From the Chairman’s desk

WOW!!! Like every year it was a pleasure connecting with all our Affiliates from different parts of the country at the 6th RE/MAX Realty Rendezvous in Jaipur this time. With some great guest speaker sessions by Chip Brekken, Vivek Bindra, Shubhashish Bhattacharya, Hani Basili, Manish Patni, Nirav Vakhar & Anand Choksi to name a few along with the fun filled evenings at the poolside, Night of the Stars, dinner at Jim Corbett and a lots more, it was an absolute treat for me and Saloni to spend time with all of you in Jaipur.

I would also like to take this opportunity to congratulate Anand Choksi for getting recognized at 2015 R4 in Las Vegas as the “Broker Owner of the Year” amongst thousands of Broker Owners from 95 + countries all over the world. In the month of March, R4 once again was an overwhelming experience for me and Saloni giving us an opportunity to interact and network with over 8000 RE/MAX Affiliates from around 98 countries across the globe. RE/MAX has always been about building a culture of providing incredible amount of business enhancing information and R4 like always brought in the right attitude, focus, vision and passion in all the attendees.

With each one of the attendee enjoying, forming relationships, sharing best practices and exchanging referrals I hope that the entire RE/MAX family was once again energized and motivated to make 2015-2016 a super productive year for RE/MAX. Also, I would like to thank each and everyone who attended the 6th RE/MAX Realty Rendezvous and let’s all work together towards accelerating the growth of RE/MAX in every corner of the country.

The approval of Real Estate Development and Regulation Bill will definitely lead towards adding more transparency to the sector and create a uniform regulatory mechanism across the country. The bill will not only ensure the much needed accountability but will also enable the sector to access financial markets which are the most essential for its long-term growth. By the end of this quarter we can look up to a boost to the housing sector and there will be an increased flow of investments which will be of interest to all the parties involved. Above all since the Bill aims to protect the interest of consumers, promote fair play in real estate transactions and ensure timely execution of projects; it is rightly quoted that the Indian Real Estate is now on the track of getting rid of the tag of being one of the world’s least transparent property markets.

At last, I would like to wish everyone a super successful 2015-16!

Regards
Sam Chopra

Content:

1) From the Chairman’s Desk  
2) From the Vice Chairman’s Desk  
3) Events to Look Forward to  
4) News from RE/MAX India  
5) Sales Snapshot  
6) News from RARE  
7) What’s new in Marketing & Social Media  
8) Press Buzz  
9) News from the Regions  
10) News from RE/MAX, LLC  
11) RE/MAX Anniversaries  
12) Heroes of the Month  
13) Top Listings  
14) Realty Bytes  
15) RE/MAX India welcome its New Broker Owners  
16) New Broker Associates
REUNITED! REFRESHED! REWARDED! RECOMMITTED! is what I feel after having a whale of a time at the 6th RE/MAX Realty Rendezvous in Jaipur and the 2015 R4 at Las Vegas. I am very sure that the convention has pumped up and motivated each one of us to work even harder to make RE/MAX a name to reckon with in the Indian Real Estate market. With the pride that Anand Choksi, Broker Owner, RE/MAX Advantage has bought to RE/MAX India at a global level and the recognitions that our Affiliates received at the “Night of the Stars” at the 6th RE/MAX Realty Rendezvous, I am very positive that all of us are working in the right direction of making our roads to success in the coming times.

The months of February and March saw RE/MAX expanding in the regions of West Hyderabad, Navi Mumbai, Uttarakhand and the Regional and the Broker Owners of these regions also underwent their first training sessions at the RE/MAX Academy of Real Estate at the National Headquarters. I would like to take this opportunity to congratulate Mr. Balajee Kumar, Regional Owner RE/MAX East Hyderabad and the team of RE/MAX India for strengthening the presence of RE/MAX in the lengths and breadths of the country.

Our network has seen a lot of action in these three months and I would like to take this opportunity to wish all of them All the Best and I am very sure that all these initiatives are a testimony to the fact that the value that RE/MAX provides, helps us not only survive tough times but also excel.

I would also like to congratulate all the Heroes and the top performers of RE/MAX of the months of February – April and extend a warm welcome to the Regional Owners, Broker Owners and the Broker Associates who have joined our family. I would like to assure all of you that you have taken the right decision of joining a company which has ranked 12th in the top 200 Franchise Businesses across the world and is actually the only Real Estate Franchise company to make it to that list. We are extremely proud of this fact and hope that your decision of joining RE/MAX is a life changing decision for you!

I have always believed in the thought that “The only way to do great work is to love what you do”. I strongly feel that you should keep asking yourself ‘What's next’ and if you want to do something path breaking; you need to be inspired first and then you have to be passionate for the same. With that thought I would once again like to you all lots of success and let’s all work together to achieve great things both personally and professionally.

Happy Selling & Recruiting!

Regards
Saloni Chopra
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<tr>
<th>Date</th>
<th>Event Description</th>
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<tr>
<td>3</td>
<td>Affiliate Meet RE/MAX Delhi NCR</td>
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<td>3</td>
<td>BORM RE/MAX Gujarat</td>
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<td>7</td>
<td>Reality Plus Conclave &amp; Excellence Awards RE/MAX Gujarat</td>
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<td>Broker Associate Meet RE/MAX MP-1</td>
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<td>Discovery Day RE/MAX Telangana</td>
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<td>BAMT RE/MAX India HQ</td>
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<td>11</td>
<td>Seminar on Business Opportunities with RE/MAX RE/MAX West Hyderabad</td>
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<td>BAMT RE/MAX India HQ</td>
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<td>RE/MAX New Joinee Webinar RE/MAX India HQ (Online)</td>
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<td>RE/MAX Sales Success Webinar RE/MAX India HQ (Online)</td>
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<td>Property Show RE/MAX West Bengal</td>
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<td>Discovery Day RE/MAX Telangana</td>
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<td>FOMT RE/MAX India HQ</td>
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**Abbreviations:**
- FOMT: Franchise Owners Management Training
- FRO: Franchise and Retail Opportunities Show
- BAMT: Broker Associate Management Training
- BORM: Broker Owner Review Meeting
News from RE/MAX India

6th RE/MAX Realty Rendezvous – A great networking, referral, recreational and knowledge sharing platform that built some long term business relationships with progressive professional brokers from across the country!

