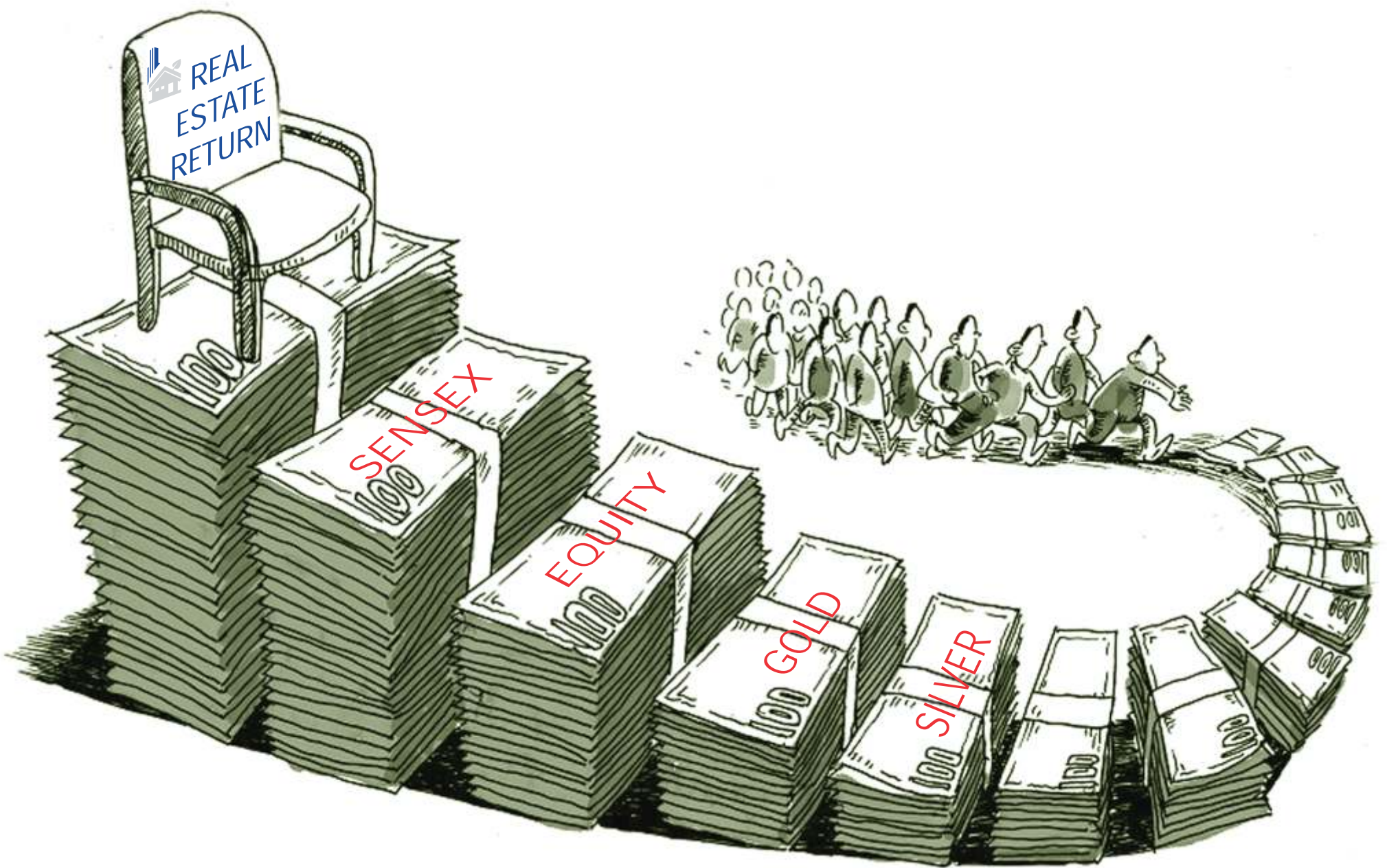




GREENBURG

ULTRA LUXURIOUS CONDOMINIUMS IN SECTOR 86 GURGAON



Real Estate : Higher Returns at Every Step





Your Investment Options - How They Stack Up Against Each Other



Benefits Of Real Estate Investments



'Achhe Din' For Real Estate



Real Estate - Positive Wave



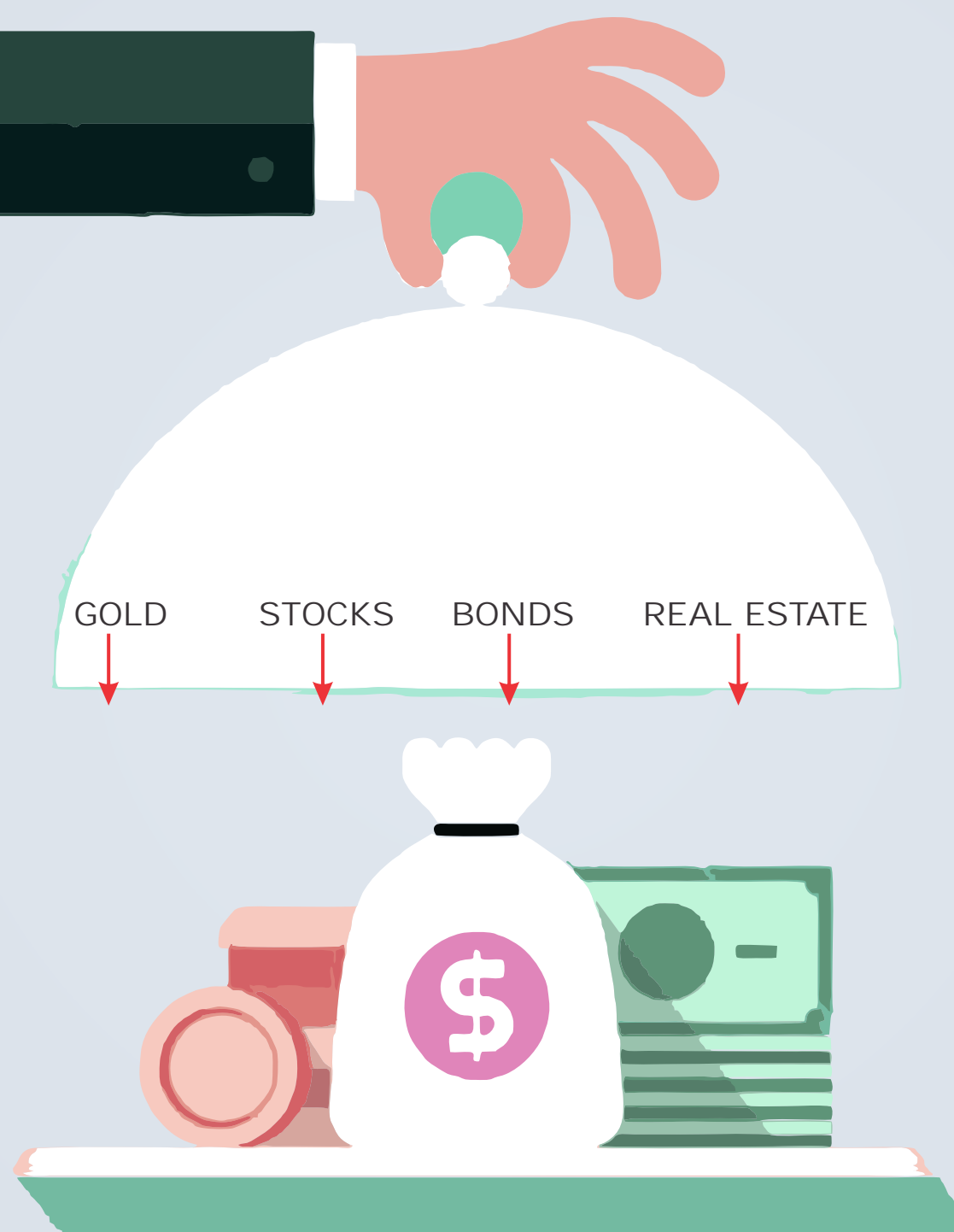
Construction Update



Your Investment Options — How They Stack Up Against Each Other

Investing is not just about earning a good rate of return on investment. Investors preference is governed by several parameters like risk free rate of return, dividend, capital gains, liquidity preference, level of exposure, tax rebate, risk appetite, safety depending upon the nature of asset class etc. Investors these days are spoilt for choices.

