



SHIKHAR REALTY

The Property Deal Book

10 Opportunities. One Confident Decision.



NAVRATRI SIGNATURE DEALS 2026



17-20 OCTOBER 2026

7290908111

CAMPAIGN PRICE BAND ₹25 LAKH - ₹6 CRORE · FARIDABAD & NCR

Ten projects, in price order

Campaign starting prices as supplied by Shikhar Realty. Every price is a starting base price, not an all-inclusive cost. Turn to the page number: two customer pages (overview, then details and costs) followed by a two-page sales playbook.

01	Navraj Entertainment Zone – Shops RETAIL SHOP Lowest-ticket commercial entry on the Mathura Road corridor.	₹25 L	05
02	DMX Urban Green RESIDENTIAL PLOT Land ownership at the lowest ticket, on the expressway side.	₹35 L	09
03	SKYA – 2 BHK 2 BHK APARTMENT A first home, compared honestly against current rent.	₹52.5 L	13
04	Mansha – 3 BHK 3 BHK APARTMENT Room to grow: a 3 BHK for families near ₹1 crore.	₹1.02 Cr	17
05	Sector 110 – Builder Floors BUILDER FLOOR Privacy of an independent floor without buying a full plot.	₹1.07 Cr	21
06	Sector 110 – Plots RESIDENTIAL PLOT Full land ownership in an established sector.	₹1.35 Cr	25
07	RPS 12th Avenue – Offices OFFICE SPACE An office address at the Delhi-Faridabad border.	₹1.4 Cr	29
08	RPS Wisteria LUXURY APARTMENT A premium RPS residence near the Delhi border.	₹2.5 Cr	33
09	Bhumika – Residential LUXURY APARTMENT 88 residences within a mixed-use landmark on NH-19.	₹3.5 Cr	37
10	BPTP Skynest LUXURY HIGH-RISE Twin 150 m towers with large 3 & 4 BHK layouts.	₹4.5 Cr	41

Draft edition. Items marked **CONFIRM** or **INVENTORY** on the following pages must be verified in writing before printing or quoting to a customer.

We help you decide clearly. The decision stays yours.

A property is one of the largest purchases a family makes. Our role is to understand what you need, show you options that fit, put every cost and document on the table, and coordinate the transaction once you are ready.

01 Requirement discovery

We start with your budget, use, family needs and timeline — before showing any project.

02 Transparent comparison

A maximum of three options, compared on the same terms, including where each is weaker.

03 Verified project information

RERA records, approvals and developer documents — what is unconfirmed is marked as such.

04 Cost clarity

Base price, charges, GST, stamp duty and registration on one written sheet.

05 Site visits

We take you to the actual unit, plot or sample flat, at a time that suits your family.

06 Documentation guidance

We explain what each document means and encourage independent legal review.

07 Transaction coordination

Developer, bank and registration steps coordinated through to handover.

HOW EVERY CONVERSATION RUNS

DISCOVER

Understand what the buyer actually needs: budget, use, timing, financing.

MATCH

Shortlist a maximum of three suitable properties using page 04.

EXPLAIN

Layout, budget, location, lifestyle and financial requirements.

VERIFY

Written quotation, RERA record, approvals and documents.

DECIDE

Agree the right next step: second meeting, site visit, due diligence or booking.

Shikhar Realty is a property advisory and transaction-coordination firm. We do not guarantee appreciation, rental income or possession dates; these depend on the developer, the market and the signed agreement.

Shortlist in sixty seconds

Read across each row with the customer. Projects that appear in the most rows that fit them form the shortlist — keep it to three. Numbers refer to the project numbers in the index.

BUDGET	Up to ₹60 L 01 · 02 · 03	₹1 – 1.5 Cr 04 · 05 · 06 · 07	₹2.5 – 3.5 Cr 08 · 09	₹4.5 Cr + 10	
END USE	Live in now / soon 03 · 04 · 05	Premium home 08 · 09 · 10	Build own home 02 · 06	Own business space 01 · 07	Rental investment 01 · 07
PROPERTY TYPE	Apartment 03 · 04 · 08 · 09 · 10	Builder floor 05	Plot 02 · 06	Shop 01	Office 07
LOCATION	Mathura Road / NH-19 & Delhi border 01 · 07 · 08 · 09	Greater Faridabad 10	Sector 110 05 · 06	Expressway belt 02	Sector to confirm 03 · 04
HORIZON	Short (use within ~1 yr) 07 · 05*	Medium (2-4 yrs) 03* · 04* · 08 · 09	Long (4+ yrs) 01 · 02 · 06 · 10		
POSSESSION	Listed ready (confirm OC) 07	Under construction / launch 01 · 08 · 09 · 10	Unit-specific — confirm 02 · 03 · 04 · 05 · 06		
RISK TOLERANCE	Lower: registered, end-use clear 03 · 04 · 10	Moderate: unit/approval checks 05 · 07 · 08 · 09	Higher: leasing or infrastructure-dependent 01 · 02 · 06		



Navraj Entertainment Zone – Shops

An entry-ticket retail unit on the Mathura Road corridor, judged on frontage, floor and footfall rather than promised rent.

CAMPAIGN STARTING PRICE

₹25 L

Base price · excludes taxes & charges

DEVELOPER	LOCATION	PROPERTY TYPE	RERA	STATUS
Navraj Group (entity to confirm) CONFIRM	Sector 20, Mathura Road — if this is Navraj The Marq CONFIRM	Commercial retail shop PUBLIC SOURCE	The Marq Ph-1 listed as HRERA-PKL-FBD-837-2026 CONFIRM	Portals: possession Dec 2030 INDICATIVE

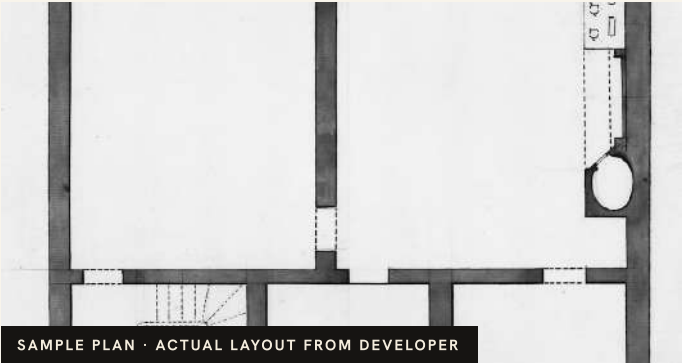
THREE REAL REASONS TO CONSIDER

- 1 Lowest entry price in the campaign for a commercial asset.
- 2 Established Mathura Road catchment rather than an empty new sector.
- 3 Mixed-use format can support footfall — to be assessed, not assumed.

LOCATION ADVANTAGES

- ◆ Mathura Road / NH-19 corridor — confirm frontage
- ◆ Metro access on Mathura Road — measure walking distance
- ◆ Established sectors around Sector 20 as catchment
- ◆ Delhi border via NH-19 — check peak drive time

Distances to be measured on checked routes before quoting.



PRODUCT FACT SHEET

Unit type	Shop / kiosk — confirm the unit behind ₹25 L CONFIRM
Configuration	Single retail unit INVENTORY
Carpet area	Confirm from written inventory sheet CONFIRM
Super / built-up	Portals list 300–600 sq ft shops from ₹79.5 L — gap must be explained INDICATIVE
Plot dimensions	Not applicable N/A
Floor / position	Floor, frontage, corridor position — from layout INVENTORY
Parking	Confirm from written inventory sheet CONFIRM
Amenities	Mixed-use: retail, food court, residences (developer material) INDICATIVE
Maintenance	Confirm from written inventory sheet CONFIRM
Availability	Confirm from written inventory sheet CONFIRM

COST CLARITY

Base selling price (campaign)	₹25 L
Preferential location charges	Per unit — price sheet
Parking charges	Per price sheet
Club / IFMS / maintenance deposit	Per price sheet
GST — Per current notification for commercial units — confirm with CA	Confirm
Stamp duty (7% men · 6% joint · 5% women)	₹1.75 L at 7%
Registration fee (Haryana slab)	Up to ₹50,000
Other: legal, mutation, loan processing	As actual

Indicative subtotal

Base + stamp duty @7% + registration. Excludes GST & developer charges.

₹27.25 L

WHAT TO VERIFY BEFORE PURCHASE

- ☐ Exact unit, floor, frontage and area behind ₹25 L
- ☐ Any return or lease terms in writing — verbal promises count as nil
- ☐ RERA covers this phase and unit
- ☐ CAM, fit-out obligations and resale restrictions

01 · Navraj Entertainment Zone – Shops

₹25 L

01

A · WHO THIS SUITS

- First-time commercial investor, ₹25-35 L, 5+ year horizon
- Small business owner wanting own retail space
- Residential owner diversifying into commercial

E · VALUE DRIVERS TO EXPLAIN

- Low ticket size limits concentration risk versus a ₹1 Cr+ unit.
- Mathura Road address in an established catchment.
- Possible rental income once operational — modelled net of vacancy and CAM.

B · 30-SECOND PITCH

This is the most affordable way into commercial property in our campaign: a retail unit in the Navraj development on the Mathura Road side. Before you decide, we'll show exactly which unit the ₹25 lakh applies to, where it sits, and the total cost with GST and stamp duty. Rent depends on the real tenant market, so we'll model scenarios, not promises.

C · HINGLISH VERSION

Sir, ₹25 lakh mein commercial property — campaign ka sabse chhota ticket. Pehle exact shop dikhayenge — kaunsi floor, kitna frontage, kitna area. Rent ki guarantee nahi dete, lekin market ke hisaab se realistic calculation zaroor denge.

D · FIVE DISCOVERY QUESTIONS — ASK BEFORE PITCHING

1

What total amount can you invest, including GST and registration?

2

Rental income, own business, or long-term holding?

3

How long can you hold if the shop is vacant initially?

4

Savings or a loan against property?

5

Would you decide after one site visit, or need more time?

H · SITE VISIT CHECKLIST

☐

Shop location on approved layout

☐

Frontage and visibility from main road

☐

Floor, lift / escalator access

☐

Construction stage vs RERA timeline

☐

Parking and loading access

☐

Anchor and food-court positions

01 · Navraj Entertainment Zone – Shops

₹25 L

01

F · OBJECTION HANDLING

CONCERN	RESPONSE	EVIDENCE NEEDED	NEXT STEP
"Will I definitely get rent?"	No one can guarantee it. Let's model 0%, 50% and full occupancy using comparable rents.	Comparable leases; developer leasing plan	Share 3-scenario sheet
"Portals show shops at ₹79 lakh."	Correct — ₹25 L applies to a specific unit. Let me show which one.	Written price sheet with unit no.	Get developer-signed sheet
"Possession is far away."	Listings show 2030. Check how payments link to construction.	RERA timeline, payment plan	Compare with RPS 12th Avenue
"Commercial is hard to resell."	It can be slower. Floor, frontage and size drive liquidity.	Resale listings nearby	Shortlist two units
"I was promised 12% assured return."	We rely only on the signed agreement. If it isn't written, assume it doesn't exist.	Agreement clauses	Request written terms

G · WHEN TO RECOMMEND ANOTHER PROJECT

RPS 12th Avenue – Offices

₹1.4 Cr+ buyer who wants an office asset usable sooner; recommend when timing matters more than ticket size.

DMX Urban Green

Prefers land to a commercial unit; less suitable if rental income is the goal.