With a motive to connect with all the RE/MAX Affiliates along with other dignitaries of Real Estate, the 6th Annual Convention of RE/MAX revolved around building and enriching our business relationships and ideas. With some top speakers sharing their best practices, the Convention was filled with educational sessions, motivational sessions, panel discussions and some special sessions designed to update all the attendees about the latest trends in Real Estate.
Designed to share the Business Opportunities with RE/MAX to aspire individuals interested in becoming Real Estate professionals, RE/MAX India conducted a “90 Minutes with RE/MAX” right before the Convention. With insights on how Real Estate career is rewarding and how RE/MAX can help them in kick-starting their Real Estate journey, Anmol Aggarwal, Regional Director, RE/MAX Delhi NCR along with Chip Brekken, Director Global Development were able to spend quality time with a good number of prospects in attendance!
With the Opening General Session setting the right tone for an event; the Convention was addressed by Mr. Sam Chopra, Founder and Chairman, RE/MAX India with his session on “The Way Forward” followed by special sessions by Mr. Chip Brekken, Director Global Development and Mr. Hani Basili, Regional Owner, RE/MAX UAE.
The 6th Annual Convention of RE/MAX had Mr. Vivek Bindra, Founder, Global ACT as a motivational speaker.

A known author, corporate trainer, business consultant and a life coach, Vivek surely inspired and encouraged the audience with his dynamic session by helping them understand how to cultivate a positive mental attitude & thus build way for increased Personal-Professional Effectiveness.

Snippets from the Speaker Session by Mr. Shubhashish Bhattacharya, Director & CEO at Vriksh Consulting Pvt. Ltd and a Corporate Trainer on the topic “Attitudes of Excellence”.

Mr. Bhattacharya spoke about how to focus on things we can do rather than complaining about things that are not under control. With tips on how to increase our personal power and become successful, RE/MAX India would like to thank him for his wonderful session at the 6th RE/MAX Realty Rendezvous.
With some great panel discussions on topics like “Has the business gone digital? Are you geared up” etc and some great session like “Essentials of Entrepreneurship”, “How to remain strong in tough market conditions”, “Self Promotion- The RE/MAX way” and so on; RE/MAX India would again like to thank all the speakers and panelists for their contribution in making these sessions interesting as well as informative.

Speaker Sessions and Panel Discussions

With some reputed developers like WTC (Viridian Red) as Title Sponsors and HFL and San Verdante as the Associate Partners of the 6th Annual Convention of RE/MAX India, all our Affiliates got an opportunity to know more about the latest projects by these developers and thus network and connect with them for future business relationships.

Builders Presentations

Signing Ceremony before the “Night of the Stars”
The “Night of the Stars” still remained the much awaited event and highlight of the Convention where in the top performing Regional Owners, Regional Team Members, Broker Owners and Broker Associates glammed like stars by getting recognized by the Chairman, Vice-Chairman and the representatives from RE/MAX International.

RE/MAX India would once again like to congratulate all the winners and wish them all the very best!

The Convention ended on a very positive note by the concluding ceremony by the Chairman and discussions on what we will be looking forward to in the year 2015-2016. With everyone pumped up and motivated, the convention revolved around the theme of networking and connecting and engaging with peers.

RE/MAX India would once again like to thank everyone for participating in the convention and we will be looking forward to hosting you again in our next convention!

Wrap up and insight on what we will be looking forward to in 2015-2016
RE/MAX India would once again like to thank each and every Affiliate for participating in the 6th RE/MAX Realty Rendezvous and we look forward to hosting you again in our next Convention.

Stay tuned for its dates and the destination!
REUNITED.REFRESHED.REWARDED.RECOMMITTED
at
2015 R4, LAS VEGAS

The Chairman and Vice-Chairman of RE/MAX India along with Anand Choksi, Broker Owner, RE/MAX Advantage and his team at the 2015 R4 Convention, Las Vegas along with 8000 Affiliates from 98 countries from all corners of the world!
Pride of RE/MAX India

RE/MAX India would like to congratulate Mr. Anand Choksi for being recognized as the “Broker Owner of the Year”. It is his passion, intelligence and able leadership that has helped him make this great impact at the global level. Getting honored from amongst the enormous network of thousands of Broker Owners from 98+ countries is a true recognition and we are proud to share the pride and success that Anand has brought to RE/MAX India. Anand is a great testimonial for the success of the Business Model of RE/MAX in India and is also an inspiration to all those wanting to run their Real Estate business in an organized and a professional manner.
Time for Triple Celebration!

RE/MAX India would like to extend a very warm welcome to our new Regional Owners of RE/MAX West Hyderabad and Broker Owners in the regions of Navi Mumbai and Uttarakhand and wish them great success for their new journey. We would also like to congratulate the Franchise Sales team of RE/MAX India for achieving another milestone by strengthening the RE/MAX network in the lengths and breadths of the country!
RE/MAX India leading the round table discussion at the Brand Vision and Realty Exchange 2015 by REDCO (Real Estate Development Council Services) Haryana

With the event being a unifying forum for the Real Estate industry stakeholders to create a dialogue between the Developers, Real Estate Consultants and the Gurgaon Administration; Sahil Kapoor, Executive Director, RE/MAX India moderated the session organized by REDCO (Real Estate Development Council Services) Haryana.

The discussion turned out to be a great exchange of thoughts and we look forward to participating in more of such events in the near future!

