



# CORNER SPACE

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## Five creative ways to bring back fun to your workplace

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## Trillion dollar possibilities for real estate

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## Five habits of highly effective real estate investors

Real estate investment can be a thrilling ride of highs and lows that's full of adventure. Before you embark on this expedition, it helps to acquire certain skills and habits. More than a degree, developing a long-term real estate investment business requires skill.

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If recommendations of the Third Municipal Valuation Committee are accepted, property tax on commercial properties in south Delhi may see a hike of 300%.

Commercial real estate values have peaked in New York, according to the majority of professionals surveyed for Marks Paneth's *Gotham Commercial Real Estate Monitor*.

Navi Mumbai is fast emerging as the preferred destination for home buyers in the Mumbai Metropolitan Region (MMR) with over 16,000 housing units sold in the last two years.

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*Significant rise in large office space transactions kindle hopes of revival in the commercial real estate sector. India's top six property markets reported 236 transactions for large office spaces — of at least 25,000 square feet from the start of the year.*

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## About Citadel Propcon Pvt. Ltd.

Citadel Propcon, with over a decade of experience and a pan-India presence, is a leader in real estate services. With our passion for property and creative solutions and an exuberant team, we put our best forward to exceed client expectations. We integrate the resources of real estate specialists for our clients ranging from major corporates to individual private investors, to accelerate their business goals.

## FDI boost for e-commerce to push real estate

E-commerce has witnessed unprecedented growth in the last two years and turned into a USD 22 billion dollar industry in India. The announcement of 100 per cent foreign direct investment (FDI) in marketplace e-retailing has created fresh ripples in the e-commerce industry. This development that will boost domestic as well as foreign players and will also enable new players to enter the e-commerce space. Foreign funding will allow e-commerce players to expand their footprint, which will directly impact the demand for office space and warehousing.



### 1. Centers of commercial growth

E-commerce has grown by leaps and bounds and emerged as one of the biggest demand drivers for office space. With fresh infusion of foreign capital, there is expected to be tremendous demand for small corporate offices and large back office spaces from e-commerce companies. Existing companies as well as new entrants would require large commercial spaces. Bengaluru and Gurugram, which have seen the rise of e-commerce companies, are likely to emerge as major hubs.

### 2. Increased demand for warehousing and logistics

As the e-commerce industry opens up, the demand for warehousing and logistics real estate is also expected to escalate. Unlike the demand for office spaces, this additional requirement will be spread fairly evenly across India, including Tier 2 and 3 cities.

However, there has been a rider clause attached to the FDI liberalisation in e-commerce. Companies will not be able to sell below market prices and not more than 25 per cent of sales can happen via one vendor. This announcement is likely to curtail unfair trade practices to an extent and create encourage healthy competition.

### 3. E-commerce to scale new heights

With this new decision allowing FDI in e-commerce, there would be an integration of both offline and online trade. Going forward, there would be a level playing field for both brick and mortar companies as well as e-commerce players. With e-commerce in India still at a nascent stage and the growth rate very high, the dream run has only begun.

## Five creative ways to bring back fun to your workplace

Dull colours, empty walls and cold fluorescent lighting — these banal features make an office a sombre space. But it doesn't have to. The office has virtually turned into a second home, which is why it should be fun and colourful. An added bonus is that interesting surroundings have a direct effect on the employees' creativity and productivity. If you are looking at spicing up your workplace, here are a few handy tips:

### 1. Quirky calendars

Calendars are an essential part of office décor and help us in keeping track of time, staying on top of appointments and following up with plans. Who said they can't be creative? Lego calendars, different geometric patterns, famous paintings and even origami, take your pick.



### 2. Touch of green

Plants are a perfect way to lift your spirits on a bad day at work. In fact, studies claim that plants in offices increase happiness and productivity among employees. Opt for some cubicle-friendly plants like cactus, spider plant, or peace lily that are also low maintenance.