I · CLOSING — ONLY WHEN THE CUSTOMER IS READY

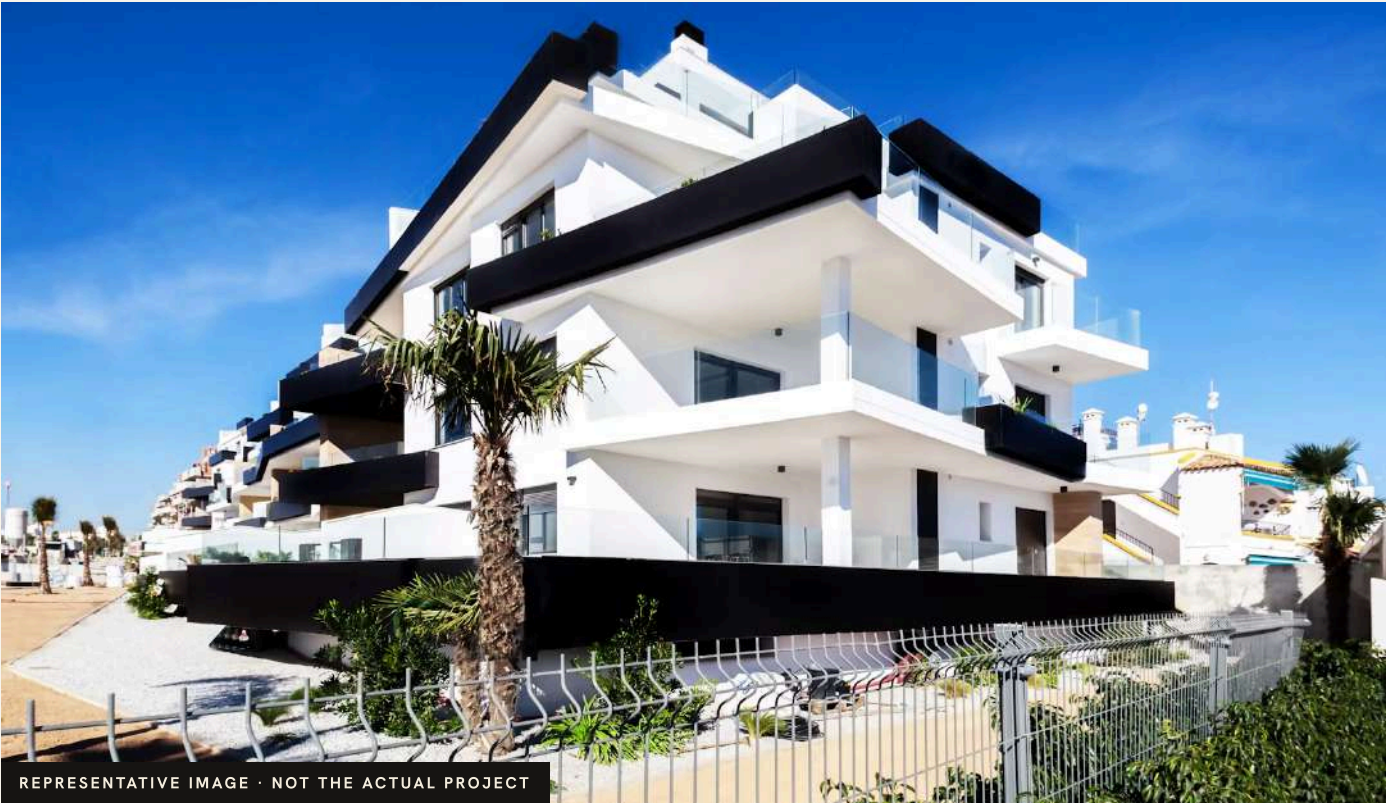
SOFT	Shall I prepare a one-page cost and rent-scenario sheet for this unit?
SITE VISIT	Let's see the unit position on site — Saturday or Sunday morning?
WRITTEN OFFER	I'll get the developer's written price sheet for this unit number today.
BOOKING	If the written sheet matches, we can discuss the booking amount and its refund terms.

J · WHATSAPP FOLLOW-UP

Namaste [Name], thank you for meeting us today. As discussed, I'll share the written price sheet and layout for the Navraj shop, plus a simple rent-scenario sheet. — [Salesperson], Shikhar Realty, 7290908111

K · INTERNAL CHECKS BEFORE MOVING FORWARD

- ☐ Buyer qualified
- ☐ Price sheet checked
- ☐ Inventory confirmed
- ☐ Documents checked
- ☐ Site visit booked
- ☐ Written quote sent
- ☐ Follow-up recorded



REPRESENTATIVE IMAGE · NOT THE ACTUAL PROJECT

DMX Urban Green

A plot-led entry point on the Delhi–Mumbai Expressway side, for buyers who value land and can hold through infrastructure build-out.

CAMPAIGN STARTING PRICE

₹35 L

Base price · excludes taxes & charges

DEVELOPER	LOCATION	PROPERTY TYPE	RERA	STATUS
Confirm — Shikhar listing reads 'DMX Urban Greens'	Delhi-Mumbai Expressway belt; sector to confirm	Residential plot — scheme category to confirm	Registration status and number to confirm	Development works status to confirm
CONFIRM	CONFIRM	CONFIRM	CONFIRM	CONFIRM

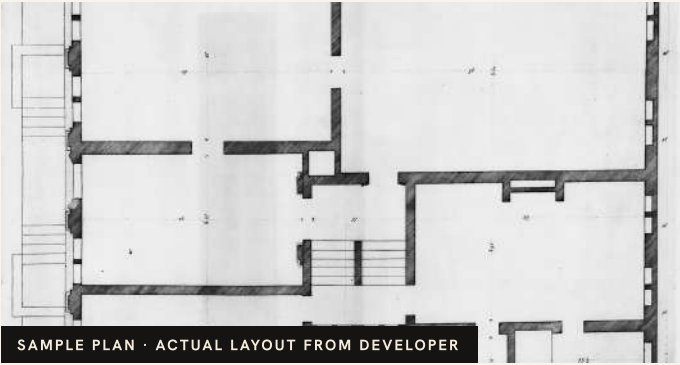
THREE REAL REASONS TO CONSIDER

- 1 Lowest-ticket land ownership in the campaign.
- 2 Expressway belt with ongoing infrastructure — show official status, not projections.
- 3 Flexibility to build later on your own schedule.

LOCATION ADVANTAGES

- ◆ Delhi-Mumbai Expressway — confirm nearest interchange
- ◆ Spine roads to Faridabad — verify official status
- ◆ School, hospital and market — measure on map
- ◆ Approach road to plot gate — check on site

Distances to be measured on checked routes before quoting.



SAMPLE PLAN · ACTUAL LAYOUT FROM DEVELOPER



REPRESENTATIVE AERIAL · NOT THE PROJECT SITE

PRODUCT FACT SHEET

Unit type	Residential plot PUBLIC SOURCE
Configuration	Open plot PUBLIC SOURCE
Carpet area	Not applicable N/A
Super / built-up	Not applicable N/A
Plot dimensions	Shikhar listing: 1,350 sq ft (150 sq yd) — confirm dimensions, facing INDICATIVE
Floor / position	Plot no., facing, road width INVENTORY
Parking	Confirm from written inventory sheet CONFIRM
Amenities	Confirm from written inventory sheet CONFIRM
Maintenance	Confirm from written inventory sheet CONFIRM
Availability	Confirm from written inventory sheet CONFIRM

COST CLARITY

Base selling price (campaign)	₹35 L
Preferential location charges	Per unit — price sheet
Parking charges	Per price sheet
Club / IFMS / maintenance deposit	Per price sheet
GST — Generally nil on land; confirm for developed plots	Confirm
Stamp duty (7% men · 6% joint · 5% women)	₹2.45 L at 7%
Registration fee (Haryana slab)	Up to ₹50,000
Other: legal, mutation, loan processing	As actual

Indicative subtotal

Base + stamp duty @7% + registration. Excludes GST & developer charges.

₹37.95 L

WHAT TO VERIFY BEFORE PURCHASE

- ☐ Licence / scheme and approved layout
- ☐ Demarcation on ground matches layout
- ☐ Title, mutation and encumbrance search
- ☐ Permitted floors, FAR and building rules

02 · DMX Urban Green

₹35 L

02

A · WHO THIS SUITS

- Long-horizon buyer with ₹35–45 L wanting land
- Family planning to build in 5–10 years
- Investor comfortable with infrastructure-timing risk

E · VALUE DRIVERS TO EXPLAIN

- The land is entirely yours — no shared structure.
- Freedom to design and build later.
- Infrastructure upgrades in the belt — shown with official status.

B · 30-SECOND PITCH

If you'd rather own land than an apartment, DMX Urban Green is our lowest entry point at ₹35 lakh, on the Delhi-Mumbai Expressway side. A plot's value rests on title, approvals and the roads around it, so before any booking we'll show the approved layout, the demarcated plot on the ground and a full cost sheet.

C · HINGLISH VERSION

Flat nahi, apni zameen chahiye? ₹35 lakh se plot shuru. Expressway side location hai. Plot mein sabse zaroori paperwork hai — title, approved layout, site par demarcation. Pehle yeh sab dikhayenge, phir aage baat.

D · FIVE DISCOVERY QUESTIONS — ASK BEFORE PITCHING

- 1 Do you plan to build, or hold the land?
- 2 What plot size and facing do you need?
- 3 How long can you hold without needing the money?
- 4 Savings or a plot loan?
- 5 Who else in the family should see the site?

H · SITE VISIT CHECKLIST

- ☐ Plot number marked on ground
- ☐ Boundary stones and demarcation
- ☐ Approach road width and condition
- ☐ Electricity and water lines
- ☐ Drainage / low-lying land
- ☐ Neighbouring construction

02 · DMX Urban Green

₹35 L

F · OBJECTION HANDLING

CONCERN	RESPONSE	EVIDENCE NEEDED	NEXT STEP
"Is the land legally clear?"	We'll share licence, layout and title chain before any payment beyond token.	Licence, title search, EC	Independent lawyer review
"Area looks undeveloped."	It's a horizon purchase. Let's see what roads and utilities exist today.	Site photos, official infra status	Daylight site visit
"Will I get a loan?"	Plot loans differ from home loans; we'll check with two banks.	Bank sanction terms	Pre-eligibility check
"Can I sell easily later?"	Approved, accessible plots sell more easily; liquidity isn't guaranteed.	Nearby resale listings	Compare Sector 110 plots
"What will construction cost?"	We'll add a per-sq-ft construction estimate.	Contractor estimate	Total-budget sheet

G · WHEN TO RECOMMEND ANOTHER PROJECT

Sector 110 – Plots

₹1.35 Cr budget, established sector, likely shorter wait to build — recommend when building soon.

Navraj Shops

Wants a commercial asset at a similar ticket; not for someone who wants a home.

I · CLOSING — ONLY WHEN THE CUSTOMER IS READY

SOFT	Shall I put the approved layout and title papers together for you?
SITE VISIT	Let's visit and stand on the plot itself — which day suits?
WRITTEN OFFER	I'll get the written rate and plot-specific sheet.
BOOKING	Once your lawyer clears the papers, we can discuss booking terms.

J · WHATSAPP FOLLOW-UP

Namaste [Name], thank you for your time. I'll send the approved layout, plot details and full cost sheet for DMX Urban Green. — [Salesperson], Shikhar Realty, 7290908111

K · INTERNAL CHECKS BEFORE MOVING FORWARD

- ☐ Buyer qualified
- ☐ Price sheet checked
- ☐ Inventory confirmed
- ☐ Documents checked
- ☐ Site visit booked
- ☐ Written quote sent
- ☐ Follow-up recorded



REPRESENTATIVE IMAGE · NOT THE ACTUAL PROJECT

SKYA – 2 BHK

A 2 BHK for first-time owners, judged on usable carpet area, EMI comfort and total cost against today's rent.

