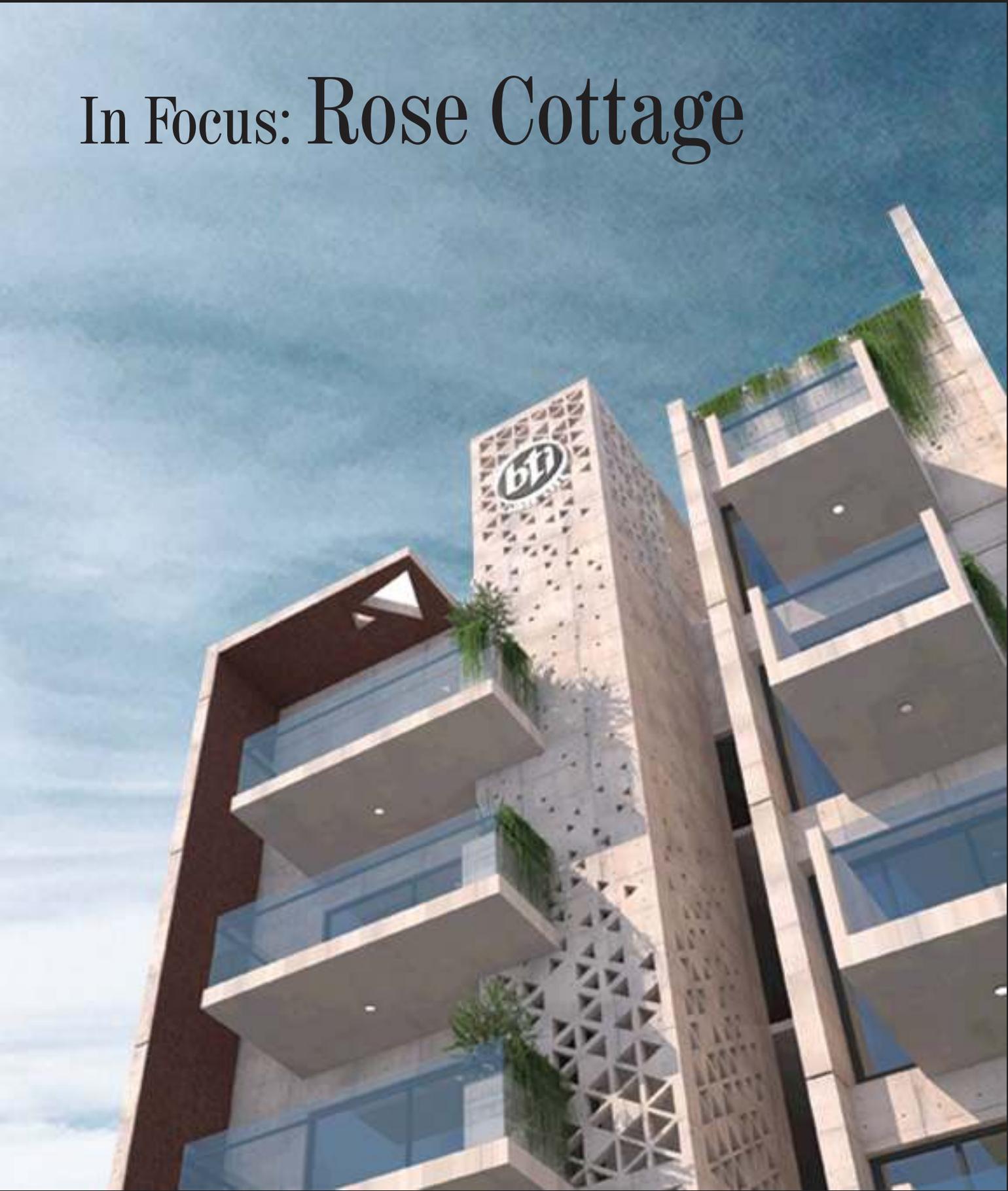
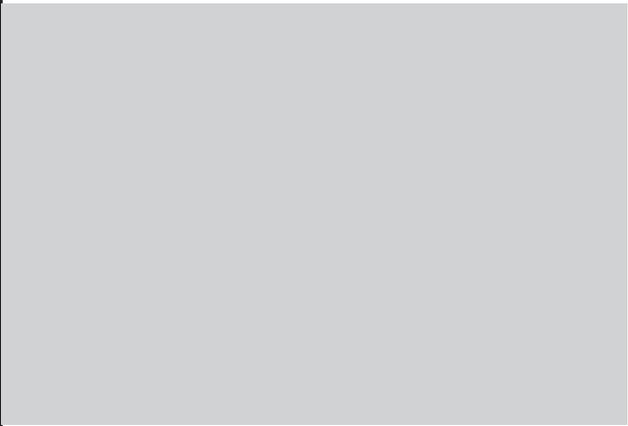


