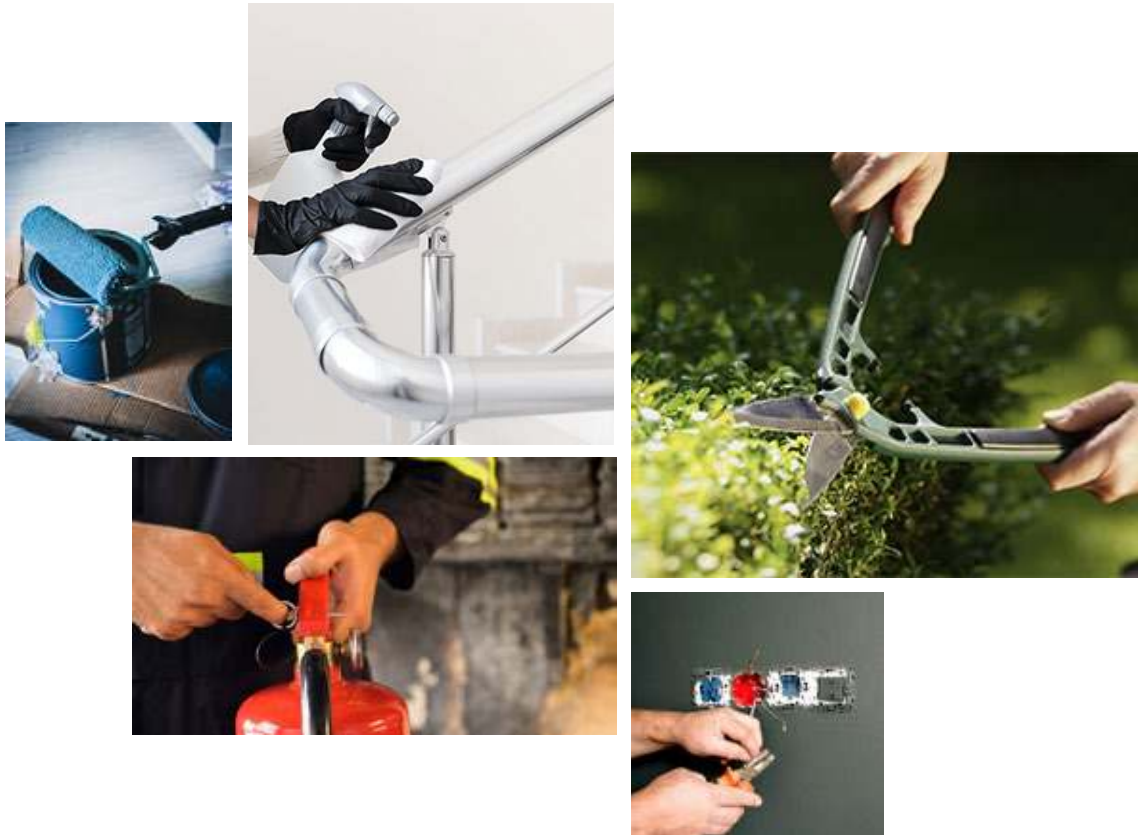




# Newsletter

SEPTEMBER | 2021



## bti PROPERTY MANAGEMENT EXPANDS OPERATIONS

With around 40 decades of experience, bti has come a long way in serving the needs of the customers. We have pursued excellence, constantly researching what the customers truly need and want. We found that customers do not just want a home, they want a one-stop solutions provider where they can find everything for their home. Through our House of bti umbrella, a person can find all solutions to ensure that homeownership is a joyful experience, from interior design to home automation features and more! A House of bti brand that has recently tiptoed towards a larger spectrum and garnered massive success is bti Property Management.



## HOW THE JOURNEY BEGAN

Usually, when a customer boards on a new home, he or she feels the blues regarding property maintenance. There could be some unexpected issues within the property. Also, finding trusted personnel who will manage the entire residence is also a daunting task.



bti Property Management came about from that need. Post-handover, many customers demanded property management needs, and in time bti Property Management started serving its customers, with the first year of service absolutely free! Customers have the option to renew our services if they love us. With regular property management, a homeowner can fetch better returns for his valued investment in the future and also avoid expensive repairs.

