

News update

MHADA unveils mascot

The Maharashtra Housing and Area Development Authority (MHADA) has announced a price reduction on 370 houses available through its Mumbai Board Lottery. This announcement was made by Housing Minister Atul Save at the unveiling of MHADA's mascot, Shri and Shrimati Nivasi, at the MHADA headquarters. The 370 apartments, which were acquired through redevelopment projects under DCR 33(5), 33(7), and 58, will now be available at significantly reduced prices: a 25% cut for the Economically Weaker Section (EWS), 20% for the Low-Income Group (LIG), 15% for the Middle-Income Group (MIG), and 10% for the High-Income Group (HIG). To allow more citizens to participate in the lottery, the deadline for online application submissions has been extended until September 19, 2024.

Savills India releases report

Savills India has released a report titled 'Sustainable Real Estate: Strategies and Practices.' This report outlines critical strategies and innovative approaches that are setting new standards for sustainable real estate development in India, amidst the nation's ambitious goal of achieving net-zero emissions by 2070. As India strides toward its climate objectives, companies across sectors are increasingly adopting sustainable practices. Green-certified buildings are at the forefront of this transformation, setting new standards.

To share information about your home purchase decision, new launches and real estate-related events, write to us at realestate@fpj.co.in. Consulting Editor: Vijay Pandya

Dr. Malini Saba

Tailoring your home search to fit your life entails understanding what matters most to you. Choosing a home in the Mumbai Metropolitan Region (MMR) is more than just a financial decision. It's about finding a space that aligns with who you are and how you want to live. Whether you're a couple seeking a vibrant lifestyle, a growing family needing extra space, a working professional eager to cut down on commute time, or someone on the brink of entrepreneurship in need of a home workspace, the city offers a variety of options.

The key to finding your perfect home lies in understanding your priorities, personalities, and preferences — the PPP model. Let's explore how you can make the best decision for your unique needs.

1. Lifestyle: If your ideal life includes access to a gym, swimming pool, and social spaces, a home in a township or residential complex might be your best bet. They offer a range of amenities that make it easy to live an active, social lifestyle. Imagine having morning workouts in the gym, unwinding with a swim after work, and enjoying weekend interacting with neighbours in the clubhouse, all without leaving the complex. For couples who thrive on social interactions, such a setting offers countless opportunities to connect with others.

2. Space: If you're planning to start or grow your family, space will be a significant consideration. A two-bedroom apartment in a standalone building might give you the room you need for a nursery or a home office that can double as a guest room. For those expecting visits from family or planning to have children, additional space ensures comfort and flexibility, allowing your home to adapt to changing needs.

3. Flexibility: Similarly, with the rise of remote work and entrepreneurship, many are looking for homes that can double as a productive workspace. A larger apartment with a dedicated study or an extra room can be invaluable if you plan to work from home. This space allows you to maintain a work-life balance, offering a professional environment within the comfort of your home.

4. Commute: Negotiating traffic can be a daily struggle, making proximity to your workplace a crucial factor. Living close to work not only reduces your commute time but also gives you more time to focus



Identify your ideal home format

Guidelines for house hunting in the MMR based on priorities, personalities, and preferences

on your personal life. Whether it's pursuing a hobby, spending quality time with loved ones, or simply getting more rest, being near your office can significantly enhance your overall well-being.

5. Childcare: For families with young children, living near good schools and daycare centres is important. Being close to these facilities can make daily routines smoother and provide peace of mind, knowing that quality education and care are just a short distance away.

6. Extroverts: If you're someone who loves being surrounded by people and activities, a large residential complex or township might be perfect for you. These environments are bustling with social opportunities, from community events to group fitness classes. Living in such a setting ensures that you're never far from a potential new friend or a fun gathering, making it ideal for extroverts who thrive on interaction.

7. Introverts: If you cherish peace and solitude, a standalone building or a small-



er residential complex might be more your speed. These homes offer the privacy and tranquillity that introverts often crave. Whether it's curling up with a book, enjoying a quiet movie night, or taking long walks in a serene environment, this type of setting allows you to recharge in a way that suits your introverted nature.

8. Health: If maintaining a healthy lifestyle is a priority, look for a home with access to fitness facilities. A smaller apartment in a complex with a gym, swimming pool, and sports courts means you can stay active without the hassle of commuting to a separate location. This setup encourages regular use of these amenities, helping you and your family stay fit and healthy while saving time.

9. Balance: If hosting friends and family is your passion, but you prefer to keep your living space private, look for projects that offer guest suites in the clubhouse or similar separate accommodations for visitors. These options allow you to entertain

guests without compromising your personal space. Guests can enjoy their privacy while staying nearby, making it convenient for both parties.

