

MUMBAI  
SUBURBAN'S MOST  
**BULLISH**  
REAL ESTATE  
OPPORTUNITY

# MALAD: THE COMMERCIAL HQ OF MUMBAI IS SET FOR ITS NEW LANDMARK

Representative Image

Mumbai's established commercial hubs of BKC and Andheri heading towards saturation. Malad offers the best package to attract ambitious new businesses since it excels on infrastructure, connectivity, access to the supply chain, customers and new clientele as well as proximity to prime residential hubs. It serves as the natural extension to both BKC and Andheri. Being connected to every part of the city, Malad makes the perfect bridge between Mumbai's key business hubs of the past and the high potential nodes of the far future. Coupled with the promise of an immediate infrastructure explosion as well as the **upcoming Coastal Road**, Malad is naturally emerging as Mumbai's new commercial HQ.

## BKC: Expensive

With the shift of CBDs originally from Nariman Point & Fort, BKC was the first node of development in the western suburbs. Today, it is the part of Mumbai that is best connected to every part of the maximum city via both rail and road. Commercial real estate in BKC is now the costliest within the whole of Mumbai.

## Andheri: High Density

The social infrastructural boost has helped this business hub to transform primarily from an industrial area, to a sought-after residential destination. Over the years Andheri has seen an increased demand for commercial space making it highly dense.

## Malad: New Commercial HQ

Similar to Andheri, Malad began as the ideal residential node. Excellent connectivity, social infrastructure and other parameters has made Malad one of the most bullish real estate opportunities of western suburbs.

**BULLISH ASSET**

**BULLISH INVESTMENT**

**BULLISH LOCATION**

# BOUTIQUE OFFICES IS **A BULLISH ASSET**



Representative Image

Smart-sized Boutique offices are a bullish real estate opportunity.

India is seeing a steady growth in SMEs and ambitious young businesses that manage to attract massive investments not only from leading corporate houses but also from powerful international companies. This has proven to be the biggest factor driving the demand for Grade-A, smart-sized boutique office spaces across the key metros of India.

The average capital appreciation of office spaces is usually higher than that of residential offerings in the city. Capital values in the residential sector have been growing much more sluggishly than their commercial counterparts – leading to a highly positive outlook for office spaces.

The total returns for an office space investment include the gains attributed to capital appreciation, plus the secure income generated by monthly rentals.

With limited supply and a growing demand for quality smart-sized offices, both rental yields as well as capital appreciation will see higher growth in this category compared to the sector itself.

Rental returns in case of Residential Real Estate is around 1-2% while in Commercial Real Estate it is 8-12%. With rising demand for commercial spaces the demand for CREs is expected to pick up momentum in Tier-II cities as well.

Source - <https://www.financialexpress.com/> Dec 2021

Net office absorption stood at 5.85 million sq. ft in Q3 2021 (July-September), a jump of 48% when compared to the previous quarter and an 8% Year-on-Year (YoY) growth in major cities

