

VOLUME #6  
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THANE



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# ARE YOU FINANCIALLY SOUND TO BUY A HOUSE IN 2018? 05

Nagesh Sharma, financial advisor in lending business, gives monetary calculations (budget-wise)

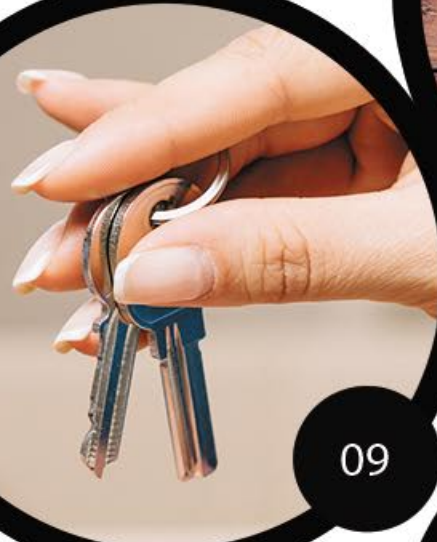


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## TOP TRENDS OF 2017 VS 2108 15

# WE ARE "CREDAI MCHI - THANE UNIT"

A natural partnership with all city stakeholders MCHI-THANE has always been very clear that fine housing complexes and shopping malls cannot stand in isolation. A great City is the sum total of great buildings, great infrastructure and great people. MCHI has been committed to growth of the real estate sector and is credited with the harmonious growth and rise in quality and standards of construction in Thane City in the past decade.

Its aim as an Association of Developers has been to seek rational rules and regulations which are uniformly applied across the board as this will to a great extent result in speedy construction, cost reduction, fair pricing and a push for better quality standards at par with the developed world, with a high level of transparency.

## VISION & MISSION

MCHI-THANE has always believed that a great city is the sum total of great buildings, great infrastructure and great people. MCHI-THANE believes that through strategic partnerships with the Thane Municipal Corporation, MMRDA and MIDC Thane which have already contributed substantially to the infrastructure, Thane can become a Great City with tremendous potential for Real Estate and Commercial Growth.

This will attract huge investments leading to ample lucrative employment opportunities for its citizens. The general climate of prosperity will trigger high investment and growth in retail and entertainment complexes. All that is needed for encouraging this virtuous cycle is longterm vision and mutual co-operation on the part of all stakeholders.

**MCHI-Thane intends to reposition Thane City as:**

- Well governed with good infrastructure
- Eco-Friendly
- Cost Effective
- Culturally Advanced
- Vibrant Cosmopolitan City
- In short, a great place to Live, Work and Play

# ARE YOU FINANCIALLY-STABLE TO BUY A HOUSE IN 2018?



## A statistical insight

**Nagesh Sharma**, financial advisor in lending business, gives monetary calculations (budget-wise):

### BUDGET RANGE:

Rs 30 lakh to Rs 35 lakh

- **Who can buy?**

Salary bracket:  
Rs 30,000 to  
Rs 35,000 per month

- **Down-payment requirement:**

Approx: Rs 3 lakh

- **HFI finance possibility under budget:**

Upto 90 per cent of the cost

- **Under PMAY:** Rs 2.25 lakh can be debited to loan account in three months

- **EMI:** Rs 20,000 per month

- **EMI Reducible under CLSS subsidy:**

Rs 18,000 per month

- **Housing segment:** 1-BHK in Tier-II cities, or outskirts of Tier-I cities

**BUDGET RANGE:**

**Rs 70 lakh  
to Rs 75 lakh**

- **Who can buy?** Salary bracket: Rs 1 lakh onwards per month
- **Down-payment requirement:** Rs 5 lakh
- **Customised loan schemes:** 5-70-15-10
- **Bank finance possibility under budget:** Upto 70 to 80 per cent of the cost and five to 15 per cent to be paid by the buyer
- **HFI finance possibility under budget:** Under 10 per cent
- **CLSS under PMAY benefit:** Rs 2.25 lakh
- **Housing segment:** 2-BHK in Tier-I and II cities or compact 3-BHK

**BUDGET RANGE:**

**Rs 75 lakh  
and above**

- **Who can buy?** Salary bracket: Rs 2.5 lakh per month onward
- **Down-payment:** Maximum possible, around 25 per cent of cost
- **HFI finance possibility under budget:** Upto 75 per cent of cost
- **To whom it applies?** One who wants to upgrade or invest
- **Luxury buyer advantage:** Prices are already reduced in this segment and buyers have a higher chance of negotiation.
- **Housing segment:** 2-BHK in Tier-I cities and 3-BHK and row houses in Tier-II and Tier-III cities

# 2018

## THE YEAR OF LIVING FEARLESSLY

"In 2018, the demand for office space will continue to remain strong. Pan-India vacancy levels will remain more or less same at 14 per cent to 15 per cent. Realtors' familiarity with RERA will decide residential launches. The sector is on it's way to recovery as it is evident from the sales of affordable homes. In 2018, it will be interesting to see if the government announces more reforms for the sector."