CAMPAIGN STARTING PRICE

₹52.5 L

Base price · excludes taxes & charges

DEVELOPER	LOCATION	PROPERTY TYPE	RERA	STATUS
Developer and scheme to confirm	Exact sector to confirm	2 BHK apartment	To confirm on HRERA	To confirm
CONFIRM	CONFIRM	PUBLIC SOURCE	CONFIRM	CONFIRM

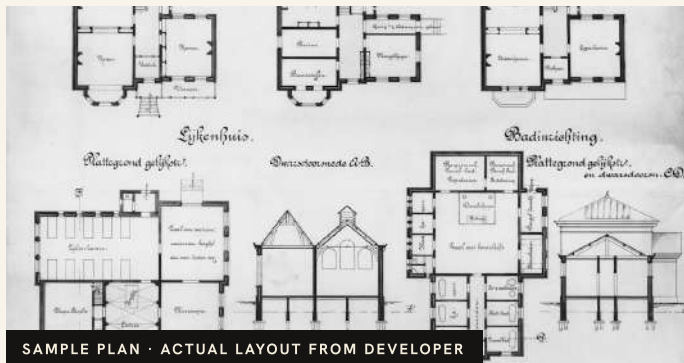
THREE REAL REASONS TO CONSIDER

- 1 The campaign's entry point for a 2 BHK home.
- 2 A price band where EMI can be compared directly with rent.
- 3 Suits a young family's first purchase.

LOCATION ADVANTAGES

- ◆ Main access road — confirm
- ◆ Nearest metro / bus — measure
- ◆ Schools and hospital within 3 km — list after check
- ◆ Employment hubs — measure peak-hour drive

Distances to be measured on checked routes before quoting.



PRODUCT FACT SHEET

Unit type	Apartment PUBLIC SOURCE
Configuration	2 BHK PUBLIC SOURCE
Carpet area	Confirm from written inventory sheet CONFIRM
Super / built-up	Confirm from written inventory sheet CONFIRM
Plot dimensions	Not applicable N/A
Floor / position	Confirm from written inventory sheet CONFIRM
Parking	Included or chargeable — confirm CONFIRM
Amenities	Confirm from written inventory sheet CONFIRM
Maintenance	Confirm from written inventory sheet CONFIRM
Availability	Confirm from written inventory sheet CONFIRM

COST CLARITY

Base selling price (campaign)	₹52.5 L
Preferential location charges	Per unit — price sheet
Parking charges	Per price sheet
Club / IFMS / maintenance deposit	Per price sheet
GST — 5% if under construction (1% if affordable category); nil after OC	≈ ₹2.63 L at 5%
Stamp duty (7% men · 6% joint · 5% women)	₹3.68 L at 7%
Registration fee (Haryana slab)	Up to ₹50,000
Other: legal, mutation, loan processing	As actual

Indicative subtotal

Base + stamp duty @7% + registration. Excludes GST & developer charges.

₹56.67 L

WHAT TO VERIFY BEFORE PURCHASE

- ☐ Project name, developer and RERA
- ☐ Possession date and OC status

- ☐ RERA carpet area vs super area
- ☐ Parking, maintenance and club charges

03 · SKYA – 2 BHK

₹52.5 L

A · WHO THIS SUITS

- Salaried first-time buyers, ₹50–60 L all-in
- Young couple moving from rent
- Parents buying for a working child

E · VALUE DRIVERS TO EXPLAIN

- Owning instead of renting builds equity over time.
- 2 BHK layout suits a small family.
- Total cost known before booking.

B · 30-SECOND PITCH

For a first home, SKYA offers a 2 BHK from ₹52.5 lakh. Let's compare your likely EMI with the rent you pay today, look at the actual carpet area, and add every charge so the number you see is the number you pay.

C · HINGLISH VERSION

Pehla ghar le rahe hain? SKYA mein 2 BHK ₹52.5 lakh se. Aap jitna rent dete hain, usse EMI compare karte hain. Carpet area aur saare charges jod ke final number — koi surprise nahi.

D · FIVE DISCOVERY QUESTIONS — ASK BEFORE PITCHING

- 1 What rent do you pay today?
- 2 What monthly EMI feels comfortable?
- 3 How much can you put down?
- 4 Ready possession, or can you wait?
- 5 Who will live here and what do they need nearby?

H · SITE VISIT CHECKLIST

- ☐ Actual or sample flat
- ☐ Measure carpet area
- ☐ Light, ventilation, facing
- ☐ Lift and parking allotment
- ☐ Water and power backup
- ☐ Construction stage

F · OBJECTION HANDLING

CONCERN	RESPONSE	EVIDENCE NEEDED	NEXT STEP
"EMI is higher than my rent."	Let's see the gap and whether it fits; tax benefits may apply.	EMI sheet, bank eligibility	Eligibility with two banks
"Rooms look small."	Check RERA carpet area and a furniture layout, not super area.	Dimensioned floor plan	Sample flat visit
"I don't know this developer."	Fair — we'll show RERA records and completed projects.	RERA page, past deliveries	Visit a completed project
"Hidden charges?"	Here is every line: parking, club, maintenance, GST, stamp duty.	Written cost sheet	Developer-signed sheet
"Should I wait for prices to fall?"	We can't predict prices. Decide on need and affordability.	Rent vs EMI comparison	Revisit after loan sanction

G · WHEN TO RECOMMEND ANOTHER PROJECT

Mansha – 3 BHK

Growing family needing a third bedroom with a ₹1 Cr+ budget.

DMX Urban Green

Prioritises land over living now; unsuitable if they need a home soon.

I · CLOSING — ONLY WHEN THE CUSTOMER IS READY

SOFT	Shall I calculate your EMI against your current rent?
SITE VISIT	Let's view the sample flat this weekend.
WRITTEN OFFER	I'll send the written cost sheet for the exact unit.
BOOKING	After loan pre-approval, we can discuss booking terms.

J · WHATSAPP FOLLOW-UP

Namaste [Name], great meeting you. I'll share the SKYA floor plan, cost sheet and an EMI-vs-rent comparison. — [Salesperson], Shikhar Realty, 7290908111

K · INTERNAL CHECKS BEFORE MOVING FORWARD

- ☐ Buyer qualified
- ☐ Price sheet checked
- ☐ Inventory confirmed
- ☐ Documents checked
- ☐ Site visit booked
- ☐ Written quote sent
- ☐ Follow-up recorded



Mansha – 3 BHK

A 3 BHK for growing families, assessed on how each bedroom works, school access and the true monthly running cost.

CAMPAIGN STARTING PRICE
₹1.02 Cr
Base price · excludes taxes & charges

DEVELOPER	LOCATION	PROPERTY TYPE	RERA	STATUS
Mansha Group — project to confirm CONFIRM	Project and sector to confirm (Evernest, Sec 114, is a different-price scheme) CONFIRM	3 BHK apartment PUBLIC SOURCE	To confirm on HRERA CONFIRM	To confirm CONFIRM

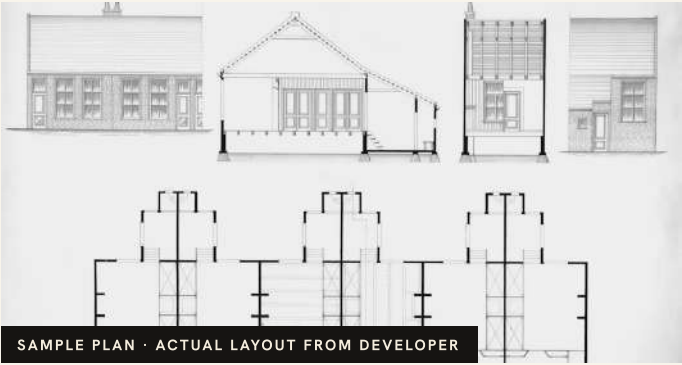
THREE REAL REASONS TO CONSIDER

- 1 A third bedroom for children, parents or a home office.
- 2 Near ₹1 Cr, loan eligibility is within reach for many dual-income families.
- 3 Mansha has an existing Faridabad presence (show completed projects).

LOCATION ADVANTAGES

- ◆ Schools within 3 km — list after verification
- ◆ Hospital and daily market access
- ◆ Sector road and highway access
- ◆ Metro / public transport — measure

Distances to be measured on checked routes before quoting.



PRODUCT FACT SHEET

Unit type	Apartment PUBLIC SOURCE
Configuration	3 BHK PUBLIC SOURCE
Carpet area	Confirm from written inventory sheet CONFIRM
Super / built-up	Confirm from written inventory sheet CONFIRM
Plot dimensions	Not applicable N/A
Floor / position	Confirm from written inventory sheet CONFIRM
Parking	Covered slots — confirm in writing CONFIRM
Amenities	Confirm from written inventory sheet CONFIRM
Maintenance	Rate per sq ft — confirm CONFIRM
Availability	Confirm from written inventory sheet CONFIRM

COST CLARITY

Base selling price (campaign)	₹1.02 Cr
Preferential location charges	Per unit — price sheet
Parking charges	Per price sheet
Club / IFMS / maintenance deposit	Per price sheet
GST — 5% if under construction (1% if affordable category); nil after OC	≈ ₹5.10 L at 5%
Stamp duty (7% men · 6% joint · 5% women)	₹7.14 L at 7%
Registration fee (Haryana slab)	Up to ₹50,000
Other: legal, mutation, loan processing	As actual

Indicative subtotal

Base + stamp duty @7% + registration. Excludes GST & developer charges.

₹1.10 Cr

WHAT TO VERIFY BEFORE PURCHASE

- ☐ Exact project, tower and RERA number
- ☐ Parking allotment in writing
- ☐ Carpet area of each bedroom
- ☐ Possession date and maintenance rate

04 · Mansha – 3 BHK

₹1.02 Cr

A · WHO THIS SUITS

- Family of 4–5 upgrading from a 2 BHK
- Joint family needing a room for parents
- Dual-income professionals, ₹1–1.15 Cr budget

E · VALUE DRIVERS TO EXPLAIN

- Space for how the family changes over ten years.
- Usable layout over headline super area.
- Daily convenience for school and errands.

B · 30-SECOND PITCH

For a growing family, a third bedroom changes daily life. Mansha's 3 BHK starts at ₹1.02 crore. Let's check room sizes, nearby schools, parking and monthly maintenance, so you know the full cost of living here, not only the purchase price.

C · HINGLISH VERSION

Family badh rahi hai toh teesra bedroom zaroori hai. Mansha mein 3 BHK ₹1.02 crore se. Room size, school, parking aur maintenance — sab dekh ke hi decide karenge.

D · FIVE DISCOVERY QUESTIONS — ASK BEFORE PITCHING

- 1 Who will use the third bedroom?
- 2 Which schools matter for your children?
- 3 Total budget including registration?
- 4 How many cars do you have?
- 5 When do you need to move in?

H · SITE VISIT CHECKLIST

- ☐ Sample or actual unit
- ☐ Bedroom dimensions
- ☐ Parking slot
- ☐ School route
- ☐ Clubhouse and play area
- ☐ Construction progress

04 · Mansha – 3 BHK

₹1.02 Cr

F · OBJECTION HANDLING

CONCERN	RESPONSE	EVIDENCE NEEDED	NEXT STEP
"₹1 crore is a stretch."	Let's build the all-in number and see what EMI fits.	Cost sheet, eligibility	Joint loan check
"Bedrooms seem small."	Compare room dimensions with your current home.	Dimensioned plan	Sample flat visit
"School is far."	Let's measure drive time at school hours.	Route check	Morning site visit
"Maintenance will be high."	Here's the rate and what it covers.	Maintenance draft	Compare Sector 110 floor
"Possession may be delayed."	Check the RERA timeline and delivery record.	RERA quarterly updates	Visit a delivered Mansha project

G · WHEN TO RECOMMEND ANOTHER PROJECT

Sector 110 – Builder Floors

Wants independence and fewer neighbours at a similar budget; less suited to those wanting a clubhouse.