Source - JLL India, Dec 2021

## **Thinking of Investment (Residential Vs Commercial)? Commercial real estate is the right choice.**

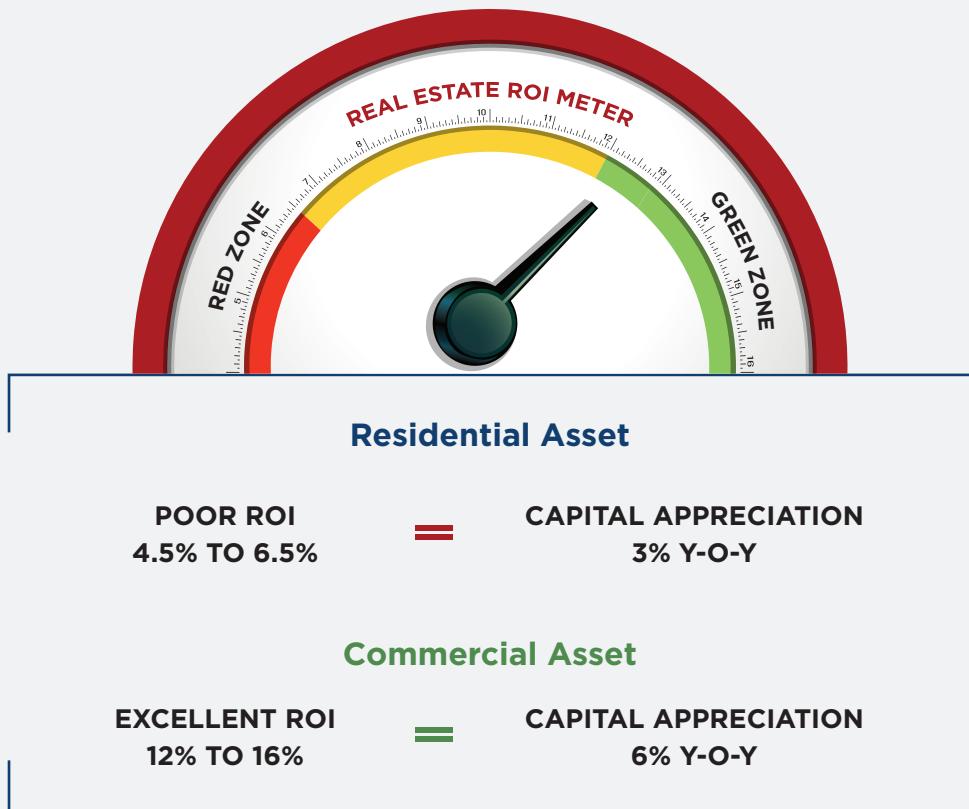
With escalating residential prices, low capital appreciation, low rental yields, delayed delivery with increased risk, a home no longer remains an attractive investment option.

Smart-sized Boutique offices have already started a new wave in real estate investment, owing to higher returns, better appreciation potential and lower associated risks.

The average rental yield (annual income as a percentage of the property's value) of a Grade-A commercial property falls in the range of 6% to 10%, whereas the rental yield of a residential property is currently in the range of 1.5% to 3.5%.

# BULLISH INVESTMENT: MANDATORY TO HAVE IN EVERY PORTFOLIO

Most real estate investors are unaware of the exponentially higher ROI offered by a commercial asset as against a corporate residential asset. Here's the case study that proves commercial real estate is the bullish opportunity.



