

# realtalk

AN INITIATIVE BY ASSOCIATION OF PROPERTY PROFESSIONALS, DELHI NCR

LIVE LIFE THE  
BILLIONAIRE  
WAY



AVANT-GARDE  
ONE OF ONE  
MASTERPIECES



BILLIONAIRE  
RESIDENCES

[www.billionaireresidences.com](http://www.billionaireresidences.com)

STEP INTO A WORLD CURATED FOR THE DISCERNING FEW  
**WHERE LUXURY MEETS LEGACY**



**BILLIONAIRE HOMES**

BILLIONAIRE RESIDENCES, BILLIONAIRE FLOORS



**TULIP INFRATECH**

TULIP MONSELLA | TULIP CRIMSON

**RAM RATTAN™ GROUP**

Developing Farmhouse Communities

FARM'S - BANDHWARI & NAVGAON



Association of Property Professionals, Delhi NCR



**SPECIALIZE IN**



**NATIONAL ASSOCIATION OF REALTORS - INDIA**

Credible voice of Realtors in India



**Pre-Rented Assets**



**Ultra-Luxury Residences**



**Premium Plots**



**Future Ready Industrial Plots**



**SANDEEP BAGGA®**  
 +91 9811037399



**SONIA SACHDEVA**  
 +91 99115 97370



**RISHABH SACHDEVA**  
 +91 8368415202

**RERA NO**  
 NO. RC/HARERA/GGM/2011/1606/2023/24  
 NO. RC/HARERA/GGM/2023/2868/2024/786

# 01

## **Unlocking Tourism - Led Growth:**

Delhi NCR's Emerging Attractions and  
the Next Frontier in Real Estate  
Page-14

# 02

## **The Common Man's Wishlist for 2026:**

Real Estate Aspirations and  
How to Meet Them  
Page-20

# 03

## **What is Legal**

Is a Sale Deed not Sufficient ?  
Page-24

# 04

## **Emerging Investment Hotspots**

Where to Put Your Money in  
Delhi NCR Real Estate by: 2026  
Page-28

# 05

## **Global Investment Opportunities in Luxury Real Estate:**

Where to Look in 2025  
Page-34

# 06

## **Hallmarks of a Champion Luxury Real Estate Realtor:**

And How to Become One!  
Page-40

# START HERE TO GO



FIRST IN INDIA

#THETRILLIONLIFE  
Meets the highest standards for  
health, sustainability and well-being



# THE TRILLION

SECTOR 48, GURUGRAM

3 & 4 BHK LUXURY HOMES | ☎ 07510001324

ARTISTIC IMPRESSION | \*T&C Apply

A SINGAPORE GROUP COMPANY

The details set out herein are subject to revision as permissible under applicable laws. Customers are advised to have their independent evaluation and decision to buy. The allotment is subject to the terms of Booking Application and Agreement For Sale. Concepts alluded herein are subjective. All specifications of the unit shall be as per the final agreement between the parties. Artistic impressions of the Project as shown to highlight the architectural design are indicative only. All plans are subject to change as may be allowed by any competent authority. This is not a warranty or representation by the Promoter. Project may be launched & developed in a phase wise manner. In case inspection of original approvals is required, same can be inspected at corporate office with prior appointment. Promoter: Experion Developers Private Limited (CIN: U70109DL2006FTC151343). Group Housing Residential Project is registered as 'THE TRILLION' with RERA Regn. No. RC/REP/HARERA/GGM/911/643/2025/14 DATED 11.02.2025. RERA website: www.haryanarera.gov.in. Building plan no. CTP/DTP(NN)/SB/14302 dated 14.01.2025 sanctioned by Haryana Shahri Vikas Pradhikaran Panchkula, Haryana. Project website: <https://www.experion.co> Site Address: The Trillion, Plot No. GH-03, Sector - 48, Gurugram, Haryana. Registered office: F-9, First Floor, Manish Plaza-1, Plot No. 7, MLU, Sector 10, Dwarka, Delhi.

At the outset, we would like to extend our heartfelt congratulations to Team APP Delhi NCR for this fantastic initiative of bringing industry conversations to the forefront through Real Talk. This platform truly reflects the collective voice of our community and ensures that the issues and opportunities most relevant to Indian real estate are meaningfully highlighted.

Branded residences today represent one of the most aspirational and fast-evolving categories in the Indian housing market. They bring together the trust, design, and service standards of global hospitality brands with the growing aspirations of Indian homebuyers. For clients, this translates to more than just owning a home, it's an assurance of consistent quality, superior amenities, professional management, and a lifestyle that aligns with global benchmarks. The segment particularly resonates with NRIs, who view branded residences as credible, future-ready investments offering both long-term value and peace of mind.

From a realtor's perspective, branded residences help differentiate offerings in an increasingly competitive market. They typically command a premium, witness faster absorption, and enhance client confidence - strengthening both sales outcomes and long-term relationships. These developments also play a crucial role in positioning Indian cities as world-class destinations for real estate investment and living.

At NAR India, we firmly believe that branded residences will continue to drive professionalism, innovation, and global collaboration within our industry. This segment not only mirrors evolving consumer aspirations but also opens new avenues for developers and realtors to grow together in an increasingly global marketplace.

#### The Leadership Team, NAR India



**MR. RAVI VARMA**  
Chairman Emeritus,  
NAR India



**MR. SUMANTH REDDY**  
Chairman,  
NAR India



**MR. TARUN BHATIA**  
Vice Chairman,  
NAR India



**MR. AMIT CHOPRA**  
President,  
NAR India



**MR. SHIVA KUMAR CR**  
Immediate Past President,  
NAR India



**MR. VIKAS AGRAWAL**  
Honorary Secretary,  
NAR India



**MR. ASHISH MEHTA**  
Honorary Treasurer,  
NAR India



# A TRACK RECORD OF TRUST SINCE 2002

**1,000 +  
HAPPY  
CLIENTS**

**500+  
SUCCESSFUL  
PROJECTS**

**20  
SKILLED  
PROFESSIONALS**

**20 +  
TRUSTED  
BUILDERS**



**SUKESH TRIPATHY®**  
FOUNDER

Member:



Association of Property Professionals, Delhi NCR



**NATIONAL  
ASSOCIATION OF  
REALTORS - INDIA**

**INSIGNIA GROUP** is one of the fastest growing professionally managed service provider company in India delivering pragmatic solutions to customers enabling them to make better informed decisions.

## AUTHORIZED SALES ORGANIZERS

DLF, OBEROI REALTY, HERO REALTY, MAX ESTATE, SIGNATURE GLOBAL, GODREJ, SOBHA DEVELOPER, TULIPS, SHAPOORJI PALLONJI, L&T, EMAAR INDIA ETC.

## WE DEAL IN

RESIDENTIAL | COMMERCIAL | RETAIL | JV COLLABORATION | LAND ORIGINAL BOOKING  
SALE | PURCHASE & FARMHOUSE | ULTRA LUXURIOUS APARTMENTS | PENTHOUSES | DESIGNER DUPLEX  
BUNGALOW | KOTHI | BUILTUP FARMHOUSES | FLOORS | PLOTS



## INSIGNIA ESTATE NETWORKS

Contact : +91-9818001958 | 9818002042

E-mail : [insigniaestate@gmail.com](mailto:insigniaestate@gmail.com) | [sukeshtripathy@gmail.com](mailto:sukeshtripathy@gmail.com)

[www.insigniaestate.com](http://www.insigniaestate.com)



At the Association of Property Professionals (APP) Delhi NCR, we believe that real estate is more than an industry—it is the foundation upon which communities, economies, and aspirations are built. As the Delhi NCR chapter of NAR India, our mission is to enlighten realtors, elevate professional standards, and train members to imbibe international best practices. This not only inspires confidence in investors and consumers but also ensures that ethics, transparency, and accountability remain at the core of our work.

APP-Delhi NCR has always stood at the crossroads of change. From branded residences that redefine luxury living to the rise of tourism-led developments, from emerging investment hotspots to the growing need for mental well-being in urban spaces, real estate today reflects more than transactions—it reflects lifestyle, purpose, and trust.

With a strength of 150+ members, guided by 13 governing body members and 5 compassionate advisors, APP takes pride in creating an ecosystem of credibility and collaboration. Our conferences, seminars, and certification programs connect members with renowned speakers, enabling knowledge-sharing and growth. We also go beyond business through meaningful CSR initiatives such as plantation drives, blood donation camps, e-waste campaigns, and blanket distribution, reinforcing our role as responsible citizens of the community.

As we look ahead, collaboration and innovation will define the future of Delhi NCR real estate. Infrastructure expansion, sustainability, and customer-centricity will be the cornerstones of this journey. With APP's strong network and the dedication of its members, we are confident of shaping not only the skyline of our cities but also the trust and confidence of those who call them home.

At APP-Delhi NCR, we remain committed to empowering professionals, elevating standards, and contributing to the vibrant growth story of Delhi NCR real estate. Together, we build more than structures—we build legacies.

## Association of Property Professionals, APP - Delhi NCR

### APP- Delhi NCR Contact Details

**Mr. Yogesh Kapoor**  
Secretary, APP - Delhi NCR  
Contact: 9319281499 | 9810040302  
E-mail: secretary@appnrcr.com

**Mr. Tarun Gera**  
Treasurer, APP - Delhi NCR  
Contact: 9910166500  
E-mail: treasurer@appnrcr.com

### For Membership Enquiry:

**Mr. Surender Yadav**  
Membership Committee Head  
Contact: 9871558181  
E-mail: membership@appnrcr.com

### For Any Assistance :

**Mr. Ajay Bartwal**  
Office Manager  
Contact: 9319008858  
E-mail: info@appnrcr.com

### APP-Delhi NCR Office Address

UG 001, Sushant lok Plaza, Block A, Sushant lok 1, Gurugram

To stay updated on our day-to-day activities  
and developments, kindly follow us:

[f](#) /appnrcr | [@](#) /appdelhincr | [@](#) /narindiaofficial | [@](#) /realtalkbyapp | [in](#) /app-delhi-nrcr | [@](#) /RealtalkByAPP



NATIONAL  
ASSOCIATION OF  
REALTORS - INDIA



Association of Property Professionals  
Gurgaon NCR



**Sky & Associates**  
Real Estate Solutions



Fountain



Club VOLGA



The Selene



Gazebos



Cricket Ground



Horse Riding

We are majorly associated with:



CENTRAL PARK  
FLOWER VALLEY

Channel Partners:



Hines



**SIGNATURE  
GLOBAL**  
MAKING INDIA AFFORDABLE



**PURI  
CONSTRUCTIONS**

# SKY & ASSOCIATES

REAL ESTATE SOLUTIONS (Since 2005)

sky.a.india@gmail.com

www.skyaa.in

The Room, Central Park Flower Valley, Sohna, Gurgaon - Haryana  
WeWork, The Forum, DLF Cyber City, Gurgaon - Haryana



**Surender Kumar Yadav**  
Civil Engineer, MBA  
**+91-9871558181**



**Lakshay Yadav**  
Automotive Engineer  
**+91-9870283400**

# realTalk

AN INITIATIVE BY ASSOCIATION OF PROPERTY PROFESSIONALS, DELHI NCR

## Real Insights. Real Impact

*RealTalk* is an initiative of the **Association of Property Professionals (APP) Delhi NCR**, created with a single purpose: to bring together the voice of realtors—not only from India but across the globe—and to build trust between realtors and clients.