SKYA – 2 BHK

If the all-in budget is nearer ₹60 L, recommend SKYA.

I · CLOSING — ONLY WHEN THE CUSTOMER IS READY

SOFT	Shall we map schools and your commute from this site?
SITE VISIT	Let's bring the family for a site visit.
WRITTEN OFFER	I'll get a signed cost sheet for the tower and floor you liked.
BOOKING	Once loan eligibility is clear, we can talk about booking.

J · WHATSAPP FOLLOW-UP

Namaste [Name], thank you for meeting us. I'll share the Mansha 3 BHK plan, cost sheet and nearby schools list. — [Salesperson], Shikhar Realty, 7290908111

K · INTERNAL CHECKS BEFORE MOVING FORWARD

- ☐ Buyer qualified
- ☐ Price sheet checked
- ☐ Inventory confirmed
- ☐ Documents checked
- ☐ Site visit booked
- ☐ Written quote sent
- ☐ Follow-up recorded



Sector 110 – Builder Floors

An independent floor for families who want privacy and fewer shared walls, with ownership and approvals checked unit by unit.

CAMPAIGN STARTING PRICE

₹1.07 Cr

Base price · excludes taxes & charges

DEVELOPER	LOCATION	PROPERTY TYPE	RERA	STATUS
Builder per unit — confirm	Sector 110, Faridabad — address per unit	Independent builder floor	Applicability depends on project size — confirm	Ready or under construction — per unit
INVENTORY	INVENTORY	PUBLIC SOURCE	CONFIRM	INVENTORY

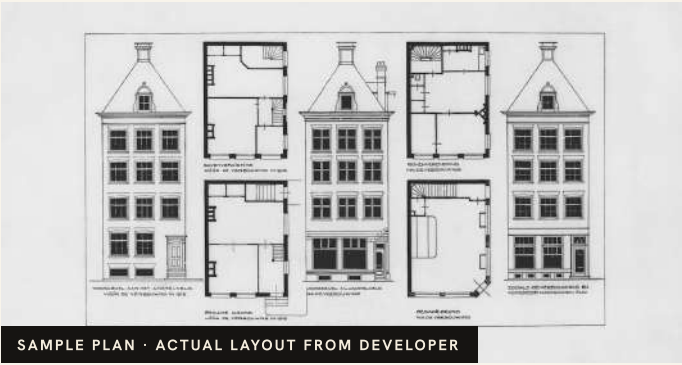
THREE REAL REASONS TO CONSIDER

- 1Privacy of a single floor with fewer neighbours.
- 2Land share attached to the floor (confirm %).
- 3Lower common maintenance than a large high-rise.

LOCATION ADVANTAGES

- ◆ Sector 110 main sector road — confirm
- ◆ Greater Faridabad and expressway access — measure
- ◆ Schools and markets — list after visit
- ◆ Utility supply status in the sector

Distances to be measured on checked routes before quoting.



PRODUCT FACT SHEET

Unit type	Builder floor PUBLIC SOURCE
Configuration	BHK per unit — confirm INVENTORY
Carpet area	Confirm from written inventory sheet CONFIRM
Super / built-up	Confirm from written inventory sheet CONFIRM
Plot dimensions	Underlying plot size and land share % INVENTORY
Floor / position	Ground / 1st / 2nd / 3rd — prices differ INVENTORY
Parking	Stilt / allotted — confirm; lift provision CONFIRM
Amenities	Confirm from written inventory sheet CONFIRM
Maintenance	Shared among owners — confirm arrangement CONFIRM
Availability	Confirm from written inventory sheet CONFIRM

COST CLARITY

Base selling price (campaign)	₹1.07 Cr
Preferential location charges	Per unit — price sheet
Parking charges	Per price sheet
Club / IFMS / maintenance deposit	Per price sheet
GST — 5% if under construction (1% if affordable category); nil after OC	≈ ₹5.35 L at 5%
Stamp duty (7% men · 6% joint · 5% women)	₹7.49 L at 7%
Registration fee (Haryana slab)	Up to ₹50,000
Other: legal, mutation, loan processing	As actual

Indicative subtotal

Base + stamp duty @7% + registration. Excludes GST & developer charges.

₹1.15 Cr

WHAT TO VERIFY BEFORE PURCHASE

- ☐ Building plan approval and OC
- ☐ Builder identity and track record
- ☐ Sale deed: undivided land share %
- ☐ Lift, parking and terrace rights in writing

05 · Sector 110 — Builder Floors

₹1.07 Cr

A · WHO THIS SUITS

- Family wanting independence at about ₹1.1 Cr
- Households with elderly parents preferring low-rise
- Apartment owners wanting their own entrance

E · VALUE DRIVERS TO EXPLAIN

- Independent entry and less shared space.
- Proportionate land share.
- Flexible interiors on one level.

B · 30-SECOND PITCH

If you want the privacy of an independent home without buying a full plot, builder floors in Sector 110 start at ₹1.07 crore. Each floor is a separate unit, so we'll check the builder, approved plan, land share and parking for the exact floor you like.

C · HINGLISH VERSION

Society ka shor nahi, apna independent floor chahiye? Sector 110 mein builder floor ₹1.07 crore se. Har floor alag hai — builder, approval, land share aur parking, sab us floor ke hisaab se check karenge.

D · FIVE DISCOVERY QUESTIONS — ASK BEFORE PITCHING

- 1 Which floor level suits your family?
- 2 Do you need a lift?
- 3 How many cars?
- 4 Privacy or amenities — which matters more?
- 5 Ready to move, or can you wait?

H · SITE VISIT CHECKLIST

- ☐ Approved plan vs construction
- ☐ Lift and staircase
- ☐ Parking allotment
- ☐ Terrace / roof rights
- ☐ Fittings and specifications
- ☐ Water and power connection

05 · Sector 110 – Builder Floors

₹1.07 Cr

F · OBJECTION HANDLING

CONCERN	RESPONSE	EVIDENCE NEEDED	NEXT STEP
“Builder floors have no amenities.”	True — it trades clubhouse for privacy. Does that suit you?	Neighbourhood amenity map	Compare Mansha 3 BHK
“Who maintains the building?”	Usually owners share it; let's see the arrangement.	Owners' agreement	Ask builder for draft
“Is it legally safe?”	We'll check approval, OC and land share in the deed.	Plan, OC, title	Lawyer review
“Top floor will be hot.”	Check insulation and terrace rights; each level has trade-offs.	Specs sheet	Visit two floor levels
“Resale?”	Approved, OC-ready floors resell more easily.	Local resale listings	Shortlist OC-ready units

G · WHEN TO RECOMMEND ANOTHER PROJECT

Mansha – 3 BHK

Wants society amenities and security at a similar budget.

Sector 110 – Plots

Wants full land ownership and will build — higher budget.

I · CLOSING — ONLY WHEN THE CUSTOMER IS READY

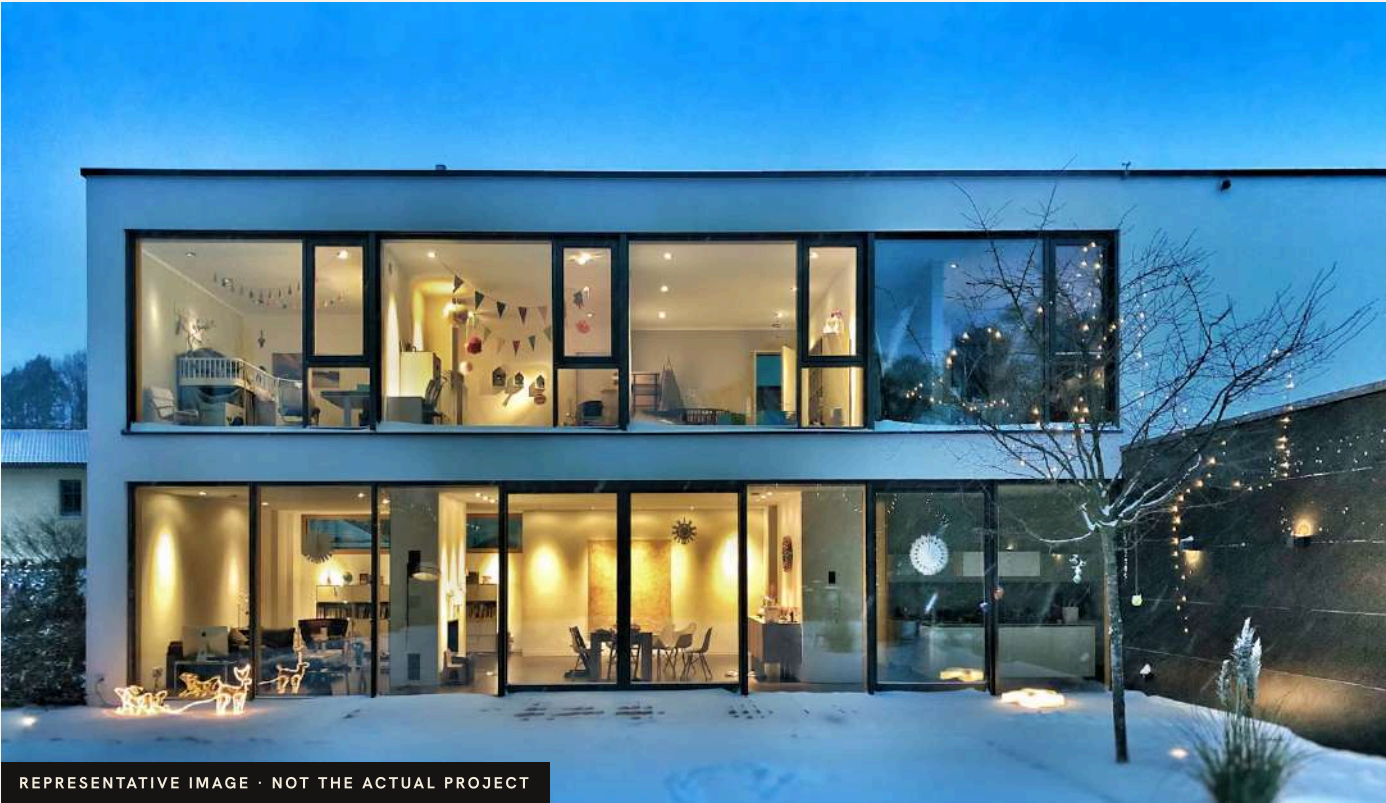
SOFT	Shall I list available floors with their prices?
SITE VISIT	Let's visit two floors so you can compare.
WRITTEN OFFER	I'll get the builder's written sheet with land share.
BOOKING	After your lawyer reviews the deed, we can discuss booking.

J · WHATSAPP FOLLOW-UP

Namaste [Name], thanks for today. I'll share the available Sector 110 floors, approvals and cost sheet. — [Salesperson], Shikhar Realty, 7290908111

K · INTERNAL CHECKS BEFORE MOVING FORWARD

- ☐ Buyer qualified
- ☐ Price sheet checked
- ☐ Inventory confirmed
- ☐ Documents checked
- ☐ Site visit booked
- ☐ Written quote sent
- ☐ Follow-up recorded



Sector 110 – Plots

Full land ownership in an established sector, for buyers ready to plan and fund their own home.

