

# Real estate now offers value-added services

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Nov. 29: Amidst widespread financial losses due to the economic slow down, numerous innovations are taking place in the real estate industry. Real estate dealers are now offering value-added services in order to lure prospective buyers. Outstation clients have shown interest in such properties where even routine things like pest control is being provided as an after

## economic crisis

sales sops. For non-resident Indians who come here for a short stay, the dealers even arrange flats on rent.

"We take care of all the legalities for our clients like contracts and rent agreements. Photographs of the flats are taken before they are rented out and inspection is carried out every three months," said Rajesh Goenka of Axiom Estates.

As part of their value-added services, interior dec-

oration and furnishing is also being done by such companies like Axiom. "It is extremely harassing for outstation customers and NRIs to go out looking for an interior decorator or get the latest furniture since possession of flats are given without anything," Mr Goenka said.

Another worry for flat owners is the maintenance of flats. Providing pest control services and repairs in case of any damage to the property is also attracting prospective buyers.