Let us first discuss the investment options and the benefits. We shall then give an overview on why real estate outweighs the benefits offered by other asset classes.



The below mentioned Image shows the Compounded Annual Growth Rate (CAGR) in percentage and the actual return on an investment of Rs 100 made in the 5 modes of investment i.e. Realty, Gold, Silver, Equity Funds and Sensex. According to the image, in a period of 10 years, Realty has a CAGR return of 22.5%.

Racking up the returns (July 2004 to July 2014)



What kind of return an investment of Rs 100 in July 2004 gave in July 2014


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Source <http://timesofindia.indiatimes.com/budget-2014>
July 11, 2014
<http://www.livemint.com>
August 2014

Benefits Of Real Estate Investments

- 🏠 Investing in real estate seems to be overwhelming for most of us.
- 🏠 It is one such investment vehicle wherein borrowing money from the banks is easier. Though conventional investment options discussed above (shares, derivatives, bonds etc) offer exceptional returns, inherent market risks and fluctuation is inevitable.
- 🏠 Investment in property is ideal for investors expecting a realistic appreciation in the long run.
- 🏠 Real estate offers relatively consistent return despite market volatility.
- 🏠 Returns from real estate are relatively steady and consistent when compared to other forms of investment.





With economic growth, pressure on property increases on account of increasing inflation and imbalance in supply-demand forces. This leads to appreciation of property prices and increased rental income. Demand for real estate is directly proportional to growth in the GDP; hence it offers excellent hedging capacity to investors.

It offers tax free positive cash flows. Investing in a property that you are familiar with can be a good deal. One can claim tax deductions on interest paid on loan, maintenance, fees paid to agents, depreciation etc.

People consider investing in real estate for reasons such as high tangible asset value, tax free cash flows, gain more leverage, diversification of portfolio, hedging inflation etc.

It also provides social benefits apart from economic benefits as a Property can be easily transferred from generation to generation.

According to CBRE research, long-term prospects appear positive for the realty sect, 8.2 billion sq. ft. by 2025. This is likely to generate significant employment opportunities to the tune of almost 17 million by 2025-providing the country with substantial socio-economic opportunities for growth.

Consequently, the contribution of the real estate sector to the economy is also expected to more than double from 6.3% in 2013-14 to almost 13% by 2025.



"Achhe Din" For Real Estate

As people migrate from rural to urban areas, wages and spending tend to increase. With a population of more than 1.2 billion people and trailing China in urbanization, India has ample room to begin the shift from the farm to the city.

An investment in infrastructure would boost the Indian economy with employment gains from the construction itself, and it would have the long-term benefit of reducing a bottleneck in the Indian economy.



Our GDP continues on its upward trajectory, bringing continuous increases in new investment opportunities in the infrastructure which would be required to maintain the growth momentum.

Plenty of opportunities and long term potential in the infrastructure would keep attracting private equity to invest in it.

In a major boost to the infrastructure sector the government has announced host of schemes and reformist measures in the Budget presented by the new Finance Minister.

The government was seen focusing its attention in areas like power, roads, ports and in the setting up of smart cities and industrial corridors.

These initiatives, if get executed, will surely boost investor's confidence and would result in improved performance by the infrastructure companies in the long run.

The urban agenda of the new government is inextricably linked to the economic vision of creating centers of investment for private capital.

These aims are to be achieved by the formation of 'Smart Cities'. The manifesto hence promised that '100 new cities; enabled with the latest in technology and infrastructure' would be built.

This manifesto intention was swiftly followed by action. In the Union Budget of 2014-15, Finance Minister in his Budget speech announced about fulfilling vision of developing 'One Hundred Smart Cities', as satellite towns of larger cities and by modernizing the existing mid-sized cities.

"Smart Cities" may refer to entirely new cities (Greenfield Projects) built from scratch or existing cities (Brownfield Project) made 'Smart' by investing in technology and infrastructure which will not only create new technologically advanced hubs at par with the existing metro cities but will also open up many new investment opportunities.