## HIRING EXPERT PERSONNEL

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Any residential or commercial asset requires a team to look after it all-round. We provide well-trained professional maintenance personnel, as well as reliable cleaners who would regularly collect and dispose of garbage and maintain cleanliness of the premises.

We also provide fire fighting-trained security personnel who are fit, loyal, and polite. If you need help with plants and gardens, we provide nature-loving gardeners to spare you the intense gardening work.

Last but not least, we provide well-behaved caretakers cum property managers, who will reliably take care of the finances and miscellaneous fees of the building. Thorough background checks are done to ensure that these personnel are trustworthy.

## MAINTENANCE OF WATER

With bti Property Management one can avail regular swimming pool maintenance which includes cleaning and changing the water regularly. Our experts can also clean overhead tanks, underground water reservoirs, fixing water purification machinery, removing toxic gases, etc.

## COMPREHENSIVE PROPERTY SOLUTIONS

Our venture turned out to be very successful among bti customers, so bti Property Management has recently made the move to provide our services to all other homeowners as well. So, even if you do not own a bti home, you can avail the following services:

## ELECTROMECHANICAL & PLUMBING

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bti Property Management provides technicians who will repair any electromechanical maintenance on-call and even in regular inspections. A team of engineers, plumbing and electrical technicians are always at the service of customers, even in emergency situations.

## PAINTING SERVICES

One way to add value to any property is to repaint external and internal walls. Our painting professionals conduct an analysis and select the appropriate paintwork to be done based on structural and environmental aspects.

## LANDSCAPING & BEAUTIFICATION

At competitive pricing one can avail our landscaping and renovation services to increase their property value. From upgrading fixtures and machinery to installing greenery, our team of engineers and architects can give a new look to the home.

## PURIFICATION PROCEDURES

We can install an energy recovery ventilation (ERV) system upon request to purify the indoor air from dust and pollutants. Customers can also opt for virus disinfection services for a healthier, safer lifestyle.





## AFTABNAGAR ON THE RISE

Aftabnagar holds a special place in Dhaka. Also known as Jahurul Islam City, the area is right between Banasree in Merul Badda, with easy connectivity to Gulshan and Rampura as well. Recently, land prices have skyrocketed here, along with apartment prices too, which was quite unexpected since everyone thought that this residential area was just like any other unplanned one destined for doom. The label of Eastern Housing Ltd did not convince anyone of the value of this area, but now things have changed. What was once farmland and lakes is now teeming with residences, shops, and real estate opportunities. You can experience soothing breeze and greenery at the farther blocks of the residential area. As a result, many are moving to Aftabnagar because it offers the best of both worlds- spacious apartments in open neighborhoods and surrounding green areas.



Comfort and convenience come as a bonus here. The rustic landmark of East West University and towering gates of Aftabnagar will give you the impression that this area is not the rural piece of land it used to be. The commendable planning of the roads and homes provides a quieter, non-bustling vibe to Aftabnagar, making it an increasingly popular choice for prospective homeowners from middle and upper-middle class families. Retired government officers, non-government pensioners, students, and small families prefer to live here, whether it is by buying or renting a home.

The city within a city is so meticulously organized, you will not get lost. Office-goers traveling to Gulshan, Banasree, Badda or Rampura can be seen strolling around. Youngsters riding bikes, and seniors jogging in the morning are a regular

scene here. Vendors sit beside the roads day and night without disturbing anyone, but those in Aftabnagar can enjoy fresh dairy, meat, vegetables since several farmlands are here. Far from the traffic jam of Dhaka yet conveniently located, Aftabnagar is a dream come true for those seeking a quieter urban life.

bti is currently offering spacious, well-designed homes in the heart of Aftabnagar. Located in Block E, The Zenith includes gorgeous 3-bedroom 1970+ sft abodes. Silver Wood, also in Block E, provides a 1258-1486 sft range of homes to choose from. These homes come with resplendent design, Smart Home features, and plenty of comfort. A modern and convenient lifestyle waits for you at Aftabnagar. Call 16604 or head to our website [www.btibd.com](http://www.btibd.com) for more details.

