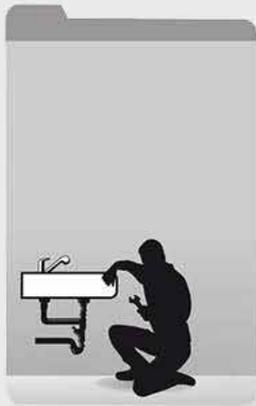


NOVEMBER 2020

Newsletter



**bti Property
Management**

**An All-Rounder
Solution for
Your Property**

bti Property Management An All-Rounder Solution for Your Property



When you are shifting to a new apartment, you are excited and happy beyond all measures. You move on to designing the interiors, decorating every corner of your home so that it is all prepped up for the next phase of life. You make sure that your home is well maintained.

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Just like your home, the common space you share with other residents, and overall building also require maintenance and support, especially during the first few years, when occupants are slowly moving in. Regular meetings are held for the welfare of tenants and apartment owners as well as property management. From legal issues to post-handover problems, the list of issues that could arise is endless. Handling these issues can be quite tough. This is where bti can step in!

With nearly four decades of experience, bti can be your reliable outlet. As a result of your trust, bti stepped into property management, to solve all your property related issues. Although we only just started, our baby steps have reached out to our customers and beyond! It is only because of our happy customers that we feel further encouraged in our property management endeavor.

Prepping Your Property

Maintaining the place is essential for it to thrive and perform well. Bti Property Management helps prepare the property for this reason. For example, for the new project, we offer cleaning and gardening services. We also provide generator, PABX and lift maintenance in case of emergency times. We can help you to install CCTV cameras, and fencing to protect the greenery on the front view of a project. If residents of the building want to make other changes to common spaces such as swimming pools, or if they have issues regarding its plumbing, we can regularly clean and change water and maintain its chlorine levels. If any maintenance is required for the solar panels, our team of experts could come forward and give solid advice. Bti property management also takes care of the renovations and upgrades, such as, replacing the logo, painting and beautification of common spaces.

Providing Support Staff

We get requests to provide trustworthy caretakers, 24/7 security guards, staff for rooftop maintenance, and cleaners. The cleaning staff will maintain cleanliness within the premises and collect garbage from each building. Our security management is professionally trained, especially in firefighting. They are physically fit and loyal and set themselves apart from the others. They are well managed and wear discernable uniforms, making them properly distinguishable from afar.

The caretakers that we recruit for you have proper training, are well-educated and polite. They will handle the collection of monthly service charges, bills and fees related to the project. They will also be responsible

for looking after all the other support staff and keep records of all the financial matters regarding the housing project. They will also prepare and submit a monthly report to the management. The number of staff and their pay scale are determined by a joint arrangement between bti and the property owners. If you have any complaint against any staff member, you can contact bti Property Management to resolve your issues. The entire process is so well-organized that you can remain hassle-free comfortably.

Taking Responsibility

We often get requests from customers to include other kinds of services such as cost minimization and taking care of funds. Our representatives will guide you and advise you accordingly, with full responsibility. We can adapt to your needs accordingly. After a handover, the clients may want to avail bti property management services. We provide our services for a year by default, and then the customer can decide to avail these services further. Customers get the option to renew our services every year. Usually, the customer happily agrees because our high quality construction process and customer service easily impresses them. They want to remain aligned to our services even beyond handover time.

Those who build properties on their own lands without the support of a real estate developer, end up facing hassles such as unscrupulous staff, inferior quality equipment and fittings, and inadequate building maintenance. Most of the time, after a project is complete, it is difficult for a landowner to amicably agree with other residents in the building and create sustainable, long-term changes within the common spaces. Our representatives also act as mediators in such cases, helping them come to an understanding.

Our services are meant to provide you a comfortable post-handover time, without all these hassles. Rest assured, we will not disappoint you in terms of service! We take great care in our commitment to you, so that owning a home is a truly joyous experience for you.



The Grandeur Of Three



If you are looking for sheer architectural brilliance, you better set your sights at Three, the latest and the finest among bti's Platinum Collection of homes. Located in the heart of Gulshan-2, Three is the tallest residential premise in North Gulshan, positioned right next to the serene Gulshan Lake. It is the culmination of bti's best efforts, to ensure that the residents are provided with exceptionally modern and smart features coupled with luxurious living concepts. Here you can experience a homely feeling the moment you step into the premise. Let's take a look at the amazing features Three has to offer!

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Starting with the location, Three is absolutely convenient. It towers over the Gulshan Lake, with Gulshan Club on the opposite side of the road. Therefore, you have plenty of recreation time! The various restaurants, cafes, shopping malls, banks, offices, and grocery stores of Gulshan, Baridhara and Banani are just a stone's throw away. Three promises you the embrace of a vibrant, convenient, and high-end lifestyle thanks to these facilities.

Bti has incorporated greenery and natural elements in Three so that the residents can feel closer to nature. The result is of course, a better urban environment with improved air quality. Three has a green boundary wall that covers approximately 1500 sft. There is a great opportunity for children to explore outdoor activities in the perfectly manicured lawn, with automated watering facilities. A portion of ground floor on the west side is elevated to the first floor. It covers 5600+ sft, and gives you access to all kinds of recreational facilities. Here you can enjoy an uninterrupted lake view coupled with a beautiful sunset.

Three will definitely make you feel welcome. When you walk in, feel the grandeur of Three in the 25 ft high entrance lounge. A pedestrian walkway also exists along with the car ramp. The air-conditioned meeting lounge You can also get access to wifi connectivity which presides from top to bottom of the building, via a private server. A separate service lift is available, so that you can move vertically within the building in privacy.

