारणों को यहां पर धर लेने का निवेश करने के लिए आकर्षित कर रहे हैं। यह समय के साथ-साथ एक बेहतर इंडिगैट के रूप में अपने प्रतिफल को बढ़ावा रखने में सफल रहा है।

मेनको ग्रुप के डायरेक्टर राहुल सिंगल कहते हैं कि पिछले तिमाही में बाजार में जिस तरह के संकेत देखने को मिले हैं, उससे संभवित खरीदारी के बीच में रेडी-2-गुप्त पर को गलतफ समझें। यह कहते हैं कि इसी खरीदारी के बीच में सीलिंग खराम में भी अच्छी आई है और यह बाजार और डिजिटल टोपी के लिए जारी है। इस दिशा में आने वाले के क्रम में कहा जा सकता है कि चीने और भी सुधारों। विश्वव्यापी बाजार आगे की ओर अग्रसर है।

पिछले 2-3 वर्षों में रियल एस्टेट सेक्टर ने एक लंबा समय तक किया है। रियल एस्टेट सेक्टर को एक जटिल बुझपट्टी में रखकर देखा जा सकता है। ऐसा नहीं है कि बदलाव एकाएक हो गए हैं। पॉजिटिव सुधारों के साथ इस क्षेत्र में सकारात्मक दिशा में प्रगति देखने को मिली है

मुल्य में यहां पर साधारण बुझपट्टी दर्ज की गई है। इस हर निवारण में बेहतर माना जा सकता है। वहीं, एकेआर कोल, एडिओ, एकाइविजिट डिजिटल बहाने हैं कि पिछले 2-3 वर्षों में रियल एस्टेट सेक्टर में एक लंबा समय तक किया है। रियल एस्टेट सेक्टर को एक जटिल बुझपट्टी में रखकर देखा जा सकता है। ऐसा नहीं है कि बदलाव एकाएक हो गए हैं। पॉजिटिव सुधारों के साथ इस क्षेत्र में सकारात्मक दिशा में प्रगति देखने को मिली है। कहा जा सकता है कि इंडस्ट्री ने एक बेहतर लफ्त बनाई है।

सुपरटेक विभिन्न देशों के विदेशीय आरंभ अग्रेहा रियल एस्टेट के लक्ष्य स्थिति पर बात करते हुए कहते हैं कि अपने देश के संदर्भ में कहा जा सकता है कि काफी समय से यहां पर रियल एस्टेट सेक्टर में निवेश और वैश्वीकरण माहौल का उभरना को जा रहा था, ताकि कारणों का भरोसा पहले की तुलना में बढ़ सके। जहां तक मुख्यतः को बात है, तो यहां पर NRI-6 के प्रोडिक्शन, इंडियन सेक्टरल रोड के बूझने के साथ ही कियवधनी आकार को नए संकेत मिलने को उम्मीद जग गई है और लोग यहां पर पहले से ज्यादा ध्यान केंद्रित कर सकेंगे। यहां तक कि वैश्वी-पर्याप्त के वैश्वी सेक्टर को खाते हैं, तो इसमें मुख्यतः विविध रूप से निवेशक समझे आते हैं। इसमें कोई दो राय नहीं है।

मुख्यतः में रियल एस्टेट के परिदृश्य पर बात करते हुए इरेज ग्रुप के डायरेक्टर, अमरीश चौर बहाने हैं कि सरकार ने देश और जीएसटी के कियवधनी के साथ-साथ सरकार को अपने हाइलिंग परी ऑल 2022 को भी बरसे अपने उद्योग को कम किया है और इस बुझपट्टी में रियल एस्टेट सेक्टर और कारणों के बीच में नई उम्मीद जग गई है। इसका सार्थक परिणाम देखने को मिल रहा है और इस बहाने से विकास में साधारण बुझपट्टी को मिल रहा है। विशेष रूप से अपने और मुख्यतः में। इसमें अलावा एडिओ अलावा कई, आरंभ करीब बहाने हैं कि रियल एस्टेट सेक्टर में कई सकारात्मक बदलाव आते हैं और उम्मीद है कि 2019 रियल एस्टेट सेक्टर के लिए एक साधारण वर्ष होने जा रहा है। यह कहते हैं कि रियल एस्टेट को इस अच्छी स्थिति में निवेशक रूप से सरकार को पुनर्का माहौल परी है। सरकार को और ही लिए यह आरंभ फैसलों का ही लक्ष्य है कि रियल एस्टेट आगे की ओर