CAMPAIGN STARTING PRICE

₹1.35 Cr

Base price · excludes taxes & charges

DEVELOPER	LOCATION	PROPERTY TYPE	RERA	STATUS
Colony developer / owner per plot — confirm	Sector 110, Faridabad — plot no. per inventory	Residential plot	Depends on colony / licence — confirm	Development status — confirm
CONFIRM	INVENTORY	PUBLIC SOURCE	CONFIRM	CONFIRM

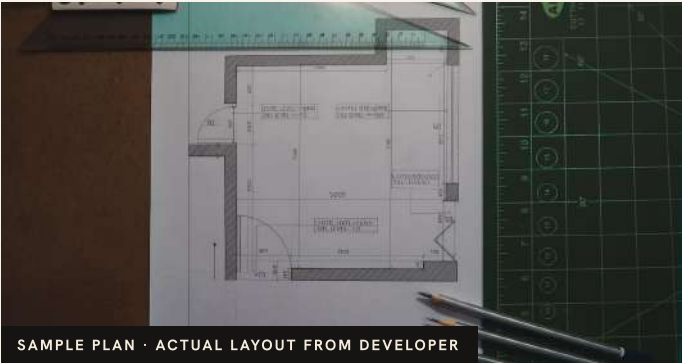
THREE REAL REASONS TO CONSIDER

- 1 Independent title to land.
- 2 Design your own home within approved norms.
- 3 Choice of size and facing within available inventory.

LOCATION ADVANTAGES

- ◆ Sector 110 main sector road — confirm
- ◆ Greater Faridabad and expressway access — measure
- ◆ Schools and markets — list after visit
- ◆ Electricity, water and sewer status

Distances to be measured on checked routes before quoting.



SAMPLE PLAN · ACTUAL LAYOUT FROM DEVELOPER



REPRESENTATIVE AERIAL · NOT THE PROJECT SITE

PRODUCT FACT SHEET

Unit type	Residential plot PUBLIC SOURCE
Configuration	Open plot PUBLIC SOURCE
Carpet area	Not applicable N/A
Super / built-up	Not applicable N/A
Plot dimensions	Size, facing and road width per plot INVENTORY
Floor / position	Corner / park-facing premiums INVENTORY
Parking	Confirm from written inventory sheet CONFIRM
Amenities	Confirm from written inventory sheet CONFIRM
Maintenance	Confirm from written inventory sheet CONFIRM
Availability	Confirm from written inventory sheet CONFIRM

COST CLARITY

Base selling price (campaign)	₹1.35 Cr
Preferential location charges	Per unit — price sheet
Parking charges	Per price sheet
Club / IFMS / maintenance deposit	Per price sheet
GST — Generally nil on land; confirm for developed plots	Confirm
Stamp duty (7% men · 6% joint · 5% women)	₹9.45 L at 7%
Registration fee (Haryana slab)	Up to ₹50,000
Other: legal, mutation, loan processing	As actual

Indicative subtotal

Base + stamp duty @7% + registration. Excludes GST & developer charges.

₹1.45 Cr

WHAT TO VERIFY BEFORE PURCHASE

- ☐ Title chain and mutation
- ☐ Access road width and ownership
- ☐ Sanctioned layout and plot number
- ☐ Permitted floors, FAR, development charges

06 · Sector 110 — Plots

₹1.35 Cr

A · WHO THIS SUITS

- Families ready to build within 1–3 years
- Buyers wanting land as a family asset
- Investors comfortable with land liquidity

E · VALUE DRIVERS TO EXPLAIN

- Land ownership with no shared structure.
- Build timeline under your control.
- Design for your family's needs.

B · 30-SECOND PITCH

If you want to own land outright and build your own home, Sector 110 plots start at ₹1.35 crore. We'll show the sanctioned layout, confirm title, check the road and utilities, and add a construction estimate so you see the full home budget.

C · HINGLISH VERSION

Apni zameen, apna design — Sector 110 mein plot ₹1.35 crore se. Title, approved layout, road aur bijli-paani sab check karenge, aur construction ka estimate bhi jod ke denge.

D · FIVE DISCOVERY QUESTIONS — ASK BEFORE PITCHING

- 1 When do you plan to build?
- 2 Which plot size and facing?
- 3 Combined land + construction budget?
- 4 Will you finance construction separately?
- 5 Is corner or park-facing important?

H · SITE VISIT CHECKLIST

- ☐ Plot marked on ground
- ☐ Facing and corner status
- ☐ Road width
- ☐ Electricity, water, sewer
- ☐ Neighbouring buildings
- ☐ Development charges notice

06 · Sector 110 – Plots

₹1.35 Cr

F · OBJECTION HANDLING

CONCERN	RESPONSE	EVIDENCE NEEDED	NEXT STEP
"Budget is too high with construction."	Let's add construction cost per sq ft now.	Contractor estimate	Total budget sheet
"Is the title clean?"	We'll run a title search and encumbrance check.	Title documents, EC	Lawyer review
"Will I get building approval?"	Check permitted norms before buying.	Bye-laws, layout	Consult an architect
"Utilities aren't connected."	Let's check what's available at the plot today.	Utility status	Site visit
"Why not a builder floor?"	A floor is ready sooner; a plot gives full control.	Comparison sheet	Compare Sector 110 floors

G · WHEN TO RECOMMEND ANOTHER PROJECT

Sector 110 – Builder Floors

Wants to move in sooner and avoid construction.

DMX Urban Green

Lower budget, longer horizon; less suitable if building soon.

I · CLOSING — ONLY WHEN THE CUSTOMER IS READY

SOFT	Shall I show available plots on the layout?
SITE VISIT	Let's stand on the two shortlisted plots.
WRITTEN OFFER	I'll get the written rate and plot-specific charges.
BOOKING	Once your lawyer clears title, we can discuss booking.

J · WHATSAPP FOLLOW-UP

Namaste [Name], thank you. I'll send the Sector 110 plot layout, available plots and cost sheet. — [Salesperson], Shikhar Realty, 7290908111

K · INTERNAL CHECKS BEFORE MOVING FORWARD

- ☐ Buyer qualified
- ☐ Price sheet checked
- ☐ Inventory confirmed
- ☐ Documents checked
- ☐ Site visit booked
- ☐ Written quote sent
- ☐ Follow-up recorded



RPS 12th Avenue – Offices

An office address at the Delhi–Faridabad border, evaluated for own use or tenant demand on unit size, parking and running cost.

CAMPAIGN STARTING PRICE

₹1.4 Cr

Base price · excludes taxes & charges

DEVELOPER	LOCATION	PROPERTY TYPE	RERA	STATUS
RPS Group	Sector 27C, near Delhi-Faridabad toll	Office space	Registration / OC to confirm	Listed as ready to move — confirm OC
PUBLIC SOURCE	PUBLIC SOURCE	PUBLIC SOURCE	CONFIRM	INDICATIVE

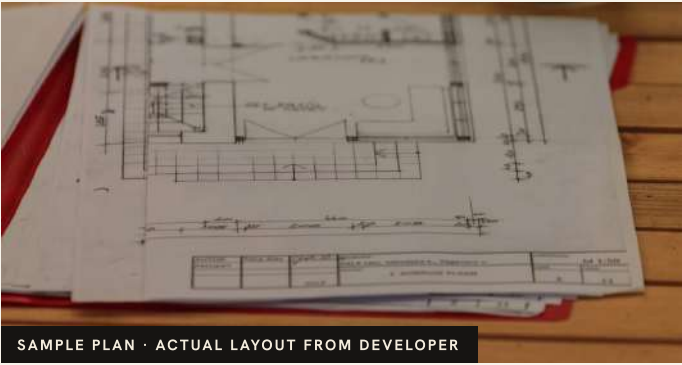
THREE REAL REASONS TO CONSIDER

- 1Border location close to South Delhi.
- 2Listed as ready — usable sooner than under-construction units.
- 3Owner-occupiers can stop paying office rent.

LOCATION ADVANTAGES

- ◆ Near Delhi-Faridabad toll / NH-19
- ◆ Sarai metro (Violet Line) nearby — measure walk
- ◆ Quick access to South Delhi
- ◆ Mathura Road commercial corridor

Distances to be measured on checked routes before quoting.



SAMPLE PLAN · ACTUAL LAYOUT FROM DEVELOPER



REPRESENTATIVE AERIAL · NOT THE PROJECT SITE

PRODUCT FACT SHEET

Unit type	Office PUBLIC SOURCE
Configuration	Size per inventory INVENTORY
Carpet area	Confirm from written inventory sheet CONFIRM
Super / built-up	Confirm from written inventory sheet CONFIRM
Plot dimensions	Not applicable N/A
Floor / position	Confirm from written inventory sheet CONFIRM
Parking	Allotted slots — confirm CONFIRM
Amenities	Confirm from written inventory sheet CONFIRM
Maintenance	CAM per sq ft — confirm CONFIRM
Availability	Confirm from written inventory sheet CONFIRM

COST CLARITY

Base selling price (campaign)	₹1.4 Cr
Preferential location charges	Per unit — price sheet
Parking charges	Per price sheet
Club / IFMS / maintenance deposit	Per price sheet
GST — Nil if OC received; otherwise as applicable	Confirm
Stamp duty (7% men · 6% joint · 5% women)	₹9.80 L at 7%
Registration fee (Haryana slab)	Up to ₹50,000
Other: legal, mutation, loan processing	As actual

Indicative subtotal

Base + stamp duty @7% + registration. Excludes GST & developer charges.

₹1.50 Cr

WHAT TO VERIFY BEFORE PURCHASE

- ☐ OC and unit-specific title
- ☐ CAM charges and power backup
- ☐ Carpet vs super area efficiency
- ☐ Any existing lease and tenant terms

07 · RPS 12th Avenue – Offices

₹1.4 Cr

A · WHO THIS SUITS

- Business owner paying office rent today
- Professional firms: CA, legal, consulting
- Investor seeking a lease-able ready office

E · VALUE DRIVERS TO EXPLAIN

- Owner-occupiers save rent.
- Near Delhi for client access.
- Ready status reduces construction risk (confirm OC).

B · 30-SECOND PITCH

If you run a business or want an office asset near the Delhi border, RPS 12th Avenue offices start at ₹1.40 crore. We'll check unit size, parking and maintenance, and if you're investing, model rent on comparable leases rather than promises.

C · HINGLISH VERSION

Delhi border ke paas office chahiye? RPS 12th Avenue mein ₹1.40 crore se. Apne business ke liye ya rent ke liye — dono ke hisaab se real numbers denge, guarantee nahi.

D · FIVE DISCOVERY QUESTIONS — ASK BEFORE PITCHING

- 1 Own use or rental investment?
- 2 Office size and team strength?
- 3 Parking for staff and clients?
- 4 What rent do you pay now?
- 5 Fit-out budget and timeline?

H · SITE VISIT CHECKLIST

- ☐ Actual unit and floor
- ☐ Lifts, lobby, washrooms
- ☐ Parking allocation
- ☐ Power backup and HVAC
- ☐ Building occupancy
- ☐ Metro walking distance

07 · RPS 12th Avenue – Offices

₹1.4 Cr

F · OBJECTION HANDLING

CONCERN	RESPONSE	EVIDENCE NEEDED	NEXT STEP
“Office demand is uncertain.”	Let's see occupancy and rents in the building and nearby.	Leasing data, listings	3-scenario yield sheet
“Maintenance is high.”	Here's CAM per sq ft and what it covers.	CAM schedule	Compare with rent saved
“Parking is tight.”	Let's confirm allotted slots in writing.	Parking allotment letter	Peak-hour site check
“Fit-out cost?”	We'll estimate fit-out per sq ft.	Fit-out quotes	Interior estimate
“Why not a shop?”	Shops depend on footfall, offices on business tenancy — different risks.	Comparison	Compare Navraj Shops

G · WHEN TO RECOMMEND ANOTHER PROJECT

Navraj Shops

Smaller-ticket retail asset; less suitable if the buyer wants their own office.