Source: <https://www.opendemocracy.net>



Buying new property makes sense

Old apartments have wear and tear issues and there are no guarantees for taps, showers and other fittings. Buyers might also have to spend extra on renovations



HT Estates Correspondent
@hiteshsharma@timesgroup.com

NEW IS NICE

Should you buy a new apartment or one on resale? There appears to be no easy answer to this question. People buy resale flats for various reasons. Sometimes, a certain location just does not offer suitable options in the primary market.

- Flats in new projects by good developers tend to be more energy-efficient, environmentally compliant, use-friendly and space-optimized.
- Assuming that one has bought a flat from a reputable developer, a first-sale flat has newer fixtures and fittings that come with a minimum guarantee of problem-free performance.

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Flats cannot perform with the same speed, efficiency and reliability as a first-generation one.

Flats in new projects by good developers tend to be more energy-efficient, environmentally compliant, use-friendly and space-optimized. Reputable developers are like doctors—they are constantly upgrading their knowledge, techniques and equipment. They do this to remain relevant and competitive in a market which they know so well.

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At other times, buyers do not do enough research and are unaware of the availability of very good new projects. They also succumb to the pressure tactics of persistent real estate brokers and buy resale flats even when new apartments are available in an excellent location, and within their financial reach.

people put perfectly acceptable flats on the market after a few years of use because they want to upgrade. This fact makes the market for resale flats almost as big as the primary market. However, this does not mean that resale flats and new apartments fall in the same value chain.

match that of a brand-new version, simply because it has already passed through the hands of one or more owners. It is true that this is something of an intangible psychological factor, but it is nevertheless very real.

It is very difficult - if not impossible - to point a unique masterpiece on a used canvas. Previous owners of a resale flat always leave a certain indelible part of their personality or culture imprinted on the property. While it is possible to fill in and paint over small blemishes, undoing serious structural modifications is a challenge.

Home purchase is never a decision one should make in a hurry. Also, regardless of whether a new flat is slightly cheaper or marginally costlier than a resale apartment, it should not be made solely on the consideration of budget. Few investment decisions have as many long-term financial implications and appreciation potential as property purchase.

Most often, people buy resale flats because they are in a hurry for immediate possession and are not willing to opt for a flat in a project which is under construction, even if completion is only a few months away.

Assuming that a buyer learns of both new and resale options in the location of choice, it is important to understand the benefits of opting for the former.

Assuming that one has bought a flat from a reputable developer, a first-sale flat has newer fixtures and fittings that come with a minimum guarantee of problem-free performance.

It is, therefore, important to understand the pros and cons of old versus new flats, and to always take an informed call when it comes to buying a home.

Ultra rich individuals invest 50% of wealth in realty

Mumbai: Nearly half of the Indian ultra-high net worth individuals (UHNWIs) investment portfolios are allocated in property—the highest among the globe. This is followed by the Australians at 42%, said the Knight Frank Wealth Report 2015.

THE SPENDERS

Top Ten countries, according to the big spenders' index. These include spend on big-ticket luxury products and goods, premium travel and luxury store footprint

- 1 UK
- 2 China
- 3 Qatar
- 4 Canada
- 5 India
- 6 Saudi Arabia
- 7 Switzerland
- 8 Mexico
- 9 Hong Kong
- 10 Kuwait

an UHNWI's wish to increase allocations towards prime residential property which books well for the real estate sector.

Nicholas Holt, head of research for Asia Pacific, added, "The rise of Asia and its subsequent impact on prime property within the region and beyond has been one of the key narratives. This growth in wealth is impacting prime residential markets across Asia and Australasia, with the region's key cities and second-home destinations seeing a strong price growth over the past five years. This is despite a number of markets, designed to slow price growth and curb speculation."

Samant Das, chief economist and director, research, Knight Frank India, said, "Indian UHNWIs have given a positive outlook towards wealth creation and their decisions relating to the purchase of real estate property. Although not purely for investment purpose, a quarter of Indian UHNWIs are contemplating purchase of ancestral home in 2015. From an investment perspective, as many as 87% of Indi-

an UHNWI's wish to increase allocations towards prime residential property which books well for the real estate sector. The Knight Frank Luxury Investment Index found classic cars were again the top annual performer in recent years, rising 9% and 7%, respectively.