मुख्यतः में रियल एस्टेट के परिदृश्य पर बात करते हुए इरेज ग्रुप के डायरेक्टर, अमरीश चौर बहाने हैं कि सरकार ने देश और जीएसटी के कियवधनी के साथ-साथ सरकार को अपने हाइलिंग परी ऑल 2022 को भी बरसे अपने उद्योग को कम किया है और इस बुझपट्टी में रियल एस्टेट सेक्टर और कारणों के बीच में नई उम्मीद जग गई है। इसका सार्थक परिणाम देखने को मिल रहा है और इस बहाने से विकास में साधारण बुझपट्टी को मिल रहा है। विशेष रूप से अपने और मुख्यतः में। इसमें अलावा एडिओ अलावा कई, आरंभ करीब बहाने हैं कि रियल एस्टेट सेक्टर में कई सकारात्मक बदलाव आते हैं और उम्मीद है कि 2019 रियल एस्टेट सेक्टर के लिए एक साधारण वर्ष होने जा रहा है। यह कहते हैं कि रियल एस्टेट को इस अच्छी स्थिति में निवेशक रूप से सरकार को पुनर्का माहौल परी है। सरकार को और ही लिए यह आरंभ फैसलों का ही लक्ष्य है कि रियल एस्टेट आगे की ओर

मुद्राम का रीयटी मार्केट अच्छी से उबर गया है और हमें उम्मीद है कि आने वाले समय में इसकी यह गति जारी रहेगी। विविधता में स्पष्टता के साथ ही रियल एस्टेट सेक्टर में सुधार के संकेत भी मिले हैं।

-पंकज बंसल, डायरेक्टर, एम 3 एम ग्रुप



बहुते में उपलब्ध भी रहा है। यह सेक्टर सेक्टर पर विकास है।

विशेषतः को विकास के जो में बात पाया है, एकाइविजिट डिजिटल बहाने हैं कि कियवधनी आकार के कारणों से स्थिति आगे से ज्यादा बेहतर दिखाई देते हैं। रियल एस्टेट के संदर्भ में यहां को, तो इसमें मुख्यतः बुझपट्टी देखने को मिलती है। सरकार ने इस दिशा में बेहतर होने के लिए सार्विक बदलाव आरंभ हैं और इसी मुख्यतः में कियवधनी आगे की ओर चलने से लगता बहू गई है। सरकार को इस बहाने को एक निवारण के साथ बाजार को उभरना है। यहां और ही पॉजिटिव रियल एस्टेट सेक्टर के विकास से जो यह सार्विक आरंभ आरंभ है।

<https://www.financialexpress.com/money/why-nris-are-eyeing-commercial-real-estate-in-india/1580102/>

Why NRIs are eyeing commercial real estate in India

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With the changing market dynamics, there has been a gradual increase in investment by NRIs over the last few years in the commercial realty.

The cities which are witnessing a vibrant demand for office spaces, malls, Grade- A offices, and co-working spaces are Bengaluru, Mumbai, Chennai, Pune, Hyderabad and Delhi-NCR.

Investing in the Indian real estate sector has always been a prudent option for the Non Resident Indians (NRIs). With the changing market dynamics, there has been a gradual increase in investment by NRIs over the last few years in the commercial realty.

The Indian commercial real estate sector is going through a fresh period of growth which is backed by strong economic fundamentals. Amplifying urbanisation, opening up of the FDI route for retail brands entering into India are the factors favouring the NRI investment in the sector. The depreciating rupee value has also increased the NRIs' investment in the sector along with the introduction of RERA which has brought transparency and accountability in the sector. The rental yields in real estate are high on commercial assets, compared to residential. Also, capital appreciation is quiet good in the commercial realty. This is what has pushed NRI investors to look for opportunities in commercial real estate here in the country. Also, NRIs' major concern post-sales is the maintenance of property. So, commercial is a better option as it is leased for a long time and maintaining it is the other party's prerogative. The commercial real estate market in India is undoubtedly far more organized than the residential sector which makes it a hassle-free segment to invest for the NRIs.

Just like resident Indians, NRIs can avail loans for purchase of property in India and also claim tax benefits under Section 24 and Section 80C of the Income Tax Act. In fact, having bank funding is also a smart way to get your property title papers and link documents evaluated by the bank. With all these, the commercial office space vacancy has reduced by 50% over the past few years.

