

# INVESTMENTS

Partnering for the Success of Entrepreneurship VOLUME 3 • ISSUE 1 • JAN - FEB 2011



FROM THE CHAIRMAN

Dear All,

As the New Year dawns, our thought naturally goes to those who have encouraged, helped and supported us to be what we are today. Our almost a decade long experience and work in housing sector have earned us recognition both at home and abroad. The most recent recognition came in the form of Boss Top Three CEO Award during the Boss 7th Top 10 Business Excellence Awards in June 2010.

“

We have introduced Real Estate Faculty for the first time at the masters level course.....

”

As we strongly believe in transformation of knowledge, we have started and now are trying to institutionalize training in the Real Estate Sector in Nepal. We have introduced Real Estate faculty for the first time at the masters level course in Ace Institute of Management and have already completed a three months course recently. We have also completed the first, second and third Real Estate Marketing Agent Courses where I participated as a keynote speaker.

I am also committed to participate in the programs organized by the government authorities and UN Habitat, in order to strengthen the housing sector policy making in Nepal. Thanks to our frequent interactions in the media, we have been raising voices to address issues related to NRB Directives so

as to minimize the risk of unplanned haphazard urbanization in our country. We have been so far developing two products, promoting the Community Living Concept via standalone housing units and vertical apartments. In order to increase operational efficiency, and keep away from the arable land, we have tried to adopt latest technologies, which are in-sync with the environment. For our latest project Brihat Community Living- Ramkot, we have come up with the concept of "Eco-friendly homes", to create a home which is not only "friendly" to its inhabitants but also sympathetic to the environment in which we live. With the demand of urbanization still on the rise, there is an utmost need to provide housing for low income groups in an organized way. We hereby support those who are already involved in this very important work.

Let us all support the slogan of World Habitat Day- "Better City, Better Life" & prove it true!

I wish you all happy 2011 !!

OM RAJBHANDARY

Chairman,  
Brihat Investments Pvt. Ltd.



“Be always at war with your vices, at peace with your neighbors, and let each new year find you a better man.”

-Benjamin Franklin

Happy New Year 2011!

## By-laws for Apartment Buildings

The Building By-laws for the construction of Apartment Buildings according to “Building By-laws for construction in Municipalities and Urbanizing VDCs of Kathmandu Valley 2008 (2064)” are as follows:

### In case of apartments :

1. Maximum Ground Coverage: 50%
2. FAR (Floor Area Ratio): 3  
FAR (Floor Area Ratio): 3.5 (outside ring road)
3. Minimum area of open land surface: 20% of Plot Area.
4. Other open Area: 30%
5. Front setback: 6m  
Front setback: 8m (outside ring road)
6. Side and rear set back: 4m  
Side and rear set back: 6m (outside ring road)
7. Distance between two block: 6m



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# What makes property decrease in value?



Real Estate Investment

“

A real estate will suffer negatively if money is not spent for its upkeep.....

”

Various reason that decreases property value other than inflation, decline of neighborhoods, adverse effects of infrastructure change, negative governmental control and regulatory changes are as follows:

### Economic obsolescence –

At times complete building demolition is the only way out and to start all over again for recovering economic losses from the building becoming economically outdated. Proper maintenance is necessary to keep safe from a point of no return. Assessment of land value is better at times than the poor structures standing on it, so keep your eyes open for such potentials.

### Lack of capital improvements –

Capital improvement is the addition of a permanent structural improvement or the restoration of some aspect of a property that will either enhance the overall value of a property or increases its useful life. Although the scale of the capital improvement can vary, capital improvements can be made by both individual homeowners and large-scale property owners. A real estate will suffer negatively if money is not spent for its upkeep, hence capital must be managed adequately.

### Urgency to sell –

The need to sell immediately brings aggressive buyers a.k.a. wolves to the forefront, while investors should review their long range goals on a frequent basis to see whether their investment are at par with the market rate or not avoiding such confrontations with declining values.



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# Difference Between Emerging Entrepreneur And Subsistence Entrepreneur



Real Estate Partnering for Entrepreneurship

“

Business Operation Skills...

”

Emerging Entrepreneur	Subsistence Entrepreneur
Opportunity Seeking	Business Operation Skills
Opportunity Recognition	Strategical Mind
Vision	Vision
Education	Marketing Orientation
Business Oriented	Personal Attributes
Skill Acquisition	Start Small Attitude
Networking Skill	Persistence
Use of Technology	Using Skills they Possess
Business Expansion	Seek for Opportunity

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Real Estate Marketing Agent

# REMA, Need of an Existing Real Estate Market



HOME BASED TIPS



People are aware of the fact that investment in Real Estate is one of the secure investments in the world as Real Estate cannot be lost or stolen, nor can it be carried away. A knowledgeable and trust worthy Real Estate Marketing Agent (REMA) will be an actual gift to an investor as well as for the user who doesn't have time to dedicate for selling and buying property.

