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REALTORS' FORUM

Why are investors moving away from the Indian realty market and housing demand has majorly been taken over by end-users? Let's see what industry stakeholders say...

While the millennial are looking at rentals more now-a-days, however with age the dream of rental free life takes over. Due to various reasons and economic slowdown, investors have been shying away from the market, though the demand from end-users remains unchanged. With an increased focus on affordable housing, it is attracting a majority of end-users to put their money into the sector.



JAXAY SHAH, Chairman, CREDAI National

The enforcement of RERA has made the market buyer-friendly. Besides, retail inflation has been softening owing to strict measures adopted by RBI and the government, which has led to household disposable incomes increasing over the same period. On the other hand, residential prices have remained stable over these years.



ABHINAV JOSHI, Head of Research, CBRE India

I see two factors majorly contributing to this rise of demand by end users. Firstly, the increase of affordable housing and schemes like PMAY supporting this segment. Also I consider RERA has played a very positive role for increasing the belief in the mind of the buyer. It has also eliminated the faulty players from the industry. End-user has more confidence now while purchasing a property.



AJAY CHAUDHARY, Managing Director, Ace Group

The Indian real estate sector is undergoing a transition. Housing sector has witnessed a shift in demand as more and more end-users have joined the fray. Unlike the last few years when the real estate market was investor-driven, this trend of housing sector becoming end user-centric reflects the strengthened market sentiments.



ASHISH SARIN, Chief Executive Officer, AlphaCorp