In Focus: Rose Cottage





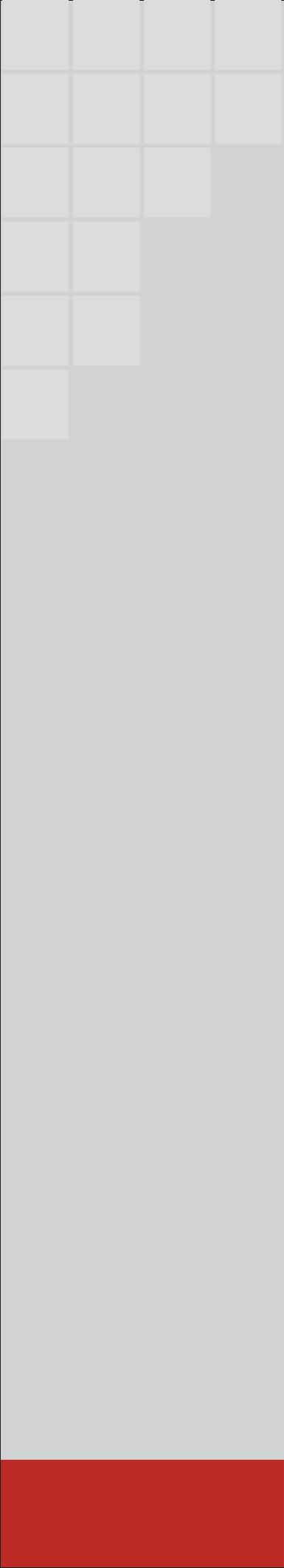
Building
homes &
creating
happy memories for

36

YEARS
IN DHAKA

15

YEARS
IN CHATTOGRAM



bt Newsletter

Index

- Introduction
- In Talk with Executive Director, bti Brokerage
- Feature
- In Focus: Rose Cottage
- Customer Testimonial
- Upcoming Project
- Events & Handover Ceremony



bti has always stood out in its field due to its excellent customer service and quality in construction since 1984. Its achievements have stemmed from its dedication to its customers and the service they so ardently provide to them. One such initiative is the bti Brokerage, which acts as a trusted intermediary for people looking to buy, sell, and rent their properties.

In this month's issue, we'll get a peek into the operations of bti Brokerage as we discuss the necessity and future plans of the department with Md. Alinur Rahman, Executive Director - bti Brokerage. Along with that, we get a look at Rose Cottage and The West End, two Premium collection homes and a feature focusing on a few real estate scams people are subjected to while purchasing homes.

In talk with

Md. Alinur Rahman

Executive Director - bti Brokerage



The brokerage team of bti has been introduced in order to present all kinds of brokerage services to people acting as a trustworthy mediator between the buyer and sellers of properties. In this month's newsletter, we delve deeper into the world of bti Brokerage in a conversation with Mr. Md. Alinur Rahman, Executive Director - bti Brokerage. We learned about the market demand for brokerage services and its operations, challenges and future aspirations.

How would you explain the concept of brokerage services to the layman?

