

REALTORS' FORUM

When affordable housing segment is majorly concentrated, how do you see the luxury segment market in near future? Industry bigwigs answer...

With increasing disposable income and change in lifestyle, demand for luxury housing in India is propelling up. The Indian market is providing a healthy environment for the domestic as well as the foreign players to invest here. The active push from the government is giving a thrust to the luxury market. The utility of world-class infrastructure and technology are also driving the growth of this sector.



ASHISH SARIN, CEO, AlphaCorp

It is not right to mix the two segments of real estate as they cater to totally different clientele and mindset. The robust economy and increasing number of nouveau riche has also given a boost to the luxury segment. Even in the long term, the demand will increase as millionaires in India will grow 190 per cent from 3,30,000 in 2017 to over 9,50,000 by 2027.



VIKAS BHASIN, MD, Saya Group

There are rising speculations that luxury housing is losing its sheen to the affordable segment, but luxury housing segment is always different from mid-range and affordable in the sense that it is created for a different, discerning segment of customers. They are mainly concerned about the facilities that they will get in luxury housing and the location of the project.



KAMALJIT SINGH, Sr. Vice President, Bestech Group

It's true that currently, all the developers are mainly focusing on the affordable housing segment as the demand is more in this segment, but what I think that the Indian luxury housing is also catching up with the same momentum amongst elite homebuyers. Due to effective policies like RERA and GST, this segment has become more transparent as well as organised than before.



SAKSHI KATIYAL, CEO, Home and Soul