Bhumika – Residential

Same NH-19 corridor for buyers who actually want a home.

I · CLOSING — ONLY WHEN THE CUSTOMER IS READY

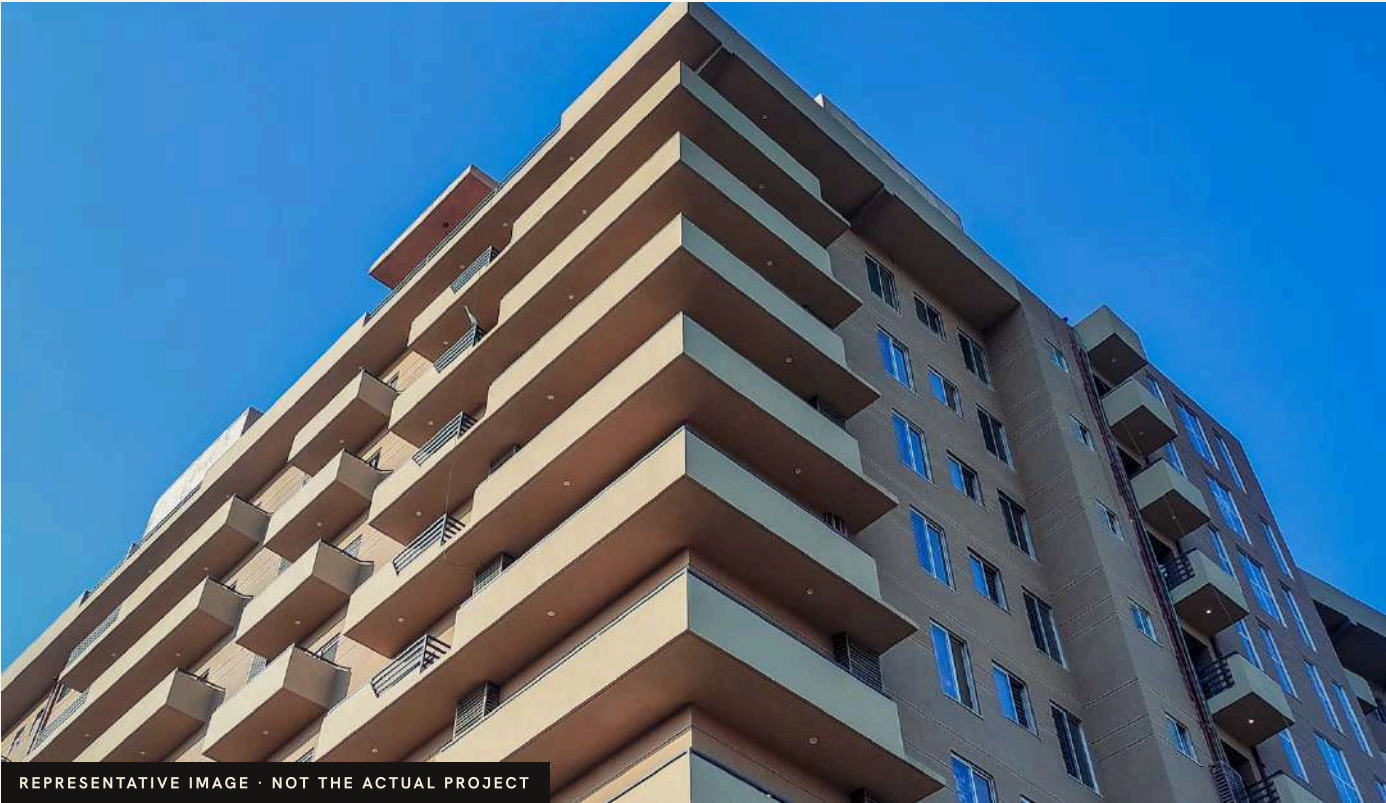
SOFT	Shall I prepare an own-use vs rent comparison?
SITE VISIT	Let's visit during working hours to see occupancy.
WRITTEN OFFER	I'll get the written price and CAM sheet for the unit.
BOOKING	Once OC and title check out, we can discuss booking.

J · WHATSAPP FOLLOW-UP

Namaste [Name], thank you. I'll send RPS 12th Avenue unit options, CAM details and a rent-scenario sheet. — [Salesperson], Shikhar Realty, 7290908111

K · INTERNAL CHECKS BEFORE MOVING FORWARD

- ☐ Buyer qualified
- ☐ Price sheet checked
- ☐ Inventory confirmed
- ☐ Documents checked
- ☐ Site visit booked
- ☐ Written quote sent
- ☐ Follow-up recorded



REPRESENTATIVE IMAGE · NOT THE ACTUAL PROJECT

RPS Wisteria

A premium RPS residence near the Delhi border, presented only once the exact unit behind the ₹2.50 Cr price is confirmed.

CAMPAIGN STARTING PRICE

₹2.5 Cr

Base price · excludes taxes & charges

DEVELOPER	LOCATION	PROPERTY TYPE	RERA	STATUS
RPS Group	Listings: Sector 27C, near Delhi-Faridabad toll	Luxury apartment	Number to confirm on HRERA	Portal: new launch, possession Mar 2029
PUBLIC SOURCE	CONFIRM	PUBLIC SOURCE	CONFIRM	INDICATIVE

THREE REAL REASONS TO CONSIDER

- 1

RPS Group is an established Faridabad developer (show track record).
- 2

Border location for families with Delhi links.
- 3

Large-format premium homes — confirm unit and size.

LOCATION ADVANTAGES

- ◆

Delhi-Faridabad toll / NH-19
- ◆

Sarai metro nearby — measure
- ◆

South Delhi business districts — measure
- ◆

Mathura Road schools and hospitals

Distances to be measured on checked routes before quoting.



SAMPLE PLAN · ACTUAL LAYOUT FROM DEVELOPER



REPRESENTATIVE AERIAL · NOT THE PROJECT SITE

PRODUCT FACT SHEET

Unit type	Apartment PUBLIC SOURCE
Configuration	Portals list 4 BHK from ₹4.15 Cr — identify ₹2.50 Cr unit CONFIRM
Carpet area	Confirm from written inventory sheet CONFIRM
Super / built-up	Portals: 2,705–3,350 sq ft — confirm INDICATIVE
Plot dimensions	Not applicable N/A
Floor / position	Confirm from written inventory sheet CONFIRM
Parking	Confirm from written inventory sheet CONFIRM
Amenities	Confirm from written inventory sheet CONFIRM
Maintenance	Confirm from written inventory sheet CONFIRM
Availability	Confirm from written inventory sheet CONFIRM

COST CLARITY

Base selling price (campaign)	₹2.5 Cr
Preferential location charges	Per unit — price sheet
Parking charges	Per price sheet
Club / IFMS / maintenance deposit	Per price sheet
GST — 5% if under construction (1% if affordable category); nil after OC	≈ ₹12.50 L at 5%
Stamp duty (7% men · 6% joint · 5% women)	₹17.50 L at 7%
Registration fee (Haryana slab)	Up to ₹50,000
Other: legal, mutation, loan processing	As actual

Indicative subtotal

Base + stamp duty @7% + registration. Excludes GST & developer charges.

₹2.68 Cr

WHAT TO VERIFY BEFORE PURCHASE

- ☐ Correct name: The Wisteria vs The Wisterias
- ☐ RERA, possession timeline, payment plan
- ☐ Unit, size and price behind ₹2.50 Cr
- ☐ Pricing of comparable premium projects

o8 · RPS Wisteria

₹2.5 Cr

A · WHO THIS SUITS

- Upgrading family with ₹2.5–3 Cr
- Business owner with Delhi links
- Buyer seeking a new premium launch

E · VALUE DRIVERS TO EXPLAIN

- Premium specifications from an established local developer.
- Border location for Delhi access.
- New construction with modern layouts.

B · 30-SECOND PITCH

RPS Wisteria is a premium RPS launch near the Delhi border, and our campaign price starts at ₹2.50 crore. Public listings show larger units at higher prices, so first we'll confirm exactly which unit this price covers, its size, and the full payment schedule.

C · HINGLISH VERSION

RPS Wisteria — Delhi border ke paas premium project, campaign price ₹2.50 crore se. Pehle confirm karenge ki yeh price kis unit ka hai, size kya hai, aur poora payment plan kya hai.

D · FIVE DISCOVERY QUESTIONS — ASK BEFORE PITCHING

- 1 What size home do you need?
- 2 How important is closeness to Delhi?
- 3 What's your all-in budget?
- 4 Is under-construction acceptable?
- 5 Who else decides?

H · SITE VISIT CHECKLIST

- ☐ Sample flat / mock-up
- ☐ Site progress
- ☐ Tower position and views
- ☐ Approach from NH-19
- ☐ Clubhouse plans
- ☐ A delivered RPS project

F · OBJECTION HANDLING

CONCERN	RESPONSE	EVIDENCE NEEDED	NEXT STEP
"Portals show ₹4 crore+."	Right — let me show you the unit and size behind ₹2.50 Cr.	Developer price sheet	Written unit-specific quote
"Possession is 2029."	Let's review the RERA timeline and milestones.	RERA details	Payment plan sheet
"Is RPS reliable?"	Let's visit a delivered RPS project.	Completed projects list	Visit RPS City, Sector 88
"Why not BPTP Skynest?"	Different location and scale; compare side by side.	Comparison sheet	Comparison meeting
"Will prices rise later?"	We don't predict prices; decide on need and fit.	—	Revisit after site visit

G · WHEN TO RECOMMEND ANOTHER PROJECT

Bhumika – Residential Wants retail and hospitality integration on NH-19.
BPTP Skynest Wants larger high-rise residences and has a higher budget.