10. Serenity: If connecting with nature is important to you, consider a home in a township with ample green spaces, gardens, or proximity to parks. Living in a green environment can provide a tranquil escape from the urban hustle, offering a space to recharge and connect with yourself.

Take the time to reflect on what truly matters and you will be well on your way towards making a decision that not only meets specific needs but also enriches the quality of life.

The writer is a self-made businesswoman, philanthropist, psychologist, fitness enthusiast, author, environmentalist, passionate cook, human and social rights activist, and a global advocate for women and girls. She is also the founder of the Anannke Foundation

Ensuring transparency in real estate transactions

A look at RERA norms applicable for realtors and how these benefit home seekers or sellers

Amit Chopra

The Real Estate (Regulation and Development) Act, 2016, commonly known as RERA, was introduced by the Indian government to bring some much-needed transparency, accountability, and order to the real estate sector. Before RERA, buying a home in India could be a bit of a gamble. The industry was mostly unregulated, which often led to project delays, fraud, and a lot of stress for homebuyers. RERA was created to protect people's interests and encourage more investments by laying down clear rules for developers, agents, and everyone else involved in the business.

A quick heads-up: RERA only applies to new developments that are bought directly from builders or developers, meaning it doesn't cover resale transactions in the secondary market. Also, smaller projects, like those with fewer than 8 units or on plots smaller than 500 square meters, are exempt from RERA regulations.

RERA isn't just for developers; it also sets out specific rules that real estate agents, brokers, and consultants need to follow. These rules are all about making sure agents do what's best for their clients and keep things transparent.



1. Registration of real estate agents (Section 9)

What this means: If you're a real estate agent, you have to be registered with your State's RERA authority. This is non-negotiable if you want to be involved in selling or buying property that falls under RERA's scope.

Why this matters: This registration process ensures that only qualified and trustworthy agents can operate. It also helps the RERA authority keep track of who's doing what, making agents more accountable. If an agent isn't registered, they can't legally handle any property transactions, which cut down on fraud.

2. Keeping detailed records (Section 10)

What this means: Agents are required to keep thorough records of every transaction they're involved in, including the properties they've dealt with, who was involved, and all the financial details. These records need to be available for review by the RERA authority if needed.

Why this matters: By keeping detailed records, there's a clear trail of everything an agent does, which can be a lifesaver if any disputes arise. It also discourages any shady practices, knowing that everything is documented.

3. Following a Code of Ethics (Section 10)

What this means: Agents must stick to a code of conduct set by RERA, which includes being honest in their dealings, giving clients accurate information, and steering clear of any fraudulent activities.

Why this matters: This code of conduct ensures that agents act with integrity and professionalism, which helps build trust with clients and keeps the real estate market healthy.

4. No Dealing with Unregistered Projects (Sections 9 & 10)

What this means: Agents aren't allowed to facilitate deals for projects that aren't registered under RERA. They have to make sure that the properties they're handling meet all RERA regulations.

Why this matters: This rule helps protect homebuyers from ending up with properties that aren't legally sound. It also ensures that buyers are investing in properties that meet the required standards. However, agents need to be aware of the exemptions under RERA, such as smaller projects, which don't require registration.

The author is President - NAR India. Look for the second part of this article in the next REJ page

Investment avenues for individuals

A comparison of real estate with other options such as gold and the stock market



Kamal Shah

In Mumbai's dynamic economic environment, real estate has long been considered a reliable investment avenue. However, it is essential to weigh its pros and cons against other popular investments, such as gold and the stock market, to make informed decisions.

Investing in real estate, especially in a city like Mumbai, offers tangible benefits. Real estate is known for its long-term capital appreciation and relatively stable returns compared to more volatile options like stocks. The demand for housing in Mumbai remains high due to continuous urban migration and development projects like the Mumbai Metro and Coastal Road, further increasing property values.

One of the significant advantages of real estate is the ability to generate passive income through rentals. Mumbai's rental market is buoyant, with residential yields averaging between 2-4% annually, depending on location. Additionally, property owners benefit from tax incentives such as deductions on home loan interest and rental income under Indian tax laws.

However, real estate requires a high initial investment, making it less accessible for small investors. It is also a relatively illiquid asset, as selling property can take time and involves considerable transaction costs. Furthermore, maintenance costs, property taxes, and potential market downturns can reduce profitability.

Gold

Gold has traditionally been a favoured investment option in India, and Mumbai is no exception. It is viewed as a hedge against inflation and currency devaluation, especially during economic downturns. Gold is highly liquid and can be sold quickly during emergencies, making it a good asset for portfolio diversification.

