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“**T**he real estate market has seen a tremendous change from the buyer's end. With the modernised thinking of customers, adequate and intelligent spaces are the next two things making it big in the days to come. Not huge, but smart homes with an array of technologically advanced amenities is what potential buyers look for while making property buying decisions.

The year 2015 has brought some relief to real estate across the nation sector giving it a gigantic push towards the better from the drastic downfall faced in 2014. The trend is expected to rise further in 2016 in a positive manner balancing the interests of home-makers and buyers both.

Revised and reduced interest rates has played a key role in making a change towards the better. More money-flowing into the industry is predicted as result of the much expected rise in property business.



Condensed interest rates being accompanied by a stability in the price is foreseen to surely trigger the sales.

Developers have been campaigning for a faster project approval process for good reasons. Faster approvals would beef up the supply pipeline, help bring prices down and also ensure that real estate remain viable as a business. The forthcoming year should provide suitable relief on this front, while simultaneously ensuring

that construction quality norms are not compromised in the process and that faster approvals do not result in support infrastructure failure in new precincts being developed. The upcoming year should make a clear benefit statement for consumers of green real estate in the country. Stakeholders of the residential real estate sector in India definitely need greater encouragement to go green. Most home buyers in India are still quite averse to paying an extra premium for a green residential project. Because of the low demand, developers are not sufficiently active in this segment. There is a distinct need for a combination of incentives and stipulates to boost the development and consumption of sustainable real estate development in India. The Union Budget should address this lacuna by announcing State-level subsidies for development of green spaces so that developers can keep their development cost at par with non-green spaces.