I · CLOSING — ONLY WHEN THE CUSTOMER IS READY

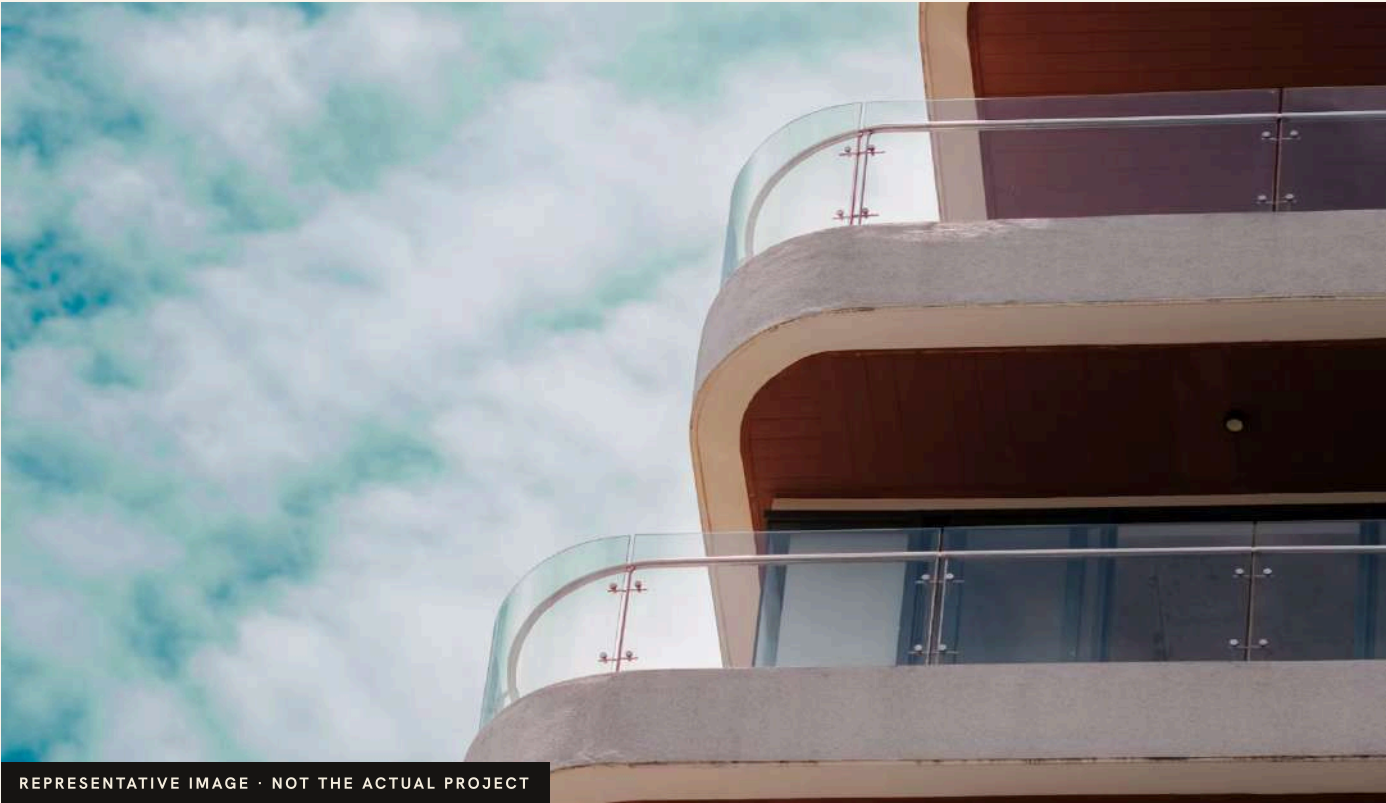
SOFT	Shall I confirm the exact unit behind ₹2.50 Cr first?
SITE VISIT	Let's schedule a private site visit.
WRITTEN OFFER	I'll bring a written, unit-specific quote.
BOOKING	If the quote matches your brief, we can discuss booking.

J · WHATSAPP FOLLOW-UP

Namaste [Name], thank you. I'll confirm the RPS Wisteria unit details and share the written quote. — [Salesperson], Shikhar Realty, 7290908111

K · INTERNAL CHECKS BEFORE MOVING FORWARD

- ☐ Buyer qualified
- ☐ Price sheet checked
- ☐ Inventory confirmed
- ☐ Documents checked
- ☐ Site visit booked
- ☐ Written quote sent
- ☐ Follow-up recorded



Bhumika – Residential

A low-density residence within a mixed-use landmark on Mathura Road, with retail and hospitality under the same roof.

CAMPAIGN STARTING PRICE

₹3.5 Cr

Base price · excludes taxes & charges

DEVELOPER	LOCATION	PROPERTY TYPE	RERA	STATUS
Bhumika Realty (Bhumika Group) PUBLIC SOURCE	The Icon, Sector 27A, Mewla Maharajpur, NH-19 — confirm unit is here CONFIRM	Luxury apartment, 3 BHK + study PUBLIC SOURCE	Listed as HRERA-PKL-FBD-793-2025 CONFIRM	Construction commenced (Mar 2026 report) PUBLIC SOURCE

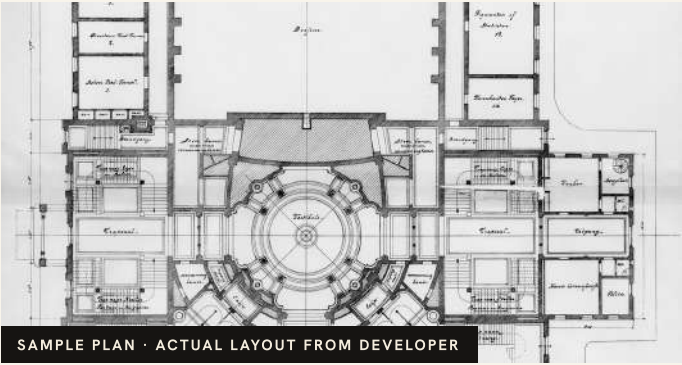
THREE REAL REASONS TO CONSIDER

- 1Only 88 residences — low density in a mixed-use project.
- 2Retail, dining and hospitality inside the development.
- 3Main Mathura Road address near the metro.

LOCATION ADVANTAGES

- ◆ Direct NH-19 / Mathura Road frontage
- ◆ Sector 28 metro ~300 m per project site — measure
- ◆ Delhi border and South Delhi via NH-19
- ◆ Established sectors' schools and hospitals

Distances to be measured on checked routes before quoting.



PRODUCT FACT SHEET

Unit type	Apartment in mixed-use development PUBLIC SOURCE
Configuration	3 BHK + study PUBLIC SOURCE
Carpet area	Confirm from written inventory sheet CONFIRM
Super / built-up	Broker listings: ~2,650 / 2,950 sq ft — confirm INDICATIVE
Plot dimensions	Not applicable N/A
Floor / position	Confirm from written inventory sheet CONFIRM
Parking	Confirm from written inventory sheet CONFIRM
Amenities	Clubhouse, pool; retail, multiplex, hotel within development INDICATIVE
Maintenance	Confirm from written inventory sheet CONFIRM
Availability	Developer reports 11 of 88 unsold (Oct 2026) — confirm live INVENTORY

COST CLARITY

Base selling price (campaign)	₹3.5 Cr
Preferential location charges	Per unit — price sheet
Parking charges	Per price sheet
Club / IFMS / maintenance deposit	Per price sheet
GST — 5% if under construction (1% if affordable category); nil after OC	≈ ₹17.50 L at 5%
Stamp duty (7% men · 6% joint · 5% women)	₹24.50 L at 7%
Registration fee (Haryana slab)	Up to ₹50,000
Other: legal, mutation, loan processing	As actual

Indicative subtotal

Base + stamp duty @7% + registration. Excludes GST & developer charges.

₹3.75 Cr

WHAT TO VERIFY BEFORE PURCHASE

- ☐ The offered unit is in The Icon
- ☐ RERA number and phase
- ☐ Carpet area and unit price
- ☐ Residential access separated from mall traffic

09 · Bhumika – Residential

₹3.5 Cr

A · WHO THIS SUITS

- Senior professionals / business families, ₹3.5–4 Cr
- Buyers who value services at the doorstep
- NRI or Delhi buyers wanting a Faridabad base

E · VALUE DRIVERS TO EXPLAIN

- Services and amenities at the doorstep.
- A limited number of homes.
- Central corridor location.

B · 30-SECOND PITCH

The Icon by Bhumika is a mixed-use landmark on Mathura Road, with only 88 residences alongside retail and hospitality. Homes start at ₹3.50 crore in our campaign. We'll confirm availability, carpet area and timeline, and arrange a sample-flat viewing.

C · HINGLISH VERSION

Bhumika The Icon — Mathura Road par mall, hotel aur sirf 88 ghar. Campaign price ₹3.50 crore se. Availability, carpet area aur timeline confirm karke sample flat dikhayenge.

D · FIVE DISCOVERY QUESTIONS — ASK BEFORE PITCHING

- 1 How does your family spend weekends?
- 2 Is metro / Delhi access important?
- 3 Comfortable living above a mall?
- 4 What's the all-in budget?
- 5 When do you want to move?

H · SITE VISIT CHECKLIST

- ☐ Sample flat
- ☐ Residential entry and lobby
- ☐ Construction stage
- ☐ Metro walking distance
- ☐ Parking separation
- ☐ Clubhouse plan

09 · Bhumika – Residential

₹3.5 Cr

F · OBJECTION HANDLING

CONCERN	RESPONSE	EVIDENCE NEEDED	NEXT STEP
"Mall crowds will hurt privacy."	Let's see how residential entry, lifts and parking are separated.	Approved plans	Entry walkthrough
"It's under construction."	Let's check the RERA timeline and site status.	RERA updates, site photos	Site visit
"₹3.5 Cr is high for Faridabad."	Let's compare with other premium options in this book.	Comparison matrix	Compare RPS Wisteria
"Is inventory really limited?"	Developer reports 11 unsold; we'll confirm live availability in writing.	Developer inventory letter	Written availability
"Maintenance in mixed-use?"	Let's get the residential maintenance structure.	Maintenance terms	Written note

G · WHEN TO RECOMMEND ANOTHER PROJECT

RPS Wisteria

Prefers a purely residential project near the Delhi border.

BPTP Skynest

Wants larger layouts and high-rise views in Greater Faridabad.

I · CLOSING — ONLY WHEN THE CUSTOMER IS READY

SOFT	Shall I confirm which residences are still available?
SITE VISIT	Let's arrange a private sample-flat visit.
WRITTEN OFFER	I'll share a written quote for your preferred unit.
BOOKING	If availability and quote align, we can discuss booking.

J · WHATSAPP FOLLOW-UP

Namaste [Name], thank you for your time. I'll confirm The Icon availability and share the written quote. — [Salesperson], Shikhar Realty, 7290908111

K · INTERNAL CHECKS BEFORE MOVING FORWARD

- ☐ Buyer qualified
- ☐ Price sheet checked
- ☐ Inventory confirmed
- ☐ Documents checked
- ☐ Site visit booked
- ☐ Written quote sent
- ☐ Follow-up recorded



REPRESENTATIVE IMAGE · NOT THE ACTUAL PROJECT

BPTP Skynest

Twin 150-metre towers in Sector 80 for buyers who want large layouts, views and a landmark address.

CAMPAIGN STARTING PRICE

₹4.5 Cr

Base price · excludes taxes & charges

DEVELOPER	LOCATION	PROPERTY TYPE	RERA	STATUS
BPTP Limited	Sector 80, Greater Faridabad	Luxury apartments, 3 & 4 BHK	HRERA-PKL-FBD-881-2026, dated 09.04.2026	New launch (BPTP website)
VERIFIED	VERIFIED	VERIFIED	VERIFIED	VERIFIED

THREE REAL REASONS TO CONSIDER

- 1 HRERA-registered with a published number.
- 2 Large-format layouts and high-floor views.
- 3 Established national developer.

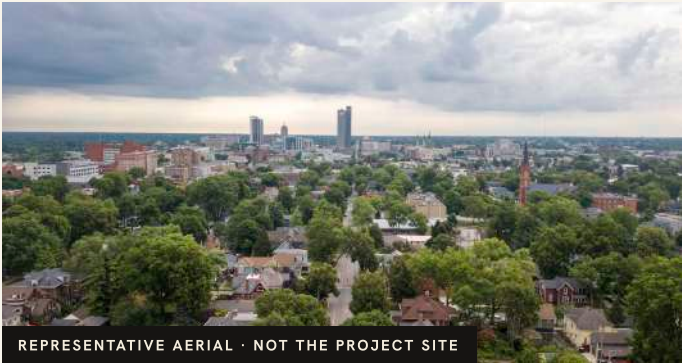
LOCATION ADVANTAGES

- ◆ Main sector road, Sector 80 — confirm width
- ◆ Greater Faridabad residential belt
- ◆ Amrita Hospital and schools nearby — measure
- ◆ Delhi, Noida, Gurugram — measure peak drive

Distances to be measured on checked routes before quoting.



