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builders go ga-ga over radio



“Old is Gold,” indeed, is an age-old saying. We all know how true this holds in our own personal ways. But never have we thought how well-deserved our antique RADIO is for this saying—it is old yet gold. This is evident from the fact that no matter how fashionable and lavish a mobile handset may be, it is not considered a value-for-money if there's no FM Radio in it.

Radio has silently made its way to become a necessity in our day-to-day life. When your mom is preparing a great feast, her music will be toggled on, slipping in that excess 'garam masala;' when your father is preparing for office, he plays radio to listen to his alltime-favourite romantics; when you are driving with your friends, your car plays the radio with a mix of old and new music. And this is not the end...it's just a prelude to the world of communication that radio opens for us.

Today, there is an enthusiasm for listening to the radio, with every tick of the heart. Our life is driven with the radio cult, which makes our life miserable without the radio music switched on. This mode is echoing everywhere, right from the handcart dealer and the vegetable vendor to the managing director of a corporate house. Our daily routine is revolved around listening to the 'mirchi' style music, aired by energetic radio jockeys shrilling their voice.

No doubt, this oldest means of communication is a big hit amongst the common public, just like you and me. Right from the school-going children to the

elderly people, radio has caught the fancy of many. So much so, that the builders from aamchi Pune rely on radio for majority of their advertisements. For the so-called builders building with bricks and cement tirelessly, the radio is the best way to announce their exclusive projects with attractive schemes.

Without a second thought, advertising through other Medias like television and Internet is still preferable, but advertising through radio has been a craze. The reasons attributed to this are many. The cost of advertising through television and Internet may go in for lakhs or crores for one broadcast, whereas for announcing your ambitious projects on radio may cost a few thousands, with repeated broadcasting. Also, in this busy life, where watching TV and surfing the Internet grabs your time, radio supplements every activity of yours. Be it in office, while driving, cooking, eating at a restaurant, etc. radio is with you always. This helps in advertising a project round-the-clock and builders never know! someone might visit their site location while their way back home.

Builders gain higher profits through radio, with just a little investment on their part. At the end of the day, slowly but surely, the radio offbeat will still be a big hit among the builders and developers, in helping them to scale newer heights to commercial success.



B2B & B2C

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3 Strategies to Sell Your Property


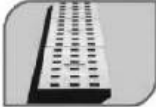
Consider the following approaches to sell your property effectively:

1. In-House Marketing*:
Assemble a dedicated marketing team, hiring experienced staff to handle all aspects of marketing and sales.

2. Partner with Real Estate Professionals*: Collaborate with established real estate agents or companies, offering competitive commissions for superior results. This approach saves you from paying monthly salaries.

3. Hybrid Approach*:
Combine both strategies for optimal results. This flexible approach allows you to leverage internal resources while also tapping into the expertise of external professionals. □



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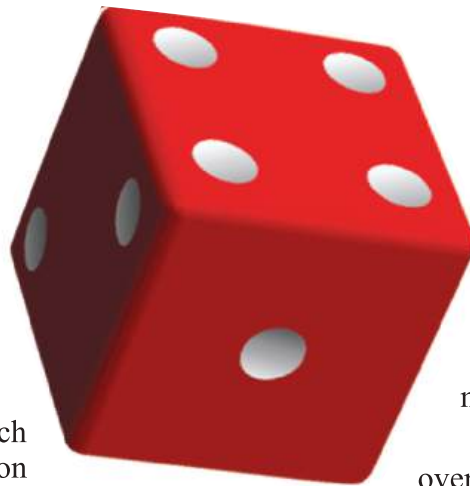
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Correct Pricing Is The Backbone For Home Selling



The residential, commercial and industrial landscape of the city has been transformed forever. A city, which once lacked any significant standing on the national realty scene, now stands out like a polished emerald that is the cynosure of every investor's eye.

Demand fluctuates, supply fluctuates, what remains sacrosanct is buyer understanding. Today's buyers are more educated and aware of the realty developments, prices, localities etc. They know what they want and strongly adhere to and believe in "Value for money".

Ask correctly

It is imperative for homeowners to arrive at the right price to sell. The change in real estate conditions has resulted in more home sellers competing for fewer home buyers. The traditionally held homeowners' belief that initial listing price isn't really important for there is always room for

negotiation, does not hold too much of weightage.

