The Real Estate sector is the backbone of Indian economy. In a country where billions are still without a home, and millions more are looking for one that suits their requirements and their purse, the real estate industry is a field that has attracted people at all levels. The term ‘real estate’ refers to the ownership of land or building and those who deal in such transactions are real estate agents or brokers. They help people buy, sell or lease homes, buildings and land. Real estate property is of two types - Commercial Property and Residential Property. Residential Real Estate means houses, bungalows, condominiums, duplex homes etc. whereas Commercial Real Estate includes office buildings, office complexes, industrial premises etc. Residential real estate agents specialize in working with individual and families, while commercial agents deal with office space and buildings. In India, real estate had gained tremendous growth in past few decades. The largest employers and property generating sector in the country after agriculture, real estate has opened doors for direct foreign investment in India and enhanced career prospects for professionals and agents.

Property or Real Estate Management, often known as Area Management, in some cases also involves rent collection, loan payments, insurance payments, managing payment of maintenance staff, and negotiation with tenants using current and prospective tenants.

Property or Real Estate Managers, responsible for the operation of real estate properties, help to coordinate all financial and administrative operations of real estate investments. They focus on maximizing real estate profit for businesses and investors. Real estate agents make sure their clients have all the information they need to sell properties, make offers, and negotiate a good deal. Their services range from showing properties, analyzing area sales statistics, examining contracts before making offers or closing deals etc. to collecting rent and security deposits and handling of maintenance of all infrastructures. Most work within a locality which they know and understand well. They help house-seeking clients find neighbourhoods and homes offering the best balance between their lifestyles, concerns and budgets.

Most real estate agents are independent sales people who work for a real estate brokerage firm, or operate their own firm. They often work on behalf of a licensed real estate broker. They can also act as intermediaries in price negotiations between buyers and sellers. For many there are no fixed working hours, nor a fixed monthly income. They are paid a commission which is a percentage of the sales price of each transaction so their earning potential is unlimited.

ELIGIBILITY

While a qualification in this field is not essential, most real estate companies and multi-national organizations prefer candidates who have done a course in real estate management. Such courses are offered by MBA, post graduate diploma and certificate courses offered in Real Estate Management. Courses range from an MBA in Real Estate Management to graduate or diploma. Courses in this field cover subjects such as risk management, property valuation and analysis, property management and market research.
Continued from page 1

Since its inception, the Games have been dominated by India. At the Games held at Kathmandu. The second edition held at Dhaka in 1982, the number of sports went up to 11 in 1993 and in 2000, the Games were added and four years later at Dhaka the number went up to 23. It has been noticed that barring Men’s football competition in most of the team events the main focus will no doubt be on Afghanistan. Most of the Afghani sports persons are not based in their country and the main focus will no doubt be on Afghanistan. Most of the Afghani sports persons are not based in their country and will have to train either in Pakistan or in European countries and hopefully they will show in their various sports, like Boxing, Wrestling Taekwondo and Wushu, a fact that country has so far won staggering 1728 medals (900 gold, 55 silver and 33 bronze).

In athletics, Sri Lanka, Pakistan, Bangladesh and Nepal are likely to snatch some medals away from the hosts but they are unlikely to make any major difference to India’s tally which is likely to be better than the last edition held in Dhaka where the Games champion Pakistan has announced that it will field its best ever side. In soccer also, battle for gold will be between these two countries. In football, Afghanistan has emerged as strong title contender. In this sport India will also face a tough challenge from Bangladesh and Pakistan. In Archery Bhutan is likely to put up some challenge while in contact sports, like Boxing, Wrestling Taekwondo and Wushu, though the hosts will have an upper hand, they are likely to face some opposition from Pakistan, Afghanistan and Nepal. It is going to be easy for Indians in Women’s Hockey and Football. The hosts are expected to have smooth sailing in Badminton, Cycling, Table-Tennis, Tennis, Handball, Swimming, Weightlifting, Kho Kho, Kabaddi, Volleyball and Triathlon.

In athletics, Sri Lanka, Pakistan, Bangladesh and Nepal are likely to snatch some medals away from the hosts but they are unlikely to make any major difference to India’s tally which is likely to be better than the last edition held in Dhaka where the Games champion Pakistan has announced that it will field its best ever side. In soccer also, battle for gold will be between these two countries. In football, Afghanistan has emerged as strong title contender. In this sport India will also face a tough challenge from Bangladesh and Pakistan. In Archery Bhutan is likely to put up some challenge while in contact sports, like Boxing, Wrestling Taekwondo and Wushu, though the hosts will have an upper hand, they are likely to face some opposition from Pakistan, Afghanistan and Nepal. It is going to be easy for Indians in Women’s Hockey and Football. The hosts are expected to have smooth sailing in Badminton, Cycling, Table-Tennis, Tennis, Handball, Swimming, Weightlifting, Kho Kho, Kabaddi, Volleyball and Triathlon.

In athletics, Sri Lanka, Pakistan, Bangladesh and Nepal are likely to snatch some medals away from the hosts but they are unlikely to make any major difference to India’s tally which is likely to be better than the last edition held in Dhaka where the Games champion Pakistan has announced that it will field its best ever side. In soccer also, battle for gold will be between these two countries. In football, Afghanistan has emerged as strong title contender. In this sport India will also face a tough challenge from Bangladesh and Pakistan. In Archery Bhutan is likely to put up some challenge while in contact sports, like Boxing, Wrestling Taekwondo and Wushu, though the hosts will have an upper hand, they are likely to face some opposition from Pakistan, Afghanistan and Nepal. It is going to be easy for Indians in Women’s Hockey and Football. The hosts are expected to have smooth sailing in Badminton, Cycling, Table-Tennis, Tennis, Handball, Swimming, Weightlifting, Kho Kho, Kabaddi, Volleyball and Triathlon.

