

# INVESTMENTS

Partnering for the Success of Entrepreneurship VOLUME 4 • ISSUE 5 • SEPT - OCT 2012



## Good News for Real Estate from All Across

As Nepal Rastra Bank has become flexible in its norms for real estate, transactions have been increased for the past 6 months of last fiscal year. Along with improvement in the business, government is also collecting more than expected revenue. Land Reform and Management Department reveals that transaction has been increased by 20% this fiscal year compared to the last one on the basis of revenue. This has been possible due to flexible regulations by NRB, increase in remittance, and affordable loan.

Housing developers have also agreed to the fact as there are new projects being started. It's due to the professional approach of developing new projects instead of holding on to existing ones, and public demand of community living. There have been 7 directives in last 2 years about land and housing from NRB. The governor of NRB Yubaraj Khatiwada says even with the limit set by NRB to invest 25% to real estate, there are still 1 Kharb 25 Arb to be invested. He assured that there are possibility and opportunity to invest in housing sector.

To boost realty sector and change its scenario, all the stakeholders - bankers,

developers and government - should work with each other. Recent ads in newspapers reveal banks one after another coming up with their own schemes of lower interest rates for home loan. Most developers are introducing affordable homes targeted at middle and lower-middle class clients. Now only if the government comes up with directives such as incentives for first time homebuyers, deducting tax in EMI, interest only home loans etc, most customers could purchase houses and whole industry will be mobilized into action.

The effect of positivity in the market has also spilled over in BI materializing several sales in past months at Brihat Community Living, Ramkot. With coverage of Brihat Investments in "Product" special edition section of "Abhyan" Magazine, smooth operation of community services at Brihat Community Living, Ramkot after residents have moved in and gradual development of various recently launched entrepreneur wings, BI has lot to look for in this new fiscal year.

**Editorial Team**  
Brihat Investments Pvt. Ltd.

“  
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”

### MANAGEMENT QUOTES

“Good management is like oxygen - it's invisible and you don't notice its presence until it's gone, and then you're sorry.”

- Charles Stross

“Don't bother doing something unless you're radically different from the competition.”

- Sir Richard Branson

“No great manager or leader ever fell from heaven, its learned not inherited.”

- Paul Hawken

“Employers are like horses — they require management.”

- P.G. Wodehouse

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### CORPORATE HUMOR



Stop complaining, this is as close as you're going to get to your dream penthouse!



Introducing  
**Multiple Listing Service (MLS)**  
for the **1<sup>st</sup>** time in Nepal

**One stop realty shop for buyers and sellers**

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Real Estate Investment



Investing in real estate is more complex than just buying a property.



## 10 Key Mistakes Beginner Real Estate Investors Make

- 1 Not having a plan** - Investing in real estate is more complex than just buying a property. Approaching investing without a well thought through strategy that fits in with your long-term wealth creation goals and financial situation is a big mistake. As a real estate investor you should map out where you want to be in five, ten and fifteen years' time, then construct a detailed plan to take you there.
- 2 Speculate** - Most new investors follow the herd, listen to the media and buy with the hope the property will appreciate. This is as much of a gamble as hand picking stocks or going to the Casino. Buy below market properties that cash flow.
- 3 Buy at Market Value** - Beginners almost always buy property for market value. You can find deals in any market and there are always distressed properties. Pick from distressed properties at 70% or less of market value.

- 4 Fall in love with a deal and get your emotions involved** - Many beginners are guilty of this one. Their first few deals they spend minimal time finding a deal. As soon as a prospect is located, they fall in love and do anything to get that property. Emotions drive the decision, instead of making an informed business decision.

- 5 Put too much down or too much of your own money** - Real estate is an OPM or Other People's Money industry. You should minimize how much of your own money is in a deal. And always make sure you have plenty of reserves to handle any not so pleasant surprises. ■



to be continued...



Real Estate Partnering for Entrepreneurship



... we help you to get desired result that helps you enjoy your living space within your budget.



## Design, Interior, Model Making and Valuation Service

**B**rihat Design and Interior is one of the promising entrepreneur wings that BI has introduced from the inception. It is the ultimate solution for designing. We provide various services such as conceptual design, architectural design, and interior design along with 3D views and estimated cost. The company's experienced and diverse team of architects, engineers, and designers provide customized and cost effective approach to design for each of the client. In the short span of time we have done interior of various residential buildings, apartments, office spaces etc. Along with all the designing solution we also do staging as well as preparation of Mock-up buildings for housing developers, model making, and valuation report of land and building.