Sales Snapshot

RE/MAX India

Snippet from the ‘Webinar Series’ on “Franchise Sales”, the new initiative by RE/MAX India to mentor and guide its regional teams through the FRANCHISE SALES process!

RE/MAX Delhi NCR

Snippets from the participation of RE/MAX Delhi NCR team in Business Opportunity Show in Gurgaon.
RE/MAX Gujarat

In the month of April, RE/MAX Gujarat organized a full day conference on “Entrepreneurship in Real Estate Sector” inviting and interacting with a very good number of enthusiastic Real Estate entrepreneurs in Ahmedabad and Gujarat. With some great external speakers like Mr. Ullas Shah, Mr. Apurva Shah, Mr. Anupam Tandon, Mr. Pramit Parikh, Mr. Jaxay Shah, Mr. Marmik Joshi and internal speakers including the Regional Owner, Mr. Manan Choksi and Broker Owners Mr. Anand Choski and Mr Vivek Parikh. The conference had some great interactive sessions on topics like Opportunities for the Investors, Modern Real Estate Broking, Current Real Estate scenario and Future of Real Estate, Characteristics of Successful Realtor etc and panel discussions on topics like New Age Real Estate Entrepreneurship, the event was a super success!

Snippets from the seminar on “How to join RE/MAX and start a stable Real Estate Broking Business for yourself” by RE/MAX Gujarat at their Regional Office
RE/MAX West Bengal

In the month of April RE/MAX West Bengal team participated in FRO in Kolkata where the team met and exchanged views with budding and experienced entrepreneurs from West Bengal and other places.

Snippets from the Discovery Days organized by the team of RE/MAX West Bengal at their Regional Office in the months of February and March. The region also invited it’s Broker Owners to share their experience with RE/MAX with all the prospects in attendance.

RE/MAX Telangana

The regular Discover Days organized by the team of RE/MAX Telangana at their Headquarters in Karimnagar ensures a good participation by prospects from varied backgrounds.

RE/MAX West Hyderabad

Snippet from the FRO participation by our region of RE/MAX West Hyderabad.
News from RE/MAX Academy of Real Estate

Broker Owners Management Training at the National Headquarters of RE/MAX India

To train and mentor our new Franchise Owners on the ways to help their franchise grow to a next level, RE/MAX Academy of Real Estate organized a batch of Franchise Owners Management Training.

The training was attended by our new Franchise Owners from the regions of Navi Mumbai, Dehradun, Haryana and Delhi. RE/MAX India would like to wish them all the very best for their journey with RE/MAX.

Broker Associate Management Training at the National Headquarters of RE/MAX India

The “Broker Associate Management Training” at the RE/MAX Academy of Real Estate is a very comprehensive training module that helps in generating larger degrees of success in the Real Estate business of our Associates.

We are proud to certify another batch of Associates from the regions of RE/MAX Delhi NCR, RE/MAX Rajasthan -1 and RE/MAX Haryana and would like to wish them all the very best for their Real Estate journey with RE/MAX!
What’s New in Marketing & Social Media

iMarketing Update

The marketing section now allows you to print professional templates and email them to your customers. You can send letters, business cards, advertise listings, and more. You just have to select a category and create a customized marketing piece in just a few easy steps!

LISTING PROMOTION

CUSTOMER FOLLOW-UP

GENERAL MARKETING
Press Buzz

PUBLICATION: Business for All, April 2015 Issue

By REALTORS for REALTORS

PUBLICATION: Zee Business - The Property Plus Show
LINK: https://www.youtube.com/watch?v=LPn1cmKuDc&feature=youtu.be

PUBLICATION: Property 24, News 24
LINK: https://drive.google.com/a/wishboxstudio.com/file/d/0B0Uxatqi5oi8U0VleFV5aXhBRFk/view?pli=1

PUBLICATION: Realty & More

PUBLICATION: Financial Chronicle – Build Supplement
**PUBLICATION: IBEF BLOGS**


"Smart cities: An Opportunity for real estate sector"

There are a number of questions that arise with reference to the execution of this plan as the residents of these cities have already been living in a number of problems due to its maintenance and poor planning. The smart cities will not only make life easier and much more comfortable for the residents but also help in utilizing resources and giving a new look to the city.

The concept of smart cities is relatively new in India in terms of urban development. There are problems like resource depletion, urban planning, and other difficulties. But, the economic impact from the development of India's smart cities is significant to drive national economic growth through adding increased foreign direct investment (FDI), work for Real Estate Investment Trusts (REITs), and real estate development. Smart cities need to be designed and executed. Not only will investment in smart cities create a better and a better living environment, but it will also generate private equity investment into the core sectors. This is a new challenge in India because of the existing socio-economic balance and the need for optimum utilization of resources. This sector is very promising in this concept to deliver the best of all.

All individuals at even lower levels are trying to be actively involved in the multiple operational developments.

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**PUBLICATION: 99acres.com**


**North and South Realty Market – Poles Apart?**

By Neha Pathania Kashiap

April 3, 2015

North and South Realty Market – Poles Apart?

By Neha Pathania Kashiap

April 3, 2015

**Key Differences between North and South real estate market**

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<thead>
<tr>
<th>North</th>
<th>South</th>
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<tbody>
<tr>
<td>Investor-driven</td>
<td>End user driven</td>
</tr>
<tr>
<td>Unstable price movement</td>
<td>Stable price movement</td>
</tr>
<tr>
<td>Dependent on policy changes</td>
<td>Less impacted by policy changes</td>
</tr>
<tr>
<td>Persistent project</td>
<td>Limited project delays</td>
</tr>
</tbody>
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**PUBLICATION: Mail Today**

**FOR A SMARTER FUTURE**

The smart cities will not only make our life simpler and much more comfortable but also help in efficiently utilizing resources and giving a near-level infrastructure to our next generations.

