

Investors Clinic sells 7122 properties in last six months across India

Investors Clinic, a prominent realty consulting company, recently announced that the company has sold an inventory of 7122 housing units pan India in last two quarters.

The company managed almost 30 per cent of the inventory in the housing sector available in Delhi-NCR. The average cost of each property sold is ₹40 lakh and average area is 1100 sq.ft. The overall cost of properties

sold stood at 2800 crore. The total number of properties sold overall across the country stood at 7122 units. Overall space sold in last six months was around 7.8 million sq.ft. Announcing the numbers, Honey Katyal, CEO, Investors Clinic, said, "We are excited that despite the slowdown in the realty market we have been able to deliver to our partners."

Investors Clinic practically transformed the face of the real estate industry in India by bringing professionalism in this sector. The company has helped the industry bridge a gap between the buyers and real-estate developers with highly professional channel to connect and conduct business. Buyers wanted someone whose guidance they could trust and builders

wanted someone to sell and market their projects so that they could focus on building projects. Investors Clinic has a strong network of 34 offices across India, more than 1.5 lakh sq.ft. of office space and global foray with international presence in Dubai and Singapore. Investors Clinic's brand value is reckoned at more than ₹2000 crore with a turnover of over ₹200 crore.

Mail Today, New Delhi, Monday, November 19, 2018

MAIL TODAY Special Initiative | 13

tion, and help establish stronger connections and finally a workspace that inspires its members," emphasises Gautam Duggal, co-founder & CEO, Eccosphere.

Awfis, being one of the largest co-working space providers in India, has led this revolution amidst the ever-changing office-space dynamics. "We continue to work relentlessly to create functional spaces that imbibe ethos of engagement, enablement and experiences," state Amit Ramani, founder & CEO, Awfis.

Today, with increasing competition in the office space spectrum, most co-working space providers are proactively seeking service differentiators to expand their businesses. Whether it is a private office space or a shared desk, co-working space owners are customising solutions based on one or a mix of the above models. "In a bid to increase revenue share, co-working spaces frequently rent out space to various industry forums and event organisers to conduct corporate events, conferences and hold round-table meetings as well," affirms Shrinivas Rao, CEO-APAC, Vestian. Moreover, co-working is proving to be cost-efficient by nearly 15-25 per cent by cutting down rental costs, fixed-capital investments and property maintenance.

Companies today are open to different ideas and strategies when it comes to office space optimisation. The strategy is to look at co-working environment which provides ready to move in office spaces besides making their real estate costs 'variable' instead of 'fixed'. The better part of this co-working space is that managing and maintaining the place is the responsibility of the second party so therefore it saves a lot of unnecessary pressure and payroll cost to the corporates. "Most of the start-ups with smaller teams and tight budgets prefer co-working spaces as they offer them great offices spaces with minimal or low capital expenditure," says Gaurav Marya, managing director, RE/MAX India.

You can find innovation and ground-breaking ideas bounc-



INDIA IS AT THE CUSP OF A CO-WORKING REVOLUTION. THERE ARE CLOSE TO 200 CO-WORKING OPERATORS RUNNING AN ESTIMATED 400 SHARED WORKSPACES ACROSS THE COUNTRY TODAY, COMPARED TO JUST REGUS AND FEW OTHER PLAYERS IN 2010.

ing off the walls of a co-working space. The wave of creativity that flows within them is contagious. This cannot only help startups but also large enterprises discover new roads towards growth. "At Vatika Business Centre, our co-working spaces are optimised for productivity, helping a business of any size feel the joy of working," says Gaurav Bhalla, MD, Vatika Hotels (Vatika Business Centre is a part of Vatika Hotels).

With boundaries blurring between work and home and people looking at work-life integration, the pressure is high to build a place which is comfortable and provides a high flow state percentage. "We are constantly working to make co-working spaces a better rounded, community-driven, opportunity pool, simultaneously making sure that teams are not disturbed or distracted. Co-working makes work a period of time where you mingle with people from extremely diverse backgrounds working on extremely different ideas, where you learn and teach, simultaneously," asserts Mishu Ahluwalia, founder, Gohive.

