



NATIONAL  
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REALTORS - INDIA

# NAR-India

# Realty News

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The NAR-India annual convention will be held in Coimbatore in March. **P5**



Nearly 60 shopping malls with retail space of 23.25 msft will become operational in 2023. **P8**



PE Realty Investments Drive USD 3.4 billion in 2022. **P10**

## Realty Sector on the Upswing

With encouraging signs both at the policy and implementation levels, the year 2023 will be eventful for India and realtors have a significant role to play in facilitating transactions, reports V Nagarajan.

With USD 3.5 trillion economy, exports touching a new high of USD660 billion in 2021-22 and annual FDI doubled in the last eight years, India's progress on multiple fronts need not be overstressed. India has enormous potential to showcase to the world that it can reach greater heights in the coming years.

India's real estate sector plays a crucial role in the nation's development. Residential annual sales of 215,000 units have been re-

corded in 2022, the highest in over a decade. Sales in 2022 across the top seven cities witnessed a growth of 68% on a Y-o-Y. Bengaluru and Mumbai jointly led the yearly sales at 22% share each followed by Delhi NCR. Launches in 2022 recorded the highest in over a decade at 247,000 units, according to JLL survey. At least 68 land deals involving 1,656 acres were closed in the top eight cities during the first nine months of last year, according to Anarock research.

An estimated 30 million houses

have been built for EWS. As regards women empowerment, out of an estimated 20 million houses, 67% are solely or jointly owned by women under "Housing for All" scheme. On the flip side, there are deterrents like soaring land value, 30 per cent hike in input cost and reluctance of developers to undertake affordable housing development due to unattractive profit margin. Against 20 million houses targeted by PMAY-U scheme, only 6.4 million of the 12.3 million houses sanctioned have been completed and delivered. This is in spite of the fact that it has been given the industry status besides offering inadequate fiscal sops.

India faces an urban housing shortage of 10 million units. Media reports say that only three houses are being built per 1,000 people as against the rule of thumb of five dwellings per 1,000 people per year.

On the commercial front, office vacancy levels registered at 16.6% across the top six cities, gross absorption across the top six cities closed at 50.3 million sq ft, and leasing was led by the technology sector, followed by flex spaces and the BFSI sector. Flex space leasing is highest in any year at 7 million sq ft, led by Bengaluru and Pune.

On the logistics front, there are deep concerns amongst manufacturers and exporters in India about its poor logistics infrastructure. The National Logistics Policy aims to reduce logistics costs to GDP and for India to be in top 25 countries in Logistics

Performance Index (LPI) by 2030. The national industrial corridor programme aims to develop futuristic industrial cities to compete with manufacturing and investment benchmarks. There are 11 corridors with 32 projects in 4-phase development.

India has recorded 3.8x growth in PE/VC investment during 2021 to reach ~US\$39 billion in capital deployed, while the global growth was just 1.9x, according to Invest India. There are 11 deals of over US\$1 billion each. The YoY surge in total fund size is 3 times of new VCs launched (2022). An estimated US\$266 million is the average exit deal size.

There is no denying that there are certain urgent measures needed, as appropriately analysed by Ficci-McKinsey survey. On the infrastructure front and logistics, there is a paramount need to reduce costs from 14% to 8% of GDP, reduce project cost overruns from 20% to less than 5%, and increase skilled construction workers as a percentage of total workforce from less than 10% to more than 40%.

On the realty front, the changing role of realtors need not be overstressed. With the enactment of RERA, the role of a realtor assumes overriding importance in the changing market scenario. Recovering from the pandemic-stricken economy, the year 2023 is going to be eventful for India where all sectors will try to make over for the lost time and realtors have a significant role to contribute to the nation's economy.



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# Housing Demand may Increase or Remain Stable

As per the Developer Sentiment Survey conducted by CREDAI, Colliers, and Lias Foras, about 58% of the developers pan India expect housing prices to increase further in 2023. The rise in prices is likely to be led by robust demand for homes in the Indian market and at the same time, volatile key input costs. The Colliers-CREDAI-LiasForas joint report on Real Estate Developers' Sentiment Survey 2023, explores different perspectives of developers on how the residential sector spanned out in 2022 and which transects the sector is likely to take in 2023.

Raw material costs have surged significantly in the last two years due to global supply chain disruption, which has led to inflationary pressures. About 43% of the developers saw a 10-20% rise in project costs in 2022 compared to 2021 amidst rising input costs. This is in line with Colliers' construction cost Update: November 2022, which states that the cost of key construction materials has jumped about 32% in a span of three years. This has led to increased costs of construction for the developers.

Mr. Harsh Vardhan Patodia, President of CREDAI National stated, "The previous year provided the much-needed impetus and led to record-breaking sales in the last decade. Hence, more than 70% of developers believe the demand for home ownership will either increase by 25% or remain stable in 2023. With such sentiment, most of the developers in the community (87%) are looking to expand their offerings and the year is likely to see a surge in new launches equal to the current supply under construction. Rising population, wealth growth, and rapid urbanisation are the key influencing factors driving the sector's growth. Hence, to help maintain the momentum, almost 40% of developers anticipate improved ease of doing business from the government in 2023, while another 31% anticipate rationalization/income tax credit GST."

"During 2022, developers across the spectrum saw increased enquiries led by a continued inclination towards home ownership since the pandemic. The survey reveals that developers remain optimistic about the market. About 43% of the developers feel that residential demand would remain stable in 2023. Homebuyers remain enthused about purchasing homes, despite rising interest rates. Developers too are focusing on launching projects that are aligned as per the needs of the homebuyers and are also formulating strategies to complete their pending projects and bring in demand-led supply," said Ramesh Nair, Chief Executive Officer | India & Managing Director, Market Development | Asia, Colliers.

Key "2022 witnessed the highest-ever sales and new launches across major cities in India. We have also seen a marginal increase in property prices. The market is likely to maintain the momentum that the sentiment survey re-affirms", said Pankaj Kapoor, Managing Director, LiasForas.

## Branded residences – a clear favourite among developers

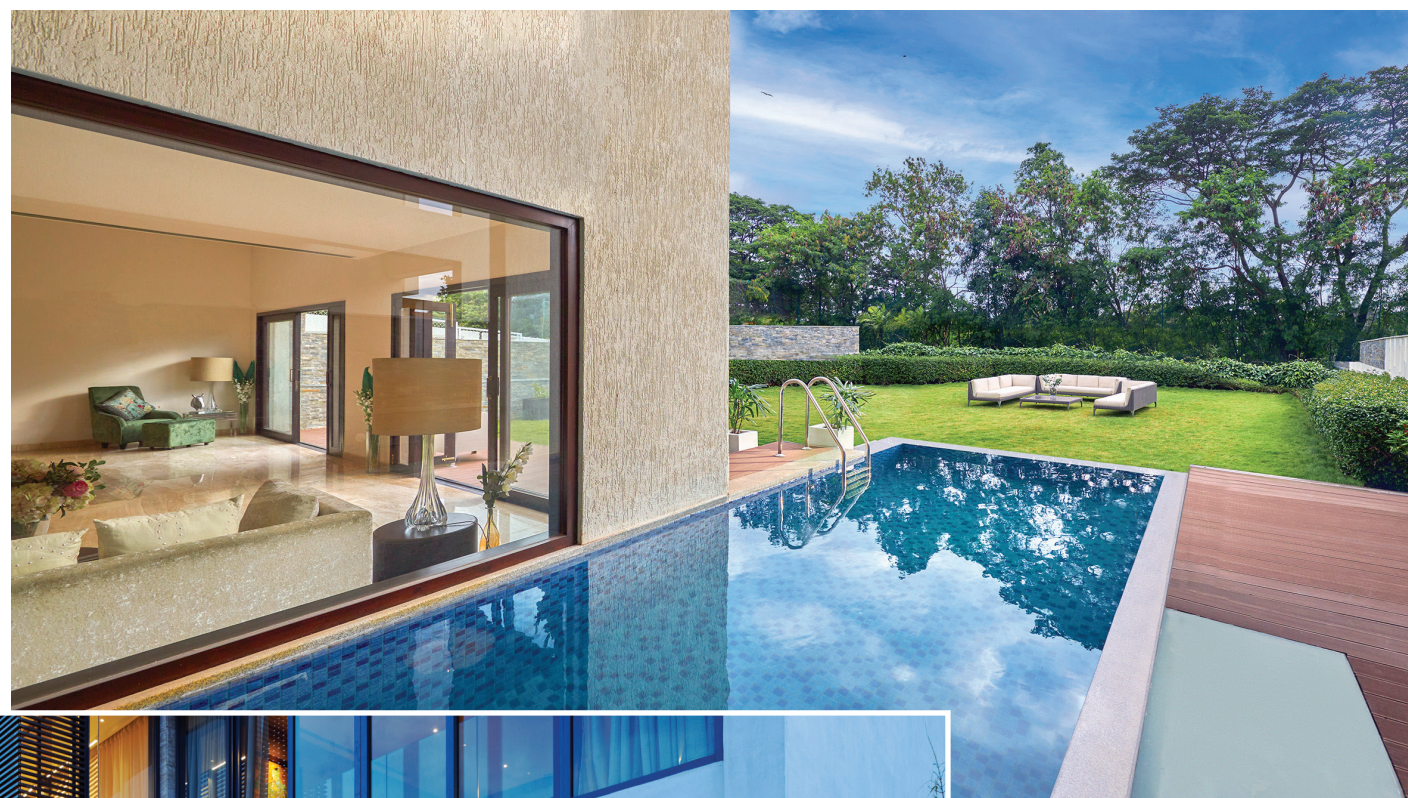
Branded residences have emerged as a clear favourite among developers as about 31% of the developers are willing to explore plotted developments as an alternative business model, followed by branded residences were preferred by 19% of developers. Higher disposable incomes and an increased need for best-in-class amenities and open spaces have pushed up demand for self-contained residential complexes. Plotted developments are also becoming popular, especially in tier II cities due to lower land rates and the flexibility they offer to homebuyers.

