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Is this the right time to buy your dream home? May be, maybe not! The answer varies from person to person, depending upon one's understanding of the real estate market in the current period, as well as the deep urge to have a house of one's own. Property consultants, however, say one should wait further only if you are planning to invest in property.

Experts say that buying a house and investing in property may seem like the same thing, but they're not — just like buying a “*mangalsutra*” (literally, an auspicious string; the necklace a groom puts around his bride) and investing in gold are not the same thing.

There is no ‘good’ time or ‘bad’ time to buy

Good time to **BUY YOUR** dream home!

Experts say that end users who think like investors are perpetually on the fence, as they await a perfect confluence of factors which rarely come together.

So, if you want to buy a house to live in, the current season is the best time to take the plunge!

a mangalsutra — one does so at the time of an Indian marriage, as it is a part of the wedding ritual. Likewise, no matter how appealing a rented home may be, it cannot provide the same sense of security and satisfaction that a self-owned house does.

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Good time to **BUY YOUR** dream home!

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While a property purchase is always an investment, investors buy property for rental returns and capital appreciation, while end users purchase houses to live in them. “From an investor’s perspective, buying a property today makes sense if one chooses the right project, configuration, and location and has an appropriate investment horizon of at least 5-7 years. The days for making a quick buck off housing investments are over. If an investor does not have the patience for the necessary incubation period, it makes sense to look at other investment asset classes,” **Anuj Puri**, chairman of Anarock Property Consultants, says.

For end users looking for houses to live in, the right time is when a good property is available at an affordable price.

“Considering the massive unsold stock in the market in all Indian cities — and the fact that both developers and resellers are eager to close deals — this is certainly a good time to buy a house, provided one negotiates smartly and secures the best possible deal. End users who think like investors are perpetually on the fence, as they await a perfect confluence of factors which rarely come together,” **Puri** says.

Whatever be the case, real estate developers say that this is an opportune time for end users to buy their dream home, as

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prices are unlikely to fall further and regulatory reforms have made the market buyer-friendly.

Pankaj Bansal, director of M3M Group, says: “Festival



time is considered auspicious by buyers who are looking to purchase a new home or invest in a piece of property. Presently, there are innumerable ready-to-move-in units, as well as projects under construction, in the market. This gives buyers a variety of options to choose from. At present, interest rates are also low, compared to the past many years, which will result in lower EMIs for homebuyers and bring more income groups within the eligibility criteria. Also, during festival time, developers offer buyers freebies and incentives. The next few months, therefore, would be the best time for homebuyers to purchase their dream home, as the coming years will see an unprecedented boom in the housing market and prices may also increase.”

Ashish Sarin, CEO of AlphaCorp, says: “This is the most appropriate time to invest in property, for a variety of reasons. First, demand for housing rises during festival season, as buyer sentiment is positive during this period. Second, the RBI’s cut in repo rate for the fifth time in a row is the right step at the right time, which will reduce EMIs on home loans and increase demand for property. Third, developers have rolled out different schemes and discounts this season, which will be beneficial and attract prospective homebuyers, making it a good time to buy or invest in property.”

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