An overpriced home gets passed over. Buyers of today don't want to fritter time by getting into the bargaining rigmarole. For they are constantly comparing the asking price of one home to other asking prices and overpriced homes stay off their selected list.

New attraction

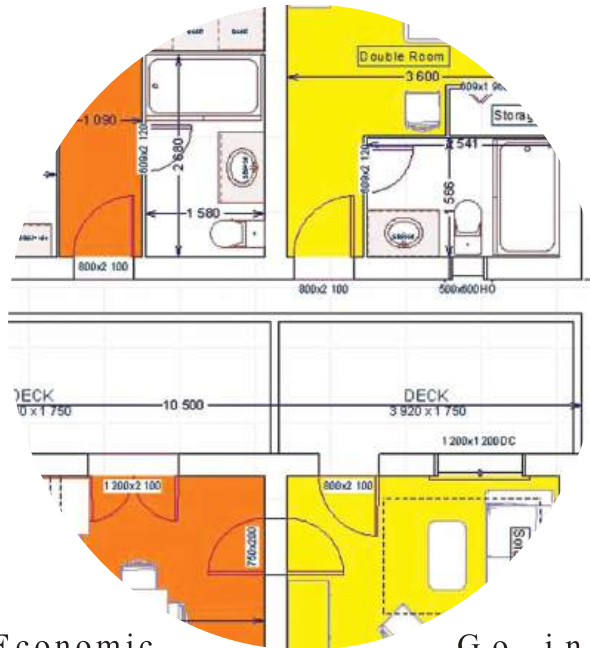
Agents pay most attention to homes newly on the market. There are fewer new listings than current listings. It is easier to keep an eye out for what is new, compared to the vast number of current listings. New listings are on the "hot" sheet circulated in real estate offices. A lot of attention is focused on what is new. With agents looking at newly listed homes so aggressively, a properly priced home gets attention. Also when the house is new, the seller might not want to negotiate much making the asking price all that more important.

Once the house is listed and price reduced subsequently, it is often overlooked. It is then tagged as one of many listings, not one of a few new listings as time passes. As a home owner, you might be really in need to desperately sell the house, but alas, you refused the first offer, which was more than the present listed price. It might even make sense to see houses by the agents of that locality and then settle on an asking price for the house you are about to sell. Agents of a particular locality are well versed with

the house pricing of that particular locale and it makes immense sense to interact with them before quoting for your house.

The myth that a house “can be priced high”, and then lowered later no longer works as an effective sales strategy.

Remember generally the first offer is the best offer. So if you want the BEST Offer, price it realistically. ▣



Getting The Best Value

Reselling in a weak market situation can be a satisfactory experience.

Economic downturns, rehashed government policies, inflation – these are some of the factors that affect the price of the property you had planned to sell. “It’s a buyer’s market” is the talk around town. Stand strong against such rumors, because we have here some sure shot tips that will bring the best value for your property.

Expert advice

Marketing is a skill that comes from both basic instinct and experience. An established real estate consultant will provide the correct leverage for your property, down time or not.

Go in for a brainstorming session for professional advice on value, selling points and other tips.

Apart from real estate agents, relocation service agencies may also bring in customers for your property. Their clients often require assistance in locating homes when they move to new places.

Dressing the window

The leaky roof or broken entrance gate discourage buyers. Sharp shoppers may use these as disadvantages and offer low prices. Invest in repairs and

facelifts before opening doors for property viewing. The returns will make it worth the effort.

A neutral mood display will allow buyers to imagine their own belongings fitting into the rooms as they move around. Consider removing very personal touches, like family photographs or granny’s blanket, beforehand. A buyer may feel like an intruder in your personal space and shy off.

Essentially, for getting your sale satisfaction, prepare for satisfying the buyer and you’ll have it right. ▣

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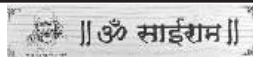


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- Dry and lower toilet lids.
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The Buyer will buy

Convincing a buyer to buy has its own strategies

It may be a slow market, the recent crash may still be creating doubts in the mind, but that doesn't mean that people are not buying. Maybe a little convincing and a nudge in the right direction will resolve the issue.

Of course it's affordable

Nothing works like figures. Presenting the relation between income and house affordability is a very convincing argument. The Housing Price Index of India covers the affordability with household income. Allaying fears of affordability is a strong argument.