Next year is likely to see a spurt in new launches, as around 87% of the developers are willing to launch new residential projects in 2023. This cements the optimism among developers despite inflationary pressures and any potential slowdown. However, developers are likely to adopt a wait-and-watch approach to see how the economy, job freezes, and layoffs pan out over the next few months.

## 'Ease of doing business'- a top ask from developers

As per the survey, 'Ease of doing business' is developers' top expectation from the government. In the Union Budget last year, the government announced the launch of 'Ease of doing business 2.0.' The sector expects further clarity and parameters over the index, including aspects such as single-window clearance.

A survey by Credai-Colliers-Lias Foras survey explores different perspectives of developers on how the residential sector spanned out last year and which transects the sector is likely to take in 2023.



## KEY SURVEY RESULTS

- 62% of the developers feel that buyer enquiries and engagement have increased in 2022 compared to 2021.
- 43% of the developers feel that residential demand would remain stable in 2023, followed by 31% who feel that the demand would increase up to 25%
- 43% of the developers saw a 10-20% rise in project costs in 2022 amidst rising input costs
- 31% of the developers are willing to explore plotted developments as an alternative business model, followed by branded residences preferred by 19% of developers
- About 39% of the developers also hope for better ease of doing business from the government in 2023 and another 31% expect rationalization/ Income tax credit GST
- Almost half of the developers believe that a probable recession will have a moderate impact on their business

Source: Colliers, CREDAI, LiasForas



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REALTOR NXT

Annual Convention of NAR held in US

The REALTOR NXT

was the annual convention of NAR, National Association of Realtors in United States of America (USA), held during November last year at Orlando, Florida, US.



The President of NAR India, Mr. Samir Arora has represented NAR India at the convention in US and claims that he had goosebumps holding the Indian national flag at the event. Mr. Arora is also the Chairman of International Relations at NAR-India. Excerpts from the convention.

The first reaction that occurs to anyone when they hear Miami, Orlando, Florida are the beaches, the tropical climate and a paradise in the mind. Well, you are a normal human to think so but a Realtor thinks Next Level.

**REALTOR NXT** was the Annual Convention of NAR, National Association of Realtors in United States of America (USA) which was held from 10th to 14th November 2022 at



home in India before I leave Orlando” :

Mr. Samir Arora met with a few Associations and managed to have a very fruitful collaborative discussion and agreement with MIAMI Association of Realtors. The Miami Realtors is the single largest City Association in USA with over 60,000+ Members. It is also one of the oldest Real Estate association in USA having completed 100 years of existence. Miami is also one of the largest destinations for Indian Investors in recent years.

Keeping all these facts in mind, it was stupendous to not only be able to discuss but be able to sign an MOU for Bilateral Agreement for Trade and Business for Members of NAR India and Members of MIAMI Realtors Association. This will help and encourage International collaboration and trade and will help our Members in India to tie up with MIAMI based Licensed Realtors and do business across borders. (For the benefit of the ones who do know, without a tie up with a Licensed Realtor in USA, one cannot do Real Estate transaction business in USA and this is possible only because of NAR India). This has been a huge achievement for NAR India and we plan to sign on more affiliations in years to come.

Of course, an Event of this scale ( NAR Conventions are rated as the Top 10 Conventions in the world ) would have Wine & Dine Events accompanied and here are a few glimpses from Awards Dinner night.

Huge Thank you to NAR India’s partner association in USA which the Raleigh Association of Realtors. The team from Raleigh which included Leslie Williams, Hannah, Farazeh and Team were extremely hospitable and Michelle as always was outstanding. Huge shout out from NAR India to Team RRAR for supporting India as they do.

Thank you also to CIPS Instructor, Speaker and a Friend of India, Ms. Trish Roy for supporting India, both at heart and by actions and promising Mr. Arora a delegation visit to India in 2024.

The International Relations are not just limited to Associations sign ups. Some business innovation ideas and collaborations were also discussed and



Orlando, Florida, USA. NAR is a 1.6 million strong Realtors organization and the largest Real Estate Association in the world. One of the International affiliations and extensions and the only one allowed to use the same name outside of USA is NAR India or National Association of Realtors India.

It was a privilege and an honor for NAR India to be invited to represent the Realtors, Brokers and Agents of India at the International Pavilion at NAR NXT at Orlando, Florida. The President of NAR India, Mr. Samir Arora who represented NAR India at the convention in US claims that he had goosebumps holding the National Flag at the event. Mr. Arora is also the Chairman of International Relations at NAR-India.

Orlando & Florida witnessed an unexpected Hurricane Nicole on 9th Nov 22. However, that did not deter the grit and determination of the Realtors worldwide and

in spite of a day’s delay, over 30,000 Realtors were at the Florida Convention on 11th Nov. The Convention Centre and Hyatt Convention can accommodate close to 90000 people and the scale of the Convention was mammoth. The International delegates were welcomed by the Leadership Team of NAR at the Universal Studios in Orlando which included incoming President Kenny Parcel, President Elect Tracy Kasper and outgoing President Leslie Rouda Smith.

The outgoing Ambassador to India from NAR Global, Mr. Pradeep Shukla was the chief coordinating node and extended hospitality to NAR India that was exemplary and hugely thank worthy. His home association, Mainstreet Chicago invited Mr. Arora for a property tour in Orlando and also for their Celebration Dinner Event. Hospitality can usually only be learnt and never emulated and on behalf of NAR India a huge Thank you goes out to Mr. Pradeep Shukla, Ms. Harsha, Ms. Donna

and Team Mainstreet. The new incoming Ambassador from NAR Global team for India and Thailand is Mr. Ayres D’Cunha and he has promised to take the NAR India and NAR Global relationship to next level in his tenure based on numerous interactions between him and Mr. Samir Arora. Ayres’s home association LIBOR (Long Island Board of Realtors) has been awarded by NAR for exemplary performance and there are major plans worked out for Realtors in India for the year 2023.

Ms. Supap Jitta, the Coordinator at NAR Global for India taught us a lesson or two on efficiency and productivity with her adept multi-tasking abilities and it’s a wonderful thought by our President to bring in best practices from NAR Global and imbibe them at NAR India.

Mr. Mark Kitabayashi, the Global Ambassador for Asia Pacific and the chief at NAR Global for NAR India has been extremely supportive of India initiatives and has agreed to highlight



India as a prominent Real Estate and economic destination at NAR. Multiple initiatives were discussed between Mr. Mark and Mr. Arora both at Orlando and at a later meeting that was fixed up in Seattle, USA between the two. Amongst the key salient amongst the decisions reached are

- Mr. Mark Kitabayashi along with Ayres and a delegation from USA NAR Global Team will visit India to attend the 15th NAR India Convention at Coimbatore on 18th and 19th March 2023.
- The renowned CIPS Course will be initiated in India and a 6-hour course will be taught Free of Cost ( usually multi hundred dollars ) to all NAR India Members over Zoom.
- Business Exchange, Leadership Knowledge Exchange, Education and Training will be focus collaborations between NAR Global and NAR India

Mr. Mark Kitabayashi has also extended an invitation to Mr. Samir Arora of NAR India to attend the Political Advocacy Meetings of NAR in Washington in May 2023. Huge Thank you to Mark for giving India the prominence that it deserves as a growing Economic Power in Real Estate Industry too.