Through *RealTalk*, we aim to **bridge the gap between the real estate community and the people it serves**. We do this by being transparent, honest, detail-oriented, and respected voices in the industry. Whether it's **buying, selling, renting, leasing, investing, or understanding policies and price movements**, Real Talk is your trusted source for everything real estate.

## What We Do

- **Social Media Presence** – Active on Instagram, Facebook, and YouTube, where we share insights, trends, and engaging stories.
- **Magazines** – A dedicated space for thought leadership, in-depth articles, and market updates.
- **Podcasts** – Conversations with distinguished leaders, emerging professionals, and experts from every corner of the industry.
- **Knowledge Sharing** – From land and residential to commercial spaces, from policies and legal changes to global best practices, Real Talk covers it all.

## Our Vision

To make *RealTalk* the **go-to destination for everything related to real estate**. Our goal is to ensure that clients, investors, and communities can confidently trust the realtors who are part of our association. By sharing **policies, market practices, community initiatives, and industry insights**, we strive to empower people with knowledge and confidence in their real estate decisions.

## Our Team

Behind *Real Talk* is a team of **change-makers and visionaries**—a group of highly motivated, multi-talented professionals united by the same mission: to elevate the real estate profession and instill trust in every transaction. As members of **APP – Delhi NCR**, we work cohesively to create meaningful content, drive engagement, and uphold the highest standards of integrity.

We believe that **a home is essential for every being**, and through Real Talk we are building a space where trust, credibility, and knowledge form the foundation of every interaction.

Together, we don't just talk real estate—we **create Real Talk**.

## Team realTalk



Abhishek Jain  
Chairman



Mitesh Poddar  
President



Sonia Sachdeva  
President Elect



Attul Ashwini Khara  
Committee Member



Ricky Sharma  
Committee Member



Satish Bajaj  
Committee Member



Sandeep Bagga  
Committee Member



Manish Saxena  
Committee Member



Pragya Jain  
Committee Member



E-mail  
Realtalk@appnrcr.com

Follow us:  
@realtalkbyapp | @RealtalkByAPP



**FEELINGS?**  
**IN THIS ECONOMY?**  
**YES, PLEASE.**



By someone who's cried in the bathroom  
at least once this week — and survived

– Pragma Jain

Imagine this.

You walk into a house in India. There's a guest on the sofa, a cup of chai brewing, and... a massive elephant sitting in the corner.

And no one's talking about it.

That elephant, my friends, is mental health — and in many homes, schools, and workplaces across the country, it's still politely ignored, dressed up in euphemisms like "nazar lag gayi," "tension hai," or the classic: "Just go take a nap."

But guess what? That elephant's not going anywhere — unless we finally talk to it.

### **Why Mental Health Matters (Yes, Even if You're "Fine")**

Mental health isn't about being "crazy" or "weak." It's about being human. It's your emotions, your reactions, your inner monologue that tells you, "Yes, you can eat that third samosa — you've had a tough day."

In India, we're experts at: Surviving chaos. Suffering silently. Saying "I'm okay" when we're clearly not okay.

It's time we upgrade the system — like we did with our phones (remember the Nokia 1100 era?). It's time we give our mental health the **4G, touch-screen, self-aware treatment it deserves.**

### **Start Them Young — Even the Crayon Gang**

We teach kids to tie shoelaces, say "please," and draw suns in the corner of every page. So

why are we skipping lessons on feelings?

What if we also taught them to name their feelings? Tell them that it's okay to be sad and silly on the same day? And that asking for help doesn't mean they're in trouble?

Imagine a generation of humans who grow up not afraid of their feelings but **fluent in them**. We don't wait until someone's drowning to teach them how to swim — why wait until life gets overwhelming to teach mental fitness?

## Schools: Not Just for Algebra and Angst

Mental health shouldn't be an emergency chapter in Class 11 Psychology. It should be: woven into daily assemblies, normalized in classroom conversations, and even promoted like exam prep (but with fewer tears, hopefully)!

Let's be honest — algebra is important, sure. But what's the use of solving for X if you're having daily panic attacks and don't know why?

What we need are schools that understand feelings aren't a distraction — they're a foundation. Emotional health should be part of the curriculum, assemblies, and classroom chats. After all, we're raising future adults, not just exam-takers.

Imagine your child coming home and saying, "Today we learned how to calm our minds when we feel scared," instead of "We got scolded again because I forgot my compass box."

That's a syllabus upgrade we'd all sign up for.

## Homes, Too — The Original Mental Health Institution

Dear Indian families, It's 2025. We can talk about mental health at the dinner table without ruining the roti.

It's time we trade "What will people say?" for "What will happen if we don't talk about this?"; "Just focus on your studies" for "Let's also focus on how you feel."; "He's just shy" for "Maybe he's anxious — and that's okay."



It starts with tiny shifts. Replace judgement with curiosity. Listen like you mean it. And please stop comparing your child to Sharma Ji's kid (Sharma Ji's kid is in therapy too).

When parents talk about their own stress or admit they're having a rough day, kids learn it's okay to feel vulnerable too. And when children open up, let's respond with curiosity instead of judgment. You don't need a psychology degree. You just need to listen like you mean it.

## We Are the Change We Want to See (Sorry, Gandhiji, We're Modernizing It)

This isn't about waiting for someone else to start. It's about **you and me**, showing up with: A little more empathy. A little less shame. And maybe a funny mental health meme or two.

Talk about your feelings. Normalize therapy. Teach kids that "strong" doesn't mean "silent."

Because every time you say "It's okay to not be okay," somewhere, a little kid breathes a sigh of relief — and grows up knowing it's safe to be real.

## So... How Do We Begin?

Start small. Ask real questions. Be open. Be the person in your family or office who says, "I've felt that too." The ripple effect is real.

If you're a teacher, sneak in a mindfulness moment between lessons. If you're a parent, share your feelings out loud sometimes. If you're a student, check in on your friends beyond "sup?"

Most importantly, let's normalize therapy the way we normalize tuition. Share your experience. Recommend a therapist. Talk about mental health like you'd talk about a backache — casual, serious, and worth addressing.

The idea isn't to be perfect. It's to be present — and honest. That's where change begins.

## The Change Starts With Us

We don't need a government policy to start the shift. We need everyday people — like you and me — showing up with a little more softness, a little less shame, and the guts to say, "I'm not okay right now."

You don't need to be a psychologist to change the world. Just be willing to feel, to talk, and to listen — especially when it's awkward.

Because silence never saved anyone. But conversations? They can save a generation.

### Final Thought (aka: your fridge magnet quote)

"Strong doesn't mean silent.

*Mental health shouldn't be an emergency chapter in Class 11 Psychology. It should be: woven into daily assemblies, normalized in classroom conversations, and even promoted like exam prep*

Brave doesn't mean bottling it up. And being human? That means feeling it all — and learning to talk about it."

So go ahead. Start the conversation. Be the first domino. You never know who might need it — and who you might set free.

So go ahead. Start the conversation. Share the meme. Ask "How are you?" Mean it.

So next time someone asks, "Why are you being so emotional?"

Smile and say,

"Because I've evolved, Ramesh. Try it sometime."

And then send them this article!!!





# Unlocking Tourism— Led Growth: Delhi NCR's Emerging Attractions and the Next Frontier in Real Estate

**D**elhi NCR stands on the cusp of a tourism renaissance, one that's quietly reshaping the region's spatial dynamics, economic activity, and real estate potential. From eco-cruises on the Yamuna to immersive cultural parks and ropeway rides, the capital is no longer just a historical stop, it's becoming an experiential journey. And for those of us in the real estate industry, this transformation holds profound implications.

**The Delhi NCR of tomorrow won't be defined solely by skylines or highways, it will be shaped by its ability to blend heritage with innovation and tourism with thoughtful habitation.**

What's noteworthy is the nature of these new attractions. Delhi NCR's emerging tourism hotspots signal a broader shift, from monument-centric sightseeing to eco-tourism, creative urban spaces, rural retreats, and cultural immersion. Visitors are no longer content with passive experiences; they seek authenticity, sustainability, and connection. Whether it's a scenic cruise, a heritage light-and-sound show, or hot-air ballooning over the floodplains,



**For 2025–26, the Delhi government has allocated ₹117 crore for the tourism sector, a 77% increase over the previous year's ₹66 crore. This signals not just policy intent but financial commitment to building infrastructure, accessibility, and experiences that make Delhi a magnet for domestic and international tourism alike.**

demand is being driven by India's growing middle class and millennial travelers craving short, meaningful getaways.

This shift is being strategically backed by public investment. For 2025–26, the Delhi government has allocated ₹117 crore for the tourism sector, a 77% increase over the previous year's ₹66 crore. This signals not just policy intent but financial commitment to building infrastructure, accessibility, and

experiences that make Delhi a magnet for domestic and international tourism alike. As a result, footfalls at these new and revived sites are steadily growing, creating ripple effects for the surrounding ecosystem.

Yet, the real catalyst enabling this transformation isn't just the experiences themselves, it's the infrastructure connecting them. The upcoming Urban Extension Road-2 (UER-2), set to open by August 2025, is a

game-changer. Envisioned as Delhi's third Ring Road, this 76-km corridor will reduce travel time from IGI Airport to southwest and northwest Delhi by up to 60%.