Coins were the only asset class to record a double-digit growth in 2014, although Chinese ceramics and wine performed more strongly than in recent years, rising 9% and 7%, respectively.

For example, assume you buy a property for Rs 30 lakh at the age of 30, and after five years, as your income grows, you can afford a higher EMI. Further, the capital appreciation is Rs 25 lakh and the property is now worth Rs 55 lakh. You can now sell it at Rs 55 lakh and buy another bigger property costing Rs 10 lakh. The shortfall of Rs 25 lakh can be met through a new loan.

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The report said use of private jets is growing steadily around the world with demand rising most quickly in Asia—38% respondents said their clients increasingly use them for business and leisure.

against interest. The loan must have been used to construct or acquire a house.

The construction or acquisition of the residential unit should have been completed within three years from the end of the financial year in which the capital was borrowed.

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PREMIUM HOUSING TO GAIN MOMENTUM IN 2015

Even though the overall realty space was under the grip of slowdown, the higher-end segment always bucked the trend



Driven by the fast pace of urbanization, higher disposable incomes, new offerings and greater influx of NRIs, the premium housing segment has evolved significantly over the past few years in India. So much so that even though the overall realty space remained under the grip of slowdown during this period, the higher-end segment was always seen bucking the trend.

While the residential real estate did well in 2014 in terms of absorption of right-priced properties, luxury residential real estate fared well in specific cities like Mumbai, Delhi, and Bangalore. And, according to some experts, that trend is likely to continue even in 2015.

"Selective luxury projects, backed by developers who have the delivery track record and credibility in the seven major cities, will do well in 2015. Thus, not all projects will do well or be in the process of launching luxury projects," Om Abuja, CEO (residential services) of JLL India, said.

requires a strong track record and excellent execution teams for timely delivery, Ahuja said.

What is more, even the supply of higher-end homes is likely to moderate in 2015, as developers will now stop focusing excessively on higher-end offerings.

Therefore, while smaller, yet better-designed and more efficient homes, will define the residential real estate market in 2015, the supply of luxury homes will moderate to align with the slow demand dynamics for these offerings, a JLL India study said.

Some industry experts, however, are still upbeat on the growth prospects for luxury housing in 2015.

Neeraj Bansal, partner (and head of real estate and construction) at KPMG, India, says that India's luxury housing market may grow at the rate of about 30-35% in the short to medium term.

"This market, which is about 5-6% of the total real estate sector, is witnessing strong interest from investors, especially in Mumbai, Delhi, Gurgaon and Bangalore. Besides, formation of a strong central government, improving consumer sentiments and attractive schemes offered by developers—like possession-linked plans, freebies, and gifts on booking—investors as well as NRIs, which will give it a big boost going ahead," Bansal says.

A Haritosh, senior VP (marketing and sales) of Tata Housing Development Company, says "With fast-growing urbanization and influx of global lifestyle trends, more and more affluent buyers now want their homes to reflect their financial and social standing. Demand for penthouses, for instance, has been increasing in cities like Bangalore, Delhi, Chennai, Kolkata, Mumbai, and a few others. Attributing to international buyers, housing and living concepts, Indian buyers today keep raising the bar in residential projects."

The requirements, however, may vary from hilltop residences to riverside apartments. While some are opting to live in luxury homes in the suburbs, others are confident that their homes must be 'smart' or eco-friendly.

—Sanjeev Shaha

ICICI, Axis cut home loan rate by up to 0.25 pct points

NEW DELHI: Joining the rate-cut war, ICICI Bank, Axis Bank and two mortgage lenders on Tuesday slashed home loan rate by up to 0.25 percentage points.

DHFL, lowered its home loan rate by 0.25 percentage points, while Indiabulls Housing Finance reduced it by 0.25 percentage points to 9.90%.

The move follows rate cuts initiated by leading players State Bank of India and HDFC Ltd in the past few days.

The country's largest private sector lender, ICICI Bank, lowered interest rate for women borrowers and financially weaker sections to 9.25%, while for others it was cut to 9.00%.

The country's largest lender SBI is also offering similar home loan rates effective Monday.