The NAR Nxt Convention with all its Main Speakers, Auditoriums, Break away Sessions was so full that it is practically impossible for any one person to attend all events. Robert Frost’s quote worked for Mr. Arora which says, “The Convention is Wide and Deep, but I have Miles to Go before I sleep and lot to fulfill as aspirations of Realtors back



REALTOR NXT

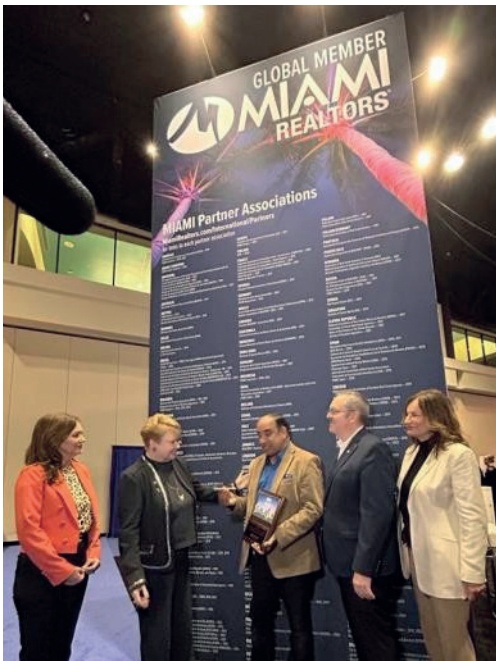
Annual Convention  
of NAR held in US



Mr. Arora also met up with Teams from Poland, Mexico and Ukraine for an initial build up.

The Property Tour was a remarkable sight as the scale of properties runs from 500 to 1000 Acres.

The day is now not far off, when not just a limited few select ones but a large number of Realtors will be transacting International business in Real Estate transacting properties in different countries and continents. NAR India is proud to be the pioneering the effort and creating new vistas and avenues worldwide for our members.



To end the International News from NAR India, this banner from NAR Global says it all.



All of us at NAR India would like to Congratulate our President & Chairman International Relations, Mr. Samir Arora for the MOU sign up with MIAMI Association of Realtors and for further strengthening our ties at NAR India with NAR Global in USA.



## NAR-India Convention in Coimbatore in March

With India poised to become a 10 trillion-dollar economy and the third-largest economy in the world, the real estate industry in the country has to rigor itself to contribute to this vision. The aim of this NAR-INDIA Annual Convention is to showcase the available opportunity in different parts of the country in various aspects of real estate to all the stakeholders and thereby add to the 10 trillion-dollar economy.

As we enter the 15th year of the Annual Convention the enthusiasm and the excitement from realtors, developers, investors, industry bodies, government, and the public have only grown multifold. The convention will be held on March 18 and 19 at PSG convention centre, PSG Itech campus, Neelambur in Coimbatore. The convention is generally attended by 2000+ national and international delegates and respected professionals from the industry.

According to S Visweswaran, convention chairman, the 15th NAR-India convention, NARVIGATE will be the first of its kind in Coimbatore and promises to be the single largest event for real estate in the coun-

try. This convention comes at a time when the realm of real estate is changing in India. It gives us an opportunity to showcase to the world the realtor and the plethora of opportunities that are available to us. This convention will reaffirm the values to be imbibed by a realtor and also educate the realtor with the latest technology.

"It is my absolute pride and privilege to invite you all to the 15th NAR-India convention and multi-city property expo hosted by COAREA in Coimbatore. We are happy to have GRD school of business as our knowledge partner. It propels the event to heights when institutions recognise and acknowledge the roles and efforts in the Indian real estate industry. Let me first thank everyone at NAR-India for having given us the opportunity to host NARVIGATE 11° 76, the 15th NAR-INDIA annual convention," said Visweswaran.

The multi-city property expo will be the first of its kind in Coimbatore and it will bring all the real estate developers, tractional investment opportunities, bankers, realty tech platforms, and many more at one roof under NARVIGATE, according to Visweswaran.



## Realty Data

### TRENDS FOR INSTITUTIONAL INVESTMENTS IN INDIAN REAL ESTATE (USD BILLION)

Category	Investment Quantum
Office	2.0 billion (41%)
Alternatives	0.9 billion (18%)
Residential	0.6 billion (13%)
Retail	0.5 billion (10%)
Mixed use	0.5 billion (9%)
Industrial & Warehousing	0.4 billion (9%)

Source: Colliers

### GROSS YIELDS

Sector	ROI
Grade A completed office assets (fully leased)	8.0 – 9.0%
Retail (Minimum guaranteed rental revenue)	5.5 – 7.0%
Residential	2.0 – 2.5%
Grade A warehouses (fully leased)	7.0 – 8.5%
Co-living, student housing	6.0 – 7.0%

Source: Colliers

### Record PE/VC Investments in India

India witnessed 3.8x growth during 2021 to reach ~USD 39 billion in capital deployed, while the global growth was just 1.9x.

### Overview of global VC investments (USD billion)

Global: 89%  
US: 93%  
UK: 119%  
China: 33%  
India: 285%

- 11 deals > USD 1 billion each, highest ever deal size.
- 3x – YoY surge in total fund size of new VCs launched (2022)
- USD 266 million: Average exit deal size.

Source: New India Factbook: 2022-23.



### RESIDENTIAL LAUNCHES AND SALES – 2022

City	Launches		Sales	
	H2 2022 (YoY change)	2022 (YoY change)	H2 2022 (YoY change)	2022 (YoY change)
Mumbai	42,968 (26%)	90,434 (29%)	40,969 (19%)	85,169 (35%)
NCR	34,507 (96%)	63,233 (207%)	29,359 (24%)	58,460 (67%)
Bengaluru	22,197 (29%)	43,420 (42%)	26,686 (15%)	53,363 (40%)
Pune	21,247 (6%)	38,640 (-5%)	21,613 (9%)	43,410 (17%)
Chennai	7,846 (7%)	15,416 (21%)	7,297 (18%)	14,248 (19%)
Hyderabad	22,491 (18%)	43,847 (23%)	16,353 (32%)	31,046 (28%)
Kolkata	5,644 (6%)	12,330 (64%)	5,819 (-37%)	12,909 (-10%)
Ahmedabad	10,424 (24%)	20,809 (42%)	5,865 (25%)	14,062 (58%)
All India	167,323 (30%)	328,129 (41%)	153,961 (15%)	312,666 (34%)

Source: Knight Frank Research

### OFFICE TRANSACTIONS AND COMPLETIONS

City	Office Transactions		Office Completions	
	H2 2022 (million sqft) (YoY changes %)	2022 (million sqft) (YoY changes %)	H2 2022 (million sqft) (YoY changes %)	2022 (million sqft) (YoY changes %)
Mumbai	3.4 (59%)	6.4 (69%)	1 (-73%)	2 (-59%)
NCR	4.8 (20%)	8.9 (39%)	5.4 (152%)	7.9 (53%)
Bengaluru	6.8 (-22%)	14.5 (19%)	9.8 (45%)	15.6 (31%)
Pune	2.8 (6%)	6.2 (61%)	1.7 (-61%)	6.7 (-8%)
Ahmedabad	0.9 (24%)	2.2 (88%)	0.1 (-91%)	1.4 (-42%)
Chennai	3.5 (29%)	5.6 (44%)	1.4 (45%)	4.4 (150%)
Hyderabad	3.5 (-20%)	6.7 (12%)	6 (56%)	11.2 (145%)
Kolkata	0.6 (1%)	1.1 (42%)	0 (-100%)	0.02 (-70%)
Total	26.3 (2%)	51.6 (36%)	25.3 (7%)	49.4 (28%)

Source: Knight Frank Research

### SELECT INVESTMENT DEALS 2022 (RS MILLION)

Investor	Investee	Asset class	City	Amount
Lakeshore-ADIA	GIC+Ashwin Sheth group	Retail	Mumbai	19,000 (US\$257)
ADIA	Mindspace REIT	Office	Multi-city	17,390 (US\$235)
Actis	Rx Propellant Real Estate	Alternatives	Multi-city	15,500 (US\$200)
Kotak Investment Advisors Ltd and ADIA	Embassy REIT	Office	Multi-city	16,000 (US\$195)

Source: Colliers



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# How PropTech is Shaping the Real Estate Brokerage Industry?