Layered onto this is the nearly complete Dwarka Expressway, a ₹8,611 crore project set to enhance seamless movement between Delhi, Gurugram, and IGI Airport while improving access to key tourism zones such as Yashobhoomi in Sector 25, Dwarka. Furthermore, two newly approved highways—one connecting UER-2 to the Delhi-Dehradun Expressway and another stretching 65 km to link Tronica City with the FNG Expressway—will further unlock regional corridors and drive real estate development beyond current boundaries.

Real estate, particularly in the commercial and residential segments, stands to benefit significantly from this momentum. For the commercial sector, the emerging opportunity lies in developing ecosystem enablers around these destinations: boutique hotels, experiential dining, cultural retail, and wellness-focused leisure spaces. The emphasis must shift from scale to storytelling, smaller footprints, higher quality, and design tailored to the thematic identity of the locale.

Meanwhile, the residential sector is poised for a new wave of innovation. With growing connectivity and improved transit infrastructure, including expressways, metro extensions, and last-mile urban

mobility, second homes and short-term rentals in these tourism corridors are becoming highly viable. Investors and developers have an opening to build flexible-use residential properties that cater to both city dwellers seeking periodic escapes and cultural tourists looking for authentic stays near new hotspots.

It's important, however, that real estate development aligns with the character of the tourism zones. This is

not just about proximity, it's about purpose. Developments around riverfronts must echo environmental responsibility. Projects near heritage zones should celebrate local culture and architectural continuity. And residential formats must enable fluid occupancy, supported by tech-led property management.

The Delhi NCR of tomorrow won't be defined solely by skylines or highways, it will be shaped by its ability to

blend heritage with innovation and tourism with thoughtful habitation. As real estate leaders, we must evolve our strategies to ride this new wave—where experiences are the new economy, and built spaces must become enablers of those experiences.

Tourism is fast becoming Delhi's next growth engine. For real estate, it is not merely an adjacent opportunity, it is the foundation of a new urban narrative waiting to be written.



# Your Digital Gateway to Premium Property in Delhi NCR.

*India has national platforms. Delhi NCR has us.*

<https://delhincr.realestate/>



Curated,  
verified property  
listings



Focused  
100% on  
Delhi NCR



Top developers  
and realtors  
onboard



Easy  
search and  
navigation



Trusted by  
serious buyers  
and sellers



Local expertise  
meets digital  
convenience

Your Gateway To Thoughtful Real Estate



Search smart. Buy smart.



RERA Registration Number: HRERA 432 of 2017 dated 04.10.2017  
(Haryana Real Estate Regulatory Authority, Panchkula - 134109, Haryana)

Disclaimer: The above image is for representation purposes only and may not be the actual image of the property. This creative is only for general information purposes, and should not be construed as a legal offering or legal advice or a substitute for legal counsel.

+91 97171 70808  
customercare@therealtytree.in  
<https://delhincr.realestate/>

Start your property journey today.



RERA No. RC/REP/HARERA/GGM/907/639/2025/10  
RERA No. RC/REP/HARERA/GGM/908/640/2025/11  
RERA No. RC/REP/HARERA/GGM/906/638/2025/09  
[www.haryanarera.gov.in](http://www.haryanarera.gov.in)



Artistic Impression

The Project will be developed in phases under License no. 199 of 2023 and License No. 15 of 2024. All the views are artistic impressions and are not the part of standard apartment. Promoter urges every applicant to inspect the project site and, therefore, requests to make enquiries, visuals, materials, and information contained herein are purely creative/artistic and may not be actual representations of the project as displayed above. Journey time shown, if any, is based upon Google Maps which may vary as per the traffic at a relevant point of time. Spatial offsets within rooms may occur due to structural elements. \*Rate mentioned above, if any, does not include GST and other statutory



# The Common Man's Wishlist for 2026: Real Estate Aspirations and How to Meet Them



**T**he real estate market in Delhi NCR is undergoing a quiet but unmistakable transformation. Beneath the numbers and transactions lies a deeper shift, one driven by changing consumer expectations, socio-economic realities, and the evolving idea of what it means to own a home in a post-pandemic world.

Today home buyers are not just chasing affordability, they're looking for purpose-built spaces that align with hybrid work lifestyles, offer access to infrastructure, and reflect a conscious shift toward sustainability. As developers and ecosystem enablers, the collective challenge in 2026 is to translate these rising aspirations into livable, viable, and scalable solutions.

The first quarter of 2025, Delhi-NCR saw a 10% increase in housing sales, reaching 11,221 units, bucking the national trend of declining sales in other major cities. These aren't just encouraging signs of recovery, they're clear indicators of what the market wants and where it's headed.

**T**his evolving landscape is shaped by four defining shifts that are fast becoming the pillars of buyer decision-making in Delhi NCR

### Affordability, redefined by value:

Affordability remains a central concern, but it's no longer just about the lowest price per square foot. Homebuyers are willing to stretch their budgets for integrated offerings—compact 2 or 3 BHK homes with strong connectivity, quality amenities, and livability built in. Financial prudence also plays a role, with many first-time buyers leveraging tax benefits under Sections 80C and 24(b) to lower their effective cost of ownership. Smart tax planning is making homeownership more viable, especially for salaried buyers.

### Hybrid living is here to stay:

Remote work has shifted buyer priorities. Homes today must double up as efficient workspaces. Natural lighting, noise insulation, high-speed internet, and an extra room for a home office are increasingly considered non-negotiables.

### Sustainability is becoming mainstream:

Green homes, once viewed as a niche offering, are now firmly in the mainstream. India's green building market is projected to contribute USD 39 billion by 2025, fueled by strong demand for eco-friendly features across both residential



and commercial segments. Buyers expect rainwater harvesting, solar rooftops, waste management systems, and energy-efficient fixtures—not just for the environment, but for long-term cost efficiency.

## The rise of integrated and peripheral townships:

The strongest growth in new launches has been seen

**Buyers expect rainwater harvesting, solar rooftops, waste management systems, and energy-efficient fixtures—not just for the environment, but for long-term cost efficiency.**

in Ghaziabad and Greater Noida, testament to the increasing popularity of peripheral locations that offer infrastructure, affordability, and holistic living. Integrated townships are rising in popularity because they offer a sense of community and safety. Families are choosing homes near parks, schools, healthcare, and retail hubs to not only save time, but to build better lives.

## Real estate as a long-term wealth creator:

Beyond lifestyle aspirations, property continues to be one of the most reliable long-term wealth creation avenues for the Indian middle class. With capital appreciation, rental yields, and growing infrastructure pushing values upward, real estate remains a preferred asset class. In an era of volatile markets, real estate offers not just stability—but the

potential for intergenerational financial security.

With Delhi-NCR surpassing Mumbai and Hyderabad in total housing sales value in 2024, ₹1.53 lakh crore, it is clear that the region's real estate aspirations are not slowing down, requiring a sharper alignment between buyers and sellers.

NCR is no longer just a market; it is a barometer of how urban India wants to live, work, and grow. As demand rises, so does the responsibility on our shoulders, to design with empathy, build with integrity, and sell with purpose. In 2026 and beyond, success in real estate will belong to those who can decode human aspirations and translate them into sustainable, inclusive, and future-ready communities.

It's not just about selling homes. It's about shaping how India lives tomorrow.



# ESTATE 360



## Invest in Delhi NCR's fastest growing region

at Estate 360, the first intergenerational  
community of its kind.

Offering a unique approach to community living  
through intentionally designed residences and  
curated amenities, our newest LiveWell experience  
is a home where well-being begins with we.

**SECTOR 36A - DWARKA EXPRESSWAY, GURUGRAM**

**3, 4 Bedrooms &  
Sky Villas**



### Seamless urban connectivity

Located in Sector 36A, at the confluence  
of Dwarka Expressway and Central  
Peripheral Road (CPR), connecting you  
to key destinations in Gurugram and Delhi.

### Amenities for real well-being

60+ amenities, including two club-houses — The  
Hub, and The Antara Club for seniors — as well as  
a golf putting area, swimming pools, spa and  
sauna, all day dining, and more.

### Healthcare amenities

Primary 24x7 healthcare amenities for all  
residents, managed by Antara, including clinical  
consultation rooms, emergency services and  
lifecare suites.



Discover a new way to LiveWell

[WWW.MAXESTATES.IN](http://WWW.MAXESTATES.IN)

OR CALL US ON +91 9821360360

SENIOR LIVING MANAGED BY



Max Group



# What is Legal

– is a Sale Deed not Sufficient?



**R**ecent rulings by India's Supreme Court have prompted us to reflect upon a fundamental question: **Is registered sale deed alone sufficient evidence of legal property ownership?** The apex court's landmark decision, which highlighted significant gaps in the property transfer process, compels business leaders, real estate professionals, and buyers alike to reconsider conventional assumptions about property rights.

For years, a duly registered sale deed has been universally accepted as conclusive proof of ownership. However, the Supreme Court's judgment in a recent property dispute wherein it held that a sale deed, although duly registered, cannot by itself conclusively establish ownership if the seller's title itself is flawed, calls into question decades-old practices. This ruling fundamentally reshapes how we perceive property ownership and legal validity.

From the perspective of corporate governance and risk management, this development is both alarming and enlightening. On the one hand, businesses now face heightened scrutiny, obligated to delve deeper into historical records and legal antecedents of any property before acquisition. Yet, on the other, this judgment has sparked a much-needed conversation about transparency, clarity, and integrity in property transactions.

Consider this: traditionally, due diligence has involved checking recent transaction records, registration status, and verifying possession. But as the Supreme Court ruling implies, even scrupulous registration doesn't guarantee ownership if the foundational title itself is compromised or defective. In essence, a registered sale deed, the very cornerstone of property law thus far, is now revealed to be potentially inadequate in isolation.

“  
**A single weak link can jeopardize investments worth millions or billions, disrupting businesses and individuals alike.**  
”

This is not mere legal minutiae, it has sweeping implications for how we, as custodians of businesses, manage risk. A robust real estate transaction will now necessarily include meticulous title tracing, review of antecedent transactions, and comprehensive scrutiny of historical land records. Ignoring these steps is no longer just risky, it borders on negligence in light of this precedent.

Moreover, this ruling rightly underscores an essential truth that business leaders and individual buyers must recognize that ownership is not simply transactional, it is historical. Legal titles are now perceived in continuum, where legitimacy depends heavily on the soundness of each preceding transaction in the

chain. A single weak link can jeopardize investments worth millions or billions, disrupting businesses and individuals alike.

So, what's next?

Companies, legal professionals, and investors must adopt a more cautious, comprehensive, and perhaps even conservative approach toward real estate deals. Legislation may need to evolve to streamline this rigorous vetting process, providing clarity to protect legitimate buyers without hindering market agility.