In athletics, Sri Lanka, Pakistan, Bangladesh and Nepal are likely to snatch some medals away from the hosts but they are unlikely to make any major difference to India’s tally which is likely to be better than the last edition held in Dhaka where the Games champion Pakistan has announced that it will field its best ever side. In soccer also, battle for gold will be between these two countries. In football, Afghanistan has emerged as strong title contender. In this sport India will also face a tough challenge from Bangladesh and Pakistan. In Archery Bhutan is likely to put up some challenge while in contact sports, like Boxing, Wrestling Taekwondo and Wushu, though the hosts will have an upper hand, they are likely to face some opposition from Pakistan, Afghanistan and Nepal. It is going to be easy for Indians in Women’s Hockey and Football. The hosts are expected to have smooth sailing in Badminton, Cycling, Table-Tennis, Tennis, Handball, Swimming, Weightlifting, Kho Kho, Kabaddi, Volleyball and Triathlon.

In athletics, Sri Lanka, Pakistan, Bangladesh and Nepal are likely to snatch some medals away from the hosts but they are unlikely to make any major difference to India’s tally which is likely to be better than the last edition held in Dhaka where the Games champion Pakistan has announced that it will field its best ever side. In soccer also, battle for gold will be between these two countries. In football, Afghanistan has emerged as strong title contender. In this sport India will also face a tough challenge from Bangladesh and Pakistan. In Archery Bhutan is likely to put up some challenge while in contact sports, like Boxing, Wrestling Taekwondo and Wushu, though the hosts will have an upper hand, they are likely to face some opposition from Pakistan, Afghanistan and Nepal. It is going to be easy for Indians in Women’s Hockey and Football. The hosts are expected to have smooth sailing in Badminton, Cycling, Table-Tennis, Tennis, Handball, Swimming, Weightlifting, Kho Kho, Kabaddi, Volleyball and Triathlon.

In athletics, Sri Lanka, Pakistan, Bangladesh and Nepal are likely to snatch some medals away from the hosts but they are unlikely to make any major difference to India’s tally which is likely to be better than the last edition held in Dhaka where the Games champion Pakistan has announced that it will field its best ever side. In soccer also, battle for gold will be between these two countries. In football, Afghanistan has emerged as strong title contender. In this sport India will also face a tough challenge from Bangladesh and Pakistan. In Archery Bhutan is likely to put up some challenge while in contact sports, like Boxing, Wrestling Taekwondo and Wushu, though the hosts will have an upper hand, they are likely to face some opposition from Pakistan, Afghanistan and Nepal. It is going to be easy for Indians in Women’s Hockey and Football. The hosts are expected to have smooth sailing in Badminton, Cycling, Table-Tennis, Tennis, Handball, Swimming, Weightlifting, Kho Kho, Kabaddi, Volleyball and Triathlon.

In athletics, Sri Lanka, Pakistan, Bangladesh and Nepal are likely to snatch some medals away from the hosts but they are unlikely to make any major difference to India’s tally which is likely to be better than the last edition held in Dhaka where the Games champion Pakistan has announced that it will field its best ever side. In soccer also, battle for gold will be between these two countries. In football, Afghanistan has emerged as strong title contender. In this sport India will also face a tough challenge from Bangladesh and Pakistan. In Archery Bhutan is likely to put up some challenge while in contact sports, like Boxing, Wrestling Taekwondo and Wushu, though the hosts will have an upper hand, they are likely to face some opposition from Pakistan, Afghanistan and Nepal. It is going to be easy for Indians in Women’s Hockey and Football. The hosts are expected to have smooth sailing in Badminton, Cycling, Table-Tennis, Tennis, Handball, Swimming, Weightlifting, Kho Kho, Kabaddi, Volleyball and Triathlon.

In athletics, Sri Lanka, Pakistan, Bangladesh and Nepal are likely to snatch some medals away from the hosts but they are unlikely to make any major difference to India’s tally which is likely to be better than the last edition held in Dhaka where the Games champion Pakistan has announced that it will field its best ever side. In soccer also, battle for gold will be between these two countries. In football, Afghanistan has emerged as strong title contender. In this sport India will also face a tough challenge from Bangladesh and Pakistan. In Archery Bhutan is likely to put up some challenge while in contact sports, like Boxing, Wrestling Taekwondo and Wushu, though the hosts will have an upper hand, they are likely to face some opposition from Pakistan, Afghanistan and Nepal. It is going to be easy for Indians in Women’s Hockey and Football. The hosts are expected to have smooth sailing in Badminton, Cycling, Table-Tennis, Tennis, Handball, Swimming, Weightlifting, Kho Kho, Kabaddi, Volleyball and Triathlon.

In athletics, Sri Lanka, Pakistan, Bangladesh and Nepal are likely to snatch some medals away from the hosts but they are unlikely to make any major difference to India’s tally which is likely to be better than the last edition held in Dhaka where the Games champion Pakistan has announced that it will field its best ever side. In soccer also, battle for gold will be between these two countries. In football, Afghanistan has emerged as strong title contender. In this sport India will also face a tough challenge from Bangladesh and Pakistan. In Archery Bhutan is likely to put up some challenge while in contact sports, like Boxing, Wrestling Taekwondo and Wushu, though the hosts will have an upper hand, they are likely to face some opposition from Pakistan, Afghanistan and Nepal. It is going to be easy for Indians in Women’s Hockey and Football. The hosts are expected to have smooth sailing in Badminton, Cycling, Table-Tennis, Tennis, Handball, Swimming, Weightlifting, Kho Kho, Kabaddi, Volleyball and Triathlon.