By Tarun Bhatia

**P**roptech, short for property technology, refers to the use of technology in the real estate industry. It encompasses a wide range of applications, from online property listings and virtual tours to smart home systems and virtual reality tools for real estate. In the brokerage industry, PropTech has had a significant impact by providing new ways for realtors and agents to connect with clients and streamline their workflows.

One way that PropTech is shaping the brokerage industry is by providing new platforms for realtors and agents to advertise and sell properties. For example, online property listing websites such as 99acres, Realtor.com, Zillow etc. allow realtors and agents to list properties and reach a wider audience of potential buyers and renters. These platforms also provide tools for realtors and agents to manage their listings and communicate with clients, such as scheduling showings and receiving offers.

Another way that PropTech is impacting the brokerage industry is through the use of virtual reality (VR) and augmented reality (AR) tools. These technologies allow realtors and agents to create immersive experiences for clients, such as virtual tours of properties or interactive floor plans. This can make it easier for clients to visualize a property and make a decision, and it can also save time for realtors and agents by reducing the need for in-person showings.

Overall, PropTech is changing the way that real estate agents do business by providing new tools and platforms for connecting with clients and managing their work.

## What does the future hold for Prop Tech?

It is difficult to predict exactly what the future holds for PropTech, but it is likely that technology will continue to play a significant role in the real estate industry. Here are a few potential developments that could shape the future of PropTech:

- Increased use of virtual reality and augmented reality: As VR and AR technologies continue to improve, it is likely that they will be used more frequently in the real estate industry for tasks such as virtual property tours and interactive floor plans.
- Greater adoption of smart home systems: As the market for smart home devices continues to grow, it is possible that more properties will be equipped with connected devices such as smart thermostats, security systems, and appliances. These systems could make it easier for realtors and agents to manage properties and for buyers and renters to control their living environments.
- Continued growth of online property listings: Online property listing websites are already popular among realtors and agents and consumers, and it is likely that these platforms will continue to evolve and expand in the future.
- Development of new PropTech applications: As technology advances, it is possible that new PropTech applications and tools will be developed to meet the changing needs of the real estate industry. These could include anything from automated property valuation tools to virtual assistants for managing rentals.

Overall, the future of PropTech is likely to involve a combination of these and other developments, as technology continues to transform the way that real estate agents do business.

## What can real estate agents do to embrace prop tech?

There are a number of ways that real estate agents can embrace PropTech and integrate technology into their work:

- Use online property listings: Online property listing websites such as 99acres, Realtor.com, Zillow etc. can be a valuable tool for agents to advertise and sell properties. These platforms provide tools for realtors and agents to manage their listings and communicate with clients.
- Utilize virtual reality and augmented reality tools: VR and AR technologies can provide immersive experiences for clients, such as virtual tours of properties or interactive floor plans.
- Take advantage of smart home systems: Smart home systems can make it easier for realtors and agents to manage properties and for buyers and renters to control their living environments.
- Explore new PropTech applications: As new



- to commercial tenants;
- Platform matches inventory to demand automatically;
- Demand notifications for new leads listed on the platform

As a part of our MOU with Keydemand, NAR India members will enjoy,

- Complimentary subscription (value pack) for a period of 90 + 90 days
- Avail their 1+2 offer on paid subscriptions 90 + 90 + 90 days

Our members will be able to choose one of the above offers to start their subscription using a coupon code which will be shared in this month (January 2023). Hope our members will be making use of this offer and will look for relevant demand for your inventory on [www.keydemand.in](http://www.keydemand.in). By embracing PropTech and integrating technology into their work, real estate agents can improve their efficiency and better serve their clients in the modern age.

**Mr Tarun Bhatia** is immediate Past President, NAR India.

PropTech tools and applications are developed, realtors and agents should consider how these could be used to improve their workflows and better serve their clients.

Stay up to date with industry developments: To stay competitive in the PropTech age, it is important for realtors to stay informed about new technologies and trends in the industry. This could involve reading industry publications, attending conferences and workshops, or joining professional organizations.

To bring home the advantages of PropTech, we are delighted to inform you that we (NAR India) have tied-up with Keydemand for commercial real estate enquiries for our members. A Memorandum of Understanding was signed with Keydemand at the 63rd NAR India Governing Body Meeting in Goa on the 19th of December, 2022.

Keydemand.in is India's 1st B2B demand led proptech platform that allows realtors to access live leads submitted by brands and corporates having requirements for retail and office spaces. The platform is focused on B2B commercial real estate requirements wherein demand of brands will be listed on the platform and realtors will be able to use the proptech to submit their inventory directly to brands.

**Key features of the platform are:**

- 100% verified leads;
- Lessor's detailed requirements are showcased for supplier's to access and submit relevant property options;
- Explore current demand across various asset classes, sizes, cities, localities and business;
- In-app messaging module: An in-app messaging module for the lessors and suppliers to connect without disclosing either user's contact information to maintain privacy;
- Inventory on the platform is not visible to other realtors and developers. Only



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Realtor Pro in Ahmedabad

Exhibits Up Scaling of Professionals

It was an indomitable event that will make every realtor proud of his profession and association with Ahmedabad organisers showcasing their capability to the realtor community, says V Nagarajan.

B

ochasanwasi Akshar Purushottam Swaminarayan Sanstha (BAPS) is a Hindu denomination within the Swaminarayan Sampradaya. It was formed in 1905 by Yagnapurushdas (Shastriji Maharaj) following his conviction that Swaminarayan remained present on earth through a lineage of gurus starting with Gunatitanand Swami and Shri Pramukh Swamiji Maharaj spread across more than 100 countries in the world. On the occasion of his Holiness's 100th birth anniversary, BAPS organised a grand scale celebration of a cultural city, religious heritage of India exhibitions, Azadi ka Amrut Mahotsav, different industry conferences, Children Park and many more activities. There was a big religious gathering wherein an estimated 2 lakh people every day assembled to witness the mega event. The event area was spread over a vast land area of 600 acre. While a majority area of 400 acres was earmarked exclusively for religious events, four varied exhibitions including realtors' exhibition were held in the conference area.

One of the events highlighted the ill-effects of drinking, smoking, using tobacco, etc. Another one highlighted Hindu dharmic features. Yet another one was to celebrate 75th anniversary of India's independence and the unforgettable journey. There were grand scale video presentations, regional and traditional dance performances, foreign and political dais fora. Another one highlighted Swami Narayan's

greatness. It is a significant achievement that Guinness Book of Records has given a certificate to a supreme leader. Generally it has been seen that developers would showcase their track record with 50/100 projects during their business cycle spanning over decades. But Pramukh Swami has implemented 1,300 projects across the world like hospitals, Gurukul, temples, facility centres and educational institutions. They all stand as monumental landmarks as economically and financially successful institutes. This has been very well managed and successfully implemented under the present management and leadership of Pujya Shri Mahant Swami Maharaj.

The National association of realtors (NAR-INDIA) was invited to host the realtors event and on behalf of NAR-INDIA, being a host city, Ahmedabad Realtor's Association took the responsibility and organised a unique programme named 'Realtor Pro' to celebrate their evolution

and to bring respect for the realtor profession. There were times when the sector was unorganised but with changing times, economic environment and multiple opportunities made available across the country, realtors' fraternity have grown immensely and have contributed to India growth story. The event supported by several member associations of NAR-INDIA and participated by more than 1200 realtors from various parts of the country.


The objective of the event is Realtor pro. Unlike 20 years ago, today realtors are well connected with technology, staff, management and sustaining complexity of organisations. Realtors have assembled to bring about a total transformation in respect of attitude towards reliability, education, best and ethical practices, unity and one common voice for the organisation and that is what we are working for with utmost faith and confidence.