Internationally, all kinds of services related to selling or buying properties include brokerage which is also popularly known as a real estate agency. However, there is a contradiction about the term brokerage in our country. The brokerage department of bti handles all the procedures related to the buying, selling and renting of any kind of property. There are a number of crucial aspects which you need to know about properties, both in case of buying and selling. Besides, there are a number of documents that are required to be prepared in order to sell/buy any property such as mutation, registration documents, the completion of DCC taxes, etc. From the seller's point of view, if these documents are not up-to-date you will not be eligible to sell your property. On the other hand, when any buyer comes to us in order to purchase any property, we help them with the checking of all these documents as well. This is mainly the summary of the services which we provide.

What makes brokerage a necessary service?

Actually, people have a very busy lifestyle at this age and thus they do not have the opportunity to search for the right kind of properties they want or to sell the properties of their own. At the same time, this hectic everyday life of the people does not make them able to verify or take care of all the documents related to the properties, let it be in the case of buying or selling. Brokerage is the single platform that makes the lives of the sellers as well as buyers very easy.

Do you have any improvements you plan to implement?

There are some barriers which we need to face while carrying out different activities within the brokerage team. One of those is to make people understand the structure or model of the real estate process and to make them understand the services which we provide as well as the need for those services. I plan to have a full set of pictures as well as 360-degree videos of the prospective properties that the buyer might like whenever we go and meet any buyer. This way the buyers will get a clear idea about the design, measurement, etc of the products and will understand the scope of services we provide too. I am thinking of making the whole process of bti brokerage more digital.

“
Today's busy lifestyle barely gives people the opportunity to search for the right kind of properties they want to purchase or sell on their own. bti Brokerage provides a vital platform which makes the lives of the sellers as well as buyers considerably hassle-free.
”

What are your future aspirations for the department?

I think bti brokerage will be the major business of bti at one point. Because the capability of people to buy high-end products is decreasing day by day and people of this age prefer changes. Brokerage can be a lot of help in this and that is why it will become a mainstream business within no time. However, if we modify some policies regarding this and can make the process of owning a little bit less complicated, bti brokerage will flourish even more. I believe there are a lot of opportunities that we can use in order to improve and develop bti brokerage.

Avoiding the pitfalls of real estate scams

Buying a home is one of the most vital as well as memorable experiences for any individual and the last thing anyone would want while buying a home is being scammed. Unfortunately, a huge number of such incidents are being observed in recent years. However, it is possible to avoid real estate scams if we have ample knowledge about the kinds of traps, we might fall into. Here, we will discuss the common real estate scams which are being seen currently-

Fake Rental Listing: A scammer sees some legitimate property listings and features on online platforms and later poses as the owner of that property.

Requests for personal details: This can happen when you are intending to buy or rent any property you have. Generally happens when someone outside from the country contacts and asks for

different personal details like bank details by posing as a potential client.

Out of the country scam: This is the kind of scam in which the probable owner of the property declares that he is out of the country and hence cannot show you the property. He also ensures that he will ensure your visit just after you pay the advance.

Fake identity: This is as common as it sounds. Someone with fake personal details might pose as a potential seller.

Predatory loaning/loan flipping: This is the kind of scam that is generally faced by first-time buyers. The sellers insist and gradually convince these buyers in order to pay a high mortgage rate or higher interest rates.

Title fraud: Title fraud is the kind of scam in which the fraud usually takes false ownership of any property by forging documents and after a certain period of time sells the property and goes away leaving the people into trouble and mortgage



payments.

Rushed sales: Sometimes the sellers push the buyers to buy the property immediately by saying that only a few units of the house is remaining or that the price will increase by a huge amount very soon, which in most of the cases is not true.

False promises: A number of false promises are done by different property sellers like assured returns of an unbelievable amount, or a mind-boggling discount rate, etc.

