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What developers are offering

Some top developers are offering up to 25% discount – from their peak values – in their projects to allure buyers this Navaratra. This is then an opportune moment for homebuyers to strike a deal

Top realty players like Gaursons, Supertech, Mahagun, Sikka, Saya, Antriksh, Gulshan Homz, Migsun, Exotica, and Tulip Infratech are coming up with special scheme and freebies like

free car parking, club membership, lease rent, sub-vention payment plan, free modular kitchen, free wardrobes in all rooms, free LED TVs, etc, to entice homebuyers this festive season.



Manoj Gaur, MD of Gaursons, said, "Delay of projects has affected sentiment to an extent, but with so many developers offering ready-to-move-in houses along with special festive offers, homebuyers are upbeat in closing deals."



Sikka Group has special payment and rental plans in their projects across the NCR. Buyers can pay 5% at the time of purchase and rest on possession, along with assured rentals of Rs 13,500 per month, in Sikka Kimaantra Greens in Noida. The group is offering a flat Rs 2,699 per sq ft rate for units in Sikka Kaamyaa Greens in Greater Noida West, while buyers can invest Rs 9 lakh and get Rs 12,000 per month with bank guarantee in Sikka Kapital Grand, a commercial project in Noida.

Parveen Jain, CMD of Tulip Infratech and president of Naredco, said: "We will give 10-15% discount on list price in our projects like Tulip Violet, Tulip Purple, and Tulip Ivory. It is one of the biggest festival season bonanza which Tulip has come up with and buyers should grab this opportunity."

Migsun Group is offering 51 gifts worth Rs 2.5 lakh on every booking in Migsun Kimaan, Migsun Wynn, Migsun Ultimo, and Migsun Vilaasa in Greater Noida during the forthcoming festival season.

Yash Miglani, director of Migsun Group, said: "We are looking forward to making the most of this Navaratra. While we offer many freebies to attract buyers and push our sales, buyers too should utilize the opportunities to buy property."

Buyers can book a house in **Saya Group's** Saya Gold Avenue in Indirapuram during festival season by paying 10% of the price, with no EMI till offer for possession. Also, buyers will get free car parking space along with their home as part of the festive offer.

Exotica Housing is offering free home appliances like LED TV, AC, refrigerator, wood work in modular kitchen, and wardrobes in its ready-to-move-in projects Exotica Fresco in Sector 137 on Noida Expressway and Dreamville in Greater Noida West.

Paramount Group is offering free power backup, fully modular kitchen, wardrobe, club membership, 2 free car-parks, free

maintenance for 6 months, microwave oven, video door bell, hot plate, on every booking during the period in Paramount Golf Foreste in Greater Noida.

Gulshan Homz has a similar payment plans in Gulshan Bellina in Noida Extension where buyers can pay Rs 75,000 and the rest near the time of possession.

Gardenia Group is offering buyers a chance to win a Mercedes-Benz along with assured gifts on every booking in its Spectrum Metro commercial projects.

Similarly, buyers can pay 1.99% of the price at the time of booking in **Shri Group's** project, even as they can avail offers like "no GST and free club membership".

— A K Tiwary

Gaur Group has a "Double Diwali Dhama-ka" for buyers in Gaur City and Gaur Atulyam in Noida Extension and Gaur Siddhartham in Siddharth Vihar, which includes 21 gifts like "no GST, free car parking, AC in every bedroom, free LED TV, semi-modular kitchen, wardrobes in every bedroom, water purifier, etc", along with free registry.

Buyers have an assured gift car on every booking in Gaur Yamuna City. For Gaur Saundaryam in Noida Extension and Gaur Sportwood in Yamuna Expressway, there are 14 gifts and a special offer, which one can avail after booking a flat payment of only 10% during booking along with no pre-EMI till possession.

Supertech has a special festive Chroma gift voucher of up to Rs 1 lakh for customers. If a customer purchases property worth up to Rs 20 lakh, he will get a Chroma voucher of Rs 15,000. Similarly, on purchase of a unit worth Rs 21-35 lakh, he will get a voucher of Rs 30,000, a voucher worth Rs 45,000 on the purchase of a unit worth Rs 36-50 lakh, a voucher of Rs 60,000 on the purchase of a unit worth Rs 51-75 Lakh, and a gift voucher of Rs 1 lakh on the purchase of a unit worth Rs 76 lakh and over. This scheme is applicable on all residential and commercial projects of Supertech including Supernova, North Eye, Cape Town, Eco Village 1, 2, and 3, E Square, Up Country, Golf Country, Hues, Hill Town, Araville.

R.K Arora, CMD of Supertech Ltd, said,

"We have launched many consumer-connect initiatives where homebuyers can benefit during this festive season."

Mahagun Group is offering Mahagun Mantra and Mahagun Mywoods in Noida Extension at Rs 2,875 per sq ft and Rs 3,275 per sq ft respectively. Apartment in both the projects were quoting at Rs 3,700 and Rs 4,000 per sq ft, respectively, some time ago.

Nirala World is offering 15 different discounts like 100% waiver on stamp duty charges (6% of the cost), free club member-



ship, GST and lease rent exemption, free car parking, split AC, LED TV, wardrobes, and semi-modular kitchen in its project Nirala Estate.