

NAR-INDIA

3rd Annual Convention, Hyderabad

National Association of Realtors – India (NAR-INDIA), the all India association of real estate brokers or realtors celebrated its 3rd Annual Convention at the HICC, Hyderabad on 23-24 July, 2011. The two day event alongwith a 40 stall expo attracted over 1000 delegates from all over the country. NAR-INDIA was established three years ago as the apex national organisation of real estate brokers with the objective of fostering unity on a common national platform, inculcating a sense of pride in the profession, streamlining business processes and practices, bringing about transparency and upscaling service levels to ensure better consumer satisfaction.

The Chief Guest, R.V.Verma, Chairman and MD of National Housing Bank stated in his inaugural address that the real estate sector plays a key role in the development of the economy, particularly in the housing sector. He stated that the housing finance infrastructure has evolved over the years and has today emerged with a sophisticated network of credible institutions which offer mortgage loans across the country to various sections of the society. He conveyed his congratulations to all the NAR-INDIA governing body members for having built up a large and robust national association in a relatively short span of time and wished it all success in its future endeavours.



Guest of Honour Ajit Rangnekar, Dean, Indian School of Business (ISB) who also played a key role as the Knowledge Partner to this Convention stated that affordable housing experiments need to be made in order to ensure that housing reaches the masses and any role played by brokers and builders towards this end would be a great contribution.



Guest of Honour V.S.Rangan, ED, HDFC spoke on the evolution of the housing policies and finance system in the nation and highlighted the key role which financial institutions have to play in bringing about a strong and healthy real estate market in the country. He also spoke of the key role played by HDFC in building up the market in India.

Lalit Kumar Jain, President of CREDAI delivered the Keynote address and emphasized the synergy needed between the brokers and builders. He said that together, they can complement each other and improve the image of the industry. Later in the day, NAR-INDIA as well as CREDAI also signed a Bilateral Agreement of Cooperation.



International Delegates at a Panel Discussion



A View of the Delegates

The entire Convention spread across two days was divided into 12 Technical Sessions on various themes viz. forging synergies between brokers, builders and HFIs, finance and investment opportunities, property management, leveraging global networks, leadership styles to brokerage stardom, marketing strategies for developing markets, Hyderabad as a key investment destination, urban planning and infrastructure, embracing technology for brokerage business, shaping India for tomorrow and the making of a profitable entrepreneur – way forward for the brokerage business. In all, there were as many as 40 speakers.

The International delegation from half a dozen countries include Norman D. Flynn, Jeffrey Hornberger, Gretchen Faber, Bill Armstrong, Baro Shalizi, Thijs Stoffler, Tony Macaluso, Ronald Goss, Kirkor Ajderhanyan, among several others.

According to Prof.Dr.P.S.N.Rao, Founder Chairman of NAR-INDIA, the real estate brokerage business in India is in an evolutionary stage. He stated “ brokers are the people who feel the pulse of the real estate market, they are the front face and the most important link in the entire business chain of the industry”. While the outgoing President of NAR-INDIA, Abdur Ravoof, gave an account of the achievements of the association in the last one year, the incoming President Sreedhar Reddy unfolded his plans for consolidating the association and taking it to the next level.



Abdur Ravoof, President NAR-INDIA, 2010-11



Sreedhar Reddy, President NAR-INDIA, 2011-12

A grand gala musical evening by reknowned artiste Mansi Scott enthralled the real estate community.

While the Andhra Pradesh Realtors Association (APRA) hosted the entire arrangements for the event, a large section of the real estate industry extended whole hearted support through sponsorships to make the grand event a success.

NAR-INDIA at a Glance :

- Outreach in 20 cities
- Over 1000 member broker companies
- Combined strength of over 12,000 brokers
- Affiliated to NAR, the world's largest realtor association
- Several global and domestic collaborations
- Credible voice of real estate brokerage in Indian cities

3rd Annual Convention of NAR-INDIA, 2011

1000 Registered Delegates
25 International Delegates
Representation from 6 countries
12 Technical Sessions with over 40 Speakers
40 real estate company strong Expo



**NAR-INDIA and CREDAI sign a Cooperation Agreement
at the Convention, 23 July, 2011**