In India, the future of co-working spaces looks bright. It is slowly catching on across prime Indian property markets, with the segment report-

ing around three-fold growth over 2017. Properly managed and optimised in actual usage, co-working will play a major role in shaping the future supply-demand dynamics effectively, by changing the way the serviced office industry evolves. "Estimates suggest that over the next few years, with office rents continuing to move up across India, the total space leased by co-working operators in tier-1 and tier-2 cities could touch 6-10 million sq.ft. by 2020," updates Niranjan Hiranandani, president, NAREDCO.

According to Gaurav Kashyap, chief executive officer, Cherry Hill Interiors Private Ltd. Co-working has a great future in India and coincides well with the start-up India and the culture supported by the government. "Co-working spaces have arrived and is the future, which is also aligned to the vision of Cherry Hill to help its clients achieve future of workplace," avers Kashyap. As per various recent reports and surveys, Praveen Prabhat Peter, country head, operations and business development, Apeejay Business Centre, stipulates that the demand for co-working space is expected to increase by two to three fold by the year 2020.

Indian economy: IEBF, London

Company Limited; Bharat Joshi, British deputy high commissioner based in Chennai; Sandip Verma, chairman, European External Affairs Committee; Ashok Verma, director, Domiciliary Services UK Limited; Sandeep Sahani, chairman, Corenthum Group; JC Chaudhry, chairman, Aakash Educational Services Limited; Raj Boveja, chairman, OCR Services Inc. and Dr. Sunil K Chadda, international strategic adviser & economist.

Established in 2007, the Indo-European Business Forum is an independent and impartial body actively promoting two

way flows of trade and investment between India and the EU member countries. Its aim is to encourage, nurture and promote bilateral business, mutual understanding and friendly relationship between industrial, service, and business communities of India and Europe. The members comprise leading business personalities and professionals who have contributed a great deal to the development of India and Europe. The forum acts as a facilitator between EU and Indian businesses and provides quality and supe-

rior services to its members enabling their business to strengthen and flourish. IEBF has taken a big step forward in the direction of achieving its mission by opening a chapter in India. IEBF India would further synergize the efforts of the UK office in order to take its activities to even greater heights.

Indo European Business forum is an open forum comprising like-minded people who believe that India can offer strong and sustained business opportunities for European Union countries.

REALTORS' FORUM

Industry stakeholders welcome the central government's move to delegate the decision making power to the urban local bodies/state governments to ensure environmental compliance for building projects with built up area ≥ 20,000 sq. mtrs. to 50,000 sq. mtrs.

Obtaining environmental clearance was one of the major hurdles in project approvals. With this move, the approval process will be less time-consuming and overall construction costs will reduce. This will not only benefit consumers but also the entire sector, as projects will see faster completion. This will also expedite the government's vision of housing for all by 2022.

ANUJ PURI, Chairman, Anarock Property Consultants



This is a positive step towards enhancing 'ease of doing business' in the Indian real estate sector, leading to better implementation of environmental laws. The resultant reduction in time consumed in procuring approvals as well as reduction of costs will also give a boost to the entire housing sector, especially the affordable housing segment.

JAXAY SHAH, President, CREDAI National



The exemption of the project with a built-up area of upto 50,000 sq.m. from obtaining environmental clearance will prove out to be welcoming to achieve the mission of 'housing for all 2022'. The decision has been important to streamline the process to achieve government mission with the objective of making available affordable housing to weaker section in urban areas.

PRADEEP AGGARWAL, Chairman and Co-founder, Signature Global



It's a welcome decision of ministry of environment and forest to make the process of environmental clearance easy and hassle free. By delegating the decision-making power to ensure environment compliance to the local bodies the ministry has done a lot to contribute to the faster delivery of projects as the developers will not have to go through a lengthy and cumbersome process.

PANKAJ KUMAR JAIN, Managing Director, KW Group

