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Recovery on the Horizon for Real Estate Industry

An improved political climate has brightened the outlook for the nations real estate industry, but it still has far to go before it fully recovers from the downturn of the last several years. Nonetheless, the road ahead definitely looks promising and full of opportunities. One such promising sign is the steady rise in demand and inquiries of real estate properties in recent times. The festive season has had a huge influence in creating a positive environment for both buyers and sellers. Also, the promise of political stability the election brought about has translated to improved confidence and activity in the market. Moreover, banks with their increased liquidity are also in a position to invest more in the housing sector. The first trimester of the current fiscal year has already seen commercial banks invest 7 Arab 43 Crore in real estate which is a considerable increase in comparison to the same period last year. Interests on home loans have substantially decreased because of increased cash availability. All of this has favored prospective home owners and developers alike.

Albeit the sectors marked progress, there is a further need to streamline government policies and introduce reforms to boost

it. The government now needs to focus its attention in legislating laws and providing provisions that will allow Non-resident Nepalis (NRNs) and foreigners to buy property in Nepal. This will help diversify the market and increase demand and transactions further. Likewise, tax incentives and favorable interest rates for new homeowners will also entice more borrowers to seek out new home loans and buy more property as the economy continues to improve.

A crucial aspect the government needs to take into serious consideration is commencement of progressive research within the real estate sector. The facts and figures obtained through research will provide developers and investors valuable insight to the market and the overall health of the industry.

At this particular juncture, the ideal course should include the restructuring of loans and increasing demand by correcting prices, offering customer-friendly financial packages, promoting foreign investments, introduction of innovative products and appropriate policies by the government to boost the real estate sector. If the sector manages to take the right steps it is bound to pick up pace in its bid to attain full recovery. ■

*Editorial Team
Brihat Group*

CUSTOMER SERVICE QUOTES

Being on par in terms of price and quality only gets you into the game. Service wins the game.

- Tony Allesandra

If you work just for money, you'll never make it, but if you love what you're doing and you always put the customer first, success will be yours.

- Ray Krock

Every company's greatest assets are its customers, because without customers there is no company.

- Michael LeBoeuf

Loyal customers, they don't just come back, they don't simply recommend you, they insist that their friends do business with you.

- Chip Bell

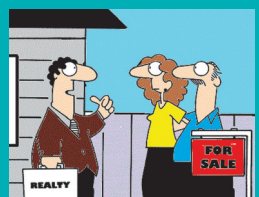
Make a customer, not a sale.

- Katherine Barchetti

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CORPORATE HUMOR



"There are four bird houses in the back yard. If you make the birds pay rent, the property will pay for itself in no time!"

BRIHAT Group wishes you & your family

HAPPY NEW YEAR 2014



Real
Estate
Investment



...homeowners at Brihat Community Living (BCL), Ramkot have experienced substantial price appreciation on their property in the past couple of years.



Community Living: A Safe Investment

Due to globalization, community living is fast becoming popular among first time home buyers and for those who want to increase the value of their investment in Nepal as well. Community living provides infrastructure and amenities such as swimming pool, clubhouse, gym hall, grocery store for a luxurious lifestyle in affordable price range. Thus, houses built within these communities exhibit great beauty in terms of its design, architecture, and quality. Due to its highly maintained infrastructure and facilities, owners can get a higher resale value for their houses. Recent transactions in housing communities in Kathmandu Valley proves this fact. As for example, homeowners at Brihat Community Living (BCL), Ramkot have experienced substantial price appreciation on their property in the past couple of years. It is a win win situation for the local community as well as homeowners. Therefore, it is a highly lucrative and rewarding investment opportunity for home buyers and investors.

Apart from the obvious opportunity to

increase wealth, community living also provides secure environment to live in, and a sense of unity among its members. Community living implements 24-hour security on all of its entry points assuring that only residents enter and their guests. They also provide a safe environment for families who are concerned for the welfare of their children. Besides having play grounds for children, community living provides sitting areas, and parks to socialize among residents.

In addition, community living fosters a sense of togetherness. There is a feeling of unity and neighbors tend to look out for each other and stand by each other at times of need. They also come together to fight for common causes which is not usually seen in case of standard neighborhoods.

Hence, whether you are an investor or a user you can experience great benefits from owning a property inside a gated community. ■



Real
Estate
Partnering for
Entrepreneurship



Fabric of the curtain should be two to two and half times the width of the window.



Get Your Measurements right



If you are a do-it-yourself home decorator, here are some tips to guide you through a better interior.

- A 36 inch wide rectangular table is perfect for conversation. A round table with a diameter of 48 inches is suitable for six-seater.
- Kitchen countertops should be 32 to 34 inches high, whereas Kitchen Island should be 38 inches, a little taller for the preparation.
- How big should an overhead light fixture be? Just add the length and width of the room in feet, and whatever number you come up to with is, in inches, your guide for the fixture's diameter.