### 3. Innovative lighting

If you find fluorescent lighting depressing, you must consider investing in a nice little lamp to add more warmth and mood

lighting to your space. Lighting designers recommend that desk workers rely on two light sources for their offices: a general indirect lighting source and a small direct light source, like a mini lamp.

### 4. Wall décor

Empty walls are not just boring but look uninspiring too. Break the monotony of blank walls with photos, knick-knacks, anything that adds a warm vibe and is appropriate for work.

### 5. Vibrant stationery

Stocking up on some more colourful office supplies is a subtle and easy way to spice things up at your desk. Pink staplers, patterned paper clips, colored filing folders, will keep your mind ticking.

Your surroundings impact your emotional, mental, physical, and spiritual well-being. Personalizing your space and surrounding yourself with things that make you happy will surely help amp up your productivity.

## Trillion dollar possibilities for real estate

After a few years of sluggish growth, global real estate is likely to witness a strong revival this year. According to a survey, approximately USD 1.16 trillion of capital is expected to enter the global real estate market.

Real estate continues to find favour with investors because of stability and higher returns. Global real estate is expected to scale new heights in 2016, with capital flows 6 per cent higher than in 2015. With more than USD 1 trillion of capital targeting real estate this year, property demand and prices globally are likely to remain stable.

### 1. North America and Western Europe: Preferred destinations

In terms of real estate investment, North America has emerged as the most popular destination followed by Western Europe. Investors are keen on parking their funds in gateway core cities worldwide. In Europe, London and major German cities have topped the preference of investors. While in the US, Los Angeles, New York and Dallas-Ft. Worth are the hotspots. In the Asia Pacific region, Sydney and Tokyo are the most popular destinations for real estate investors.

### 2. Private equity investment on the rise

Across all asset classes of real estate, office remains the most popular property type globally. There is a notable uptick in interest for retail and multi-family assets from 2015. In India, real estate funds invested about USD 410 million in residential, office and retail projects between January and March this year.

Private equity (PE) investment in retail properties is likely to double to USD 80 million this calendar year mainly on account of liberalisation of FDI policy. In 2015, single-brand retail saw relaxation in sourcing norms, which is expected to rack up FDI inflows in the times to come.



### 3. The way ahead

Economic stability, liberalisation of the FDI policy and improvement in the consumer sentiment is expected to further create a conducive environment for investment in real estate. Experts believe that though the recovery in the sector is still some time away, investors will continue to aggressively back projects and firms they believe in.

## Five habits of highly effective real estate investors

Real estate investment can be a thrilling ride of highs and lows that's full of adventure. Before you embark on this expedition, it helps to acquire certain skills and habits. More than a degree, developing a long-term real estate investment business requires skill, effort and these five important habits.

### 1. Get organized

For someone just starting out, real estate investing can be a complex concept to understand. You must approach real estate investment as a business and set short and long-term goals. While learning the ropes, you must stay focused on the big picture and ignore any minor setbacks.

### 2. Understand market conditions

Real estate is a constantly evolving market, making it essential for you to keep abreast of current trends and market conditions. Thorough knowledge of the market and its vagaries will enable you to realize its full potential.

### 3. Focus on a specific market

As a fresh entrant, take the time to focus on a particular market and develop a deep understanding of its dynamics. Once this area has been mastered, you can move on to additional areas using the same in-depth approach.

### 4. Keep learning

It is essential to stay up to date with the laws, regulations, terminology and trends of the real estate sector. To become a successful real estate investor, you must stay educated and adapt to any regulatory changes or economic trends.

### 5. Strengthen your network

A major part of real estate investing relies on experiential based learning, making it vital to develop a strong network. Through networking you will meet and learn from other successful real estate investors, discover new markets and find new contractors and service providers through referrals.

Real estate investing may be lucrative but like any business it requires expertise, planning and focus. With patience and willingness to learn and evolve, you can turn into a savvy investor and reap handsome returns.