The cities which are witnessing a vibrant demand for office spaces, malls, Grade- A offices, and co-working spaces are Bengaluru, Mumbai, Chennai, Pune, Hyderabad and Delhi-NCR. In Delhi-NCR, Gurugram has become an investment destination for NRIs to invest in the commercial real estate. Its close proximity to Delhi-NCR makes it an ideal destination for NRIs investment. Gurugram has many commercial spaces available which are attracting the end users. The properties are affordable here compared to the other part of Delhi-NCR.

It can be concluded that NRIs' investment in the real estate sector, particularly commercial realty, is bound to increase in the coming times with some developers offering projects of international standard.

(By Amit Gupta, MD, Orris Infrastructure Pvt Ltd)

A sanctuary of peace and quiet

When get-togethers do take place, there is no dearth of fanfare though. The Holi celebrations, which took place in March, is a case in point.



Although Aster Court in Sector 85 is a developing condo, the value for money and the excellent security system make up for the lack of certain facilities

Although Aster Court in Sector 85 is a developing condo, the value for money and the excellent security system make up for the lack of certain facilities (Parveen Kumar/HT Photos)

Located at a distance of over 5 kilometres from the Manesar toll plaza, Aster Court in Sector 85 is one of the several newly built condominiums in the area. This residential complex, unlike most of its counterparts, has a higher occupancy rate. However, it is yet to see community living in its full spirit.

“Most of our residents are working professionals. This means that coming together for social events is difficult. These usually happen when a society meeting takes place,” said Abhishek Mathur, a marketing professional, who bought his dream apartment here a year and a half ago.

When get-togethers do take place, there is no dearth of fanfare though. The Holi celebrations, which took place in March, is a case in point. Celebrated over the weekend, several stalls selling clothes, snacks and food were put up for the residents.

“We have movie screenings from time to time. The movie Gold was screened a while back for the residents. However, ensuring an adequate number of people for screening remains a problem,” said Abhishek Yadav, who moved to the residency around four months back.

The condominium houses 12 towers with 12 floors in each one. Each floor has four apartments with spacious balconies on both sides. The society has tennis and badminton courts and two grocery stores. It also has a playroom area for kids, a pantry, a party hall, a gymnasium, a table for playing table tennis and a 1,000-book-strong library.

The clubhouse managed by a third-party houses the swimming pool. However, the residents have never been able to use to the facility. “We have been told that there are certain renovations being made to it. It is currently not in use,” said Mathur. “The library services are especially enjoyed by the senior citizens who like to read,” said the condominium’s estate manager, Manoj Kumar Gautam.

For several residents, the value for money that these apartments provide more than make up for the lack of certain facilities. Yet commute remains a problem. “My wife does not drive so she is dependent on cabs, which are never readily available here. She has to take that into account whenever she ventures out,” Abhishek Yadav said.

Security is of prime importance for the residents. The residency uses application-based technology for sharing guest information with owners and has a three-tier security system in place.

Abhishek Mathur took up the issue of the absence of CCTVs with the estate management when he moved to the condominium over a year ago. “The management was actually very swift in resolving the issue,” said Mathur.

The society provides radio frequency identification tags for the cars of its residents. “As they enter, their tags are automatically scanned,” said Manoj Kumar Gautam. This helps control traffic at the entry points of the property.

While the estate waits for a residents’ welfare association (RWA) for the time being, the maintenance has been handed over to several third parties.

Despite the remote location, when residents enter Aster Court’s 29-acre property, they get to leave behind the hustle and bustle of the world outside. “When I return home after work, this place puts me at peace,” said Joyesh Chakraborty, a resident

Emerging hotspots in Delhi-NCR for real estate investment

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With increasing urbanisation, the number of people looking to invest in the National Capital Region is increasing day by day. The region has always attracted real estate investors with its lucrative returns opportunities. The increasing demand for the real estate sector has given birth to new areas across Delhi-NCR, which are becoming new hotspots for investors.

The newly developed regions have opened the way to homebuyers who are seeking to own a property here. This has also increased the job opportunities for the people with well-developed infrastructure which gives a ray of hope to the developers of the region.

Old Gurgaon is attracting investors and NRIs alike. Most of the demand and supply for residential property has been concentrated in the mid-end to high-end segments. The future seems to have a bulk of opportunities for an end user in the real estate market.