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**PUBLICATION: Amar Ujala**

"शहरों में भरोसे के लिए रियल्टी निवासकर्ता जरूरी नई दिल्ली (क्यूरी). विश्वसनीय रीयल एस्टेट फ्रेंचाइजिंग नेट्वर्क कंपनी रिमेक्स इंडिया का मानना है कि भारत में रीयल एस्टेट क्षेत्र में ग्राहकों का भरोसा हासिल करने के लिए रियल एस्टेट निवासकर्ता का होना जरूरी है। रिमेक्स का मानना है कि रीयल एस्टेट क्षेत्र में अच्छे परिवारों हासिल करने के लिए एक प्रौद्योगिकी की प्रशिक्षण भी जरूरी है। रिमेक्स इंडिया के चेयरमैन व संस्थापक सैम चोपड़ा के मुताबिक दिल्ली एनसीआर के इलाके में जहां फैलों की काफी स्टोक हो गई है, वहां फैलों के दाम में तीस फीसदी तक की गिरावट की गंजाला है।"
PUBLICATION: 99acres.com

PUBLICATION: Realty & More online portal

Good, but not much for us, say realty players

Going by the initial response, Finance Minister Arun Jaitley’s “balanced” and “controlled” Budget for 2015-16 has got thumbs up from the real estate sector. The fact that there are no big-ticket announcements directly impacting the sector has disappointed many but the overall long-term
Union Budget and Real Estate Reaction

According to Mr. Sam Chopra, Founder & Chairman, RE/MAX India,

he says that we are glad to see that the government has allowed foreign investment in Alternative Investment Funds (AIFs), a category of pooled-in investment vehicles for real estate, private equity and hedge funds. With this initiative, it is a win-win situation for the developers and investors of our country. Also, as the government has promised to do away with different categories like Foreign Portfolio Investors (FPI) and Foreign Direct Investment (FDI) for such investments, we can look towards making it easier for overseas investors to invest in AIFs.

Since the government has also proposed to raise the investment in infrastructure to Rs. 70,000 crores, it will be a big boost to new initiatives like “100 Smart Cities” and “Housing for All” that have been introduced. Also, the introduction of new and more comprehensive Benami Transactions (Prohibition) Bill will be a good move to curb
Going Online is the new buzz in real estate

Taking a cue from private companies, even the Indian Government is fast moving towards digitalizing their processes. With increasing number of administrative processes becoming online, the Government is leaving no stone unturned to bring transparency and ease real estate transactions for all stakeholders.

In the last few months, various processes such as registration of properties, payment of property taxes and regulation of cement costs have been made online. "With such fast paced movement into the digital space, the Government aims to make customer services more consistent and effective," says Sam Chopra, Founder & Chairman, RE/MAX India.

Availability of information on compliance and regulatory reforms in the online domain not only allows easy retrieval of information, but also makes the process hassle free and faster.

Why are so many property brokers closing shop in the NCR?

Real estate, once a booming business, has now turned into a graveyard for brokers in Noida and Gurgaon. Project delays and a severe liquidity crunch in the market seems to have delayed their commission payments, forcing many small brokerage firms to shut shop.

"There is no proper system for commission payments. Brokerages are the first to be impacted if any issue crops up with a project," says Pawan Jauhar, director of the company.

"Brokers also are facing huge issue of part payments, which leads to the money getting accumulated and delayed," he adds.

If this trend continues, it is going to affect the entire ecosystem of real estate," points out Sam Chopra, chairman of real estate brokerage firm RE/MAX India.

Overlooked

Mr. Jain didn’t deal in shares, as far as real estate industry is concerned. In the Jain Budget 2015-16, the FinanceMinister didn’t mention the threat the sector was witnessed in fruitful manner. Whether it was growing industry ormal in lower gears or a host of other demands, the Budget didn’t attempt to meet any of those giving the impression of being obsessed with the demands of the people. A lower rate of interest, a lower tax rate, a lower value added tax, etc. It was a text book approach to the demands of the people.

We are glad to see that the Government has allowed foreign investors in Alternative Investment Funds (AIFs) in India. Also, the Government has created a separate Investment Fund (AIF-2) for the development of infrastructure projects in India. The Government has also announced a credit guarantee scheme for micro, small and medium enterprises (MSMEs) to help them to raise funds from banks and other lenders.

Sam Chopra

Aging is a process, but it is also an opportunity. The government should take steps to encourage the flow of foreign direct investment (FDI) into real estate. This will help in attracting more investors to the sector and boosting economic growth. The government should also take steps to improve the ease of doing business in India, which will help in attracting more FDI into the sector.

Ardent housing is a business vertical that has stood out in the test of time, but larger format housing has failed to attract buyers and investors. Today, reality majors who previously focused only on mid-income and high-end housing projects are seriously looking at building up their presence in middle income as well.
**PUBLICATION: Realty & More**


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**Pre-Budget Expectations by Real Estate Developers**

by Chhavi Vashishth 2 weeks ago

"We at RE/MAX strongly believe that the Government should tweak tax norms to make REITs more attractive and flexible which will further lead to a big push to investments in the sector." Said Sam Chopra, Chairman, RE/MAX India

Deepak Kapoor, Director, Gulshan Homz, said, "The three most important drivers for the real estate sector this Budget will be: RBI’s interest rate cuts, decision on the land acquisition Act and execution of single-window clearance system... The whole sector is at least expecting the rates to come down so as to revive the market. There is a lot of demand in the market which is being held hard by the affordability factor and we are pretty hopeful that the RBI will bring about good news for interested buyers."
LINK: http://www.deccanherald.com/content/457932/get-home-not-house.html

PUBLICATION: ET Realty – Real Estate news portal of the Economic Times  

Subsidies and productive policies required to implement ‘Housing for All’

By Neeta Pathania Keshari

February 24, 2015

This announcement of ‘Housing for All’ by 2022 by the Modi Government has set the ball rolling for the upcoming Union Budget. Industry experts believe that affordable housing will become a reality only if the Government takes mandatory steps towards boosting the sector and announces policies to leverage housing for all. Presently, the government has taken steps to ease the inflow of foreign direct investment (FDI) in the sector, reduce home loan interest rates, set aside infrastructure budget. More such initiatives are expected post the Budget.