Ultimately, property ownership transcends mere documentation; it embodies trust, security, and economic stability. By challenging the prevailing assumption that a sale deed alone is sufficient, the Supreme Court has effectively shifted the conversation towards transparency, accountability, and rigorous due diligence. While this may temporarily disrupt established practices, it will undoubtedly reinforce the foundation upon which India's real estate market thrives. In doing so, the ruling doesn't merely redefine legality, it reshapes the very integrity of property ownership, setting the stage for a future where rights are clear, unambiguous, and truly safeguarded.

# NAR GLOBAL TEAM EDITORIAL ON - BRANDED RESIDENCES



Mr. Tarun Bhatia



Mr. Samir Chopra



Mr. Chetan Chopra



Mr. Ashish Mehta



Mr. Chandrasekar K.

Team Global, NAR India congratulates the editorial team at APP Delhi NCR's Real Talk magazine for this excellent initiative.

Choosing Branded Residences as the central theme is both timely and insightful, given the way this segment is shaping aspirations and opportunities in our markets.

Globally, branded residences have consistently demonstrated resilience, premium valuation, and long-term demand. They combine the power of trusted international brands with lifestyle focused design and professional management - elements that today's buyers increasingly prioritise.

In markets such as Miami, Dubai, and London, branded residences are not just homes but symbols of security, service, and global identity. They attract high-net-worth individuals, professionals, and cross-border investors who value credibility and the assurance that comes with an established brand. Importantly, these projects have also shown stronger price appreciation and faster absorption compared to non-branded counterparts, a trend now visible in India as well.

For Indian developers and real estate agents/brokers, this represents a major opportunity to align with global best practices. As Indian cities integrate into the international investment map, branded residences help position them on par with global hubs. For our members, it opens doors to new client segments, especially Non-resident Indians (NRIs), who see these projects as trusted and future-ready investments.

NAR India's partnership with NAR US and the Residential Real Estate Council (RRC) through the CRS (Certified Residential Specialist) designation further reinforces this. These international designations and programs provide our members with knowledge, credibility, and networks that align perfectly with the demands of sophisticated segments such as branded residences.

Looking ahead, we believe branded residences will continue to shape the premium housing market in India, offering not just aspirational living but also a global standard of professionalism and service delivery.

## Team Global, NAR India

Tarun Bhatia | Samir Chopra | Chetan Chopra | Ashish Mehta | Chandrasekar K.



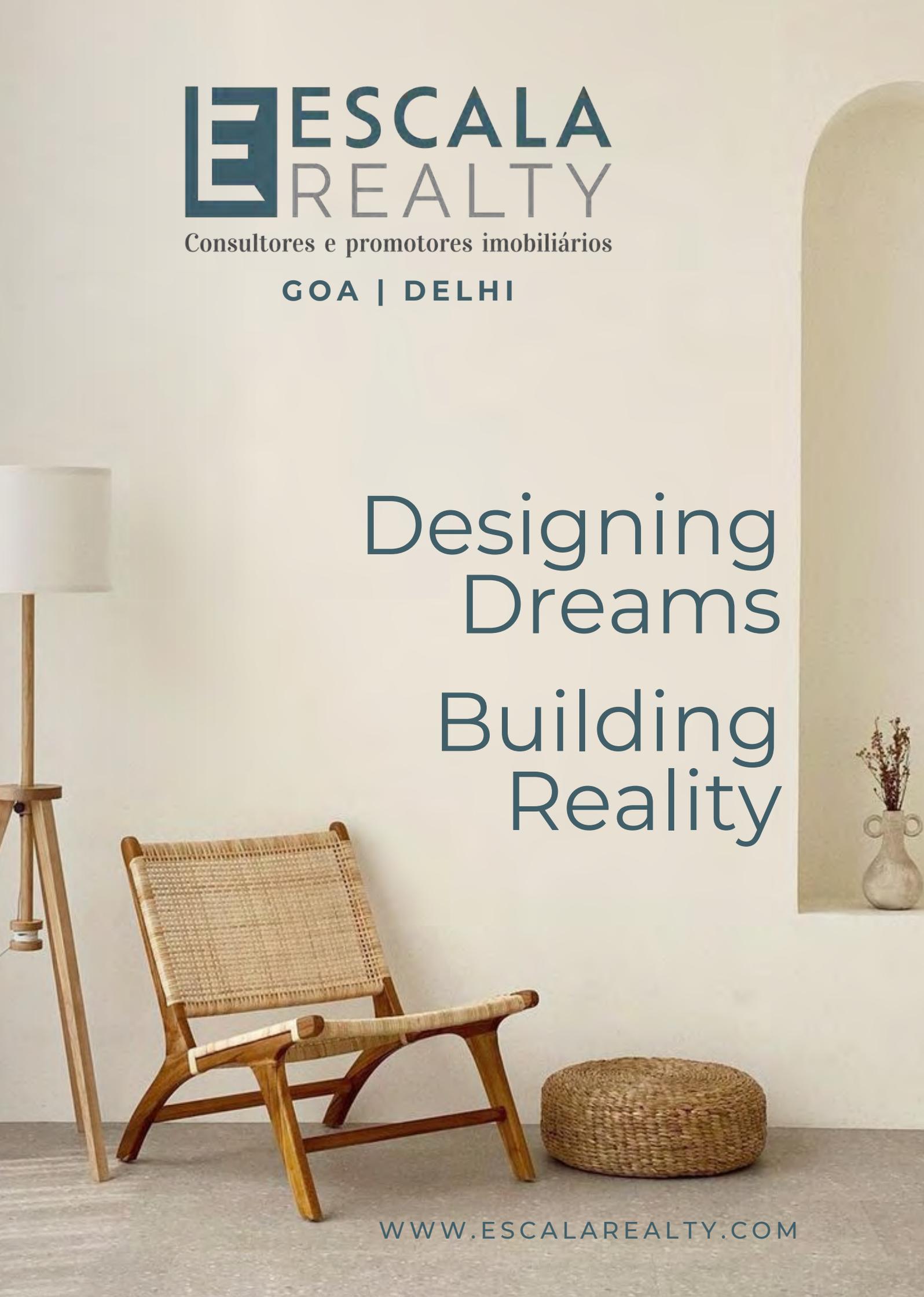
**ESCALA**  
REALTY

Consultores e promotores imobiliários

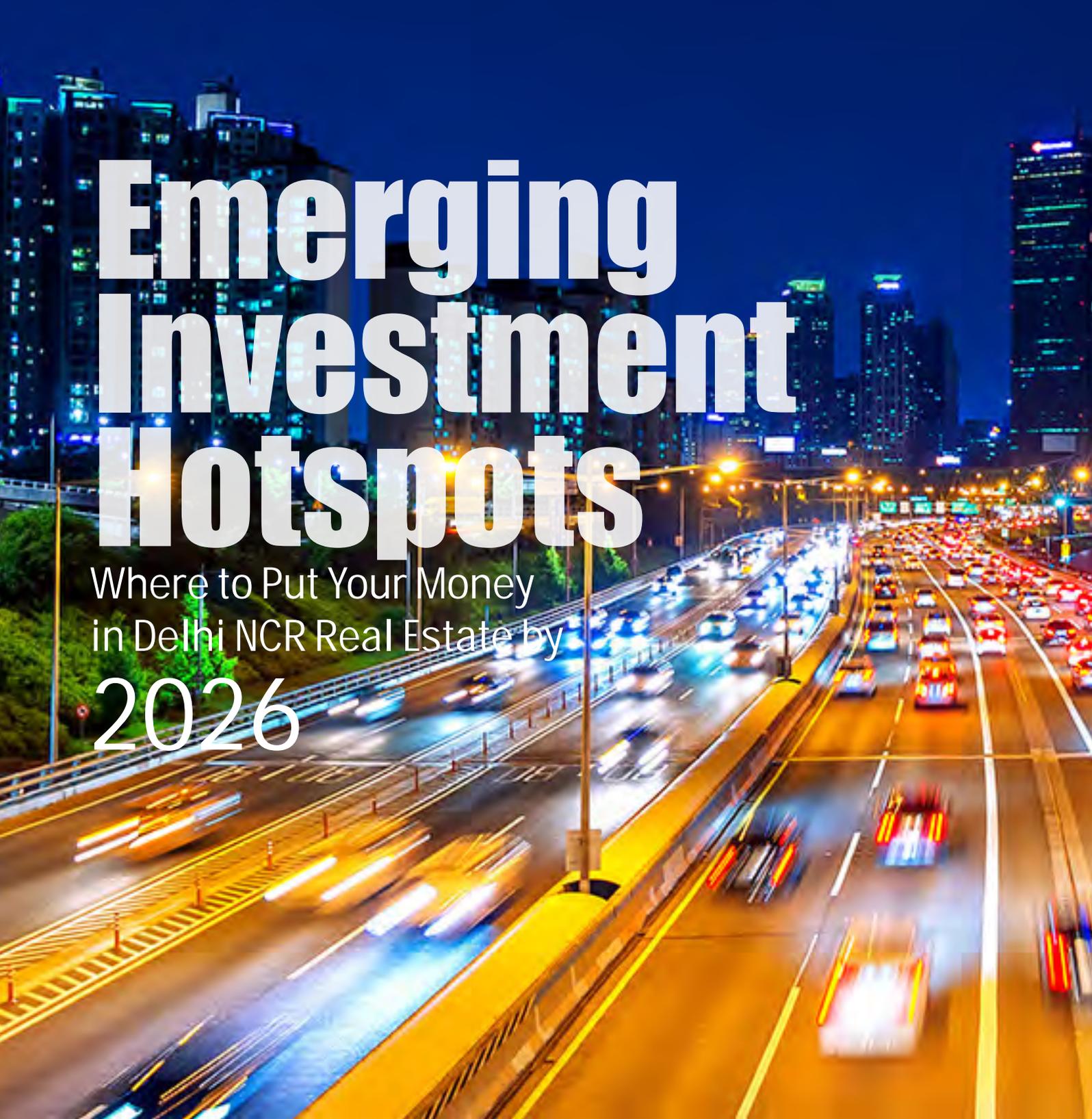
GOA | DELHI

Designing  
Dreams

Building  
Reality



[WWW.ESCALAREALTY.COM](http://WWW.ESCALAREALTY.COM)



# Emerging Investment Hotspots

Where to Put Your Money  
in Delhi NCR Real Estate by  
2026

Real estate investment today is no longer just about location, it's about timing, infrastructure readiness, and knowing where policy meets potential. In a market as vast and dynamic as Delhi NCR, investors aren't just looking for plots or apartments, they're looking for certainty, returns, and direction. And that's where informed advisors equipped with local intelligence and big-picture insight can make all the difference.