So an 11 by 16 feet room would need a 27 inch wide chandelier.

- The bottom of the dining room chandelier should hang 24 to 36 inches above the dining table.
- Install light switches around 48 inches above the floor.
- Fabric of the curtain should be two to two and half times the width of the window. Buy a rod that is 6 to 8 inches wider than your window so it extends 3 to 4 inches on either side. Your window will seem much wider than it really is.
- Mount curtains as high as possible to give the room more height, and let them break just above the skirting.
- From classical times to today, the golden ratio has always been the perfect proportion of 1 to 1.62.

Don't be afraid to break the rules! The rules are meant to help you, not to squash your creativity or the fun of decorating. If you've tried something with a room that doesn't fit with these measurement "rules" but looks and feels right to you, go for it! Some of the most gorgeously designed rooms break every rule! ■



Real
Estate
Marketing
Agent



There was common consensus among the participants that the course content encompassed all the aspects relating to real estate and needed to be institutionalized for the betterment of the sector.



8th REMA, Paving the way for Real Estate Entrepreneurs

In its continual effort to develop well educated and ethical real estate agents and entrepreneurs, Brihat Investments has been providing Real Estate Marketing Agent (REMA) training course since 2009. Since its inception BI has conducted seven batches of REMA with 100 certified agents.

On December 28th, 2013 BI successfully

and Apartments Pvt. Ltd. etc.

At the certificate distribution ceremony each participant shared their experience of the course. After taking the course each participant felt that they now have a better understanding of the overall real estate market scenario of the country. For those participants who are involved in real estate business or are looking to build a career



Certificate Distribution Ceremony.

concluded Eighth REMA course. Mr. Om Rajbhandary, Executive Chairman of BI was the key speaker for the event along with other leading academic figures in Real Estate. The total of 10 participants consisted of individuals from various organizations such as Bagmati Land Pooling Project, NIC Asia Bank, Golden Eye Academy, Abhiyan Daily, Gurkha Contingent Singapore Police Force, Ktmsports.com, Swayambhu Hotels

in, it found the course educate them with the latest knowledge, skills and updates needed for success. For those who are not directly linked to real estate by profession found the course nonetheless valuable for their personal as well as professional growth in their respective field. There was common consensus among the participants that the course content encompassed all the aspects relating to real estate and needed to be institutionalized for the betterment of the sector. Furthermore, each participant felt that the course is unique, informative and well-organized. They are committed

to refer such course to their friends and families.

Last but not the least, the course provided the participants with a platform to network their business among other professionals. In the coming future BI is committed to providing the course for the benefit of the real estate sector and individuals looking to upgrade their knowledge in the field. ■

ANNOUNCEMENT



Swayambhu Hotels and Apartment is proud to announce the opening of Swayambhu Dine & Lounge at the 9th floor of TCH Tower IV, Sitapaila. For more information, contact us at 01-4033114 or check our site

www.swayambhuhotels.com.



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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

बृहत फस्कू खानेपानी उपभोक्ता समिति

रामकोट-७, काठमाण्डौ

कदर-पत्र

यस रामकोट गाँउ विकास समिति वडा नं. ७ फस्कूमा विद्यमान रहेको खानेपानी समस्याको दीर्घकालीन समाधानका लागि मिति २०६८ साल श्रावण १४ गते शनिवारका दिन गठित यस बृहत फस्कू खानेपानी उपभोक्ता समितिको लागि तपाईं **बृहत इन्भेष्टमेन्ट प्रा.लि.** ले डिप वोरिङ (रु ११ लाख बराबर) र नगद रु ५०००००/- (पाँच लाख) सहयोग गरी कार्य सम्पन्न गर्न सहयोग गरी दिनुभएकोले यस समिति र वडावासीहरूको तर्फबाट यहाँको उक्त सहयोगको उचित कदर गर्दै यो **कदर-पत्र** प्रदान गर्दछौं। आशा छ आउँदा दिनहरूमा पनि यहाँको तर्फबाट यस समितिलाई उचित सहयोग र सद्भाव रहनेछ।


 गणेश प्रसाद सुनाल
प्रमुख अतिथि


 रवि सुनाल
सचिव


 नवराज कार्की
अध्यक्ष

In order to resolve the shortage of adequate drinking water for the residents of Fasku, Ramkot VDC – 7 area, Brihat Investment has provided the community with a deep boring water supply system. The project has successfully managed to make drinking water accessible to each house in the community. ■

Brihat Investments organized a Children's Christmas Party at Swayambhu Dine & Lounge, Sitapaila on December 14th 2013. The event was filled with fun game activities, magic show, face painting followed by a surprise visit from Santa Claus with a sack full of gifts for all the kids. ■