However, gold does not generate income like real estate or stocks. Its value is primarily driven by market sentiment, and prices can fluctuate based on global

events, making it volatile in the short term. Additionally, gold does not benefit from tax advantages like real estate, and long-term gains may be subject to capital gains tax.

Stocks

The stock market offers higher liquidity and flexibility compared to real estate and gold. Stocks can be bought and sold easily, making them suitable for investors looking for short-term gains. Over time, stocks typically offer better returns, with the Indian stock market historically providing annual returns of around 10-12%.

However, stock markets are inherently volatile, and factors like economic policy changes, corporate earnings, and global events can cause significant price fluctuations. Unlike real estate, which tends to appreciate steadily over time, stock prices can crash suddenly, posing a higher risk for investors. Furthermore, while dividends provide passive income, they are not as consistent as rental income from real estate.

Conclusion

When comparing real estate, gold, and the stock market as investment options, real estate stands out for its stability and the ability to generate passive income, especially in a city like Mumbai where demand for housing is high. However, it requires a significant upfront investment and is less liquid compared to stocks and gold. Gold remains a reliable store of value but does not generate income, while stocks offer higher returns but come with higher risk and volatility.

For individuals looking to build a balanced portfolio, a combination of real estate for stability and passive income, gold for a hedge against inflation, and stocks for potential growth can offer the best of all worlds. Each asset class has its unique advantages, and the choice ultimately depends on the investor's financial goals, risk tolerance, and investment horizon.

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CII-IGBC's 30th Chapter in Navi Mumbai

The vision is to engage local stakeholders, raise awareness, and promote green initiatives

Sheetal S Patil

The Confederation of Indian Industry-Indian Green Building Council (CII-IGBC) recently launched its 30th Chapter. The decision to open its next chapter in Navi Mumbai seems apt considering its 120+ green building projects covering over 610 million sq. ft. CII-IGBC's new chapter aims to support the city's rapid urbanisation and ensure that its commercial and residential real estate development stays on a sustainable and eco-friendly path.

Somnath Kekan, Assistant Director of Town Planning, Navi Mumbai Municipal Corporation (NMCC) launched the Chapter in the presence of senior NMCC officials along with senior office-bearers from CII-IGBC as well as prominent builders, developers and architects from Navi Mumbai. IGBC launches its chapters with a vision to engage local stakeholders, raise awareness among citizens, and promote green initiatives that contribute to the city's sustainability and alignment with national goals.

Speaking at the launch, C. Shekar Reddy, National Vice Chairman, IGBC, said, "The Navi Mumbai chapter is our 30th Chapter and the fact that it was chosen reflects the city's real estate



potential in both the residential and commercial sectors. Additionally, the development of major infrastructure projects, such as the Navi Mumbai International Airport, is expected to boost economic activity, making it an ideal location for establishing an IGBC chapter. We are looking forward to working closely with the real estate stakeholders — builders, developers and architects — and ensuring that we jointly take our objective of sustainable built environment and net zero forward."

Navi Mumbai's real estate potential is significant in both the residential and commercial sectors. In the residential space, Navi Mumbai is experiencing a

surge in housing demand, expected to increase by 20% by 2025, particularly in micro-markets like Vashi, Nerul, Belapur, and Kharghar. Additionally, areas like Upper Kharghar are emerging as prime destinations with expected price and rental appreciations, making it attractive for both end-users and investors.

In the commercial real estate space, Kharghar is being developed into an International Corporate Park, similar to Mumbai's BKC, with corporate offices, hospitality, and educational institutions. This, along with Navi Mumbai's established employment hubs in Belapur, Vashi, and Airoli, enhances the commercial potential of the region. Overall, Navi Mumbai's real estate market is poised for growth, supported by infrastructure upgrades and planned developments.

Delivering the keynote address, Somnath Kekan, Assistant Director of Town Planning, Navi Mumbai Municipal Corporation said, "I would like to congratulate CII-IGBC and the city of Navi Mumbai as we launch this chapter. This echoes the growth that we have seen in Navi Mumbai's real estate market as well as a very promising future. As the real estate sector grows, it is important to look at sustainable and green buildings which are designed to reduce their environmental footprint by using energy and natural resources more efficiently, which can significantly decrease greenhouse gas emissions. I am looking forward to working closely with IGBC and ensuring we create infrastructure and green buildings which are addressing the environmental challenges of our time and moving towards a more sustainable and resilient future."

CII-IGBC's Mission on Net Zero envisions to achieve 100% net zero embodied carbon by 2050, for new buildings and infrastructure and work towards making all buildings including existing buildings, net zero operational carbon.