As someone closely tracking capital flows and development trends in this region, I see a distinct pattern emerging where growth is no longer restricted to traditional hotspots like Golf Course Road or Noida's core sectors. It's shifting outward towards micro-markets that are being unlocked by rapid infrastructure development and smart urban planning.



Consider Sector 107 in Noida. Once a quieter part of the map, it has seen over 25% annual price appreciation in the past year, driven by connectivity improvements, upcoming metro expansion (Aqua Line Phase II), and proximity to the Noida-Greater Noida Expressway. Along with Sectors 150, 128, and the broader expressway corridor, this zone is powering Noida's transition into a premium residential destination, with projected price growth between 20–47% by 2026.

In Gurugram, two corridors stand out: Dwarka Expressway and the Southern Peripheral

Road (SPR). Property values in sectors bordering Dwarka Expressway (102–113) rose 15–25% in 2025 alone, with ongoing demand in both mid-luxury and upper-segment housing. SPR, meanwhile, has recorded a staggering 125% price increase over the last five years, alongside a sharp rise in new launches. These are not speculative spikes, they reflect sustained end-user demand and real infrastructure execution.



Then there's Sohna (South Gurugram), no longer just an industrial outpost but a fast-developing residential node. Expressway linkages, proposed logistics parks, and an increase in integrated township formats have led to a 584% surge in project launches over the past five years. For clients seeking affordable premium housing with long-term returns, Sohna is a strategic investment zone.

The Yamuna Expressway region, especially areas near Jewar Airport and YEIDA sectors, is another growth frontier. With land values expected to rise 30–50% by 2026 and residential plots projected to reach ₹35,000–₹40,000 per sq. meter, this belt is attracting industrial, commercial, and residential interest in equal measure.

Infrastructure continues to be the biggest value driver across these zones. The Delhi–Mumbai Expressway, Dwarka Expressway, Jewar Airport, and aggressive metro network expansion are already resulting in capital appreciation in adjacent corridors.

For clients who value rental income as much as capital growth, Noida's Sector 150 offers premium yields, while Dwarka and Gurugram consistently deliver 3–5%. Another evolving trend is the rise of green buildings and smart homes, which are commanding 10–15% premiums thanks to growing demand for sustainability and tech integration.

Ultimately, the role of real estate professionals is changing, from



selling inventory to delivering insight. The most successful advisors will be those who guide clients not just to the right locations, but with the right context: price trends, infrastructure timelines, yield

metrics, and regulatory clarity. Delhi NCR's future isn't just being built, it's being mapped. And those who help investors navigate it with precision and foresight will define the next wave of real estate leadership.



**RAM RATTAN™  
GROUP**

**Developing Farmhouse  
Communities**

# KAPIL DEV BATS FOR FARMHOUSE LIVING IN NAUGAON

*"Nestled in the serene landscapes of Naugaon, Alwar, right off the Delhi-Mumbai Expressway, Green Step Farms truly redefines luxury farmland living.*

*Enjoy world-class facilities, including a state-of-the-art clubhouse, lush green surroundings, and seamless connectivity to major cities. Whether for a weekend retreat or a long-term investment, Green Step Farms is your perfect escape into luxury and tranquillity."*

- KAPIL DEV



Images used is for reference purpose only

**NAUGAON, JUST 60 MINS FROM GURUGRAM**

**Off Delhi-Mumbai Expressway**

**Proximity to Upcoming Alwar Airport**

**Freehold Land**

**Change of Land Use Obtained**

## TREMENDOUS APPRECIATION IN THE LAST 3 YEARS

Infrastructure development like the Regional Rapid Transit System (RRTS) is positioning Naugaon as a key gateway, connecting Alwar to Delhi NCR and unlocking significant growth potential. Additionally, the upcoming Alwar airport is poised to boost property values and accelerate local development.

**1000 Acres of  
LUXURY  
LIVING**

### MODERN AMENITIES

- CLUBHOUSE
- WELLNESS CENTRE
- ASPHALT-PAVED ROADS
- 24X7 WATER AND ELECTRICITY
- SAFE AND SECURE

To schedule a viewing, contact **+91 99 1088 8324**



Scan the QR code | Email ID: enquiry@ramrattangroup.com | Website: www.ramrattangroup.com

DISCLAIMER: This advertisement is for informational purposes only and does not constitute an offer or solicitation for the sale of securities or financial products. The investment opportunity pertains strictly to agricultural land and is subject to applicable laws and regulations. The advertiser assumes no responsibility for any claims, representations, or outcomes related to this investment. Terms and conditions apply.

# Habits: The Invisible Architecture of Life



**How small, consistent actions quietly shape success, health, and happiness**

**“Invisible yet powerful, habits quietly shape who we are, what we achieve, and the life we live.”**

**E**very action we repeat, from morning routines to responses under stress, builds patterns that define our identity and long-term success. Good habits act as stepping stones toward growth, while negative habits can silently block progress. Habits are not fixed; with awareness and consistent effort, we can consciously design them to serve our goals, boost well-being, and transform our future.

## **Why Habits Matter**

Habits are far more than simple routines—they shape our identity, conserve mental energy, and create momentum. When someone says, “I am a healthy person,” it reflects daily choices: regular exercise, mindful eating, and restorative sleep. Strong habits free the

mind from constant decision-making, allowing focus on meaningful challenges. Even small, consistent actions compound into extraordinary results. In moments of stress, habits provide discipline and structure, keeping life on track.

## **The Ripple Effect of Positive Habits**

Positive habits rarely exist in isolation; they influence every corner of life. Physical health benefits from exercise, balanced nutrition, and sleep, while productivity thrives through planning, prioritization, and continuous learning. In relationships, consistent habits of gratitude, active listening, and meaningful connection strengthen bonds. Meditation, journaling, or affirmations build emotional resilience and reduce

stress. Each habit contributes to a holistic life, showing that small daily actions have far-reaching consequences.

## **Overcoming Negative Habits**

Not all habits serve us. Procrastination, unhealthy eating, or excessive screen time can drain energy and limit potential. Breaking these patterns starts with awareness—recognizing triggers, whether emotional or environmental. Replacing negative habits with healthier alternatives is

**Kamal Chandra**  
**Vaastu & Numerology Expert**  
**Life Coach**

**+91-9958-879-176**  
**yeskamalchandra@gmail.com**

more effective: swap endless scrolling with reading or sugary snacks with nuts and fruit. Making negative habits difficult to act on and sharing goals with a friend or mentor boosts accountability, increasing the chances of lasting change.

### **Building Strong Habits**

Creating empowering habits is less about willpower and more about consistent steps. Start small—10 minutes of reading or stretching daily can grow naturally over time. Consistency trains the brain to perform actions automatically. Environment design, like placing a journal on your bedside table or keeping healthy snacks visible, makes habits easier to maintain. Tracking progress and celebrating small wins reinforces motivation, while patience ensures long-term success.

### **The Power of Keystone Habits**

Some habits act as catalysts, influencing multiple areas of life. Waking up early, exercising, or practicing daily gratitude triggers a ripple

Not all habits serve us. Procrastination, unhealthy eating, or excessive screen time can drain energy and limit potential. Breaking these patterns starts with awareness—recognizing triggers, whether emotional or environmental. Replacing negative habits with healthier alternatives is more effective: swap endless scrolling with reading or sugary snacks with nuts and fruit. Making negative habits difficult to act on and sharing goals with a friend or mentor boosts accountability, increasing the chances of lasting change.

effect—enhancing productivity, improving health, and strengthening relationships. Focusing on these keystone habits transforms not just isolated behaviors, but your entire lifestyle.

### **Conclusion**

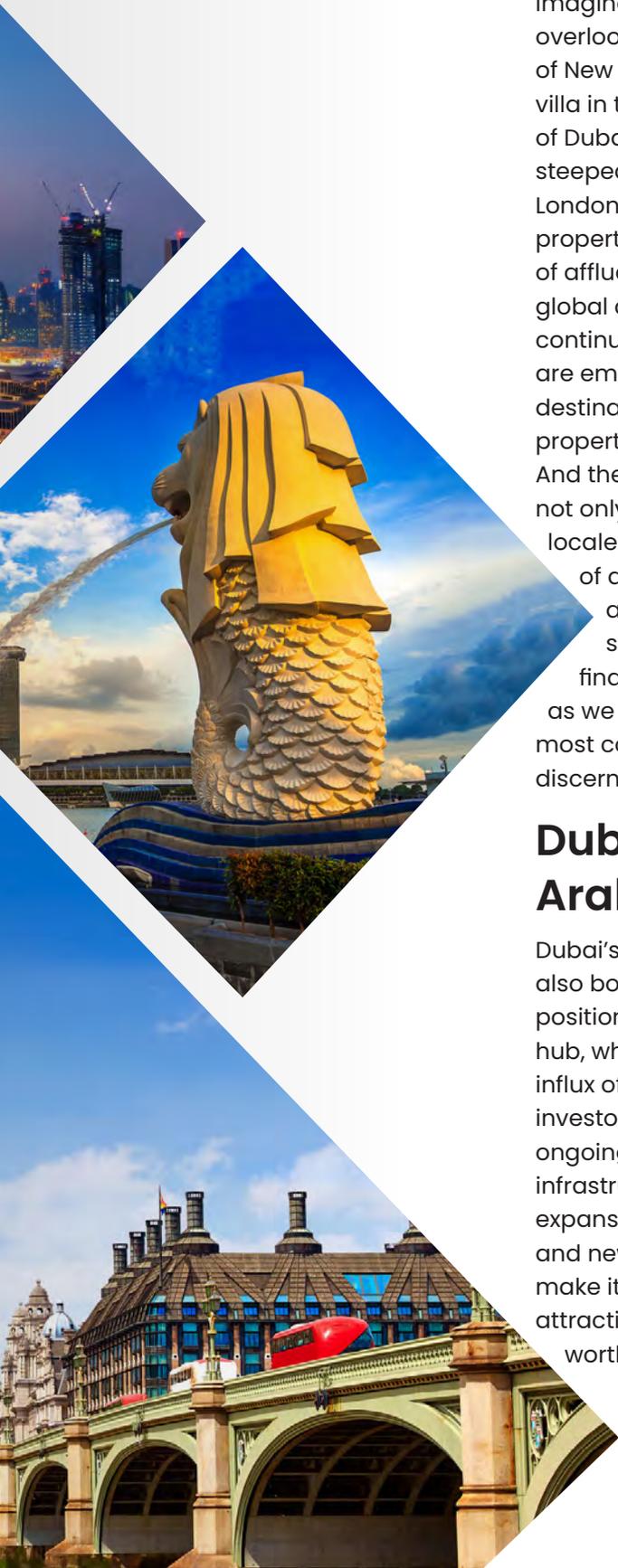
“Habits are the invisible architects of our life; every choice we repeat builds the framework of who we are.”