With our years of experience, combined with your personal preferences we help you to get desired result that helps you enjoy your living space within your budget. Beyond cost and quality, which are always top priority, what we value most is to maintain good relationship with our client. ■





Real Estate Marketing Agent



**BI believes that knowledge is the power to gain people's confidence.**



## REMA, the source of Knowledge and Information

With the mission "Transition and transformation of knowledge is the key factor universally accepted everywhere," Brihat Investments is conducting Real Estate Marketing Agent REMA course since May of 2009. BI believes that knowledge is the power to gain people's confidence. Till date BI has graduated 6 REMA batches. 7th REMA course will be conducted from 18th to 23rd December 2012.

Some of the key speakers for REMA courses are Dr. Sopon Pornchokchai, Director of Thai Real Estate Business School (TREBS), Mr. Paul Pornthrop, Motivator, Omni Tower, Bangkok, Mr. Om Rajbhandary, Coordinator of Urban Development Forum, FNCCI, Er. Kishore Thapa, Secretary, Ministry of Urban Development, Mr. Suresh Prasad Acharya, Joint Secretary, Ministry of Urban Development, Dr. Bhai Kaji Tiwari, District Commissioner,

Kathmandu Valley Development Authority, Er. Shambhu K.C, Superintendent, Department of Urban Development Building Construction, Division Office, Kathmandu, Ar. Surya Bhakta Sangachhen, Senior Architect Planner/Senior Technical Advisor, Nepal Society of Earthquake Technology (NSET), Ar. Purusottam Dangol, Managing Director, ADP Consult Pvt. Ltd., Mr. Prafulla Man Singh Pradhan, Regional, Gender and Capacity Building Advisor, UN Habitat who shared knowledge on Asian real estate market, valuation, work and passion, real estate market scenario, fundamental of real estate marketing, building bylaw, role of architect and positive attitude respectively.

With believe in the statement "Coming together is beginning, keeping together is progress and working together is success," BI has been associated with all REMAs' and speakers personally and professionally. ■



Real Estate Marketing Agent



**...a new concept in the context of Nepal for listing properties that are on sale.**



## MLS – Find your Dream home or your ideal buyer with the list

Owning a house is a lifetime achievement for many, a fulfillment of a Nepali dream, per se. One should be cautious before buying and selling a house because the total process can be very exhausting if you do not have adequate information of properties and market scenario. Property sellers have hard time finding genuine and potential buyer as well. So far, buying and selling real estate properties is done through traditional brokers, friends and family and then lately emerging Real Estate Marketing Agents (REMA).

Brihat Investments is expanding its property listing service into Multiple Listing Service (MLS), a new concept in the context of Nepal for listing properties that are on sale. This is a great opportunity for Real Estate professional especially REMA to explore properties to help potential buyers.

MLS is the 'one stop marketing system.' It is prepared by using data that is collected by Real Estate Marketing Agents. MLS helps buyers and sellers to act accordingly and make an informed decision.

MLS offers a wide data collection and provides

### Benefits of MLS:

- ◆ MLS is a database for the collection of information regarding buying and selling of residential properties in a specified area.
- ◆ The houses listed in MLS have the option of higher visibility and exposure against the available properties.
- ◆ Listing of the houses for sale in the database of MLS helps to reach to unreached buyer with high resale value.



the specifications of each home. This provides buyers to purchase the home based on the information such as location, amenities, number of rooms, area of the house and other important details. ■

**ANNOUNCEMENT**

After the successful completion of 6th REMA, Brihat Investments is proud to announce

**7th Real Estate Marketing Agent (REMA) Course**

from December 18 - 23, 2012 (Poush 3 - 8, 2069.)

Seats are limited and pre-registration is highly encouraged for all the aspiring candidates.

Job opportunity for 2 competent participants.

**Corporate Social Responsibility**



Traffic Awareness Program was recently organized at Brihat Investments (BI) Head Office by the traffic team led by celebrity Traffic Inspector Mr. Sita Ram Hachhethu. His team of 3 well respected traffic officers conducted the program with photo presentations, road traffic safety knowledge and also shared their experience on the road. The program was very fruitful to all the participants. On the occasion, the executive chairman of BI, Mr. Om Rajbhandary thanked the team and expressed his commitment to always support Nepal Police in any way possible. ■



TCH Tower-IV, Ground Floor, Block A  
 Sitapaila, Kathmandu, Nepal.  
 PO Box: 25441  
 Phone: +977-01-4033303, 01-4033304  
 Fax: +977-01-4033305  
 info@brihatinvestments.com  
 www.brihatinvestments.com

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.

**Pool Parties at Brihat Community Living**

The marketing team of BI has been organizing pool parties at the swimming pool of Brihat Community Living every Saturday for the past few weeks. The objective of organizing these events is to socialize with our well wishers and Brihat Community Living residents and showcase our ready to use infrastructures and community facilities while letting them enjoy the swimming pool and green environment of Ramkot. ■