About 1200 realtors across Gujarat


and India attended the Ahmedabad event from 9 am followed by national anthem, opening ceremony, welcome address of the event by Mr Nishit shah [treasurer NAR-INDIA]. The objective of the event was summarised by Mr Samir Arora [President of NAR-INDIA] and upcoming convention details of Coimbatore was presented by [Mr Shiva Kumar] president elect NAR-INDIA. In order to spread the message, it was felt to celebrate in a beneficial environment where eminent motivational speakers like Dr Radhakrishna Pillai [author and philosopher on chanakya] and Mr Harshvarshan Jain a great motivational speaker with fan following of more than 5 crore people across the globe would join and provide valuable thoughts for the realtors to ponder over. It was initially facilitated in Bengaluru event of NAR-India and

repeated in Ahmedabad.


Pujya Shri Gyanvatsal Swamiji and Pujya Shri Brahmvihari Swamiji blessed the event and felicitated ARA and NAR-India leadership team and other dignitaries. Prominent developers, VIPs, volunteers from ARA and cross sections of media team attended the event upon special invitation to grace the occasion. The vote of thanks was presented by Mr Manish Brahmhatt [President ARA]. Local newspapers and media took note of the entire mega event and gave wide coverage on the stellar role played by the ARA. The event was followed by lunch and guided tour of the cultural city. There is no denying that the entire event went successfully and participants went back carrying a splendid memory and lifetime experience that will be cherished for months and years to come.




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# India's Retail Sector witnessed a Strong Demand in 2022

The retail sector saw leasing momentum recover in March 2022 on the back of an increase in footfall, sales, and rent concessions being discontinued. Mall supply of around 2.5 million sq. ft is estimated to be completed in 2022, according to JLL's Year ender 'The 2022 story: Indian real estate's rise from the lows.'

In 2023 mall supply of around 10 million sq. ft is expected to get operational with 25 new malls entering the market across the top seven cities of India (Delhi NCR, Bangalore, Hyderabad, Mumbai, Pune, and Kolkata). Leasing demand for sectors such as F&B, electronics, jewelry, athleisure, casual clothing, formal wear, accessories, and beauty and cosmetics is increasing. With the introduction of new entertainment categories programming and the total removal of all Covid-related limitations, the entertainment category, including multiplexes, enjoyed a robust comeback in business beginning in March 2022.

"With improving resilience, there has been an emergence of newer formats by retailers. There has been a churning of brands and categories in existing shopping malls to help keep up with changing customer demands and accommodate newer global businesses. Nearly 60 shopping malls encompassing a total retail space of 23.25 million sq. ft are expected to become operational during 2023-25 across the top seven cities of India. Delhi NCR and Bengaluru will be the major contributors with a 53% share in the upcoming supply" said Rahul Arora, Head Office Leasing Advisory and Retail (India), JLL.

## Omni-channel retailing becoming an integral part of retail strategy

- Integration of physical and digital experience is taking place to provide an interactive and all-

Nearly 60 shopping malls encompassing a total retail space of 23.25 million sq. ft are expected to become operational during 2023-25 across the top seven cities of India, says JLL survey.



inclusive in-store experience. Retailers are upgrading their brand websites and launching shopping apps to offer a digital experience to customers along with physical stores.

## Increasing institutional investment in retail

- Institutional investment in the retail sector has

been picking up. With quality supply in the pipeline and new malls announced by established developers, the Indian retail sector is expected to attract more institutional investment.

## Vacancy polarization in superior versus average malls

- The demand for superior Grade shopping malls is quite high in India as retailers have a strong appetite for prime retail spaces that have high footfalls. Therefore, vacancy in such malls is lower at single digit compared to 'Good' and 'Average' malls. This trend is expected to continue as both retailers and consumers prefer such malls.

## Evolving consumer needs, increasing allocation to F&B, and redefining customer experience

- F&B space allocation in some shopping malls has increased from 12-15% before the pre-Covid period to 25-30% now. It is expected to remain an integral part of any mall development. Mall developers and retailers are taking persistent initiatives to enhance customer experience through technology upgradation and innovations.

## A growing number of Global Brands

- Global retailers, including popular F&B chains, are entering India, seeing its strong fundamentals and consumption growth. Indian shopping malls are also churning their brand mix to accommodate global marquee brands.

# Greenfield Construction Cost Up 5-7% and Labour Cost by 8-10% Y-o-Y in Q3 2022

CBRE South Asia Pvt. Ltd., a leading real estate consulting firm, today announced the findings of its report, 'Project Management 2.0 - Driving Value in the New Normal' Era'. The report examines the current market landscape and deliberates on factors influencing cost trends across key asset classes.

The year 2022 recorded an escalation in material costs due to curtailed production amid the pandemic and increased global shipping costs led by supply chain bottlenecks. The overall greenfield construction cost increased by 5-7% in Q3 2022 Y-o-Y.

Labour cost increased by 8-10% and reinforcement steel prices by about 20% Y-o-Y during Q3 2022 (reinforcement steel prices dip by 14% Q-o-Q in Q3 2022). Resolution of certain supply chain disruptions and reduction in price pressures in Q3 2022 brought about a directional swing and reduction in the index across most cities. We expect this trend to continue till the end of 2022.

Looking ahead, inflationary pressures are widely expected to abate in 2023. This, alongside the resolution of supply chain disruptions and more active policy intervention from the government, might limit hikes in material prices. The report also highlights that cost pressures are likely to persist in the short term, even as overall cost increase is expected to recede in the coming quarters. Amidst ongoing geopolitical complexities, it is anticipated that material prices may moderate in 2023, with an expecta-

Despite headwinds, construction demand is expected to remain strong in the near term. Considerable pent-up demand for new construction should largely sustain the marginal increase in cost construction, says CBRE survey.

## COST REPORT FINDINGS

- Material prices moderating post-H1 2022
- Labour shortage to persist in the short term
- Fuel prices to remain volatile amid geopolitical crises
- Greenfield costs are expected to go up

tion of longer-than-usual lead times for material delivery and short-term labor scarcity. The outlook for construction costs remains stable but cautious, as market volatility is likely to persist in 2023 along with monetary tightening, continued high inflation,

a possibility of a recession in developed economies and geopolitical turmoil-related challenges going forward. Therefore, CBRE forecasts a marginal rise in the overall construction costs during 2023 across cities, with Mumbai likely to witness a sharper rise.

However, strong demand for construction is likely to continue to push up employment in the construction sector. Currently, the availability of skilled construction workers remains a challenge despite increased wages, benefits, and incentives being offered by employers.

Fuel price volatility may also impact the overall input costs in 2023. The report also suggests that the overall impact of costs related to health initiatives such as sanitization, periodic check-ups, labour maintenance, and additional insurance requirements will subside in 2023. CBRE anticipates that for 2022-2023, the impact of health and wellness initiatives on the overall cost will further reduce by around 1.5-2%.

Anshuman Magazine, Chairman & CEO - India, South-East Asia, Middle East & Africa, CBRE, said,

"Despite supply constraints, the demand side of the equation is bolstered this year by rental increases and market demand. Construction demand is likely to remain strong in the near term. We expect a comparatively stable outlook for the Indian economy with the possibility of potential economic slowdown; however, considerable pent-up demand for new construction—including government infrastructure projects—should largely sustain construction activity in India."

Gurjot Bhatia, Managing Director, Managing Director, Project Management - India, SE Asia, Middle East, and Africa, said, "As the cost of major materials such as cement and steel has declined Q-o-Q and a gradual improvement in supply chain bottlenecks was witnessed during Q3 2022, construction cost has stabilised across asset classes and cities. Despite headwinds, construction demand is expected to remain strong in the near term. Considerable pent-up demand for new construction should largely sustain the marginal increase in cost construction."





UPSCALING

Office Vacancy Levels Drop Sharply YoY, says Colliers survey



Amidst robust office space absorption seen during 2022, vacancy levels across the top 6 cities dropped by 190 basis points YoY, to 16.6%, indicating strong recovery and stability in commercial office markets. Albeit higher than pre-pandemic levels, vacancy levels have declined every successive quarter of 2022 as leasing momentum remained positive. Total leasing during the year was noted at 50.3 mn sq ft, the highest in any year. Occupiers went ahead with their expansion plans after having been in a wait-and-watch mode for two years.

While the year 2022 saw robust demand, there was some weakness in market activity in Q4 2022 as occupiers took a cautious stance amidst global recessionary conditions. As a result, gross absorption in Q4 2022 was about 21% lower than the average seen during Q1-Q3 2022.