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Forced cancellations: Sometimes, the property owner might cancel the agreement with you after getting higher prices from anyone else. However, they will not say this upfront. Rather they take the help of different tricks, like delaying the construction or brining some issues which make the buyers scared to continue with the agreement. Hence they remain happy by taking back just the amount of money they have given and also pay cancellation charges to the sellers which is a win situation for the scammers.

Deviation from plans: This is the kind of fraud that happens when the buyers do not receive the kind of specifications or features which they were supposed to get.

Selling the same unit to multiple buyers: This is also a very common scam. In this type of scam, the seller sells the same unit to more than one buyer and then runs away leaving both the parties with the legal battle.



Property In Focus: Rose Cottage



Experience the beauty and comfort of Rose Cottage, a luxury abode with a grandiose presence. It gives you a very welcoming experience from the get-go; a 22ft grand entrance that looks inviting to both the people entering the building and the passersby. This 8-storied building has 4 bedrooms in each of the single units on every floor. The design was based on the concept of openness and energy efficiency to utilize the natural light filtering into the homes.

This Premium Collection home, resides in the hip neighborhood of Banani, a niche neighborhood perfectly bolstered by a multitude of facilities

available which allows you and your loved ones to make the most of life with a plethora of stores and restaurants, supermarkets, universities, recreation centers, medical centers, nearby banks; a fantastic opportunity for the privileged.

The exquisitely designed rooftop provides an enchanting view of the locale and the building itself is a sight to behold at night. The green decks, waterbody and the rose garden on the rooftop all add glamor to the feel of living there. Spending your days at the Rose Cottage would not feel short of a vacation every day.



Customer Testimonial



“ I had heard so many dreadful accounts of lengthy procedures of homeownership from people. That’s why we were very hesitant at first, but our experience with bti was amazing. They did not let us feel the hassle of the process at all. ”

Ahmed Akhtaruzzaman
Talukder Lodge, Kolabagan, Dhanmondi.

Upcoming project: The West End Live at the apex of magnificence

Ultimate luxury will get a new essence at The West End. Located in the heart of Banani, this is a bti Premium collection home. The West End is a residential building, the apartments of which encompass an area within 1078-2155 sft. All the apartments of this building are very spacious and crafted according to the preferences and choices of contemporary age. The inhabitants of the West End can enjoy ample air, sufficient light and a picturesque view of nature from their houses without any obstruction.

Verdant greenery and rockery at the rooftop has made this house even quainter. You can enjoy every modern facility and convenience living at this house which will surely make your life hassle-free and tranquil.

Along with top-notch quality

fittings and fixtures at every apartment, the building also has a community hall where you can entertain your guests or arrange any family event. The location at which the West End is situated makes it even more perfect to find a home. Banani is a supreme area in Dhaka city and this dynamic area comprises a number of good diners, convenient stores, and educational institutions. Enjoy the contentment of living at this luxurious home in a welcoming neighborhood.



MOU Signing Ceremony Between bti & BRAC Bank

On 18th December 2019, an MoU (Memorandum of Understanding) signing ceremony was held between bti & BRAC Bank at bti Celebration Point in Gulshan 2. From now on, BRAC Bank will be providing home loans to bti customers at a discounted interest rate & processing fee. The MoU was signed by Mr. Md. Mahmudul Kabir, ED Marketing, bti and Md. Mahiul Islam, Head of Retail Banking, BRAC Bank. Mr. F R Khan, Managing Director of bti graced the ceremony with his presence.



Handover Ceremony

bti always arranges a special handover ceremony so that the customers get to commemorate the memory of the reception of their apartments.



The bti Landmark being handed over to Mrs. Halima Khatun, Mrs. Suraiya Begum and Mrs. Zarina Khatun

Dhaka Office

bti Celebration Point
Plot: 3&5, Road: 113/A
Gulshan, Dhaka 1212
email: info@btibd.org

Chattogram Office

bti Landmark
549/646, Zakir Hossain Road
Wireless More, West Khulshi
Chattogram
email: info_ctg@btibd.org

 16604, 096 1319 1919



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