



Multiple Properties will be available for sale in the Market  
Do you know how properties march towards closure?

## Few Major Criteria to be considered before Property Purchase

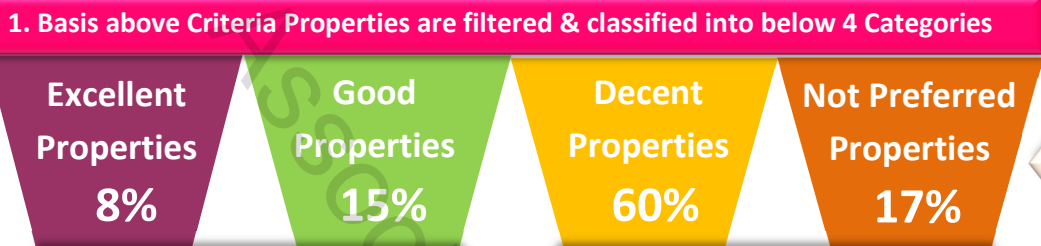
- Good Locality (Area)** → Property should be Free from Acquisition, Away from Cremation Ground, Water body, Slum, etc
- Property Approval** → Property should be approved by CMDA / DTCP or should have Regularisation Approval
- Title / Document** → Clear Title without any Legal Issues / No Duplicate / Non-Rectifiable Errors, etc
- Accessibility** → Should be located Near to Main Road with acces to all Amenities
- Dimension/Frontage** → Square / Rectangle / No Cross – Good Frontage / Not Narrow
- Direction / Facing** → Preference to Corner, East / North / South / West
- Road Width** → 10 feet to 100 feet (Minimum 20 feet required)
- Vasthu Clearance** → Vasthu clearance from Astrologer

**Common Expectations from Property Seller**

**Common Expectations from Buyer**

For most of the sellers their Property would be "Good to Go"

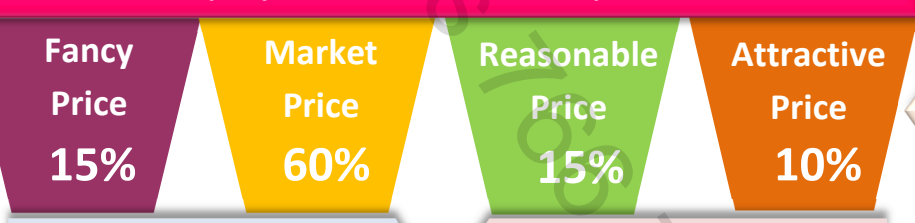
For most of the Buyers it may be an one time investment in their life time so always look out for "The Best"



**Availability - Maximum** Properties for sale would be in **Decent Category**  
**Expectation - Most of the Buyers** will look out for **Excellent & Good Category**

- Price is based on Seller's Fund Status**
- Well Bread Seller (Fancy Price)
  - Potential Seller (Market Price)
  - Desperate Seller (Reasonable Price)**
  - Smart Seller (Attractive Price)

- Purchase is based on Price & Fund Status**
- Desperate Buyer (Immediate)**
  - Potential Buyer (Within 3 Months)
  - Casual Buyer (Within 6 Months)
  - Future Buyer (1 Year and above)



Expected deal closure time within 30 - 45 days based on Fund status

100% Own Fund can close in 20-45 days  
60% Own & 40% Loan close in 30-60 days  
20% Own & 80% Loan close 45-90 days

Follow's advice of their Auditor / Advocate  
Expect settlement as preferred **More White (Capital Gain Impact)**  
Co-operate to share required property documents for legal scrutiny

Follow's advice of their Auditor / Advocate  
**More White – Registration Expensive**  
Legal clearance depends on Advocate  
Fund Clearance depends on Bank & Buyer's Capability

Expects 5% to 50% Advance  
Expects settlement at his Premises  
To co-operate for Registration date

Prefers 5% to 10% Advance  
Balance Amount during Registration  
To co-operate for settlement

3. Bottleneck - Clearance required from different stakeholders
- Title Legal Clearance from **Advocate**
  - Settlement Clearance from **Auditor**
  - Fund Assistance from **Banker**

4. Co-operation & Execution

Auspicious Time  
Advance / Settlement  
Documentation

**Registration**

- Key requirements / Co-operation from Seller for a speedy closure**
- Clear thought on settlement terms (Account Vs Cash) before price negotiation with the buyer.
  - Complete set of Property Documents - Present Document / Previous Document / Parent Documents / Death & Legal Heir Certificates / Loan related Documents / Sketch or Layout copy / Building Plan Approval / NOC from any Department / **Online Patta** / Adangal / FMB / Property Tax Receipt / Water Tax / Electricity Bill, etc.
  - Seller's Document - **PAN Card** / Aadhar Card / Driving License / Bank Account details with a cancelled Cheque.

- Key requirements / Co-operation from Buyer for a speedy closure**
- Good **knowledge** about the area / locality & **Market Price** where you prefer to buy.
  - Clear idea on **Fund status** (Own Fund Vs Bank Loan)
  - Clear idea on Payment terms (Account Vs Cash) before price negotiation with the Seller.
  - Buyer's Document - **PAN Card** / Aadhar Card / Driving Liscence / Bank Account details with a cancelled Cheque / For Loan proposals – Income Proof / Salary Slip / Income Tax Returns / Bank Account Statement,etc.

For any Clarifications  
Reach us to Serve You 😊  
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