"It is encouraging to see the office market stabilizing this year with vacancies dropping after a gap of two years. Interestingly, BFSI companies have expanded rapidly this year, with Indian banks as well as global financial institutions leasing large office spaces. Leasing by BFSI almost doubled since last year, accounting for a 14% share in total leasing, equivalent to flex space. This resonates with the earnings boom seen in the BFSI sector this year. Mumbai witnessed the

- Vacancy levels registered at 16.6% across the top 6 cities, a 1.9pp decline YoY
- Gross absorption across the top 6 cities closed at 50.3 million sq ft
- Leasing was led by the Technology sector, followed by Flex spaces and the BFSI sector
- Bengaluru accounted 33% share in total leasing in 2022, followed by Delhi NCR at a 21% share
- Flex space leasing is highest in any year at 7 mn sq ft, led by Bengaluru and Pune.

highest BFSI leasing at 40% share, as financial institutions made their comeback to offices", says, Ramesh Nair, CEO, India and Managing Director, Market Development, Asia, Colliers.

We march into 2023 with caution, occupiers need to focus on providing agility and creating a dynamic workplace culture as they streamline their workplace strategies for coming years. Developers need to build collaborative and efficient office spaces with a greater focus on sustainability and technology to create stronger portfolios.

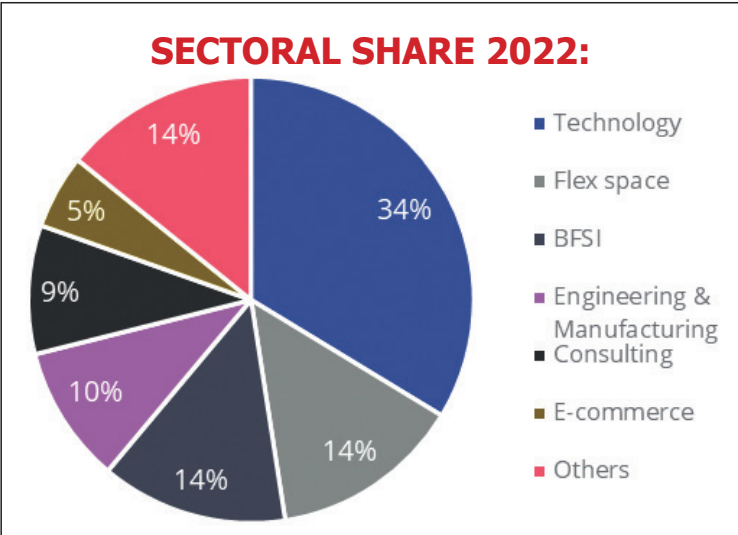
"We saw the resilience of the Indian office market against the global headwinds. Whilst the occupier mix would evolve along with further monetization of office buildings; 2023 would be a decisive year for office usage patterns and shall continue to be a mix with hybrid usage. As firms are adopting a cautionary stance for 2023, it is

the right time to start preparing for a future generation of workforce and focusing to create progressive, flexible workspaces having a holistic outlook towards ESG.", added by Peush Jain, Managing Director, Office Services, Colliers India.

"Delhi-NCR recorded a growth of over 72% from the previous year. The pent-up demand of 2020 & 2021 led to a significant rise in the gross absorption for 2022. Although Q4 has seen a slight dip, it can be linked to the slow-down which is gradually creeping especially in the technology sector. Throughout 2023, hybrid office culture will continue to be a preferred option for occupiers and flex operators will have a bigger market share. North India is witnessing greater activity from flex operators even in tier 2 towns, apart from Delhi-NCR", added by Bhupindra Singh, Managing Director, North, Colliers.

"2022 was also a notable year from

GRADE A GROSS ABSORPTION (MSF)			
City	2021	2022	YoY Change
Bengaluru	9.8	16.2	67%
Chennai	2.8	4.6	64%
Delhi-NCR	6.3	1.8	72%
Hyderabad	5.9	6.5	10%
Mumbai	4.6	7.1	55%
Pune	3.6	5.1	42%
Total	33	50.3	53%
Source: Colliers			
Gross absorption: does not include lease renewals, pre-commitments and deals where only a letter of Intent has been signed. Top 6 cities include Bengaluru, Chennai, Delhi-NCR, Hyderabad, Mumbai and Pune			
VACANCY RATE ACROSS TOP 6 CITIES			
2021	2022	YoY Change	
18.5%	16.6%	-1.9pp	



Source: Colliers

a supply perspective. The year saw an infusion of 42.9 mn sq ft of supply, 23% higher than the previous year as developers focused on project completions. About half of the new supply was seen in Hyderabad and Bengaluru. In 2023, developers are likely to plan their ongoing and upcoming projects basis evolving demand trends to maintain overall market stability in terms of vacancy and rents." says Vimal Nadar, Head of Research, Colliers India.

**Leasing by Flex space and BFSI sector doubles**

Flex space operators leased 7 mn sq ft of space in 2022, highest in any year, accounting for about 14% share in total leasing. Flex operators are increasingly leasing offices in Grade A spaces since last year, led by higher demand from large enterprises. Bengaluru and Pune remain the popular locations for flex space operators contributing to more than 50% flex space take-up of the year. The year also saw increased office space taken up by BFSI, consulting and engineering firms. Leasing by these three sectors has doubled since last year, and also surpassed pre-pandemic times.

"The south markets – Bengaluru, Chennai, and Hyderabad – witnessed strong leasing during YTD 2022.

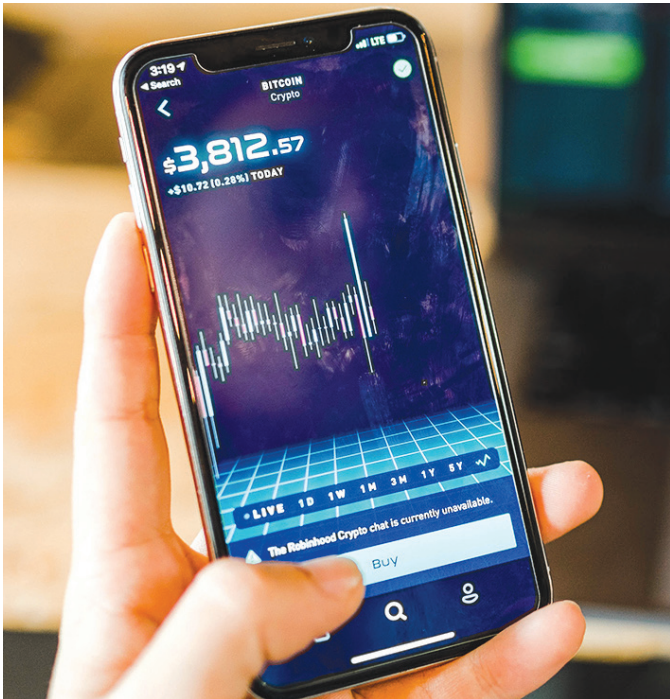
Bengaluru has been the undisputed leader of office leasing in India for a while now and has maintained the streak in 2022 with 3.4 mn in Q4 2022. Overall, Bengaluru closed at 16.3 mn sf where gross absorption across the top 6 cities reached 50.3 mn sf, Hyderabad did 6.5 msn sf which is 10% higher than 2021 and Chennai accounted for 4.6 mn in 2022 which is 64% higher than 2021. The growth of southern cities is backed by robust demand from Tech and Flex players", added Arpit Mehrotra, Managing Director, Office Services, South India & Head of Flex | India, Colliers.

**Others include healthcare & pharma, FMCG and logistics firms**

"2022 was a remarkable year for Pune's commercial real estate with gross absorption witnessing significant recovery. Flex space leasing in Pune touched a new high during the year at 1.8 mn sq ft, grabbing the second spot in Pan India flex leasing, after Bengaluru. As occupiers make a more systematic return to the office and eye more flexible lease options next year, it will be interesting to see how the Flex market in Pune shapes up," added Animesh Tripathi, Managing Director, Pune, Colliers.



# PE Realty Investments Drive USD 3.4 billion in 2022



India has the potential to create a demand of around 10 million sq. ft. every year for life sciences and R&D lab spaces, till 2030, says Savills survey.



Private equity investments inflows into the Indian real estate sector stood at USD 3.4 billion (INR 271 billion) at the end of 2022. This is at par with the investment quantum registered in 2021, according to the latest data by Savills India, a global property consulting firm.