## MALAD WEST RESIDENTIAL



1.5% TO 3.5%  
RENTAL YIELDS

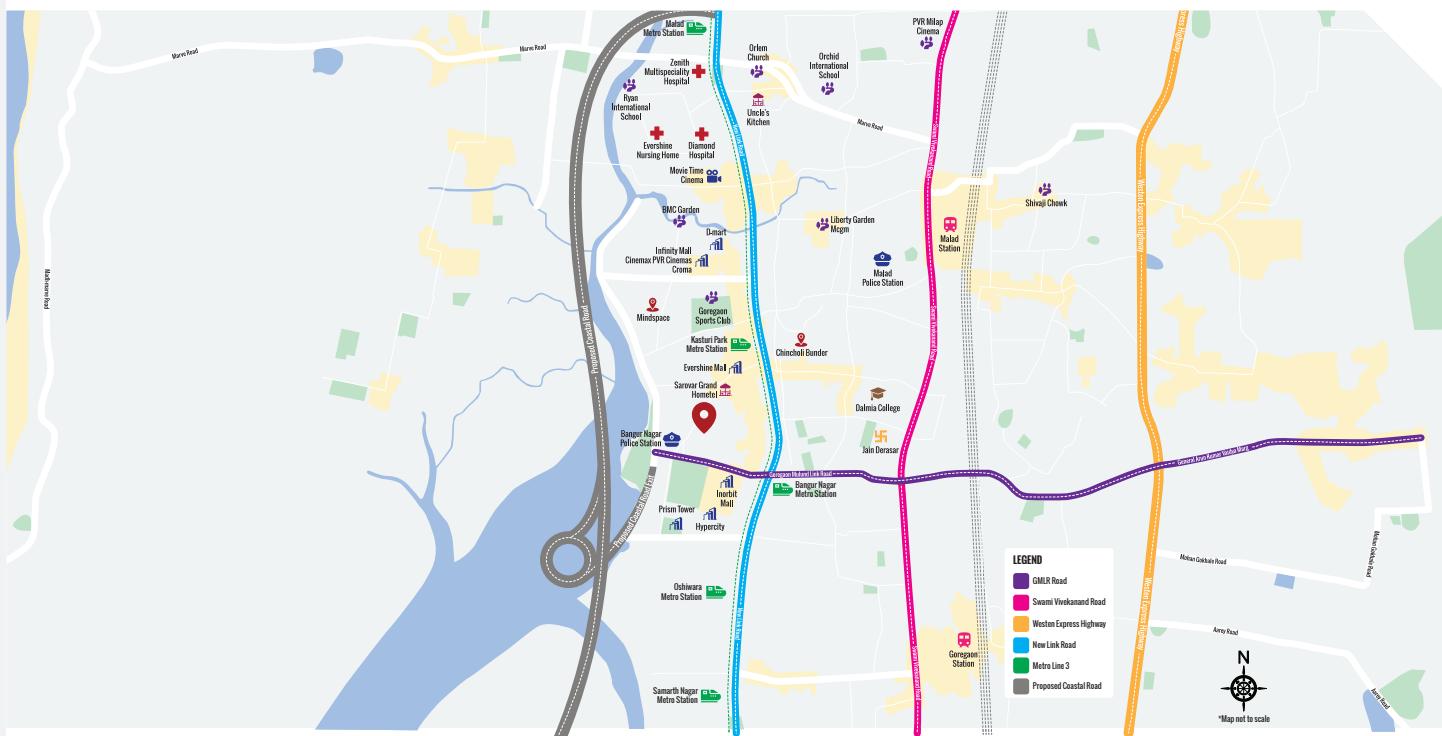
## MALAD WEST COMMERCIAL



6% TO 10%  
RENTAL YIELDS

# BULLISH LOCATION: SITUATED AT THE PREMIUM COMMERCIAL HUB OF MALAD

From being a sparsely populated outskirt, Malad has transformed into a vibrant residential, commercial and IT hub owing to the various developments, especially since the turn of the millennium.



## Upcoming Infrastructure



### Metro

Planned Metro Line 2  
Connecting from  
Mankhurd to Dahisar



### Coastal Road

Rapid Transit Corridor  
Linking Kandivali To  
Princess Street



### GMLR

Connecting the Arterial  
Western and Eastern  
Express Highways with  
Two Flyovers



### Shopping & Entertainment:

Inorbit Mall - 1.1 km  
Infiniti Mall - 1.1 km  
Hypercity - 1.3 km  
Cinemax PVR Cinemas - 1.4 km



### Networking & Recreation:

Goregaon Sports Club - 750 m  
Sarovar Grand Homestay - 450 m



### Healthcare:

Diamond Hospital - 1.7 km  
Evershine Nursing Home - 2.2 km  
Zenith Multispeciality Hospital - 2.1 km

## Background

- Historically Malad was a cluster of villages known for its serene beaches, churches, and temples with an open, airy feel.
- Malad is also recognised for INS Hamla, the Indian Navy's training and logistics base.
- The area has been growing and attracting upper- and middle-class gentry since the late twentieth century. As a result, the Malad real estate boom attracted investors, especially on the west side.

## Transformation

- Malad's social infrastructure is now well-developed. The area has many educational institutions, hospitals, multiplexes, shopping malls, and restaurants, including Oberoi, Inorbit, and Infiniti Mall.
- Malad's developed residential locality inspires a walk-to-work culture.
- The Malad-Goregaon belt also attracts IT and ITES companies due to its large office spaces and low rental rates.

# WORLD-CLASS BOUTIQUE OFFICES ARE THE NEED OF THE HOUR

SMEs need a global working environment without any dispute, ambitious young businesses are one of the key drivers behind Mumbai's growth story in the commercial real estate scenario. These enterprises usually have 10 to 50 employees, with an annual turnover of Rs. 2 cr. to Rs. 5 cr. With only a boutique setup required, such businesses typically need an office space ranging from 400 sq.ft to 5000 sq.ft. in size. However, there are almost no comparable A-grade developments that offer such boutique world-class office spaces in the whole of Malad. Its time to finally bridge this need-gap!



## AWAIT THE MOST BULLISH REAL ESTATE LAUNCH IN THE **HISTORY OF WESTERN SUBURBS**



**Reputed Developers**  
Projects Successfully Delivered



**Prime Location**  
Proximity To Mindspace,  
Infinity Mall, Cafes & Restaurants



**Boutique Offices**  
Optimal Sized Offices,  
Contemporary Design,  
Modern Amenities



**Fully Developed Infra.**  
Metro Station, Railway Station  
& Link Roads, Expressways



**MNC Like Amenities**  
Cafe, Lounge Area,  
Walking Track & Gymnasium



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