SUNIL AGGARWAL  
ASSOCIATE DEAN & DIRECTOR,  
RICS SBE

"2018 will see established players launching credible projects and taking centre-stage in development of these projects. With RERA mandating every developer to go public about project details, buyers will now have access to important and necessary information that will help them invest wisely in the projects. On the commercial front, foreign investors, who are keen on exploring investment opportunities in the Indian real estate sector, have hailed the Indian investment policies. 2018 will see steady demand for Grade A office spaces being driven by consolidations, co-working and manufacturing and services companies."

VARGHESE ABRAHAM  
DIRECTOR, OFFICE SERVICES,  
COLLIERS INTERNATIONAL INDIA

"As we move into 2018, India's real estate sector will continue to see robust activity. Despite disruptions and growing prominence of new formats, the country's office segment will witness stable demand. The housing market too will see an uptick in activity, especially in the affordable housing segment. The country's retail and industrial and warehousing segments too will witness positive traction. The new FDI policy announced earlier this year will be positive for international as well as domestic retailers planning to enter/expand in the country."

ANSHUMAN MAGAZINE  
CHAIRMAN, INDIA AND SOUTH-EAST ASIA,  
CBRE





DID YOU KNOW?

# HOME BUYING ADVANTAGES 2018

1. Lowest home loan interest rates
2. Market most buyer-friendly now
3. Higher chances of negotiation in a slow market
4. Banks and HFLs are more proactive in 2018
5. More appreciation expected
6. Chances are brighter for the right deal
7. Ready possession stock in the market
5. Market emphasis on transparent deals
6. RERA shield for home-buyers, hence timely delivery of homes

# TIPS FOR PROSPECTIVE HOME-BUYERS

1. Ensure a good credit history and higher CIBIL score
2. If you are planning to buy a property under a joint name, then ensure that the co-borrower returns are also filed
3. If possible, avoid taking loans such as car loan or personal loan
4. Explore new-age finance companies
5. Banks may not consider certain types of profession eligible for a home loan or may not sanction the expected amount of loan
6. Check for special loan schemes for professions like teachers, doctors, CAs, government staff, etc
7. Don't wait for the opportunate moment. Now is the right time for home buying

## PLAN IT RIGHT



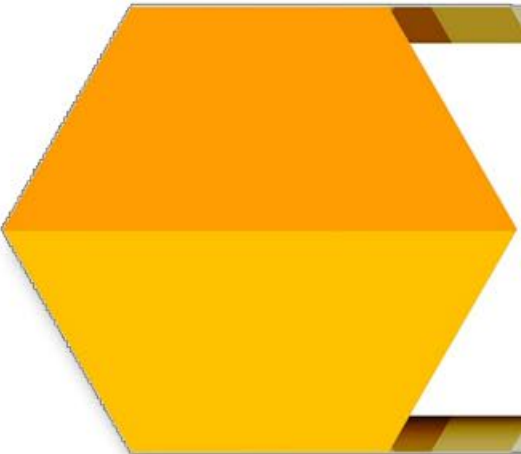
DID  
YOU  
KNOW?

Without meticulous planning, buying a dream home may not be a wise decision. There are many things a home-buyer needs to consider such as existing salary, budget, location, home loan interest rates, eligibility, down-payment, and repayment options

# REALTY QUICK BYTES



The housing sector alone contributes 5 - 6 per cent of the country's Gross Domestic Product (GDP)



In the period FY 2008 - 2020, the market size of this sector is expected to increase at a Compound Annual Growth Rate (CAGR) of 11.2 per cent



The Indian real estate market size is expected to reach \$ 180 billion by 2020, quotes India Brand Equity Foundation (IBEF)

