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BEST TIME TO BUY

Yes! You read it right. Industry experts and developers feel that investment in real estate sector right now can promise handsome returns in the days to come

Rakesh Malik2
@timesgroup.com

Planning to buy a house in Gurgaon or just making an investment? And still confused whether this is a good time to get in and will you be able to reap benefits in the long run? Don't ponder too much and get set to take the leap forward. Both, industry players and experts suggest this is the right time to invest in Gurgaon.

Pankaj Bansal, director, M3M India Group, says, "We feel that this is the right time to invest in Gurgaon because many new projects are being

launched here and there has been a price correction in the past. This will help the home-buyers and investors to get the best deals. With recent developments, the landscape of Gurgaon is changing. Considered to be an investment paradise, Gurgaon has developed at a superb pace, and is today, a much sought-after destination for people and businesses alike. Gurgaon has emerged as a realty hotspot for commercial and residential properties making it the next world-class city with planned infrastructural development. Due to this impressive growth, a large

number of corporate houses have set up offices here and many have envisaged huge expansion plans. This city is expanding really fast."

Sharing similar views, a leading developer says, "This is the right time, to launch new projects, simply because with sales gradually looking up, the real estate market is overcoming challenges and getting geared for new project launches. Last year's Union Budget has taken several steps to revive the industry, bringing about an improvement in the industry sentiments. It has paved the way for the flow of funds to

the sector by allowing foreign direct investment. Also, the minimum capital required for FDI has been further reduced. Besides, the budget has allocated ₹4,000 crore for providing economical loans

for low-cost housing to support the 'Housing for all by 2022' scheme. The government has also cleared ambiguity over taxation of Real Estate Investment Trusts or REITs, by giving them a pass-



This is a good time to buy in certain pockets of Gurgaon as prices are still on the lower side and the development is taking place fast. Investments made here are bound to get good returns

through status. All these are expected to give a boost to the sector. Keeping the aforesaid factors in mind, developers have recently launched new projects and the response from the market is fairly encouraging. With reduction in interest rates, we are projecting that the demand will rise in the coming times."

Even industry experts have been suggesting this to be the best time to invest in Gurgaon, especially for all the fence sitters looking at getting into the real estate mar-

ket. Gaurav Yadav, director, UdayHomz, a real estate investment advisory firm, suggests, "Absolutely yes, this is a good time as the prices are stable. One can expect a profit of 30-40 per cent profit overnight. The prices might not be increasing fast, but they are also not breaking down fast. There has been an increase in the new launches of late; they are not as high as they were in say early 2012-13. But, they have increased as compared to last year, when the industry witnessed a brief slump. The price stability and growth forecasts by the World Bank and International Monetary Fund (IMF) have also fuelled the market to a great extent. The market is expected to witness faster growth. Real estate market is getting competitive. Those who are looking at getting into the market can expect good returns in the next 2-3 years. It is expected that the rates and demand will increase in the next 2-3 years. The next big areas to invest in will be areas which are outskirts of NCR as they are low ticket size and are ready-to-move-in to be used by an end-user."

Anoop Sethi, chairman and MD, Umang Realtech, says, "The real estate market in Gurgaon is showing signs of stability, making it the right time for the end-users and investors to purchase an apartment."

Financial experts also feel that real estate in Gurgaon is all set to offer good returns in the days to come.

"This is most probably the best time to get into the market because of 2-3 reasons, firstly, as the market is looking up, there is a feel good factor in the market. Secondly, inflation and loan rates are also coming down. Current account deficit and fiscal deficit too, has come down by a great extent. All these things put together are making the market look good. Manufacturing sector has got a boost and in the next couple of years, there will be positive growth. Things are just going to get better in the days to come. This is really a good time to buy in certain pockets of Gurgaon as the prices are still on the lower side and the development is taking place really fast. Investments made here are bound to get good returns in the days to come," concludes DK Aggarwal, chairman and managing director, SMC Investments and Advisors.

