

line the decision-making and focus on what truly matters.

2 Consult with an expert: Engaging a reputable property consultant with extensive local market knowledge is invaluable, especially in time-sensitive situations. These professionals navigate industry intricacies daily, can quickly identify properties that match your criteria, and often access exclusive listings before they hit the broader market.

3 Conduct a quick comparative market analysis (CMA): ACMA evaluates a property's value against similar recent sales in the area. This ensures you're making a sound financial decision even when time is short.

4 Schedule inspections: Promptly sched-

NEGOTIATE LIKE A PRO

In today's dynamic housing market, swift and skilful negotiation is crucial. Abhideb Chakravarti, an entrepreneur, discloses, "A couple of years ago, I was renting an apartment when I heard that a house in the same building was up for sale. The owners were

ied the relevant documents—valid identification, mortgage pre-approval letters, and

developer's reputation, conducting inadequate market research, and failing to validate the registration specifications on the Real Estate Regulatory Authority (RERA) website, can derail your investment. Anupma Khetan, a customer experience evangelist at a premium real estate development company, suggests, "Assess the developer's financial stability to ensure the project's timely completion and overall reliability. Additionally, evaluating the developer's reputation can provide insights into their track record, reducing the risk of potential issues."

While the pressure to act fast to acquire your dream home can cloud your judgment, a strategic approach and a commitment to due diligence can help you make a sound investment.

When time is of the essence

Are you in a hurry to find a home? Use these strategies to efficiently shortlist and purchase a property



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The quest to find your dream home is undeniably exciting, but when a ticking clock adds pressure, it can quickly become overwhelming. Whatever the reason for the tight deadline, homebuying can feel like a high-wire act. How-

ever, with careful planning, smart prioritisation, and expert advice, you can turn this time crunch into a successful investment.

To manage this situation with prudence, Shivam Agarwal, VP of strategic growth at a property development, management, and consulting organisation, recom-

mends these steps:

1 Set clear priorities: Before starting your search, create a checklist of non-negotiable features that fit your lifestyle and future needs. Consider factors such as location connectivity, including ease of access to various modes of transportation and arterial roads; property type

(whether you prefer an apartment, villa, or plot); size, including the ideal number of bedrooms and living space; proximity to educational institutions and workplaces; and neighbourhood amenities, such as access to essential services and recreational facilities. Distinguish between your wants and needs to stream-

line property inspections by reputable professionals who can deliver detailed reports swiftly. Despite the time pressure, comprehensive inspections reveal potential issues or hidden costs and facilitate informed decisions.

relocating to Canada and needed to close the deal quickly. While I got wind of this opportunity early, their tight deadline meant I had to act fast. Prudent negotiation was vital because time was of the essence. I read-

proof of funds. This preparation not only streamlined the process but also strengthened my buyer profile, giving me an edge in the negotiations."

SIDESTEP THESE PITFALLS

Buying a home is a big decision, and some common mistakes, such as neglecting to check the