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Make a REAL ESTATE SPLASH!

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Wary of indulging in home-hunting during the monsoons? Fret not, as the ongoing season could be an apt time to gauge the sturdiness and durability of your prospective home

Traditionally, home-buyers have underestimated monsoons as a prospective house-hunting season. However, contrary to popular belief, monsoons are the best time to invest in a property, believe experts.

During this season, buyers can actually check the construction quality of their homes pertaining to any leakages and seepage issues that would be very much visible during heavy rains. "Many-a-times, people invest all their savings in areas where they don't envisage local problems such as water stagnation and flooding, sewage issues during monsoons, non-availability of public transport, etc," says Srinivasan Gopalan, group CEO Ozone Group.

Secondly, monsoons are generally considered as a lull period and so, there is a slew of offers and schemes that can be leveraged upon during this period for buyers, thus making the home-buying activity an attractive proposition. "It becomes easier to avail lucrative deals offered by sellers on account of a muted demand. In order for the realtors to not backslide in this three-month period, they are susceptible to offering projects at reasonable prices, which ultimately, benefit the end-user. Furthermore, developers offer appealing discounts at this time to provide the crucial push to their sales," says Rajeev Jain, director, Nirmal Lifestyle.

Visiting the construction site during the rains can help buyers address concerns pertaining to any difficulty while commuting during the monsoons; water-



Realty experts believe that not only are the developers more than willing to sit across the table and negotiate; for the buyers too, the monsoons is an apt time to inspect their prospective homes and finalise a fruitful deal for themselves. The season further exposes any construction defects; plumbing quality in terms of drainage; as well as water-logging and congestion issues in the neighbourhood, thus giving a clearer picture.

So, go ahead and inspect your property this season. In an under-construction property, the home-buyer can learn of how the project would shape up and if the location is offering proper connectivity, has proper drainage system, etc. For resale and ready possession flats, one can check the quality of construction and if there are seepage in the walls, leakages or water stagnating anywhere. "This gives the buyer an upper hand and he can negotiate with the developer or reseller to get it repaired and also give a better deal on the property," concludes Gopalan.

Hence, if you are a prospective home-buyer, monsoons are not the time to sit back and relax but to call for action, get valuable information on the property you intend to purchase and go ahead and take the plunge.



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