Every small, repeated action compounds over time, shaping health, mindset, and success. By consciously cultivating positive habits, replacing negative ones, and leveraging keystone behaviors, we hold the power to design a fulfilling and extraordinary life. Remember, it is not a single act but the consistency of our habits that creates greatness. Guard them, nurture them, and let them guide you toward the best version of yourself.



# Global Investment Opportunities in Luxury Real Estate: Where to Look in 2025





Luxury real estate is more than an investment; it's a gateway to an extraordinary lifestyle.

Imagine owning a penthouse overlooking the iconic skyline of New York City, a waterfront villa in the sun-kissed embrace of Dubai, or a heritage home steeped in the rich history of London. These are not merely properties; they are symbols of affluence and taste. As global demand for luxury living continues to soar, certain cities are emerging as unparalleled destinations for high-end property investments in 2024. And the best part is that not only do these exclusive locales offer the promise of a lavish lifestyle but also the potential for substantial long-term financial gains. Join us as we explore the world's most coveted addresses for discerning investors.

## Dubai, United Arab Emirates

Dubai's real estate market is also bolstered by its strategic position as a global business hub, which has led to a steady influx of expatriates and investors. The government's ongoing efforts to enhance infrastructure, such as the expansion of the Dubai Metro and new luxury developments, make it an increasingly attractive option for high-net-worth individuals.

## Dubai's Luxury Market Snapshot

- **Record-Breaking Luxury Sales:** According to a Knight Frank report, Dubai has not only solidified its position as a global luxury hub but continues to shatter records. In 2024, the emirate set a new benchmark with 435 home sales above US\$10 million, beating its own 2023 record, including 153 deals in Q4 alone—the highest quarterly total yet
- **Shortage of Prime Properties:** There's a 47% decrease in available luxury properties in prime areas over the past year.
- **Booming Ultra-Luxury Market:** Momentum carried into 2025, with Q1 recording 111 US\$10 million-plus home sales, marking a 5.7% year-over-year rise. The appetite for ultra-luxury is such that Q2 2025 brought US\$2.6 billion in sales in that price bracket—a leap of 63% over Q2 2024—which even saw apartments outpace villas for the first time in this tier
- **Unprecedented Growth in Ultra-High-End Segment:** Dubai's appeal is fueled by its expanding population (over 3.8 million), soaring house prices (up 19.1% in 2024, now 13.1% above the 2014 peak), and a surge in villa values (+20.2%). The city remains the world's most



active market for ultra-luxury sales, as global wealth continues to flow in.

**Saudi Arabia (New Entrant to Global Luxury Real Estate)**

- **Mega projects underway:**
- **NEOM:** \$500B futuristic city with The Line, Oxagon, and Trojena, reshaping global smart city and sustainable living trends.
- **Diriyah Gate:** \$63B cultural and luxury lifestyle development blending heritage with modernity.
- **Red Sea Project:** Targeting ultra-luxury tourism and branded residences along pristine coastlines.
- **Impact on global markets:**
- Infrastructure demand (materials, construction tech, green energy solutions) spilling over into UAE, Qatar, and other GCC markets.

- Drawing global developers and investors, raising competition and investment appetite for nearby hubs like Dubai and Ras Al Khaimah.
- Vision 2030: Positioning KSA as a new luxury and investment hotspot, influencing global real estate trends toward sustainability and smart living.

**Ras Al Khaimah, UAE**

- **Tourism-led development:** Major investments in resorts, branded residences, and leisure projects, including Wynn Al Marjan Island, the UAE’s first integrated resort with gaming.
- **Spillover from Dubai:** Affordable luxury positioning compared to Dubai while benefiting from rising demand for secondary luxury hubs in the UAE.
- **Outlook:** Expected to emerge as a niche destination for

high-net-worth individuals looking for quieter yet world-class luxury investments.

**London, United Kingdom**

London remains a perennial favourite among global investors, offering a unique combination of historical charm, modern amenities, and a resilient real estate market. The city’s prestigious neighbourhoods, such as Kensington, Mayfair, and Chelsea, continue to attract wealthy buyers seeking stable, long-term investments.

London’s Luxury Market Snapshot

- **Resilient Market:** As per a recent report by Savills’, the £5 million-plus market remains stronger than pre-pandemic despite a slowdown from peak levels.
- **Increased Sales Volume:** Q1 2024 saw a 44% increase in sales compared to Q1 2019, reaching 89 transactions.
- **High-Value Segment:** £5-10 million properties accounted for 352 sales, while 152 transactions were above £10 million.
- **Positive Outlook:** Rising buyer registrations suggest improving market momentum.

London’s status as a global financial centre and cultural hub ensures its enduring appeal. Even amid economic fluctuations, the city’s luxury real estate market remains one of the safest investments, offering not just strong



capital appreciation but also consistent rental demand from both domestic and international tenants.

### **Manhattan, New York, United States**

Manhattan, often considered the pinnacle of luxury real estate, is home to some of the world's most prestigious properties. With iconic neighbourhoods like the Upper East Side, Tribeca, and Central Park West, Manhattan attracts high-net-worth individuals seeking exclusive homes with top-tier amenities. The city's combination of cultural significance, financial power,

and architectural marvels makes it a prime destination for luxury living.

### **Manhattan's Luxury Market Snapshot**

- **Increased Contract Activity:** The high-end market saw a significant uptick in signed contracts, with 2,560 transactions totaling \$5.7 billion (a 29% sale volume increase and 56% rise in value). Sales over \$5 million were up 49% year-over-year, and an unprecedented portion—58% of all deals—were cash transactions
- **Shortage of Luxury Inventory:**

The number of available \$20 million-plus homes decreased by 10.3% year-over-year, indicating strong demand and limited supply.

Despite the broader economic challenges, Manhattan's luxury real estate market remains buoyant, driven by global investors and affluent buyers looking for trophy properties. The resilience of this market solidifies Manhattan's status as a top destination for luxury real estate investments.

### **Singapore**

Singapore's reputation for stability, economic growth,



and world-class infrastructure makes it a sought-after investment destination for luxury real estate. Known for its ultra-modern skyline and exceptional quality of life, Singapore continues to attract high-net-worth individuals from around the world, particularly from Asia.

### **Singapore's Luxury Market Snapshot**

- Average luxury apartment price: Increased by 2.2% to \$3,417 per square foot (psf) in 2023 from \$3,343 psf in 2022.
- Increased ABSD: The Additional Buyer's Stamp Duty (ABSD) for foreigners has been revised from 30% to 60% (effective 27 April 2023).
- Limited premium stock: While the revised ABSD has significantly impacted investment decisions, the low availability of luxury properties contributed to price growth.
- Luxury Home Rentals Surge: Rents for larger luxury homes in Singapore experienced significant growth in Q1 2024. Private non-landed four-bedroom units saw a substantial 36.5% surge in demand compared to the previous quarter. Also, the leasing demand for these units also increased by 19.3% compared to the same period in 2023.

Singapore's pro-business policies, political stability, and attractive tax regime make it a top choice for wealthy investors looking for a safe and prosperous market. The government's initiatives to further

develop the luxury residential market, such as the expansion of waterfront living, continue to enhance its appeal.

## Tokyo, Japan

Tokyo, Japan's capital city, has experienced a resurgence in luxury real estate in recent years. With a growing affluent population and a revitalised economy, Tokyo offers unique investment opportunities for discerning buyers. The city's blend of traditional and modern architecture, combined with a strong rental market, makes it an attractive option for international investors.

### Tokyo's Luxury Market Snapshot

- **Growing UHNW Population:** Japan boasts a substantial UHNW population concentrated in Tokyo, with further growth anticipated.
- **Sustainable Pricing:** Ultra-luxury units are priced

approximately two to three times higher than mid-market units, suggesting a sustainable price level.

- **Foreign Investor Interest:** Tokyo is emerging as a safe-haven destination for global investors seeking luxury properties.

Tokyo's status as a global business and cultural hub, coupled with its safe and secure environment, makes it a compelling destination for luxury real estate investment. The city's property market is also supported by Japan's stable economy and favourable interest rates, making it an attractive option for long-term investors.