Data suggests that commercial office assets remained the front-runner during 2022, garnering about half (45%) of the investment pie. Residential and retail sector also witnessed robust growth, riding high on the end-user's demand. This year marked the largest acquisition of an operational retail asset in India in the last 5 years and also one of the lowest residential inventory overhang in over a decade.

Persisting geopolitical challenges amid the ongoing Russia-Ukraine war, high global inflation, a fresh COVID outbreak and lockdown in China have slowed down the post-pandemic economic recovery across the globe. However, despite these global economic pressures, PE investments in Indian real estate assets provided favourable avenues for both global and domestic institutional investors.

Savills India expects USD 3.5 billion – USD 4.0 billion of private equity investments in real estate in 2023. The manufacturing sector growth and digitisation of the economy is likely to drive investments in industrial and warehousing, data centres and life sciences segments. Savills India estimates that India has the potential to create a demand of around 10 million sq. ft. every year for life sciences R&D lab spaces, till 2030. This could provide institutional investors with ample opportunity to increase allocations to the sector, especially in the development space.

"Commercial office remains the preferred investment product in India which absorbs around a third of the total APAC office demand by space. With the increase of office REITs, this trend will grow as domestic investor participation increases. Data centres have been the second most visible investment product in 2022. India remains a favourable destination for global real estate investors despite the global events and we will witness newer offshore capital enter India in 2023," said Diwakar Rana, Managing Director, Capital Markets, Savills India.



Source: RCA and Savills India Research

PRIVATE EQUITY REAL ESTATE INVESTMENT INDIA (USD MN)							
Q1 2022	Q2 2022	Q3 2022	Q4 2022	2022	2021	Q4 2022 QOQ	2022 YOY
1,033	704	322	1,366	3,425	3,424	324%	0%

Source: Savills India Research

KEY TRANSACTIONS - INDIA		
Investor	Investee/ Asset	Investment Quantum (USD Million)
HDFC Capital Advisors	Shapoorji Pallonji Real Estate	192
Brookfield	15-acres land parcel in Hitec City	126
Blackstone	Vertical Warehousing	87

Source: Savills India Research

# CONSTRUCTION COSTS UP 28%

COST OF CONSTRUCTION (INR/SQ FT)				
	November 2021	March 2022	November 2022	Change Since March 2022
Residential	2,200	2,300	2,300	0%
Industrial	2,000	2,100	2,100	0%

Source: Colliers.  
Note: These are average costs at an all-India level are in INR per sq ft for Grade A residential building of 15 floor and for Grade A industrial building with basement.



As of November 2022, cost of construction has increased 28% higher than pre-pandemic (November 2021) levels but continues to be stable, compared to March 2022. The costs of key construction materials have jumped 32% in a span of three years, affecting margins and operational schedule of construction companies. The government's efforts such as reducing exports and cutting import duties have kept raw material costs in check over the last few months, according to Colliers survey.

As of March 2022, construction costs rose 10-12% YoY, owing to a 20% increase in key material costs. Key construction materials such as Cement, Steel, Aluminium, Copper saw a significant increase, along with fuel and labour costs due to geopolitical issues, inflation etc. This created a challenge for developers who were facing high debt and liquidity concerns.

However, by November 2022, overall costs of key construction materials (Steel, Cement, Aluminium and Copper) declined by 8%, as compared to March 2022. Aluminium

registered highest decline of 55%, followed by Steel at 6% decline. However, Cement and Copper costs increased by 9% and 3% respectively along with labour costs. This, coupled with decreased fuel costs have kept overall construction costs stable since March 2022.

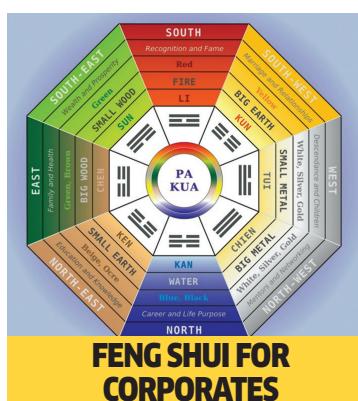
"Costs of key construction materials are likely to remain volatile for next few months due to uncertainties created by geo-political issues, persistent lockdowns in China and a probable global recession. Prices of key construction materials will hinge on multiple factors including global economic situation, inflation rates and supply constraints. Therefore, developers are likely to push new launches till the input prices further decline, as any further surge in the cost of construction materials would impact the timely delivery of ongoing projects and disrupt their cashflows resulting in increase in housing prices," said Ramesh Nair, Chief Executive

Officer, India and Managing Director, Market Development, Asia, Colliers.

"Developers are planning their projects well in advance, and aiming timely project completions to cater to the surging demand. They are increasingly adopting Just-In-Case approach to store the materials well in advance to avoid supply bottlenecks and unexpected price hikes," said Jatin Shah, Chief Technical Officer, India & Managing Director, Technical Due Diligence, Colliers.

"Residential prices have been on the rise, increasing 6% YoY in Q3 2022, led by a combination of increased input costs and robust demand. Looking ahead, prices may be more or less stable for some quarters as the market is now seeing increasing interest rates. At the same time, some investor-markets with continued demand may continue to see some increase in prices. In the industrial sector, rents can see an upward movement led by robust demand and high costs," said Vimal Nadar, Senior Director and Head of Research, India, Colliers.





The Year 2023 is year known as The Year of the Yin Water Rabbit – GUI MAO.

# 2023 Year of the Yin Water Rabbit – GUI MAO

By SB Surendran

The Year of the Water Rabbit commences from January 22nd, 2023 and ends on February 9th, 2024. Rabbit is the 4th animal in the 12 Chinese zodiac signs and is part of the Wood Cycle in the cycle of the season of five elements in Feng shui. In the Year 2023 taking into account the elements in combine and clash based on the Feng shui Destiny Analysis known as the Four Pillars of Destiny or Bazi (Phat chee) the two main elements for the year are Water and Wood.

Element Yin Wood relates to small plants and flowers. The characteristics of Yin wood are sophisticated and charming as characterized by soft wood such as the creeping vines, flowers, and plants. You can count on these people to act accordingly in events that require great knowledge of etiquette and refinement. Yin Wood Rabbits symbolise as gentle, quiet, elegant, and alert as well as quick, skilful, kind, patient, and very responsible. The combination of the yearly elements Yin Water with Yin Wood indicates a year of the two elements are in the birth cycle and have supportive relationship, the water wood elements configuration in supportive cycle will help to resolve conflict and bring more harmony in international relationship.

Industries which may benefit are Metal, Earth and Fire. Metal industries are banking, machinery, engineering, car, beauty and skin care, Earth industries are property, insurance mining, high tech, Fire Industries like Entertainment, trading, stock, Petroleum, Fine arts, power, energy, entertainment etc. Industries like wood are into not so prosperous cycle and Water element related industries like shipping, communication, transport, may also face challenges.

with red tassel at the North of the house to overcome the #2 illness star at East Or Place a pair of black obsidian tortoise figurine.

- Suspend 6 rods metal windchime at the North West of your home to counter the #5 Misfortune star also referred to in Fengshui as Five Yellows.
- Place a red décor at South East of the home and bedroom to counter #3 Disputes/Quarrel/argument star. Place a dragon headed tortoise figurine at Southeast to promote harmonious relationship
- Place 3 bamboo stems in a vase with water at North East of the living to protect the house from violence or robbery star.
- Place Piggy Bank at Southwest to activate good luck and wealth.
- Place Rose Quartz Mandarin Duck at West or North to activate relationship and love luck including marriage prospects.

Adapting simple and practical Feng shui tips for the home and the individual zodiac the Year of the Metal Ox can be transformed into a very auspicious and prosperous year.

In short by adapting Feng shui we can sail through smoothly as it is easy to surf with Feng shui than to fight the tides of time.

**Following are the annual zodiac luck analysis for all the 12 zodiac signs:-**

**Forecast for the 12 Chinese Zodiac for 2023**

**Rat :-**

**Year ahead Overview:-** People born in the year of the Rat are in favorable luck cycle. Empowered by lucky stars, you can bid goodbye to a challenging previous year. With plenty of favorable stars, Rats can bask in good fortune and most problems will be easily resolved. As long as you leverage your network well, you can broaden your horizons and gain greater wealth. Be careful of schemers and think carefully before you act.

**Ox :-**

**Year ahead Overview:-** A year you need to handle and diffuse situations and manage things. Various problems may make you feel drained however move on with all that you need to focus on and your life will become more fulfilling. The Misjudgment star may lead you to make mistakes that result in losses but being identified as efficient person you may be dumped on with additional work. You may feel drained from dealing with various problems this year. Stay calm when making important decisions.