Purchase over rent

Many people think that renting is a convenient option. Giving them a fresh perspective on where their money is going may work. For instance, payments towards rentals give them no ownership. However the same amount will cover the interest factor on the loan repayment, giving them ownership of property.

State of economy

When the economy is strong, people are more willing to spend. The housing sector always reflects these trends. Data like labor statistics reflect the conditions and affect buyer confidence. More work, more employment, more houses and more stability. This should ease reselling concerns.

Banks are calling

When loan rates drop, financing a house becomes cheaper. It is a good time for getting a bargain and a buyer is encouraged. After all the banks are confident of giving credit, so conditions and outlook is likely to be optimistic.

Now is good time

When staying in rentals we often choose the better localities. These are often tight on supply for purchase. A local realtor will be keyed in to sales and new listings. That should say whether a quick decision is required. ▣

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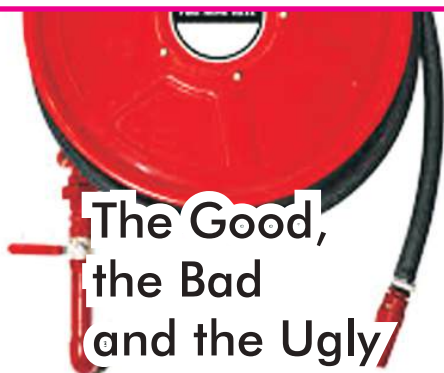
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In case there is a mutual agreement to hand over the property for occupation before say the final payments or other conditions, the agreement must have a clearly stated clause that the property may not be modified in any manner till all transfer legalities are completed. Look for the specific clause and understand the wording before signing.

High offer prices to support the buyer's case to move in before transfer is often a temptation for

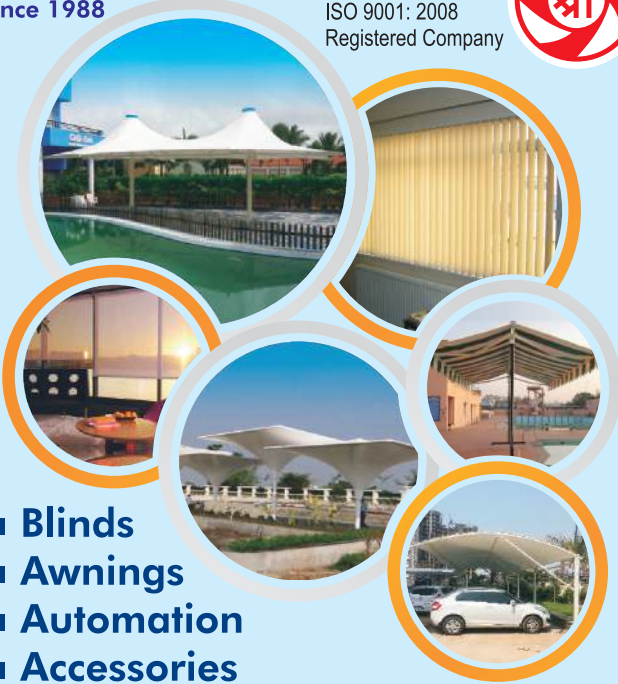
the seller. These are the conditions when one should be especially careful. A deposit to cover the cost of restoring the property to its original state is a way out cover losses in case the deal goes sour.

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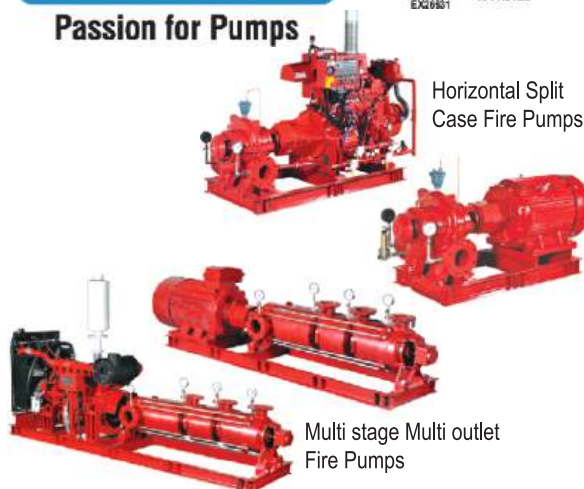


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