Introduction of supportive policies like removal of multiple taxes, cut down in the prices of raw materials, execution of Real Estate Regulatory Bill and Land Acquisition, Rehabilitation and Resettlement Bill (LARR) in order to bring in structure and transparency in the sector and reduction in the minimum built area of a project could be some positive changes hinting towards the Governments efforts to pull real estate industry out of its sluggish phase, points out Sam Chopra, founder & chairman of REMAX India.

Women hiring picks up in real estate as builders seek gender parity

As the sector becomes organised and more professional, companies are considering hiring female employees for roles such as operations and on-site project execution which have so far been male bastions.

Sameet Shah, 18 February 2015, 10:20 AM CET

Sam Chopra, founder & chairman of real estate brokerage firm REMAX India also feels women realtors have an edge over men realtors in presenting better services. “The decision of buying a home is majorly dominated by the women in the house. They definitely have an edge while selling,” says Sam Chopra; chairman of real estate brokerage firm REMAX India.

According to human capital solutions firm CareerBuilder India, the real estate sector, comprising construction companies, architects, builders, intermediaries and property consultants have about 85% blue collar employees with women forming only 7-8% of the total workforce.
Where will the recovery in home sales start from?

- With green shoots in the economy slowly becoming visible, recovery in home sales is expected sooner than later. Which market will lead this much anticipated recovery is now the big question.

  - Srinivasa Raju, Director, Eureka Realty

- investor driven markets, which will make the recovery faster,” explains AS Sivaramanrish, head of residential services, CBER South Asia.

The Reserve Bank of India last month reduced repo rate by 0.25 percentage points to 7.75% in the first rate cut since 2013 signaling change in direction. The central bank is expected to cut rates by a further 50-100 bps till Diwali, “which is when the real recovery will start,” adds Sivaramanrish.

Despite a slowdown in sales, end-user driven markets usually see moderate activity. For endusers, a bad market where desperate builders are offering discounts and attractive payment plans are a boon. “So, such markets will pick up way faster than investor driven ones. Buyers in such markets primarily purchase for self-use and not with the purpose of flipping,” says Sam Chopra, founder & chairman, RE/MAX India.

The markets of Mumbai, Bangalore investments and the good news is one of the most emerging sectors year-end saw improvements in the both in the residential as well as the international brands wanting to retail Real Estate continues to be a big opportunity for.
News from the Region

RE/MAX Delhi NCR

RE/MAX Delhi NCR: Snippets from the Broker Office visits by Cheryl Luster, Regional Development Consultant, RE/MAX LLC during her visit to the National Headquarters of RE/MAX India wherein the Broker Owners and the Broker Associates from the region got to spend quality time with her.

To bring together the RE/MAX network of Delhi NCR, the region conducted their Broker Owner – Broker Associate meetings inviting all their Affiliates to the Delhi NCR’s Regional Office. With an objective to make it an interactive and learning platform for everyone, the meet majorly had the Broker Associates take the lead and share about their Real Estate journey and how has RE/MAX helped them evolve as a Real Estate Consultant to their clients.

RE/MAX Gujarat

Snippets from the Monthly Broker Owner’s Meeting for RE/MAX Gujarat and the fun time RE/MAX Gujarat team had at the 6th RE/MAX Reality Rendezvous!

Heartiest congratulations to the team of RE/MAX Gujarat for winning the “Region of the Year” award along with other recognitions for their Broker Owners and Broker Associates.

Starting the months with the monthly BO – Meeting and regular “60 Minutes with RE/MAX”, the Regional team of RE/MAX Gujarat stayed super active in engaging and educating their prospects through the RE/MAX Gujarat Blog (http://www.remax-gujarat.in/blog/remax-gujarat-unfastens-real-sides-real-estate-negotiation-skills/) and their Facebook page (https://www.facebook.com/remax.gujarat)

With a strong belief in “Empowerment through Education”, RE/MAX India would like to wish the entire team all the very best for all their initiatives.
RE/MAX West Bengal

Snippets from the team of RE/MAX West Bengal along with the Broker Owners attended the 6th RE/MAX Realty Rendezvous. In addition to getting recognized at various levels, the Regional Owner, Mr. Debashis Majumdar also participated as a panelist in the panel discussion on the topic “Has the Business Gone Digital”.

RE/MAX India would like to thank the region for their participation in the Convention and would like to wish them all the very best!

Mr. Jaydip Mehta, Broker Owner, RE/MAX Realty Solutions, RE/MAX West Bengal has been very active in the Global Referral’s within RE/MAX and it was a proud moment for the region when Mr. Mehta got visited by Mr. James from RE/MAX Hallmark Realty Ltd., Toronto. With such great testimonials of the power of network of RE/MAX, we are very sure that a lot of Global referrals are on the way to our Associates in India!

RE/MAX Telangana

Snippets from the Regional and the Broker Owners participation in the 6th RE/MAX Realty Rendezvous.

RE/MAX India would like to congratulate the Regional Owners for their achievements in the past one year and would also like to thank the team for their participation!

RE/MAX Telangana team not only conducts regular Discovery Days in their region to expand their network but also works closely with their existing Broker Owner’s through the Broker Owner Review Meetings.

With the grand inaugurations of the Broker Offices done in the region, RE/MAX India would like to wish them all the very best!
RE/MAX Haryana

The entire team of RE/MAX Haryana and the Broker Owners had a wonderful time at the 6th RE/MAX Realty Rendezvous.

