



## Better Days Are Ahead for Real Estate Sector

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The realty sector is gradually recovering as genuine buyers are gaining confidence to invest on property.  
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The real estate sector has come along a long way in the past seven years. From a gigantic growth to a terrible slowdown, the sector has witnessed all. And now, real estate entrepreneurs believe the turning point for the sector has come. They believe the business is likely to get better soon. The market has reverted back to normal path due to easy access and lower interest rates to loans from banks and financial institutions. According to the Department of Land Reform and Management (DoLRM), it has collected a total of Rs 1.963 billion as compared to Rs 1.447 billion in the corresponding period of the last fiscal year. The overall land and house registration revenue collection in the first quarter of this fiscal year 2014-15 increased by 35 percent as compared to the last one.

The realty sector is gradually recovering as genuine buyers are gaining confidence to invest on property. The flexible monetary policy and accessible home loans with low interest rates encouraged buyers to own property. The recent real estate transactions also show that customers are shifting their choice of preference from core areas to the growing sub-urban areas.

A recent appreciation in land price valuation may also contribute to growth in revenue collection. The government has increased land valuation of different areas from 20 percent up to 100 percent depending upon the area and demand. The other major reason is the transaction of property in terms of fair market value. Earlier, people used to devalue property to avoid registration fees. But as government authorities have started to seek income source, and gains made by paying less in fees are also being questioned. Citing that realty transactions grew, Ichachha Bahadur Wagle, Vice President of Nepal Land and Housing Developers Association pointed out that improved cycle of realty sector, confidence of customers, secured investment and plan for regional development are contributing factors to uplift the transaction. Even though the revenue has gone up because of the growing land transactions, transaction of houses and apartments constructed by developers is yet to improve in the same manner. But with the positive outlook from the stakeholders all around, even developers are optimistic for the days ahead.

source:

The Himalayan Times, 29 nov 2014

### QUOTES TO LIVE BY

“The quickest way to double your money is to fold it over and put it back in your pocket.”

– Will Rogers

“Luck is a dividend of sweat. The more you sweat, the luckier you get.”

– Ray Kroc

“Either you run the day, or the day runs you.”

– Jim Rohn

“I have never in my life learned anything from any man who agreed with me.”

– Dudley Field Malone

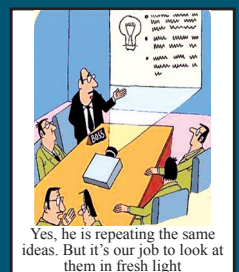
“With patience you can even cook a stone.”

– Anonymous

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### CORPORATE HUMOR




Wishes You and Your Family  
**HAPPY NEW YEAR 2015**



Real  
Estate  
Investment



You should buy a property that you would be happy to live in yourself



## Tips before buying an investment property

### 1. Choosing the right property at the right price:

Investing in real estate is usually all about capital growth, so choosing a property that is more likely to increase in value is the most important decision you will make, so buying at the right price is absolutely critical.

### 2. Do your sums - Cash Flow is always king:

Investing in property is a proven path to long-term wealth, however you should consider it a medium to longer term type of investment, so you'll want to make sure that you can afford to maintain your loan repayments over the long term.

### 3. Understand the market and the dynamics where you are buying:

Consider what other properties are available in the immediate area and speak to as many locals and real estate agents as you can – they will let you know if one side of a street is considered superior to the other.

### 4. Pick the right type of loan to suit you:

There are many options when it comes to financing your investment property, so get sound advice in this area as it can make a big difference to your financial well-being.

### 5. Use the equity from another property:

Leveraging equity in your home, or equity from another property investment, can be an effective way to buy an investment property. Equity is the amount of money in your home that you actually own. Also, using the equity in your existing home can allow you to borrow more money against your investment property.

### 6. Check the age and condition of the property and facilities.

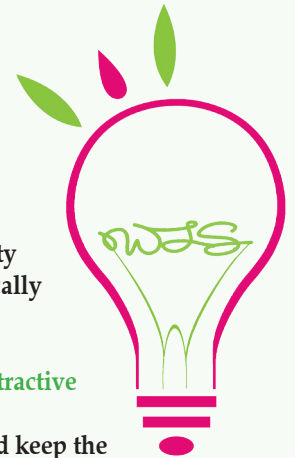
Before investing into any properties, getting assured of the age and condition of the property becomes crucial. Physically and structurally safe property is the best bet.