Axis Bank, the third-largest private sector lender, reduced rate on home loan by 0.25 percentage points to 9.65% per annum with its base rate effective Tuesday.

LOWER EMIs

- DHFL lowered its home loan rate by 0.25 percentage points on Tuesday
- Indiabulls Housing Finance reduced it by 0.25 percentage points to 9.90%
- SBI held cut interest rate on home loans by 0.25 percentage points
- ICICI, had reduced it by 0.25 percentage points

Boost for realty sector in Gurgaon, Faridabad

Chandigarh: The realty market in Gurgaon and Faridabad received a boost on Monday when the Punjab and Haryana high court vacated a stay on issuing change of land use (CLU) licences to builders and on acquiring land to develop residential and commercial properties in that part of NCR.

A division bench headed by Justice SK Mittal accepted Haryana government's submission that it has prepared a sub-regional plan of the area that meets the National Capital Region Planning Board norms.

In January 2014, the court had restrained the Haryana government from issuing CLU licences to any developer and also stopped land acquisition after hearing a petition alleging unregulated construction in NCR.

► "Don't need nod", P 6

Hope swells in Sector

Real estate investment forecast indicates improvement due to government stimulus

PHARHAKAR.SINHA @timesgroup.com

The fundamentals are in place for the global economy to move ahead in 2015. Experts are of the view that the signs for market recovery are clear and present.

"I anticipate better news ahead for India's realty sector, which, however, will take time to recover," Anshuman Magazine, CMD (South Asia) of CB Richard Ellis (CREI), says.

Magazine sets up the factors most likely to impact the real estate market positively: stronger and sustained GDP growth, more investment reforms like the recent amendments to the Right to Fair Compensation and Transparency in Land Acquisitions, Rehabilitation and Resettlement Act, 2013, and the pruning of interest rates.

The outlook for capital markets in the sector continues to look affirmative and transaction activity is expected to improve in forthcoming quarters.

With the government's reform agenda beginning to build momentum, Magazine expects India to start 2015 on a brighter note than it did the previous year.

In line with the expectations of a global market recovery in 2014, the economy, Magazine said, bounced back with growth rates above 9%, by the end of the year.

Consequently, there is optimism in the market about a stronger economy, and expectations of the government ushering in reforms.

This year's real estate investment forecast also indicates an improvement due to government stimulus efforts. Institutional investments and capital market transactions in the realty market during the year stood at approximately \$5 billion. Of this, land and development stage transactions attracted the highest investments from domestic as well as foreign entities, indicating significant investment in greenfield and brownfield development, Magazine said.

And Parit, chairman and country head of a Jeeva Lang LaSalle (JLL) India, says that with the improvement in the business environment in the country, MNCs that were hesitant to enter the Indian market because of unattractive political environment earlier are now starting off their plans for India and getting their entry vehicles back in gear.

Year 2015 will definitely be a good year for the real estate sector on three counts:

- The thrust of inflation has completely subsided, and borrowing rates are now to go down from the current levels.
- Economic activity is picking up and the RBI anticipates GDP growth to reach 6.5% y/y in 2015-16. Corporate India will be hiring big to help cope with rising business activity.
- Market re-opening with development and capital market transactions in the realty market during the year stood at approximately \$5 billion.

REAL VIBES

- MNCs that were hesitant to enter the Indian market because of unattractive political environment earlier are now starting off their plans for India and getting their entry vehicles back in gear.
- Market re-opening with development and capital market transactions in the realty market during the year stood at approximately \$5 billion.

PLAN YOUR HOME PURCHASE EARLY

Homebuyers must note the advantages of buying property early, in terms of tax benefits

Earlier, it was believed that you should plan for a property after meeting all family obligations like the education of children, their marriage, etc.

By then, most of the liabilities would have been discharged and it was time to think of buying a house.

However, now the thinking has turned around.

It is advisable to plan the purchase of a property at an early stage in life. This way, you can follow some financial discipline and ensure easy creation of core assets. Also, you get the maximum benefit of the income tax deductions available against a home loan.

Interest paid on borrowed capital is allowed as a deduction while computing income or loss under the head 'Income from House Property'.

In the early years, the income level of most people is low, and so are the expenses.

So, you can make a small beginning. In case your spouse is working, both incomes can be clubbed for a higher home loan amount.