Talking about the Old Gurgaon development, **Alpha Corp CEO Ashish Sarin** says "With the advent of RRTS, the development of Old Gurgaon will boom, as this will be the biggest transport facility in the region so far. Delhi-Gurgaon-SNB RRTS corridor will pass through the Udyog Vihar and through sector 17 of Old Gurgaon. Millions of people including Gurgaon Sector 22 and 15 will get easy access to the IGI Airport, Delhi, Ghaziabad, Meerut, Gurgaon Railway Station, New Gurgaon, Manesar, Alwar and important destinations.

New Gurgaon is becoming another centre of attention for many real estate builders and developers. This area is well-connected with other parts of NCR via the NH-8, Kundli-Manesar-Palwal Expressway, and the Dwaraka-Gurgaon Expressway.

As per **Amir Husain, President -sales and marketing, Orris Infrastructure Pvt Ltd**, New Gurgaon is emerging as the new real estate investment hub. He says, "With increased urbanization and rapid migration, New Gurgaon has emerged as the next real estate Hotspot in the NCR. The area enjoys good connectivity through 3 highways: NH-8, Dwarka Expressway (Northern Peripheral Road), and KMP Highway. The area offers commercial as well as residential properties, which are economical than those in the other parts of Gurgaon. The future of this area is bright as it is increasingly drawing the attention of buyers and developers alike. Also, with forthcoming social infrastructure, commercial supply, as well as impending removal of the toll plaza, will help in the growth of the segment."

In recent time, the demand for Bhiwadi has also increased. The city is just 40 KM away from millennium city Gurgaon and is connected through NH8. The area is rapidly developing and promises a bright future ahead.

"With its close proximity to Delhi-NCR Bhiwadi has become one of the most preferred investment destinations for buyers and investors alike. Its excellent infrastructure coupled up with rapid socio-economic growth has made this place as an ideal destination for the realty sector," says **Ssumit Berry, Managing Director, BDI Group**.

With the Indian Government playing an instrumental role in improving the real estate scenario of our country, the demand for investment across Delhi-NCR is increasing. The places discussed above are upcoming places of investment.

Emerging Hotspots in Delhi-NCR for Real Estate Investment



By RealtyMyths on May 29, 2019

No Comments / 247 views

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By K Ashwin Mobile: 09920183006 Email: indianshowbusiness@gmail.com

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In recent time, the demand for Bhiwadi has also increased. The city is just 40 KM away from millennium city Gurgaon and is connected through NH8. The area is rapidly developing and promises a bright future ahead.

"With its close proximity to Delhi-NCR Bhiwadi has become one of the most preferred investment destinations for buyers and investors alike. Its excellent infrastructure coupled up with rapid socio-economic growth has made this place as an ideal destination for the realty sector," says Ssumit Berry, Managing Director, BDI Group.

With the Indian Government playing an instrumental role in improving the real estate scenario of our country, the demand for investment across Delhi-NCR is increasing. The places discussed above are upcoming places of investment.

<https://cityairnews.com/content/emerging-hotspots-delhi-ncr-real-estate-investment>

Emerging hotspots in Delhi-NCR for real estate investment

City Air News Author(s):

With increasing urbanisation, the number of people looking to invest in the National Capital Region is increasing day by day. The region has always attracted real estate investors with its lucrative returns opportunities. The increasing demand for the real estate sector has given birth to new areas across Delhi-NCR, which are becoming new hotspots for investors.

The newly developed regions have opened the way to homebuyers who are seeking to own a property here. This has also increased the job opportunities for the people with well-developed infrastructure which gives a ray of hope to the developers of the region.

Old Gurgaon is attracting investors and NRIs alike. Most of the demand and supply for residential property has been concentrated in the mid-end to high-end segments. The future seems to have a bulk of opportunities for an end user in the real estate market.

Talking about the Old Gurgaon development, Alpha Corp CEO Ashish Sarin says "With the advent of RRTS, the development of Old Gurgaon will boom, as this will be the biggest transport facility in the region so far. Delhi-Gurgaon-SNB RRTS corridor will pass through the Udyog Vihar and through sector 17 of Old Gurgaon. Millions of people including Gurgaon Sector 22 and 15 will get easy access to the IGI Airport, Delhi, Ghaziabad, Meerut, Gurgaon Railway Station, New Gurgaon, Manesar, Alwar and important destinations.

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<https://www.businessdigestmagazine.org/index.php/investment/item/3619-emerging-hotspots-in-delhi-ncr-for-real-estate-investment>

Emerging hotspots in Delhi-NCR for real estate investment

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