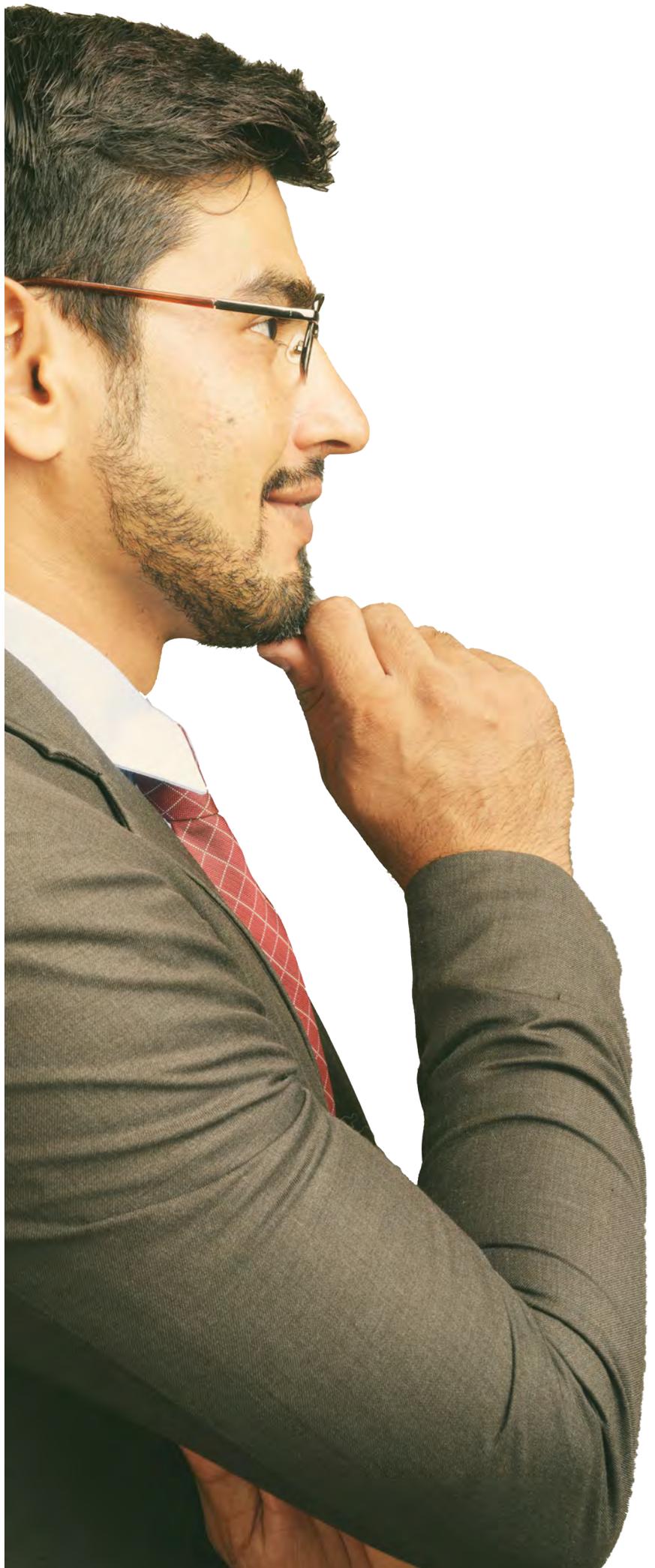
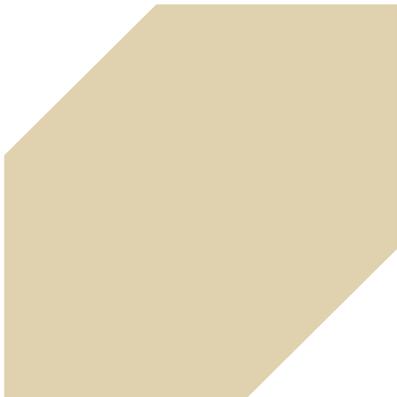
## Last Word

Investing in luxury real estate requires careful consideration and research. By focusing on prime locations with strong economic fundamentals and a thriving luxury market, investors can position themselves for long-term success. The cities highlighted in this article offer compelling opportunities, but thorough due diligence and expert advice are essential before making any investment decisions. Whether you're looking for stable returns in established markets or high growth potential in emerging destinations, the global luxury real estate market in 2025 presents a wealth of opportunities for savvy investors.



Rak Wynn Casino & Resorts

# Hallmarks of a Champion Luxury Real Estate Realtor: And How to Become One!



For countless realtors in India and around the world, breaking into the luxury real estate market seems to be the pinnacle of success. Handling lavish estates, high-end apartments, dealing with elite clients, in a nutshell, rolling in the benjamins. Though these are aspirational goals, cracking the code of the luxury real estate industry is far from easy. The competition is cutthroat and clients are as discerning as they come. To thrive in the luxury real estate business as a realtor, you need more than just passion; you need a sharp strategy, deep industry knowledge, and a brand that exudes trust and sophistication. This isn't a field where you can coast on mediocrity.

In a market filled with talented and resourceful realtors, standing out requires a unique blend of skills. It's a game of finesse, where you must cater to the distinct tastes of the wealthy elite, while maintaining a polished approach to every aspect of your business. It's not just about selling high-end properties; it's about mastering a world that demands charisma, strategy, and unshakable trust.

In a game where only the best survive, are you ready to rise above the rest? If your answer is a "yes", this article is for YOU. Read on as we present some of the hallmarks of successful luxury real estate realtors, along with handy tips to help you become one. Let's dive in!

## 1. In-depth Industry Knowledge

In the luxury real estate market,

clients expect their realtor to be a walking encyclopaedia of market trends, property values, and industry insights. These high-net-worth clients trust realtors who are well-versed in everything from market fluctuations to new luxury developments. Being seen as an authority who offers invaluable advice makes you the go-to choice for high-value deals. Knowing the industry inside and out positions you as a trusted advisor, helping you build long-term relationships with affluent clients.

To develop in-depth industry knowledge, make a habit of reading luxury real estate reports, keeping up with global and local market trends, and subscribing to industry journals. Attend high-profile real estate conferences, exhibitions, and seminars to stay ahead of the curve. Network with developers, architects, and other real estate professionals to gain insider knowledge. Additionally, engage with digital tools and platforms that provide up-to-date data on property trends, pricing, and buyer behaviour. Over time, your expertise will enhance your credibility and establish you as a leader in the luxury real estate field.

## 2. Charming Personality

In the luxury real estate market, clients are often looking for more than just a transactional relationship. They want someone they can connect with and trust. A charming personality helps you build rapport quickly, and make your clients feel comfortable and

valued. Charm, combined with professionalism, helps foster long-term relationships, which is essential for repeat business and referrals in this high-stakes market.

Developing a charming personality involves refining your social skills and emotional intelligence. Focus on active listening, showing genuine interest in your clients' needs, and responding with empathy. Take time for personal grooming and dress appropriately to convey confidence and sophistication. Additionally, hone your conversational skills; learn how to balance professionalism with warmth and humour to make clients feel at ease. The more you invest in building strong relationships, the more attractive you'll become as a realtor in the luxury space.

## 3. Sophisticated Appearance

First impressions matter, especially in the luxury market where clients expect their realtor to embody the same level of sophistication as the properties they represent. A realtor's appearance, including their wardrobe, office setting, and even their choice of vehicle, plays a significant role in building trust and credibility with high-net-worth buyers. For clients used to opulence, these visible markers of success signal that a realtor understands their lifestyle and values, making them more comfortable with entrusting you with multimillion-dollar transactions.

Invest in high-quality professional attire that reflects the luxury market you serve. Tailored suits, polished shoes, and accessories that speak to your success can have a strong impact. Additionally, maintain a sophisticated office space with high-end furnishings, artwork, and technology. For that matter, even the car you drive can contribute to your image. A premium vehicle can project success and reliability. These elements combined will elevate your brand, and appeal to high-end clients who expect a certain level of sophistication from their realtor.

#### **4. Technology-Driven**

The luxury real estate buyer values convenience and precision, and integrating the latest tech into your business helps deliver just that. Tech-savvy realtors can automate client follow-ups, create personalised property recommendations, and even offer virtual tours. In an industry where time is money, leveraging technology can be the difference between closing deals quickly and missing out on potential clients. Realtors who harness technology are not only more efficient but also stand out as innovative and forward-thinking.

Start by adopting a customer relationship management (CRM) solution to manage leads, client interactions, and transactions. Invest in AI-driven tools for predictive analysis, which can help identify potential buyers and forecast market movements. Explore

digital platforms that provide virtual and augmented reality tours of properties, giving potential buyers a realistic view without having to visit in person. Additionally, consider adopting tools for project management, data analytics, and social media scheduling to further enhance your workflow and efficiency.

#### **5. A Digital Connoisseur**

In an era where digital presence can make or break a business, effective utilisation of digital avenues is critical for professionals in the luxury real estate market. High-end buyers and investors increasingly rely on online platforms to discover properties, compare options, and make informed decisions. Therefore, showcasing your brand and properties through polished, engaging digital content is no longer an option; it's essential for staying relevant.

Effective use of digital marketing tools such as Instagram, Facebook, YouTube, and LinkedIn can greatly help in establishing your brand as an authority. To harness the power of digital marketing, start by creating a robust social media strategy. Focus on high-quality, visually appealing content, including professional photography and videography of the luxury properties up for sale. You can also use targeted ads, SEO, and analytics to fine-tune your outreach and maximise exposure to the right audience.

#### **6. Master at Negotiations**

Negotiation is a critical skill in the luxury real estate sector, as the stakes are high and deals can be complex. Elite clients are often experienced negotiators themselves, and they expect nothing less from those with whom they work. Being a master at negotiations not only helps in securing the best price for your clients but also ensures that transactions go smoothly, without unnecessary delays or conflicts..

To develop top-notch negotiation skills, start by focusing on communication and active listening. Understanding the motivations and needs of both your clients and the opposing party is key to finding common ground. Learn about negotiation strategies, such as the "win-win" approach, where both parties feel like they've gained something of value. Practise these techniques in smaller transactions to build confidence. You can also consider investing in formal negotiation training or mentorship programs tailored to the luxury market.

#### **7. Active Networker**

When it comes to making a mark in the real estate industry, the importance of building and maintaining a strong network cannot be overemphasised. Many clients and opportunities come through personal connections and referrals, making it vital to stay connected with key industry players, potential buyers, and other professionals. By maintaining

an active presence in exclusive circles and maintaining a wide-reaching network, you increase your chances of accessing off-market properties and securing more high-profile clients.

To excel as a networker, prioritise attending events where affluent individuals and industry influencers gather, such as art shows, charity galas, and industry conferences. Engage genuinely with people, focusing on building relationships rather than making immediate sales. Social media platforms can also be powerful tools for staying connected and sharing your expertise. Regularly follow up with contacts, offer value in your interactions, and look for opportunities to collaborate with other professionals. By consistently nurturing your network, you can position yourself as the go-to expert in luxury real estate.

## 8. Highly Organised and Punctual

In luxury real estate, being organised and punctual can make or break your reputation. Clients expect a seamless experience, and managing multiple high-value transactions demands precision and timeliness. When dealing with significant investments, every detail matters—whether it's documentation, market updates, or property inspections. Organisation helps avoid costly mistakes, while punctuality demonstrates professionalism and respect for your client's time. The ability

to juggle several tasks while maintaining a sharp focus on deadlines reflects your competence and reliability, both of which are crucial in gaining client trust and satisfaction.

To master organisation and punctuality, start by integrating task management tools into your daily routine. Using digital planners, project management software, and setting up reminders for meetings and deadlines can help streamline your workflow. It's also important to establish structured schedules and routines, ensuring that every task is prioritised and completed on time. You can further enhance your organisational efficiency by delegating non-essential tasks to assistants, allowing you to focus on more critical matters. By consistently meeting deadlines and arriving on time for appointments, you build a reputation for being dependable and prepared, which is essential in luxury real estate.

## 9. High Integrity

Integrity is a cornerstone of success in the luxury real estate market. Clients making significant investments need to trust that their agent is honest, ethical, and prioritises their best interests.