Moreover, in case you initiate the property purchase at say the age of 30, you can easily get a loan for up to 25-30 years. Further, the EMIs are spread over a long tenure, so it is also relatively lower. The interest cost, however, will be more.

As your income level gets higher, and considering the capital appreciation on the property and the family requirements, you may sell it after 4-5 years and purchase a bigger property. The first property will provide a buffer for the purchase of the next one.

acquired, and the balance four instalments in the four subsequent years.

In case you borrow early in a financial year, you can claim more interest which is paid during the year. In case of a self-occupied property, it is restricted to Rs 1.50 lakh.

However, there is no limit in case of a property that is let out.

The cash flows in terms of savings and swapping rent with EMIs is another major advantage. Instead of rent, you can pay EMIs and own the property as well.

—Ashish Gupta

Through the early stages of life, they effectively reduce the cost of a loan.

On a self-occupied house, a deduction of Rs 1.50 lakh is allowed.

THIS WAY, YOU CAN FOLLOW SOME FINANCIAL DISCIPLINE AND ENSURE EASY CREATION OF CORE ASSETS. ALSO, YOU GET THE MAXIMUM BENEFIT OF THE INCOME TAX DEDUCTIONS AGAINST A HOME LOAN



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ULTRA LUXURIOUS CONDOMINIUMS IN SECTOR 86, GURGAON

Microtek Greenburg Construction Update

APRIL 2015

TOWER H



TOWER I



TOWER J



TOWER G



TOWER F



TOWER E



TOWER K

TOWER L



TOWER D



TOWER C



LEGENDS

- 1. Guard Hut
- 2. Water Features
- 3. Flower Garden
- 4. Drop Off
- 5. Surface Parking
- 6. Badminton Court
- 7. Sunken Party Lawn
- 8. Existing Heritage Building
- 9. Fitness Court
- 10. Lawn Tennis Court
- 11. Kids Play Area
- 12. Golf Putting Greens
- 13. Basket Ball Court
- 14. Sitting Plaza
- 15. Yoga Garden
- 16. 2 Large Swimming P
- 17. Palm Court
- 18. Skating Rink
- 19. Proposed Villas
- 20. Herbal Garden
- 21. Amphi-theatre
- 22. Jogging Track
- 23. Nursery School
- 24. Pargolas
- 25. EWS
- 26. Ramp To The Basem
- 27. Shopping Complex
- 28. Cricket Pitch

TOWER A



TOWER B





*TOWER A February 2015
Raft work 100% completed*



*TOWER A April 2015
Ground Floor slab 50% completed*



*TOWER B February 2015
Ground floor slab completed*



*TOWER B April 2015
2nd floor slab 50% completed*



*TOWER C February 2015
Ground floor slab completed*



*TOWER C April 2015
1st floor slab 67% completed*



*TOWER D February 2015
6th floor slab completed*



*TOWER D April 2015
9th floor slab completed*



TOWER E February 2015
18th floor slab - 67% completed
19th floor slab - 35% completed
20th floor slab - 35% completed



TOWER E April 2015
Super structure completed
Plaster work under progress



TOWER F February 2015
Super structure completed



TOWER F April 2015
Super structure completed
Plaster work under progress



TOWER G February 2015
Super structure completed



TOWER G April 2015
Super structure completed
Plaster work under progress



TOWER H February 2015
20th floor slab completed



TOWER H April 2015
Super structure completed
Plaster work under progress



*TOWER I February 2015
1st floor slab completed*



*TOWER I April 2015
2nd floor slab completed*



*TOWER J February 2015
1st floor slab completed*



*TOWER J April 2015
4th floor slab completed*



*TOWER K February 2015
Ground floor slab completed*



*TOWER K April 2015
1st floor slab 67% completed*



TOWER L February 2015
Ground floor slab completed



TOWER L April 2015
4th floor slab 35% completed



Microtek Infrastructures (P) Ltd. Corp. Office: Vatika City Point, 3rd Floor, M.G. Road, Gurgaon - 122002. Tel.: +91-124-4417800. Fax.: +91-124-4417810. Web : www.microtekinfra.com

For more details. Call: 9910344117