

# BEST TIME TO BUY

With real estate prices stabilising across various states, it is the ideal time to move into your new home, say experts



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**W**ith a regulatory authority in place in the form of RERA (Real Estate (Regulation and Development) Act, in place, buyers' confidence in the sector is fast coming back. Prices of homes across the state are more or less stable. So, if you have been planning to buy a new home or your first one, this is the most ideal time to seal the deal.

The real estate is now showing signs of revival as buyers have started coming back onto the primary sales market, having gained some confidence from the policy reforms. If you have been planning to buy your dream home, this might be the ideal time to decide.

Thanks to a host of institutional reforms on the part of the government, the real estate sector in the recent past has emerged as a lucrative investment option. Arvind Nandan, executive director-research, Knight Frank India, says, "The average prices and ticket sizes of properties have seen a correction with most markets experiencing a downward revision. For end-users, the budget lies within the affordable segment, one could look at making the purchase now as GST implications is already at 8 per cent."

Nandan suggests that while making the final decision, buyers should understand what all constitute as cost towards purchasing a property. From the cost of the property to actually acquiring the property goes through many steps, which require the buyer to make payments such as stamp duty, registration, TDS towards purchase, Loan processing fees, etc.

Niranjan Hiranandani, national president - NAREDCO, says, "Home buying is all about timing, location,

and budget. It is the right time to buy when the market is in slow down mode and reap the benefits of capital appreciation once the market picks up. It is actually the need that determines the right time to buy a home. The introduction of the historic Act of RERA has been instrumental in enhancing the consumer confidence index which has brought the domestic and international buyers interest back to the market. Also, the surplus of stock available in the market allows the home buyers to make a choice of an apartment rather than settling for the one which is available." Moreover, low rates of home loans and inflation under control is also the major reason for the home buyers to buy their dream home.

Rajat Mohan, partner, AMRG & Associates, says, "Post-RERA the real estate sector touched rock bottom prices for every builder in the sector, but now there is a rising trend in the demand and stock of unsold properties is decreasing. This surge in demand would push the sector in a correction mode whereby prices of real estate would be upped in immediate future."

Currently, Indian banking sector is providing home loans, interest rates of which are pegged at the lowest points in last decade or so. Cheaper finance and easier availability of the same are two main components which is again expected to push the demand for real-estate. Further, currently the sector is reviving itself and the demand is still growing at relatively low pace.

"Prices of properties are still down and well placed, which in near future are expected to go up sharply due to growth in demand. It makes a total sense to invest in real-estate sector in next couple of months," adds Mohan.

Ravindra Sudhalkar, ED & CEO, Reliance Home Finance, points out,

**The real estate market has taken a correction and things have taken a turn for better. Homes are available at affordable prices and builders have taken many remedial measures in terms of quality and project delivery. There are many housing projects which are springing up**

"The year 2019 appears bright for affordable and mid-income housing segment. Affordable housing is expected to draw the interest of young buyers as smaller ticket sizes offer a better return on investment with lower investment bandwidth. The incentives of lowering the GST rates for affordable housing have increased the demand in the sector."

Snehdee Aggarwal, founder and chairman, Bhartiya Group, says, "The real estate market has taken a correction and things have taken a turn for better. Homes are available at affordable prices in the market and builders have taken a lot of remedial measures in terms of quality assurance and project delivery. There are a lot of upcoming housing development projects which are springing up all across the country. It is a good time to buy home especially for the end-user because RERA has ensured that uncertainties will be addressed by developers for the customers. The bank loans are available at the lowest interest and it's easy to procure home loans in the current scenario. Also, your home is not just about four walls; it's about family, community, culture, health and learning."