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RIGHT PRICING, QUALITY SALES SERVICES HELP INVESTORS Clinic posts record sales

Right pricing and quality sales services provided by a broking firm can do wonder even in this sluggish market!

Investors Clinic, India's leading real estate consultancy company, has registered record-breaking sales during the April-June 2018 quarter, booking more than 4,000 properties in the Delhi NCR.

Earlier, during the January-March 2018 quarter, despite reported signs of slowdown in the market for the preceding several quarters, the company managed to sell over 1,700 housing units, a spokesman of the brokerage firm said.

"With innovative and attractive pricing schemes, interest of homebuyers in buying a property shoots up to a large extent. Along with

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this, the track record of the developer, the project delivery time, and quality of construction also play a crucial factor. Hence, if a developer is focused on such an approach, success is certain in the real estate market," **Manoj Gaur**, director of Gaurs Group, said. The group sold around 3,500 housing and commercial units this year.

"Positive sales figures are also an indicator of market revival, especially in the NCR, which has a huge stock of unsold inventory," Gaur said.

Honey Katiyal, CEO of Investors Clinic, says:



"It is all due to the trust placed by our valued clients in our painstaking efforts to make their home-buying journey a pleasant experience. I am thankful to all our clients, as well as the teams, which have ensured that our mission to assist homebuyers in realizing their lifetime dream of buying a home is accomplished. The



use of technology and digital platforms has also played an important role in reaching out and providing all necessary information to buyers."

"Here, I would also like to stress that the new watershed regulatory mechanisms implemented in the past couple of years have also played a prime role in renewing buyers' confidence in the market. While the real estate fraternity has been facing challenges in meeting the standards set by the Real Estate Regulatory Authority (RERA), it is fast becoming the order of the day and the industry is adapting to the changes steadily," Katiyal said.

"Overall, we are expecting even better quarters in the current fiscal year and hope that 2018 will mark a new beginning for not only Investors Clinic, but the entire sector and homebuyers, Katiyal said.

— Team Times Property