**Tiger:-**

**Year ahead Overview:-** A year with mixed luck. While you will have positive experience and meet nice people, you may also face more hardships and need to strike a balance. You can overcome challenges and learn from the past and handle matters with wisdom. Be careful in everything that you do in order to avoid trouble. Due to weak inner chi, immunity may go down hence take care of your health.

**Rabbit:-**

**Year ahead Overview:-** A year wherein the zodiac clashes with unfavorable star however, there are lucky supportive star that shield you from difficulties and helps to make it a fulfilling year. You can lead your team to reach new heights. Be ready to grab opportunities and do not be afraid of changes. There will be a increase irresponsibility both at work and Home front.

**Dragon:-**

**Year ahead Overview:-** A year with stable luck and success stars supporting you. There are both opportunities and challenges in your career, you can look forward to enhancing bonds with loved ones and co-workers, nonetheless, be careful of schemers to avoid suffering losses. Stay patient and cautious in order to solve problems.

**Snake:-**

**Year ahead Overview:-** A year which has a dip in your luck cycle, yet your ability to deal with stress has improved and you can still make overall stable progress. While there are many work challenges, they signify fresh beginnings that allow you to reach new levels of success. Control your emotions and stay positive. Be careful of unlucky stars that pose threats to your health and safety.



**Horse:-**

**Year ahead Overview:-** Moving into a very supportive year, Blessed by the Happiness and success stars, you have much to look forward to this year. As you thrive in a flourishing career and wealth luck, you can expect good news frequently. With great positive energy, Horses will be able to attract benefactors and resolve problems with creativity and agile thinking. That said this busy year can overwhelm you, making you prone to distractions. Try to stay calm especially in chaotic situations.

**Goat :-**

**Year ahead Overview:-** A year of mixed luck, you may encounter frequent problems due to unlucky star, which will be resolved with help from the lucky and resolution stars. Be more confident and focus on things that matter. Stay calm and think before you act you must also beware of schemers, pay attention to safety when heading outdoors or driving.

**Monkey:-**

**Year ahead Overview:-** A year with mixed luck yet You can look forward to a smooth-sailing year. Make the most of opportunities as that shall reduce your financial burden. All problems can be resolved if you face challenges boldly. When making new friends, be more generous and lend a listening ear. As insufficient sleep will affect your immunity, rest more to ensure smooth progress in all aspects. Single must be careful of attracting the wrong partner as they may lead to relationship entanglements.

**Rooster :-**

**Year ahead Overview:-** A year to stay calm, humble and patient. As you have a dip in your luck cycle, Keep a low profile and be cautious in all that you do. Avoid making drastic changes or acting impulsively. To improve your luck, attend more celebratory events or seek blessing at a places of worship. Do not let your stubbornness becomes a heavy burden. Avoid making drastic changes or acting impulsively otherwise your wealth and career progress will be affected.

**Dog :-**

**Year ahead Overview:-** Finally you will be in a great year. For those born in the year of the Dog, this is a promising year filled with good opportunities and positive encounters. Pursue your dreams boldly and you shall reach new horizons. Amidst your good fortune your burdens from the past year will be eased too. Your burden from the past year will be eased too. Do more good deeds and help others if you have the opportunity.

**Pig :-**

**Year ahead Overview:-** A year you will feel worried for no reason. Frequent mood swings may make you feel depressed over small matters. You tend to lose motivation that undermine your efforts when things do not go as expected. You can overcome all hurdles to gain success with constant learning and improvement. Pay attention to your surroundings when outdoors. Also put away sharp objects at home and work.

**Mr Surendran is an accredited Master Fengshui Consultant, Bioenergetician and Traditional Vaastu Practitioner. He can be reached through e mail: fengshui@fengshuiserver.com. URL: http://www.fengshuiserver.com**



Adapting Feng shui, one can avert the difficult phase in store in the Year of the Rabbit and mitigate its ill effects and move towards prosperity. Primary focus is to stay healthy, happy and contented which would be quite achievable through proper Feng shui protection both for the home and the occupants and the entire zodiac.

In the year 2023, the animal signs which receive good support from the year zodiac are Dog, Rat, Rabbit and Horse. The zodiac which will have to protect and defend from the clash with the annual zodiac sign are Rooster, Ox and Pig. However, with proper protection and care the afflicted zodiac sign can also smoothly sail through the year. These zodiac signs may carry a Jade Dog to mitigate ill effects.

To ensure that the home is well protected apart from the advice for the individual zodiac, following basic Feng shui corrections would be extremely beneficial.

- Place a metal wulou or suspend 6 Chinese coins



# Capital Gains on Transfer of Residential House Property

By CA Manmohan Jindal

A person who has sold his old house and from the sale proceeds he has purchased another house. In this case the objective of the seller was not to earn income by sale of old house but to acquire another suitable house.

Section 54 gives relief to a taxpayer from the Capital gain arising on the sale of his residential house and from the sale proceeds he acquires another residential house.

**Basic conditions:** The benefit of section 54 is available:

1. Only to an individual or HUF.
2. The asset transferred should be a long-term capital asset, being a residential house property.
3. Within a period of one year before or two years after the date of transfer of old house, the taxpayer should acquire another residential house or should construct a residential house within a period of three years from the date of transfer of the old house.
4. In case of compulsory acquisition the period of acquisition or construction will be determined from the date of receipt of compensation (whether original or additional).
5. Exemption can be claimed only in respect of one residential house property purchased/constructed in India. If more than one house is purchased or constructed, then exemption under section 54 will be available in respect of one house only.
6. No exemption can be claimed in respect of house purchased outside India.

However, with effect from Assessment Year 2021-22, the Finance Act, 2020 has amended Section 54 to extend the benefit of exemption in respect of investment made in two residential house properties by way of purchase or construc-



tion subject to the amount of long-term capital gains does not exceed Rs. 2 crores.

If the assessee exercises this option, he shall not be entitled to exercise this option again for the same or any other assessment year.

For example A purchased a residential house in April, 2015 and sold the same in April 2022 for Rs. 10,40,000. Capital gain raised Rs 1,00,000. A can claim the benefit of section 54 since

1. The asset is long-term residential house property.
2. The benefit is available only to an individual or HUF and Mr A is individual.

3. A can claim the benefit by purchasing/constructing a residential house within the time-limit as provided under section 54.

## Consequences if the new house is transferred

To check on mis-utilisation of this benefit, if a taxpayer purchases/constructs a house and claims exemption under section 54 and then transfers the new house within a period of 3 years from the date of its acquisition/completion of construction, then the benefit granted under section 54 will be withdrawn and the amount of capital gain claimed as exempt under section 54 will be deducted from the cost of acquisition of the new house

## Capital Gain Deposit Account Scheme

To claim exemption under section 54,

- The taxpayer should purchase another house within a period of one year before or two years after the date of transfer of old house or should construct another house within a period of three years from the date of transfer.
- If till the date of filing the return of income, the capital gain arising on transfer of the house is not utilized (in whole or in part) to purchase or construct another house, then the benefit of exemption can be availed by depositing the unutilized amount in Capital Gains Deposit Account Scheme in any branch of public sector bank, in accordance with Capital Gains Deposit Accounts Scheme, 1988 (hereafter referred as Capital Gains Account Scheme). The new house can be purchased or constructed by withdrawing the amount from the said account within the specified time-limit of 2 years or 3 years, as the case may be.

## Non-utilisation of amount deposited in Capital Gain

## Deposit Account Scheme

If the amount deposited in the Capital Gains Account Scheme in respect of which the taxpayer has claimed exemption under section 54 is not utilized within the specified period for purchase/ construction of the residential house, then the unutilized amount (for which exemption is claimed) will be taxed as income by way of long-term capital gains of the year in which the specified period of 2 years/ 3 years gets over.

## Further Clarifications:

1. 24 month is the minimum period for treating the asset as long term.
2. If the asset is other than the residential house say Gold, the benefit of section 54 is not available however benefit can be claimed under section 54F subject to certain conditions.
3. Exemption is not available if capital gain raised from residential house, is invested other than the residential house property for example investment in a Shop
4. Exemption under section 54 will be lower of the following :
  - i. Amount of capital gains arising on transfer of residential house; or
  - ii. Amount invested in purchase/construction of new residential house whichever is lower.

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