

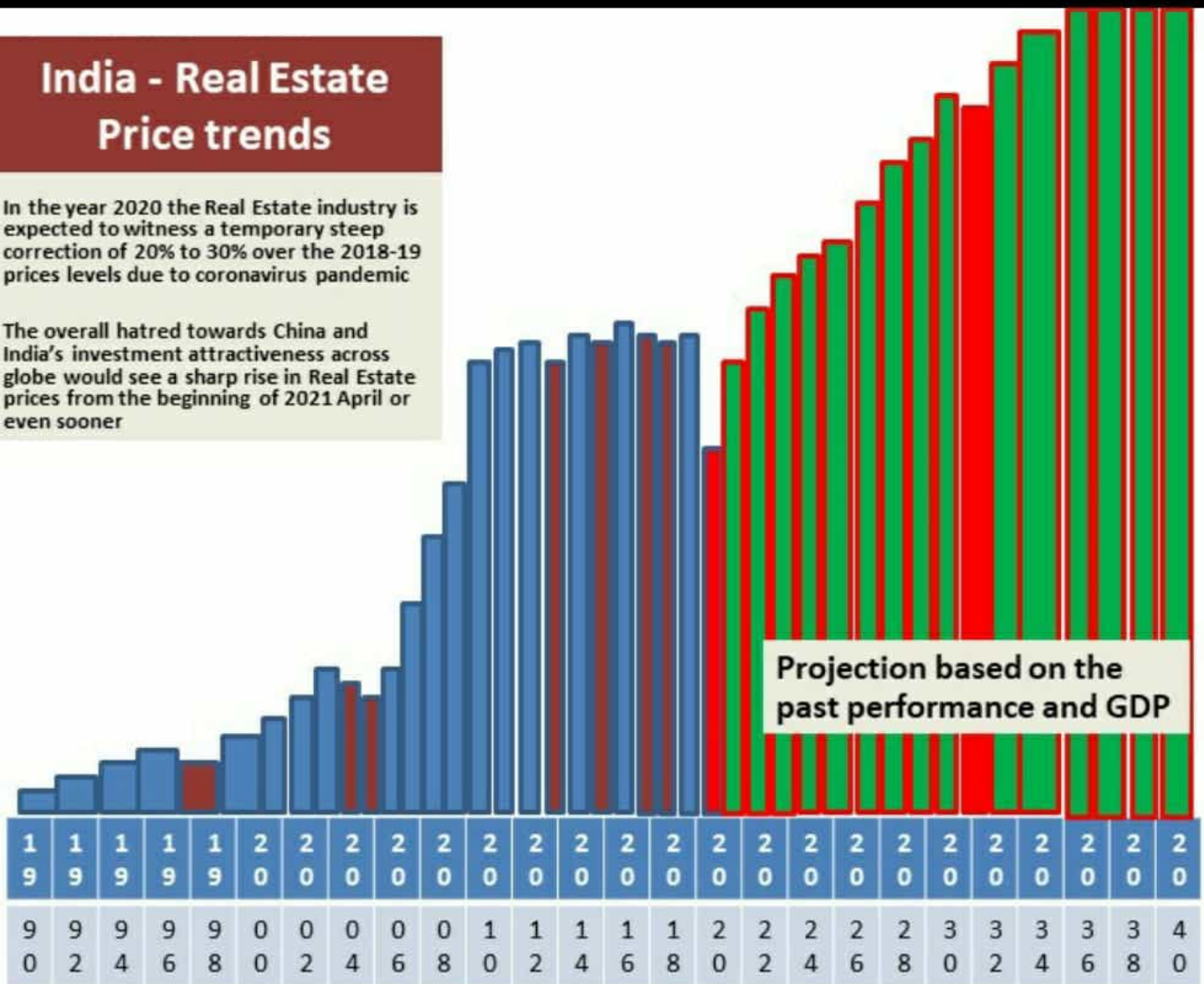
29 things you need to consider before buying a flat