Other features adorn the first floor. The 70 ft infinity lap swimming pool is another stunning feature, with interconnected jacuzzi and separate washrooms. Use the pool for BBQ parties or DJ nights, because an in-built sound system is also available. The first floor gym covers 800 sft and has all necessary gym equipment with changing rooms and washroom facilities. A multipurpose hall is available for community meetings and prayers. The whole floor is landscaped with greenery and water body for a mesmerizing and complete look.

To ensure safety and security, bti installed triple height secured automated entrance, with swipe card entry at all levels of the building.



The garage doors are automated for secured parking. CCTV camera with 24/7 surveillance. Three's car loop helps facilitate pick up and drop off. The security room carries PABX and video connection to all apartments.

Let's dive into the details of the apartments. Each 7000+ sft apartment is a single unit and faces the lake. With 5 spacious bedrooms, floor-to-ceiling height windows, beautiful rooms, each apartment is a testament to functionality, luxury and thoughtful design. You can customize the space however you like. The large, open verandahs and terraces overlooking the lake have been strategically designed for you to get more open space yet protection from the summer sun! Each apartment carries home automation features so that you can experience the ultimate convenience.

Three is a masterpiece in a unique location, a towering definition of magnificence. Enjoy living in Three, and feel the luxurious lifestyle of Gulshan.

What's new with the SBUs?



SFS

Square Feet Story is a new business entity and bti's latest endeavour. It brings all construction and design services, along with consultation, that one can think of, under one label. It will provide for customers architectural design, interior design, construction, logistic services, landscaping, innovative solution and 3D visualization. Previously bti had separate teams of professionals and experts who carried out specific services like interior design or landscaping but this time, we bring you all the in-house experts for dedicated service in each of the different fields of design and construction.



bti Brokerage

bti Brokerage steps up the real estate game another notch with a vast collection of essential and beautiful residential and commercial spaces both for rent and sale. For those looking to buy a flat, we have a vast collection of prime properties for sale in Dhaka and Chattogram. At bti Brokerage, we value the trust you place in us and therefore, before dealing we ensure that both the buyer and seller are genuine so that you can rest assured that you are in safe hands whether you are buying or selling a property through bti Brokerage.



bti Building Products

bti building products are well on its way to bring a positive change the way the real estate industry functions. It is not only a more eco-friendly option but has the potential to make safer homes. And in doing so it saves time and money that helps meet the ever-growing demand for housing. Our stronghold in the real estate building goes to show the reliability you can place on us and with our products we bring to you uncompromising quality.

What's new in the Real Estate Industry?

Real estate may be fully functional in January

All real estate traders had to shut their businesses in early March after the coronavirus outbreak. Although the country's economy resumed functioning from June, the real estate sector has taken more time to revive. A lot of customers are contacting us now. Single-digit loan facilities, an opportunity to invest undisclosed money and a drop in registration costs have led to a spike in demand amongst buyers. As a result, amid the ongoing Covid crisis, there has been a turning point in the housing sector. However, we are not in a position to specify the recovery rate. The sector has started to turn around, but we are still seeing partial recovery due to some crises. Non-government lending agencies have stopped disbursing loans to the housing sector during this pandemic, and the REHAB issued a letter to the relevant agencies to mitigate the issue. Housing companies are working out several ways to leverage different initiatives, including government incentives and legal aid. Provided the coronavirus outbreak does not spike further, we hope to return to normal business in January 2021.

The Business Standard, 7th Nov 2020

Real estate investment planning

The business of the housing industry declined suddenly in recent years as the number of buyers has plummeted. However, this period is a very good time for the buyers or investors as there is no balance between supply and demand and the surrounding environment is purchase-friendly. So during this time, there can be a continuous discussion on what benefits a buyer can get by investing in any sector of flat or real estate. If the supply exceeds the demand for a product, prices naturally fall slightly to balance the market. Before Covid-19, the supply of flats under construction or fully constructed was more than the demand of the real estate market, but other sectors of trade and commerce were doing well. The number of buyers declined in a hurry only because of Covid-19. But the salable flats are in the market as usual. For this reason, small and medium developer companies are in a cash crunch and many are planning to sell the flats at lower prices than the investment to cover the incidental costs. Bank loan interest rates have been set at the lowest in many years. From the 1st April 2020, the interest rate on any loan other than credit card has been fixed at 9% or in some cases much lower. On the other hand, the bank is paying interest to the depositors at the rate of only 6.0 per cent.

The Financial Express: 6th Nov 2020



Lafarge Holcim Bangladesh launches water resistant Cement

LafargeHolcim Bangladesh Limited (LHBL), a famous cement manufacturer, has launched an innovative and one-of-it's-kind water resistant cement named 'Holcim Water Protect'. The product has been scientifically formulated and customised for the Bangladesh market by leveraging LafargeHolcim Group's Smart Blend Technology. Holcim Water Protect ensures reduced capillary action resisting the permeation of water thus making it damp and seepage resistant. It has special properties by which it eliminates damaging effects of water that weaken structural elements like roof, foundation, walls, columns and beams thus resulting in more stronger and durable homes. "Given the heavy rainfall in Bangladesh, we believe that Holcim Water Protect shall help our customers build their dream homes that are free from dampness and seepages," he added. With the introduction of Holcim Water Protect, LHBL has moved a step forward to become the most trusted building material solutions and service provider of the country.

The Business Standard, 29th Nov 2020

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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



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