-Courtesy: [epaper.timesofindia.com](http://epaper.timesofindia.com)-

WWW.MCHITHANE.ORG

# YOUR 10-POINT

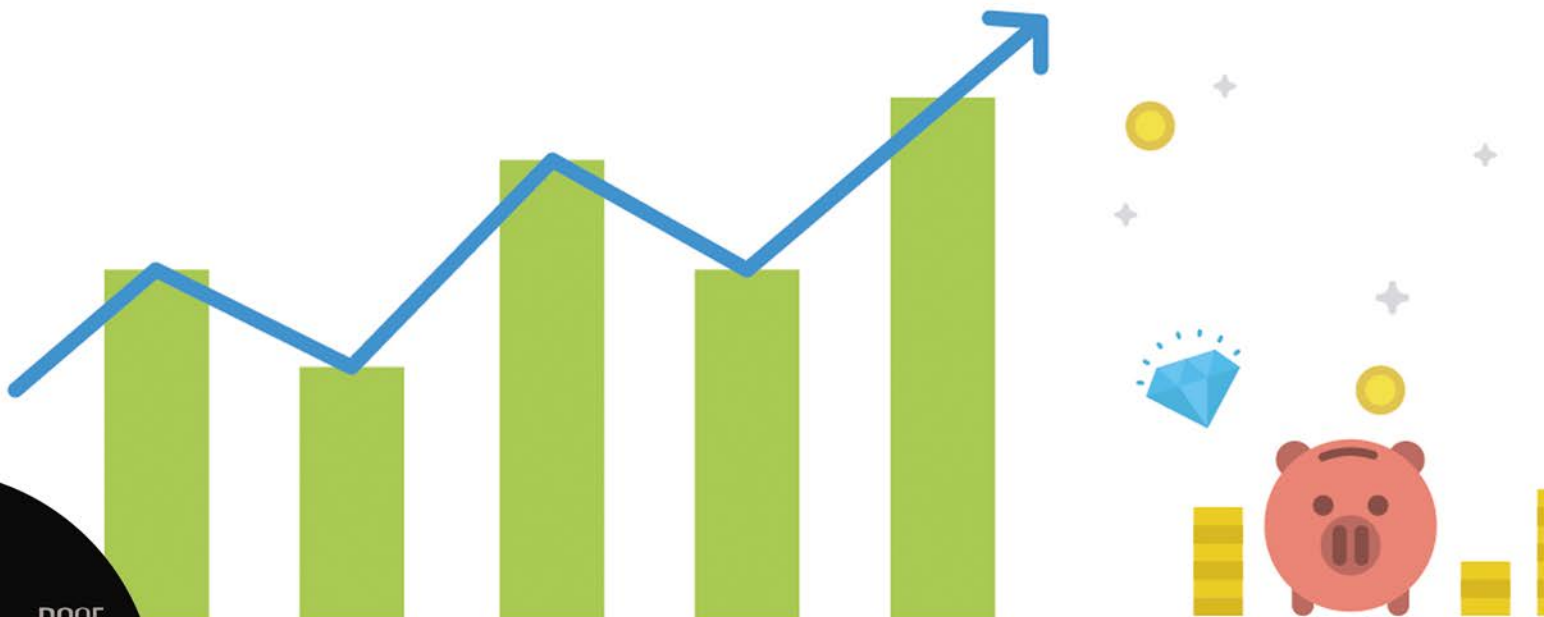
1 Decide on your budget according to your requirements

2 Check your credit score. Your Housing Finance Institutes (HFI) will consider your financial profile before lending you a loan. A score above 750 points is good enough

3 Check whether you can avail any government scheme like PMAY and which budget group you fit into like LIG, MIG and HIG

4 Calculate your home loan eligibility and decide your EMI

5 Consider down-payment options



- Courtesy: Times Of India -

# FINANCIAL PLAN

- 6 Check how much the bank can lend. Generally, HFIs disburse loans upto 90 per cent
- 7 Three years' tax returns are a must. Keep them up-to-date. In addition to this, ensure that the taxes are paid and even for the ongoing year, the advance tax has been paid
- 8 Check if you do not have any other loans. Thus, you can take lesser liability
- 9 plan a budget for the interiors and basic necessity furniture
- 10 Consider if you want to add co-owners. Your spouse can also be co-borrower for the housing loan, which enhances your prospects of getting maximum amount sanctioned



- Courtesy: Times Of India -

# TOP 10 TRENDS OF 2017 VS 2018

- 1 Year of reforms Year of revival
- 2 Sector taking time to understand policies Expected to be well-versed with policies
- 3 Lowest home loan rates May remain unchanged in the first quarter
- 4 Home buyers undecided Home buyers to turn proactive
- 5 Large unsold inventory Unsold inventory expected to be absorbed
- 6 Transparency measures underway More transparency and reliability
- 7 Slight price correction Better appreciation
- 8 Reduction in the unit sizes Small and medium sized units
- 9 Rentals steady Push for rentals
- 10 Slow on premium luxury Focus on affordable luxury

-Courtesy: [epaper.timesofindia.com](http://epaper.timesofindia.com)-

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# TOP TRENDS



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