1. Title clearance
2. Plan approval
3. Govt. approvals and permissions
4. 24 hour water at present and future
5. 24 hour security
6. Resale possibility, Value
7. Further Construction expansion Possibility
8. Children /Women/Elderly safety
9. Encroachment possibility
10. Leakage situation
11. Construction quality
12. Plumbing work
13. Electricity work
14. School and safety of travel to school
15. Reputation of building and society
16. Club house/recreation/park/ walk lanes/greenery.
17. Transport and reach facility
18. Pest care from the foundation of construction
19. Society formation possibility
20. School/Hospital
21. Temple/Gurdwara/Church/Mosque/
22. Retirement free home
23. Grocery /fruits medical shopping in the society
24. Fire Compliance
25. Maintenance charges
26. Bank Loan clearance
27. Encumbrance certificate
28. Construction according to the Sanctioned Plan
29. Reputation of builder

India - Real Estate Price trends

In the year 2020 the Real Estate industry is expected to witness a temporary steep correction of 20% to 30% over the 2018-19 prices levels due to coronavirus pandemic

The overall hatred towards China and India's investment attractiveness across globe would see a sharp rise in Real Estate prices from the beginning of 2021 April or even sooner



Enjoy the life term additional benefits

- Walls without leakage
- Complete Drainage solution
- Big broad roads
- Sufficient water availability
- Zero maintenance of building
- Play ground for children/adults
- Congestion free life
- Living without fear an OC
- Planned construction
- Having a lift in your building
- Living in huge township
- Away from rod traffic
- No water clotting/ mosquitos
- Parking inside the society
- Peaceful living

- Complete solution for white ants
- Safety from encroachment
- Living without Fear of losing prime land on road expansion
- Living without Fear of demolition
- Completely approved plan and living a stress free life
- Life without Legal battles
- Living without Municipal notices
- Living without Fire dangers
- Living without Visit to a doctor
- Safety to family members
- Safety to retired
- No bar or liquor shop in the entire township
- Living without Dangers of vehicle theft

What is the cost of

- Leakage on the walls
- Drainage problems
- Narrow roads
- Water cuts
- Maintenance issues
- Living without a play ground
- Life in congestion
- Tension of living without an OC
- Mind less building construction
- Cost of not having a lift for life time for a 1st, 2nd, 3rd, 4th and 5th floor residents
- Living on the main road
- Mosquito menace
- Parking on the road

- White ants worry
- Fear of encroachment
- Fear of losing prime land on road expansion
- Fear of demolition
- Constructing extra floors without permission
- Legal battles
- Municipal notices
- Fire dangers
- Visit to a doctor
- Safety to family members
- Safety to retired members
- Bar or liquor shop in the building
- Danger of vehicle theft



4 Ways To Overcome Price/Investment Objections. (Your Price Is Right)

+ ADD UP

- *All the benefits a prospective buyer gets from your home*
- *The actual, tangible benefits he receives*
- *The features that create the benefits.*
- *Stress exclusive features and benefits but include everything.*
- *The greater the total list, the more impressive it is.*

• MULTIPLY

- *By all the intangibles of quality and satisfaction, stress free and reputation.*
- *The Prestige & The Pride of Ownership.*
- *The Reputation & Values of the address of the future.*
- *The Esteem attached to your product.*

- SUBTRACT

- *What you do not get from the other players*
- Township area to use
- Construction quality
- 100 years of Leadership
- Planning of the **city and the other things**

• DIVIDE

- *Your Price into small units of longer lifetime costs.*
- *Because cost per month or per year on a higher priced product may be much lower than that of a cheap product that wont stand up.*

	18 Stages of Real Estate Development	Applied	Received	produced
1	Preliminary Assessment			
2	Land bank, site survey and environmental study			
3	Plan Lay out			
4	Road Development			
5	Demarcation of zones and Plots			
6	Water Supply design			
7	Sewage and storm water drainage			
8	Electrification of township and Colonies			
9	Services provision and installation			
10	Licensing and Govt. approvals			
11	Environmental Clearance			
12	Project Development			
13	Building and construction			
14	Rain water harvesting			
15	Labour cess and MISC requirements			
16	Fire Safety approvals			
17	Certification			
18	Marketing and Sales			