### 7. Make the property attractive to renters:

Go for neutral tones and keep the kitchen and bathroom in good condition. You should buy a property that you would be happy to live in yourself. If a home is appealing to not only property investors but also owner occupiers you will have a wider market for the property and this will maximise your selling price.

### 8. Take a long-term view and manage your risks:

Remember that property is a long-term investment and you should not rely on property prices rising straight away. The longer you can afford to commit to a property the better and as you build up equity then you can consider purchasing a second investment property. Find the right balance between financial stability and still being able to enjoy life. Financial security is very important but life is not just about mathematics.



Real  
Estate  
Marketing  
Agent



A good real estate agent should always work in good faith.



## Qualities of a Good Real Estate Agent

Since licensing is not required in Nepal to be a real estate agent, it is extremely important that a buyer and a seller select and mobilize a qualified agent for the real estate transaction.

Real estate agents act as a middle party in the sale and purchase of lands and buildings. They provide assistance to sellers and market their properties so that it can be sold at a good price under the most favourable terms. But when they are working for buyers, they try to find a property at a lower price under favourable terms. However, it is very important for an agent to work ethically and



in the best interest of the other party too. One of the key factor that an agent should consider is that s/he should always disclose the parties s/he is working for.

A good real estate agent should always work in good faith. S/he should keep their client's information confidential, should be loyal to the client. A good real estate agent should

only offer those services in which s/he has knowledge and specialized.

A real estate agents need to have sound knowledge of the area where they are providing their services so that their clients get satisfactory services. It is important for an agent to communicate effectively in order to keep their clients up-to-date. It increases their credibility and their client trusts the services they provide. Buyer and seller should select credible agent which will have transaction record of last one or two years and see how many transactions s/he executed successfully.



# Swayambhu Dine and Lounge Revisited



Real Estate Partnering for Entrepreneurship



“  
The place has been a favourite gathering spot for urbane locals who prefer high class dining and bar scene...”



One of the successful entrepreneurial venture of Brihat Group in Hospitality sector, Swayambhu Dine and Lounge (SDL), located on the top floor of TCH – IV, Sitapaila has recently completed its first year of operation. With the love, support and positive feedback form the loyal customers, SDL has introduced various special schemes during the occasion.

The place has been a favourite gathering spot for urbane locals who prefer high class dining and bar

scene, but within the walking distance so as to avoid having to go to the middle of town for the same. From customer's feedback throughout the year, it is found that family oriented clients and corporate clients prefer SDL for their private parties and functions. As SDL has fabulous setting suited for family banquets, business meetings, receptions, gatherings and private parties; the space can be transformed to meet any seating arrangement as per occasion. So for private functions, the entire place can be booked. A new section for the private party and corporate boardroom with all the latest logistics has been added recently to cater to such clientele.

The recently introduced Take Away Menu provides same variety of delicacies from Dining for you to take home and enjoy when you

are on the go. If you are thinking of organizing an event or a gathering at your location, leave the cooking to SDL as it has prepared special packages of snacks and dinners for you to choose from Catering and Party Meals Menu that will be delivered to your door step.

SDL has given itself a facelift for the New Year by rearranging the setup and making the place more appealing to fine dining and corporate events. Aside from mouth-watering Continental, Chinese, Indian and Nepali delicacies, customer scan enjoy relaxing ambience and 180 degree of breath taking view of Kathmandu Valley and the Himalayan range. SDL is open 7 days a week again by popular demand. You have to be here to experience what everyone has been talking about their favourite dining spot.



## ANNOUNCEMENT



**Brihat Developers and Builder** is coming up with new **Community Living Project** at **Bhaisepati** called **Brihat Community Living = Bhaisepati** soon.



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We would be more than happy to send you our newsletter regularly and also anticipate your feedbacks to help us make our publication better. Kindly contact us to get our BI newsletter on a regular basis, if you so desire.

## Corporate Social Responsibility



### Rockstart Impact at Brihat Investments

Brihat Group Chairman Mr. Om Rajbhandary gave his presentation about his journey as a successful entrepreneur to the team of entrepreneurs of Rockstart Impact at Brihat Investments. On the occasion, Brihat Group hosted cocktail dinner to the team at Swayambhu Dine & Lounge. As a part of CSR, Brihat Group has been supporting entrepreneurship development in Nepal.

### New Year Celebration at Swayambhu Dine & Lounge



Brihat Group celebrated its Annual New Year's Eve Event with its Staff and family members at Swayambhu Dine and Lounge with a grand party. SDL organized a theme party with cocktail dinner, karaoke singing, dancing, gifts distribution and loads of fun.