With some great achievements in the year of 2015, the Regional Owner and the team of RE/MAX Haryana got recognized for their efforts at the “Night of the Stars”. The Regional Owner also moderated the panel discussion on the topic “Has the Business Gone Digital”.

RE/MAX India would like to thank the region for their participation and wish them a very productive 2015!

RE/MAX Rajasthan-1

With great networking done by Regional Owners, Broker Owners and Broker Associates of RE/jasthan – 1 at the Convention, Mr. Manish Patni, Regional Owner, RE/MAX Rajasthan-1 also conducted a special session on the topic “When the going gets tough, the tough gets going – How to remain strong and profitable during tough market conditions”.

RE/MAX India would like to thank all of them for their participation and wish them a very successful 2015!

RE/MAX West Hyderabad

With a very active online presence sharing the Franchise Opportunities with RE/MAX, the Regional Owner of RE/MAX East Hyderabad, Mr. Balajee Kumar had been visiting and networking with the Associates of not only his region, but the adjoining regions as well.

RE/MAX India would like to wish him and the region all the very best for this cross-pollination of thoughts and sharing of best practices within the region.

RE/MAX MP-1

The region of RE/MAX MP1 had been active on the print-media by taking out advertisements newspapers like Hindustan Times.

RE/MAX India would like to wish them all the very best for these continued efforts of Franchise Sales!
RE/MAX Greater Vaisakha

The region of RE/MAX Greater Vaisakha had months of learning and networking through the special sessions with Mr. Balajee Kumar, Regional Owner, RE/MAX East Hyderabad.

In the month of February, Balajee took a training session with the entire team and we are sure that it has proved to be a very successful activity.

The region also maintains a very active Facebook page by regular updates on Franchise as well as Agent Opportunities.

News from LLC

Chip Brekken and Cheryl Luster visit RE/MAX India for the 6th RE/MAX Realty Rendezvous
The pictures say it ALL!

A DIGITAL REINVENTION.
THE NEW ABOVE, The RE/MAX MAGAZINE

2014 Circle of Legends
These agents join an elite group.

2014 Luminary of Distinction Awards
Congratulations to our inductees!

2015 Best of RE/MAX
Success on parade at R4 Awards Night.

A Great R4 Begins With a Great Opening Session
The days ahead should be bright for real estate agents.

RE/MAX Luxury Forum: Top Impressionists Revealed
Agents who specialize in The RE/MAX Collection get down to business.

7 Tips for Powering a Mastermind Group
Create your own support and business-building system.

A Personal Touch
Brad Eddy keeps the "I" in team while expanding his business.

All the Right Moves
Amy Jurek shares her insights on working with relocation clients.

Easy, Free Marketing!
4 new no-cost options are available in the RE/MAX Design Center.

Put People First
Chris Smith offers 5 principles for digital efficiency.
### RE/MAX Anniversaries (February)

<table>
<thead>
<tr>
<th>Name of the Region</th>
<th>Broker Office Name</th>
<th>Broker Owners Name</th>
<th>Number of Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>RE/MAX Gujarat</td>
<td>RE/MAX Corporate Services</td>
<td>Aashil Patel</td>
<td>1</td>
</tr>
<tr>
<td>RE/MAX Rest of Tamil Nadu</td>
<td>RE/MAX Koneru Realtors</td>
<td>Chaithanya Jyothi Bobba</td>
<td>2</td>
</tr>
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</table>

### RE/MAX Anniversaries (March)

<table>
<thead>
<tr>
<th>Name of the Region</th>
<th>Broker Office Name</th>
<th>Broker Owners Name</th>
<th>Number of Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>RE/MAX MP 1</td>
<td>RE/MAX Real Estate Masters</td>
<td>Charanjeet Singh Khanuja</td>
<td>4</td>
</tr>
<tr>
<td>RE/MAX Mumbai</td>
<td>RE/MAX Metro</td>
<td>Jay K Shah</td>
<td>3</td>
</tr>
<tr>
<td>RE/MAX East Hyderabad</td>
<td>RE/MAX Plus 1</td>
<td>Jagdeesh Adasada</td>
<td>2</td>
</tr>
<tr>
<td>RE/MAX East Hyderabad</td>
<td>RE/MAX Property Champions</td>
<td>Tirupalu Reddy</td>
<td>2</td>
</tr>
<tr>
<td>RE/MAX Rest of Tamil Nadu</td>
<td>RE/MAX Realty Hub</td>
<td>S. Sarvana Kumar</td>
<td>1</td>
</tr>
<tr>
<td>RE/MAX Rest of Tamil Nadu</td>
<td>RE/MAX Arasan Properties</td>
<td>Mohd. Ismail</td>
<td>1</td>
</tr>
<tr>
<td>RE/MAX Rest of Tamil Nadu</td>
<td>RE/MAX Appu Real Estate</td>
<td>K. Kanniah</td>
<td>1</td>
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</table>

### RE/MAX Anniversaries (April)

<table>
<thead>
<tr>
<th>Name of the Region</th>
<th>Broker Office Name</th>
<th>Broker Owners Name</th>
<th>Number of Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>RE/MAX East Hyderabad</td>
<td>RE/MAX Real Estate Consultants</td>
<td>Salman Bin Masqati &amp; Sultan Bin Ibrahim Masqati</td>
<td>2</td>
</tr>
<tr>
<td>RE/MAX Delhi NCR</td>
<td>RE/MAX Galaxy Realty</td>
<td>Punya Arora</td>
<td>2</td>
</tr>
<tr>
<td>RE/MAX Delhi NCR</td>
<td>RE/MAX Team Realty</td>
<td>Anil Verma</td>
<td>1</td>
</tr>
</tbody>
</table>
Heroes of the Month

Top Listors (February – April)

#1 Mohammad Haider
RE/MAX Complete Solutions
RE/MAX Delhi NCR

#3 Sandeep Pandya
RE/MAX Dreamz
RE/MAX Gujarat

#3 Bhavini Tejas Mehta
RE/MAX Corporate Services
RE/MAX Gujarat

Top Recruiters (February – April)