A reputation for integrity fosters long-term relationships and can lead to referrals, which are invaluable in this industry. Upholding high ethical standards not only enhances your credibility but also differentiates you in a market where clients are seeking professionals they can rely on implicitly.

To build a reputation for high integrity, always be transparent and honest in your communications. Provide clients with all the information they need to make informed decisions, even if it means disclosing drawbacks or challenges. Adhere strictly to all legal and ethical guidelines, and continue educating yourself on industry regulations to stay compliant. By consistently acting with honesty and putting your clients' interests first, you establish trust and position yourself as a dependable professional in luxury real estate.

## 10. Global Perspective

In the luxury real estate market, having a global perspective is crucial for attracting international buyers and understanding cross-border investment trends. High-end properties often appeal to clients from various countries, and being aware of international market dynamics, currency fluctuations, and global buyer preferences allows you to better position properties for international appeal and tap into a wider network of buyers, investors, and collaborators. It also demonstrates your versatility and knowledge, making you a more appealing choice for clients looking to invest in prestigious markets across the world.

To cultivate a global perspective, stay informed about international real estate trends by following global market reports, attending international real estate conferences, and connecting

with agents and buyers from different regions. Learn about the cultural preferences, legal frameworks, and financial considerations of international buyers. Building a network of global contacts, including international brokers and clients, can open doors to cross-border deals and collaborations. Expanding your knowledge beyond local markets will not only enhance your expertise but also make you more adaptable in a constantly evolving industry.

### **Wrap Up**

For those planning to venture into the luxury real estate industry, success hinges on a combination of expertise,

presentation, and a strategic approach. By embodying traits like in-depth industry knowledge, sophisticated appearance, and technological proficiency, professionals can position themselves as trusted advisors and go-to agents for high-end deals. Ultimately, balancing these qualities ensures that you not only meet the high expectations of luxury buyers and investors but also consistently deliver exceptional service, cementing your reputation as a leader in the field. Embrace these attributes to thrive in this competitive, high-stakes market and secure long-term success. Hope this helps.





MELIA

FIRST CITIZEN  
REINVENT YOUR LEISURE YEARS

SECTOR-35, SOHNA, SOHNA-GURGAON ROAD, NEAR DELHI-MUMBAI EXPRESSWAY, GURUGRAM

LIVE EACH DAY EFFORTLESSLY IN  
**GOLDEN YEARS**

AT INDIA'S PREMIER SENIOR LIVING COMMUNITY



Image Used For Artistic Impression

**MOVE IN TODAY, LIVE THE LIFE YOU IMAGINED.**

CHOICE OF LIVING: 1 BHK + STORE, 2 BHK + STORE, 2 BHK + STUDY + STORE

**Silverglades**

The Address Makers

Cared By Age Ventures India

STARTING FROM  
INR 1.12 CR\*  
ONWARDS

FINANCED BY **SWAMIH INVESTMENT FUND - I** (SBICAP VENTURES LIMITED)



SCAN THE LOCATION

DISCLAIMER  
The "Melia" is a group housing colony being developed by DSS Buildtech Private Limited (CIN U45200HR2010PTC040133), a Silverglades Group company, having its registered office at 506, 5th Floor, Time Square Building, B Block, Sushant Lok - 1, Gurugram - 122002, on land measuring 17.4187 acres (70490.97 Sq. Meters) at Sector - 35, Sohna, Gurugram, under license No. 77 of 2013 granted by DTCP. The project will comprise 990 residential apartments (including 156 apartments available in Tower S1 & S2 for Senior Citizen Living), and 176 EWS apartments, along with a community centre, primary school, nursery school, and shopping centre, as per building plans approved by DTCP vide Memo No. ZP-970/AD (RA) 2015/6228 dated 21/04/2015 and revised approved plans vide Memo No. ZP-970/AD (RA) 2018/10899 dated 03/04/2018. The finance for the completion of "The Melia" project has been provided by the SWAMIH Investment Fund I, an alternate investment fund sponsored by the Government of India and managed by SBICAP Ventures Limited. SWAMIH Investment Fund I holds a first charge and mortgage on this project. All approvals are available for viewing at our office during office hours on working days. Facilities, layouts, specifications, renderings, and information contained herein are indicative and subject to change without prior notice as required by concerned authorities or due to site requirements. Price starting from Rs. 1.05 Crore \* onwards



# 17<sup>TH</sup> NAR INDIA CONVENTION 2025



The 17th NAR India Annual Convention – NARVIGATE 2025, hosted by APP Delhi NCR on March 21–22, 2025 at the JW Marriott, Aerocity, New Delhi, was a landmark event for India’s real estate fraternity. Recognized as one of the most impactful conventions of the year, NARVIGATE brought together industry leaders, policymakers, and international professionals to explore the future of real estate under the theme “Navigating Change, Empowering Growth.”

### A Power-Packed Two Days

Over two dynamic days, the convention featured expert-led discussions, high-impact knowledge sessions, and global perspectives on topics shaping the industry. Delegates gained insights into technology and innovation, digital transformation, investment opportunities, branding, sustainability, and women’s leadership in real estate. The event was as much about learning and collaboration as it was about networking and building lasting partnerships.

### A Distinguished Presence

The convention was graced by Shri Manohar Lal Khattar, Union Minister of Housing and Urban Affairs, whose address reaffirmed the government’s commitment to the real estate community. He spoke about the introduction of the Stilt +4 provision, a move aimed at supporting and uplifting the sector while strengthening the bonds between policymakers and real estate professionals. His presence underscored the importance of collaboration between government and industry in shaping India’s urban future.

#### Distinguished Speakers

The convention also hosted a stellar lineup of speakers, including:

- **Chetan Bhagat**, bestselling author and motivational speaker
- **Divya Dutta**, National Award-winning actor, author, and poet
- **Gaurav Kapoor**, stand-up comedian
- **Gaurav Shorey**, sustainability expert advocating green urban development
- **Manisha Natarajan**, senior journalist moderating discussions on India’s real estate future
- **Shayne Fairley, Sam Debord, and Pradeep Shukla**, global experts on MLS, markets, and investments
- **Ayres D’Cunha, Trisha Roy, Raj Rajpal & Priya Deshmukh**, international realtor leaders
- **Dr. Mathew Kallumadil**, VP of Stellar MLS & UCO, on technology and innovation
- **Marion Weiler**, global business strategist
- **Vicky Silvano**, NAR ambassador and global real estate leader
- **Dr. Anupam Saxena**, MRICS, valuation and market analysis expert
- **Bharath Kumar**, prop-tech innovator from ZeroCode Innovations

This diverse lineup ensured that participants were exposed to a 360-degree perspective of the industry—from global investment strategies and prop-tech to branding, leadership, and sustainability.





## Why It Mattered

With 800+ realtors and international delegates, NARVIGATE 2025 became a platform to:

- Gain first-hand insights from industry pioneers
- Expand business networks across India and beyond
- Understand cutting-edge trends in AI, digital platforms, cross-border investments, and policy changes
- Build connections through engaging entertainment, networking sessions, and meaningful collaborations

## A Lasting Impact

NARVIGATE 2025 was not just a convention—it was a movement towards innovation, growth, and global alignment. By bringing together thought leaders, policymakers, and visionaries under one roof, APP Delhi NCR and NAR India created a forum that will continue to shape conversations long after the event.

As the real estate industry navigates change, one message from the convention was clear: collaboration, innovation, and knowledge-sharing will be the cornerstones of future growth.

# NAR INDIA LEADERSHIP



**NATIONAL  
ASSOCIATION OF  
REALTORS - INDIA**

COLLECTIVE VOICE OF REALTORS



**MR. RAVI VARMA**  
Chairman Emeritus, NAR India



**MR. SUMANTH REDDY**  
Chairman, NAR India



**MR. TARUN BHATIA**  
Vice Chairman, NAR India



**MR. AMIT CHOPRA**  
President, NAR India



**MR. SHIVA KUMAR CR**  
Immediate Past President,  
NAR India



**MR. CHANDRESH VITHALANI**  
President Elect, NAR India



**MR. ANUP DALMIA**  
Vice President, NAR India



**MR. ARVIND GUPTA**  
Vice President, NAR India



**MR. CHETAN CHOPRA**  
Vice President, NAR India



**MR. SHEIKH MAIRAJUL HAQUE**  
Vice President, NAR India



**MR. VIKAS AGRAWAL**  
Honorary Secretary, NAR India



**MR. ZAKIR BHATI**  
Jt. Secretary, NAR India



**MR. B. PRABHU**  
Organizing Secretary, NAR India



**MR. ASHISH MEHTA**  
Honorary Treasurer, NAR India



**MR. MEHUL VITHALANI**  
Jt. Treasurer, NAR India

# TEAM APP – Delhi NCR 2025-26



**MR. SAMIR CHOPRA**  
Advisory Board Member



**MS. ANUJA SINHA**  
Advisory Board Member



**MR. TARUN BHATIA**  
Advisory Board Member



**MR. ATTUL ASHWINI KHERA**  
Advisory Board Member



**MR. ABHISHEK JAIN**  
Chairman



**MR. ASHWIN JAIN**  
Advisory Board Member



**MR. KSHITIJ NAGPAL**  
Advisory Board Member



**MR. NITIN JAIN**  
Advisory Board Member



**MR. RICKY SHARMA**  
Advisory Board Member



**MR. TIMMI BUDHIRAJA**  
Advisory Board Member



**MR. GAGANPAL SINGH**  
Immediate Past President



**MR. MITESH PODDAR**  
President



**MS. SONIA SACHDEVA**  
President Elect



**MR. YOGESH KAPOOR**  
Honorary Secretary



**MR. TARUN GERA**  
Honorary Treasurer



**MR. MANISH AGGARWAL**  
Jt. Secretary



**MS. SONALI MAHANT**  
Jt. Treasurer



**MR. GEETENDER GUPTA**  
Governing Body Member



**MR. ROHIT JAIN**  
Governing Body Member



**MR. SAHIL KAPOOR**  
Governing Body Member



**MR. SANDEEP BAGGA**  
Governing Body Member



**MR. SHOBHIT BATRA**  
Governing Body Member



**MR. SURENDER YADAV**  
Governing Body Member



'ELEVATING LIVING TO A  
CONTEMPORARY ART FORM  
DESIGNED FOR THE DISTINGUISHED'



BILLIONAIRE HOMES

[www.billionairehomes.in](http://www.billionairehomes.in)