SAMPLE PLAN · ACTUAL LAYOUT FROM DEVELOPER



REPRESENTATIVE AERIAL · NOT THE PROJECT SITE

PRODUCT FACT SHEET

Unit type	High-rise apartment (SkyNest Towers) VERIFIED
Configuration	3 & 4 BHK VERIFIED
Carpet area	Confirm from written inventory sheet CONFIRM
Super / built-up	Third-party listings ~3,100-3,800 sq ft — confirm INDICATIVE
Plot dimensions	Not applicable N/A
Floor / position	Tower, floor and view per unit INVENTORY
Parking	Confirm from written inventory sheet CONFIRM
Amenities	Sky Nest / vertical-garden concept — confirm specs INDICATIVE
Maintenance	Confirm from written inventory sheet CONFIRM
Availability	Confirm from written inventory sheet CONFIRM

COST CLARITY

Base selling price (campaign)	₹4.5 Cr
Preferential location charges	Per unit — price sheet
Parking charges	Per price sheet
Club / IFMS / maintenance deposit	Per price sheet
GST — 5% if under construction (1% if affordable category); nil after OC	≈ ₹22.50 L at 5%
Stamp duty (7% men · 6% joint · 5% women)	₹31.50 L at 7%
Registration fee (Haryana slab)	Up to ₹50,000
Other: legal, mutation, loan processing	As actual

Indicative subtotal

Base + stamp duty @7% + registration. Excludes GST & developer charges.

₹4.82 Cr

WHAT TO VERIFY BEFORE PURCHASE

- ☐ Unit size, tower, floor and view
- ☐ Possession timeline in RERA
- ☐ Payment plan and milestone obligations
- ☐ Sky Nest / balcony specs in agreement

10 · BPTP Skynest

₹4.5 Cr

A · WHO THIS SUITS

- Luxury buyer upgrading to large layouts
- Business family wanting a landmark address
- Buyer prioritising views and architecture

E · VALUE DRIVERS TO EXPLAIN

- Large layouts for multi-generational living.
- Views and architecture of a landmark tower.
- RERA-registered with published details.

B · 30-SECOND PITCH

BPTP Skynest is a pair of 150-metre towers in Sector 80, registered on HRERA, with 3 and 4 BHK residences. Our campaign starts at ₹4.50 crore. We'll walk you through the exact unit, view, payment obligations and timeline, and arrange a private site visit.

C · HINGLISH VERSION

BPTP Skynest — Sector 80 mein 150 metre ke twin towers, HRERA registered. 3 aur 4 BHK, ₹4.50 crore se. Unit, view, payment plan aur timeline detail mein, aur private site visit bhi.

D · FIVE DISCOVERY QUESTIONS — ASK BEFORE PITCHING

- 1 How much space does your family need?
- 2 Which view and floor matter?
- 3 Comfortable with a launch-stage timeline?
- 4 Payment plan preference?
- 5 Who else must see the site?

H · SITE VISIT CHECKLIST

- ☐ Experience centre / sample flat
- ☐ Tower and view orientation
- ☐ Construction stage
- ☐ Approach roads
- ☐ Amenity plans
- ☐ Nearby delivered BPTP projects

F · OBJECTION HANDLING

CONCERN	RESPONSE	EVIDENCE NEEDED	NEXT STEP
"Possession is years away."	Let's check the RERA timeline and payment milestones.	RERA page	Payment schedule sheet
"Greater Faridabad isn't Delhi."	Let's measure your actual commute.	Route check	Peak-hour drive
"High-rise risk."	Let's review structural and fire specifications.	Specs, approvals	Developer technical session
"Why not Bhumika?"	Skynest offers larger layouts; The Icon offers NH-19 and retail.	Comparison	Side-by-side meeting
"Payment obligations are heavy."	Let's map each milestone to your cash flow.	Payment plan	Cash-flow plan

G · WHEN TO RECOMMEND ANOTHER PROJECT

Bhumika – Residential Wants a central NH-19 location and integrated retail.
RPS Wisteria Lower budget or a Delhi-border preference.

I · CLOSING — ONLY WHEN THE CUSTOMER IS READY

SOFT	Shall I shortlist units by view and floor?
SITE VISIT	Let's arrange a private visit to the experience centre.
WRITTEN OFFER	I'll share the written quote and payment schedule.
BOOKING	When the schedule works for you, we can discuss the booking amount.

J · WHATSAPP FOLLOW-UP

Namaste [Name], thank you. I'll send BPTP Skynest unit options, the payment schedule and the written quote. — [Salesperson], Shikhar Realty, 7290908111

K · INTERNAL CHECKS BEFORE MOVING FORWARD

- ☐ Buyer qualified
- ☐ Price sheet checked
- ☐ Inventory confirmed
- ☐ Documents checked
- ☐ Site visit booked
- ☐ Written quote sent
- ☐ Follow-up recorded

All ten, side by side

NO	PROJECT	TYPE	LOCATION	FROM	SUBTOTAL*	RERA / STATUS	BEST FOR	PG
01	Navraj Entertainment Zone – Shops	Retail shop	Sector 20, Mathura Road (if The Marq)	₹25 L	₹27.25 L	Portal RERA 837-2026; Dec 2030 (confirm)	First commercial investment	05
02	DMX Urban Green	Residential plot	Delhi-Mumbai Expressway belt (confirm)	₹35 L	₹37.95 L	RERA & licence to confirm	Long-horizon land buyer	09
03	SKYA – 2 BHK	2 BHK apartment	Sector to confirm	₹52.5 L	₹56.67 L	Developer, RERA, status to confirm	First-time home buyer	13
04	Mansha – 3 BHK	3 BHK apartment	Project & sector to confirm	₹1.02 Cr	₹1.10 Cr	Project identity to confirm	Growing family	17
05	Sector 110 – Builder Floors	Builder floor	Sector 110, Faridabad	₹1.07 Cr	₹1.15 Cr	Per unit — confirm builder & OC	Family wanting privacy	21
06	Sector 110 – Plots	Residential plot	Sector 110, Faridabad	₹1.35 Cr	₹1.45 Cr	Per plot — confirm title & layout	Family ready to build	25
07	RPS 12th Avenue – Offices	Office space	Sector 27C, near Delhi-Faridabad toll	₹1.4 Cr	₹1.50 Cr	Listed ready; RERA / OC to confirm	Business owner / office investor	29
08	RPS Wisteria	Luxury apartment	Sector 27C per listings (confirm)	₹2.5 Cr	₹2.68 Cr	Portal: launch, Mar 2029 (confirm)	Upgrading premium family	33
09	Bhumika – Residential	Luxury apartment	The Icon, Sector 27A, NH-19 (confirm)	₹3.5 Cr	₹3.75 Cr	Portal RERA 793-2025; under construction	Premium buyer valuing convenience	37
10	BTPP Skynest	Luxury high-rise	Sector 80, Greater Faridabad	₹4.5 Cr	₹4.82 Cr	HRERA-PKL-FBD-881-2026; new launch	Luxury buyer wanting space & views	41

*Indicative subtotal = campaign base price + stamp duty at 7% + registration fee up to ₹50,000. It excludes GST, PLC, parking, club, IFMS, maintenance deposits and loan costs. Stamp duty is lower for women (5%) and joint male-female ownership (6%) in Haryana urban areas — confirm the current rate at the time of registration. Update this table daily from the written inventory sheet.

From first conversation to keys

01 Consultation

Requirement discovery, budget and financing discussion. No payment at this stage.

03 Written quotation

Unit-specific cost sheet signed or issued by the developer or seller.

05 Booking / EOI

Pay only against a receipt that states amount, unit, refund and cancellation terms.

07 Financing

Loan sanction, disbursement linked to milestones; keep EMI within your comfort level.

02 Shortlist & site visit

Up to three options; visit the actual unit, plot or sample flat.

04 Due diligence

RERA record, title, approvals, OC/CC where relevant; independent lawyer review.

06 Agreement

Builder-buyer agreement or agreement to sell; check payment plan, possession clause and penalties.

08 Registration & handover

Stamp duty, conveyance deed, possession letter, snag check, utility transfers.

FINANCING & INVESTMENT ARITHMETIC · ILLUSTRATIVE, CLEARLY LABELLED ASSUMPTIONS

Home loan EMI

$$EMI = P \times r \times (1+r)^n \div [(1+r)^n - 1]$$

P = loan, r = annual rate ÷ 12, n = months.

Example (assumed): ₹50 L at 8.5% for 20 years
≈ ₹43,391/month. Down payment is typically
10-25% of cost; confirm the bank's actual rate,
LTV and fees.

Rental yield

$$\text{Gross} = \text{annual rent} \div \text{all-in cost} \times 100$$

Net yield deducts CAM, property tax, insurance and a vacancy allowance. Use comparable signed leases, not asking rents. Lease escalation and tenant credit drive the long-term outcome. No rent is assumed for any project in this book.

Land area conversion

$$1 \text{ sq yd} = 9 \text{ sq ft} = 0.836 \text{ sq m}$$

1 sq m = 10.764 sq ft · 1 acre = 4,840 sq yd.
Haryana: 1 marla = 30.25 sq yd; 1 kanal = 20 marla. Plot budget = land + development charges + construction cost per sq ft × built area.

Questions worth asking

Is the advertised price the final price?

No. Starting prices are base prices. Add PLC, parking, club/IFMS, GST where applicable, stamp duty and registration. Ask for a written cost sheet.

How do I check RERA?

Search the registration number on haryanarera.gov.in. Confirm the phase, promoter name, approved plans and the declared completion date.

Carpet area vs super area?

RERA carpet area is the usable floor inside your walls. Super area adds a share of common areas. Compare prices on carpet area.

Ready-to-move or under construction?

Ready units have an OC and no GST, but less choice. Under-construction units offer choice and staged payments, with timeline risk. Check the RERA timeline.

What stamp duty applies?

In Haryana urban areas, commonly 7% for men, 5% for women and 6% for joint male-female ownership, plus registration fees. Confirm the rate at registration.

Can I get a loan?

Banks lend on income, credit score and project approval. Plot and commercial loans have different terms from home loans. Get pre-eligibility before booking.

What documents should I see?

RERA certificate, licence, approved layout/building plan, title, encumbrance status, OC/CC if ready, and the draft agreement.

What about tax?

Home-loan interest and principal may qualify for deductions; rental income and capital gains are taxable. Speak to your CA.

KNOW WHAT YOU ARE PAYING FOR

Paid expression of interest (EOI) — Shows intent; may or may not reserve a unit. Confirm refund terms in writing.

Booking amount — Refundable or non-refundable as stated on the receipt and application. Read the cancellation clause.

Developer booking — Allots a specific unit through the developer's application form.

Sale agreement — The legally binding builder-buyer agreement or agreement to sell, signed after booking.

The ₹11,000 lucky-draw booking amount is not a universal booking amount. Its eligibility, refund terms and the project it applies to will be confirmed in the published promotion terms.

DECISION CHECKLIST

- ☐ Need, budget and timeline written down
- ☐ All-in cost sheet received
- ☐ RERA and approvals checked
- ☐ Carpet area confirmed
- ☐ Site or sample flat visited
- ☐ Loan pre-eligibility done
- ☐ Booking refund terms understood
- ☐ Lawyer reviewed agreement



Prizes, lucky draw and booking amount are subject to the approved and published promotion terms, prize availability and eligibility conditions.

Our objective is not simply to sell a project. It is to help every customer make a clear, informed and confident property decision.

QR —
approved
enquiry
link
or browse



7290908111

Website: to be confirmed · Faridabad

NAVRATRI SIGNATURE DEALS · 17-20 OCTOBER 2026