Realizing the need of the existing Real Estate market, Brihat Investments has established REMA to initiate ethical property dealings. From the presentation of Mr. Om Rajbhandary, Real Estate expert of Nepal on the occasion of closing ceremony of 3rd REMA Course on 24th September 2010, advocated that the REMA can play vital role in the existing Real Estate market. In order to initiate REMA profession as a lucrative career, Mr. Rajbhandary, in his presentation, highlighted the major roles of different bodies as follows:

## »Roles of Developers / NLHDA

## »Roles of the Government Bodies

## »Roles of Banks and Financial Institutions

## »Roles of Media

### Roles of Developers / NLHDA

Developers can involve REMA for creating the new dimension in Real Estate as mentioned below:

- Absorbing REMA as employees either as Marketing Officers or on an incentive basis in any Real Estate transactions.
- Producing REMA professionals within the organization by providing REMA course to the staff members.
- Reserving certain quota of housing units to be sold by the certified Real Estate Marketing Agents in each project. For example, BI mobilized REMA to sell 10 units out of 70 during the first phase of Brihat Community Living Ramkot Project.

### Roles of the Government Bodies

- Developing curriculum for REMA courses.
- Providing authoritative statuses and certificates to the REMA's.
- Providing licenses to the registered REMA's.
- Allowing the Real Estate transaction deals to be only made through and by the registered and authorized REMAs as in stock market.
- Presenting a certified REMA as a witness to every Real Estate transaction, like a certified medical doctor has a role in the medical world as well as an engineer has in construction sites.

to be continued....

### AN EARTHQUAKE

#### Know Your Environment:

1. During an earthquake, stay away from heavy furnitures, appliances, large panes of glass, shelves holding heavy objects, and masonry veneer (such as the fireplace). These items tend to fall or break and can injure you.
2. A hallway is one of the safest places if it is not crowded with objects.
3. Kitchens and garages tend to be the most dangerous.
4. Also, know the safest place in each room. It will be difficult to move from one place to another during a severe earthquake.

#### Exits and alternative exits:

1. Always know all the possible ways to exit your house and workplace in emergency situations. Try to discover exits that would only be available to you in an emergency.

#### Location of shut-off valves:

1. Wear shoes at all times to avoid stepping on broken glass.

#### Make Special Provisions elderly, disabled, or persons under medication:

1. These people may have difficulty moving around after an earthquake. Plan to have someone help them to evacuate if necessary.

#### Pets:

1. Keep them in a secure place at home after an earthquake.

Some Glimpses of Third REMA Course



Dr. Sapon Pornchokchai



Dr. Bhai Kaji Tiwari

## BRIHAT COMMUNITY LIVING RAMKOT



TYPE D (FRONT VIEW)



TYPE D (BACK VIEW)



TYPE F

## SYNDICATE COLUMN

### 1. Questions:-

I would like to buy a house before this year but I do not have sufficient financial resources that I can pay for it. My income and saving is not so good right now, getting mortgage will be difficult for me.

- What are the smart thing can I do for buying house in such situation?
- I need a financial advice to buy the house in such situation.
- Suggest the options that I can follow to buy?

*-Niraj Adhikari, New Baneshwor*

### Answer:-

Every home buyer should calculate their affordable price before buying. Calculate the followings to identify the affordable price

- Calculate your income, savings and debt obligation
- Calculate your new loan assumptions
- Explore and identify from where will you get loan
- Calculate your cost benefit
- Calculate your EMI
- Request for sellers' options
- Offer your option to seller base on cost benefit

### 2. Questions:-

Price of apartment available in Kathmandu varies from 13 Lakhs to 1 Crore 50 Lakhs. How and what are the factors that justifies the price of the apartments in such variation?

*-Manisha Shahi, Virginia-USA*

### Answer:-

The price of an apartment varies considerably with following factor:

1. Structure:
  - Land
  - Geographical Condition of Soil
  - Land Terrance
  - Efficient Design and Layout
  - Floor Area Ratio
  - Workmanship Technology Used
  - Period of Construction
  - Finishing Materials Used
  - External Development Work
2. Facilities
3. Marketing Strategy
4. Product Pricing Method

*If you have any questions, related to buying or selling home. Email us at [info@brihatinvestments.com](mailto:info@brihatinvestments.com)*

BRIHAT COMMUNITY LIVING

Exclusive  
Cash Down  
Offer

Exterior  
View

Type D



For Remaining Plots of Phase - I

SN.	Plot Type	Plot Area	Built up Area	Price	Cash Down Price
1	59C	0-4-3-2-86	1730 sq.ft	10,603,850.00	9,995,073.00
2	52F	0-4-2-3.26	1920 sq.ft	10,912,850.00	10,286,333.00
3	64B	0-3-3-3.42	2030 sq.ft	11,433,000.00	10,776,621.00
4	14Ca	0-3-3-3.4	1730 sq.ft	9,779,850.00	9,218,379.00

SPECIAL OFFER

If ownership is transferred to the person who signed the contract then :

- » BI will contribute 50% of the amount required for ownership transfer.
- » Community deposit amount of Rs. 1,00,000 will be refunded.