#1 Anand Choksi
RE/MAX Advantage
RE/MAX Gujarat

#2 Aashil Patel
RE/MAX Corporate Services
RE/MAX Gujarat

#3 C K Taneja
RE/MAX 1st Choice Realty
RE/MAX Delhi NCR

Top Transactor (February – April)

#1 Mohammad Haider
RE/MAX Complete Solutions
RE/MAX Delhi NCR

#2 Tejas Shah
RE/MAX RE/MAX Realty Solutions
RE/MAX Gujarat

#3 Punit D Thakkar
RE/MAX Matrix
RE/MAX Mumbai
## Top Listings

<table>
<thead>
<tr>
<th>Description</th>
<th>Broker Associate</th>
<th>Broker Office</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available 3 BHK flat in Dwarka. Attach balcony, bathroom. Near to the all basic amenities.</td>
<td>Mohammad Haider</td>
<td>RE/MAX Complete Solutions</td>
<td>RE/MAX Delhi NCR</td>
</tr>
<tr>
<td>Multiple options available on rent for 2 and 3 bhk flats in new schemes of Gota and new S G Road. Allotted car parking, garden, club house, gym, children play area available.</td>
<td>Sandeep Pandya</td>
<td>RE/MAX Dreamz</td>
<td>RE/MAX Gujarat</td>
</tr>
<tr>
<td>4 BHK Bungalows for sale Near Sorabji Compound Road, Vadaj, Ahmedabad. If you have been waiting to buy a Bungalows this is worth a wait. It is just a kind of place you have been dreaming.</td>
<td>Bhavini Tejas Mehta</td>
<td>RE/MAX Corporate Services</td>
<td>RE/MAX Gujarat</td>
</tr>
<tr>
<td>Shop Available on Rent at Arvind Megatrade, Near Ashok Mill Naroda Road, Ahmedabad. Mega Trade is a commercial complex that will take your business to the next level. Comprising of 234 exclusive shops and offices, this spacious complex is located at Naroda road.</td>
<td>Jigar Pandya</td>
<td>RE/MAX Corporate Services</td>
<td>RE/MAX Gujarat</td>
</tr>
</tbody>
</table>
India among top 20 realty investment destinations in world

Investments in Indian real estate last year jumped more than two-fold to over $ 5 billion, helping the country figure in the list of world's top 20 property destinations, according to consultants.

"India is amongst the top 20 real estate investment destinations for 2014 with total of $ 5,000 million. India at the 20th rank recorded the third highest growth in investments, with an increase of over 140 per cent in total investment volumes in 2014 at $ 5,050 million against $ 2,100 million in the previous year. Of the total investment volume, the domestic investments were recorded at $ 3,120 million (62 per cent) and foreign at $ 1,930 million (38 per cent). "The Indian real estate investment scenario saw a high point in 2014 reaching highest investment levels in the last five years," C&W said in its report 'International Investment Atlas 2015'. However, the consultants said the global real estate investments fell in 2014 for the first time in five years, dropping 6.3 per cent to $ 1.21 trillion

"By activity, the USA has moved back to the top for the first time since 2009, with volumes rising 16.2 per cent to $ 390.6 billion, 16 per cent ahead of China. These two of course dominate global activity with a combined 60 per cent market share," the report said.

Out of total investment volumes in Indian real estate, corporate investments increased sharply at $ 2,550 million in 2014 against $ 900 million in 2013. Private Equity investments too increased to $ 2,500 million from $ 1,200 million during the period under review. Corporate investments transactions include real estate purchases by companies including office or development site assets for end-use, development or investment.

"Residential emerged as the sector to receive the highest amount of investment totalling up to $ 2,600 million while office sector followed closely at approximately $ 2,000 million. Commenting on the report, C&W Executive Managing Director, South Asia Sanjay Dutt said: "The huge growth in investment volumes in real estate markets in India are proof that investors are already acting out on their expectations of improvements in the ease of doing business in India". He expects investment volumes to increase even more to match the levels of top 10 global investment destinations.

"Indeed, there is huge longer-term potential if the government addresses supply-side bottlenecks such as poor infrastructure to enhance India's position as a global IT and outsourcing hub, as these could boost private investments (including foreign funds) and ensure all-inclusive growth for the entire population,

Buying a property? Check the legal status!

With many projects facing delays and many getting stuck in court for various reasons, investing in a property with clear legal status is a matter of prime importance on a consumer's mind. However, most of us are unaware of what kind of legalities should be checked before buying a property.

While explaining, the legal checks that should be made while buying an apartment, you need to verify the original title deeds along with building approvals/occupancy certificate. Further, you also need to ensure that all the documents for sale are adequately stamped and registered." In case of a resale property, apart from the above mentioned documents, please checks the transfer deeds, share certificate".

Do the legalities differ for plots? To this question: "In case of plots, you need to additionally check the Property card/7/12 extract apart from the above mentioned documents."

Does bank approval mean that the property has all the legal approvals? "It is not necessary. However, presumption can be made that once the project is approved, it has got all the legal approvals."

It is advised to avoid paying cash to the builders even if they ask for it. He said, "You should not give in cash. However, if the builder is not ready to listen and you want to go ahead with the deal, then you can do so at the time of registration of your agreement. However, cash transaction is not advisable and you should avoid as much as you can."

To people who buy or has bought properties through brokers, check the legality of property. Get a sub-registrar search done to ensure that the property is not encumbered and the relevant agreement for sale is registered with the sub-registrar of assurances.

Considering there are many buyers who avoid vetting documents through lawyer and prefer brokers do the job for them, Mishra strongly recommended them to visiting lawyers to get the documents verified. In case, the final product differs from the product showed in brochures, one can claim the compensation if the same is a part of the MOFA agreement.

Understanding the legal jargons

What are stamp duty charges and why are we supposed to pay it?
"Stamp duty payment is mandatory by law. All the documents related to property or otherwise need to be stamped as per the relevant stamp act."

Importance of getting an Encumbrance certificate?

Encumbrance certificate is issued by the concerned Sub-Registrar which mentions details of all transactions related to a property. This is important because if there is any sale/mortgage over the property, then the same can be identified.

It is important to obtain NOC from society before selling the property. "Yes, it is important to obtain NOC from the society, though it's not a mandatory requirement. Societies cannot deny issuing NOC unless there is a dispute over the property with respect to payment to be made to society or Municipal Corporation".

LINK:

RE/MAX India Welcomes its New Broker Owners

February - April

<table>
<thead>
<tr>
<th>Name of the Region</th>
<th>Broker Office Name</th>
<th>Name of the Broker Owner</th>
</tr>
</thead>
<tbody>
<tr>
<td>RE/MAX West Hyderabad</td>
<td>RE/MAX Realty Services</td>
<td>Hanumantha Rao Phaneesh</td>
</tr>
<tr>
<td>RE/MAX Navi Mumbai</td>
<td>RE/MAX Estates</td>
<td>Nisreen Hamid and Shabeer Hamid</td>
</tr>
<tr>
<td>RE/MAX Uttarakhand</td>
<td>RE/MAX Real Estate Solutions</td>
<td>Sateshwar Prasad Gaur</td>
</tr>
<tr>
<td>RE/MAX Delhi NCR</td>
<td>RE/MAX 1st Choice Realty</td>
<td>CK Taneja</td>
</tr>
<tr>
<td>RE/MAX ROTN</td>
<td>RE/MAX Aikya</td>
<td>N. Ashok and M. Kingsly Vijay</td>
</tr>
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</table>
## RE/MAX India Welcomes its New Broker Associates

### February - March

<table>
<thead>
<tr>
<th>Name of the Region</th>
<th>Broker Office Name</th>
<th>Associate Name</th>
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<tbody>
<tr>
<td>RE/MAX Gujarat</td>
<td>RE/MAX Corporate Services</td>
<td>Bhavini Tejas Mehta</td>
</tr>
<tr>
<td>RE/MAX Gujarat</td>
<td>RE/MAX Advantage</td>
<td>Harshil Desai</td>
</tr>
<tr>
<td>RE/MAX Gujarat</td>
<td>RE/MAX Advantage</td>
<td>Ketan Shah</td>
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<td>RE/MAX Gujarat</td>
<td>RE/MAX Kunvarji</td>
<td>Jay Deliwala</td>
</tr>
<tr>
<td>RE/MAX Gujarat</td>
<td>RE/MAX Corporate Services</td>
<td>Mohd. Shehjat M Shaikh</td>
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<tr>
<td>RE/MAX Gujarat</td>
<td>RE/MAX Corporate Services</td>
<td>Mehul Rathod</td>
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<tr>
<td>RE/MAX West Bengal</td>
<td>RE/MAX City Centre</td>
<td>Ravinder Singh Sandhu</td>
</tr>
<tr>
<td>RE/MAX North Gujarat</td>
<td>RE/MAX Advantage</td>
<td>Mitesh Prajapati</td>
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<td>RE/MAX Delhi NCR</td>
<td>RE/MAX Realty Investmart</td>
<td>Meena Yadav</td>
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<td>RE/MAX Delhi NCR</td>
<td>RE/MAX Solution Specialists</td>
<td>Ravi Kumar Shrivastava</td>
</tr>
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<td>RE/MAX North Gujarat</td>
<td>RE/MAX Propkonnect Realty Solutions</td>
<td>Paresh Shankarlarl Panchal</td>
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<td>RE/MAX Delhi NCR</td>
<td>RE/MAX Highrise Realty</td>
<td>Rajan Malhotra</td>
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<td>RE/MAX Realty Solutions</td>
<td>Sheel Shah</td>
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<td>RE/MAX Highrise Realty</td>
<td>Renu Bajaj</td>
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<td>RE/MAX PROPERTY WORLD</td>
<td>Paraskumar H Vedani</td>
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<td>RE/MAX Corporate Services</td>
<td>Ketul Shah</td>
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<td>RE/MAX North Gujarat</td>
<td>RE/MAX Property World</td>
<td>Pathik Doshi</td>
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<td>RE/MAX Metro</td>
<td>Sachin Upendra Trivedi</td>
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<td>RE/MAX Advantage</td>
<td>Hasmukh Kalsariya</td>
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<td>RE/MAX MP1</td>
<td>RE/MAX Vision Property</td>
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<td>RE/MAX Rajasthan - 1</td>
<td>RE/MAX Milestone Realty</td>
<td>Bharat Agrawal</td>
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<td>Rajindar Sahni</td>
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<td>Gourav Jain</td>
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<td>RE/MAX 1st Choice Realty</td>
<td>Shantnu Malik</td>
</tr>
<tr>
<td>RE/MAX Uttrakhand</td>
<td>RE/MAX Real Estate Solutions</td>
<td>Namrita Gaur</td>
</tr>
</tbody>
</table>
YOU ARE CALLED UPON TO CONTRIBUTE TO REBUILD A LIFE IN NEPAL

LET'S PRAY FOR NEPAL

Volunteer to help by contributing in terms of giving financial support and/or contribute in kinds by donating clothes (in good condition, washed & ironed), medicines, food items, water etc.

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- Odisha
- Assam
- Manipur
- Meghalaya
- Mizoram
- Nagaland
- Tripura
- Himachal Pradesh
- Uttar Pradesh Western
- Uttar Pradesh Eastern
- Uttar Pradesh Central
- Arunachal Pradesh
- North Karnataka
- Goa
- Uttrakhand
- Mumbai
- Pune
- Rest of Maharashtra

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