Living Room Type C

TCH Community Living  
THAIBA



THAIBA ENTRANCE

**Features:**

Three Bed Room + Puja Room.  
Fresh environment with community swimming pool, jacuzzi and sauna.

**Units on SALE:**

**TYPE:** Plot 18 E  
**LAND:** 0-3-2-1.78  
**BUILT-UP AREA:** 1408.81 Sq.ft

**TYPE:** Plot 28 E  
**LAND:** 0-2-2-1.44  
**BUILT-UP AREA:** 1357.85 Sq.ft

**TYPE:** 25 A  
**LAND:** 0-4-3-3.66  
**BUILT-UP AREA:** 1483.48 Sq.ft

**TYPE:** 29 E  
**LAND:** 0-2-2-0.91  
**BUILT-UP AREA:** 1367.85 Sq.ft



TCH Community Living - Thaiba

**Salient Features**

- A balance between privacy and community activities.
- Environmentally sensitive designs laying more emphasis on quality living spaces with natural light and ventilation in the most optimized manner.
- Community open spaces comprising of flower beds and sit-outs.
- Round the clock security system.
- Treated water supply.
- Individual parking spaces.
- A temple and Swimming Pool.
- Generator backups for community spaces and Fire Hydrants.
- NEA lines and NTC points.
- The plot area ranges from 2.5 anna to 4.7 anna
- The Built-up area ranges tentatively from 1238 sft to 1583 sft

TCH Tower IV  
SITAPAILA



Master Bedroom - Type B1

Located 300 meters from Sitapila Chowk.  
Exclusive finishing with parquet in Living Room and Master Bed Room.

Salient Features

- » A balance between privacy and community activities.
- » Environmentally sensitive designs laying more emphasis on quality living spaces with natural light and ventilation in the most optimized manner.
- » Open spaces on the ground floor comprising of flower beds and sit-outs.
- » Round the clock security system.
- » Treated water supply.
- » Individual parking space.
- » Gymnasium, Sauna & Jacuzzi rooms.
- » Elevators.
- » Swimming Pool.
- » Generator backups.
- » NEA lines and NTC points.
- » Fire Hydrants.



TCH TOWER IV SITAPAILA

UNITS ON SALE

Building Type - A

TYPE: 3-A1 ( Third Floor)  
BUILT-UP AREA: 1272.34 Sq.ft

Building Type - B

TYPE: 5-B1 ( Fifth Floor)  
BUILT-UP AREA: 1322.19 Sq.ft

TYPE: 6-B2 ( Sixth Floor)  
BUILT-UP AREA: 1083.42 Sq.ft

## Announcement

### We are moving!

Brihat Investments is pleased to shift the current office from R.K. Complex, Third Floor, Sitapaila Chowk to its own property, Ground Floor, TCH Tower - IV, Sitapaila from January 2011.

facebook

To meet and take your ideas for a better communication and to reinforce our relationship to a better level of understanding



Like us on Facebook



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We would be more than happy to send you our newsletter regularly and also anticipate your feedbacks to help us make our publication better. Kindly contact us to get our BI newsletter on a regular basis, if you so desire.

# Corporate Social Responsibility



On 14th November 2010, Swoyambhu, Boudhanath, Ghantaghar, Dharahara and TCH Tower III - Panipokhari were bathed in blue light. Brihat Investments is obliged to be a part of this day by lighting the landmarks in blue.

The day aims to increase an awareness of the effects of diabetes and its complications amongst the general population.

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## My Internship Experience



I have been an intern in various organizations but to do internship under the supervision of a very reputed real estate icon, Mr. Om Rajbhandary was naturally a great challenging job.

It undeniably provided me with the right platform and opened up new avenues to learn about an organization as well as about a Real Estate which was entirely new to me. Although I did my internship in a completely new field I do feel proud to state that I know what real estate is all about now, previously quite unaware of so many reasons behind its growing demands and so forth.

**Ms. Dipti Sapkota** Brihat Investments always envisages "Knowledge is not a private property and transformation of knowledge is a key to success." During my internship I became fully aware of its true meaning and found that this is the statement which the organization actually preaches and practices. At BI, mistakes were considered as the first step of learning rather than giving punishment the person is guided and motivated properly so that s/he can learn about the adversities a mistake can bring about.

The overall internship was an eye opening, totally different experience to me, so good indeed. I used to think that Real Estate sector wasn't good for career development. But after my short tenure at Brihat Investments and doing the elective course "Real Estate Management" in MBA program, on the contrary, I came to know that Real Estate sector can be one of the most rewarding opportunities for career advancement.

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