Project: The Zenith



# WHAT'S NEW IN SBUs



We have made some wonderful success stories happen this month. Level-3 space of bti Celebration Point and a unit of Gem Garden have been successfully rented out. A commercial unit in bti Lake Palisade in Dhanmondi has been successfully rented out to a ONE Bank branch, and another commercial unit has been rented out to the renowned Dum Ladidh restaurant. Recently, a prospective customer visited bti Premier Plaza and ensured the beginning of international standard chain businesses within the shopping mall. Sales have also gone through the roof, including units in bti Montpellier, bti Chayabithi, bti Flamingo, and external projects such as a sale permission plus registration process of an apartment in Bay Arjumand in Gulshan.

Bti Building Products has also experienced success this month. Recently, a block work practical training session took place in Nabinagar for prospective customers. Customers have expressed their satisfaction regarding concrete hollow blocks and bricks.



Square Feet Story closed plenty of deals this month, starting with an interior sale in Parliament View Project. We feel privileged due to the immense support from our architects and engineers who dedicatedly ensure that a deal is sealed. Customers also appreciate consultation sessions where architects and engineers are involved.





## WHAT'S NEW IN REAL ESTATE

### A KALLYANPUR ECO-PARK PLANNED TO FREE CANALS

The Dhaka North City Corporation plans to build a Tk 950 crore eco-park around the capital's Kallyanpur retention pond to maintain the canals connected to it and free the area from flood and water-logging. The city corporation hopes the project – featuring walkways and footbridges, a biodiversity island, children's playground, flood mitigation measures, waste disposal and management system, rehabilitation residential facility, and other components – will get approval of the authorities concerned within this year. Architect Iqbal Habib, an adviser for the project and joint general secretary of Bangladesh Poribesh Andolon, said the retention pond would be surrounded by a water-centric eco-park for which a youth-centric development plan has been drawn up. It will also supply renewable energy and water from its own sources. "More water-centric projects like this one are needed for the development of Dhaka," added the environmentalist.

However, illegal occupations of 170 acres of the 173 acres of land of the pond are likely to pose hurdles in the implementation of the plan. "Many of the illegal occupants are politically connected. We have already started the eviction activities," Dhaka North Mayor Atiqul Islam told The Business Standard. Zone-7 in the eco-park will contain a rehabilitation project for the illegal occupants and slum dwellers evicted from the area. The housing area there will have 900 sq ft flats for 200 families, children's play area, boat club, and footbridge.

Source (paraphrased): 15/09/2021  
<https://www.tbsnews.net/bangladesh/infrastructure/kallyanpur-eco-park-planned-free-canals-303118>



## DHAKA LUXURY RESIDENTIAL MARKET

### CATCHES FOREIGN INVESTORS EYE

There is a sustained demand for residential properties along with a prospected surge in the luxury residential real estate market of the country. An RIU report entails an analysis of key market segments, including the luxury and semi-luxury residential apartment market, the commercial real estate market, hotels and bare lands. According to the report, the strategic regimen with favourable policy tools like the broader spectrum of loan products, enticing interest rates and convenient banking services have been the key drivers to the successive scale downs in social inequalities over the years. Other prime stimulators towards the expected burgeoning demand for luxury apartments from mid-sized homes are drastically underpinned by the lifestyle change among the rising middle class, RIU said. In addition, the inclination towards close proximity to the city with an increasingly educated population and working crowd adds to the projected brisk trade. Examining the preferred location highlights that areas such as Gulshan, Dhanmondi, Mirpur, Banani and Mohammadpur accommodate the highest number of residential properties. The observed shift in residential property availability towards the north of Dhaka is predominantly due to the extension of the city to Purbachal. Apartment prices in Aftab Nagar, Bosila and other similar areas are rising faster.



## RESIDENTIAL PLOT SALES UP

### AS OWNERS REEL FROM COVID WOES

According to information provided by the Directorate of Registration, buying and selling documents of about 1.46 lakh residential plots were registered across the country in the first six months this year. A number of sellers said they were forced to sell their plots to save their businesses or to bear family expenses in the wake of income losses induced by the pandemic. Land owners and officials of housing projects say since there are not enough buyers amid economic slowdown from the pandemic, the owners are selling their land at prices much lower than the market price, even, in some cases, incurring losses. Thus the same pandemic that has become a bane for the sellers has turned into a boon to potential buyers as they see it as an opportunity to buy land at bargain prices. An official of the Purbachal New Town project, the country's largest government housing project, said, "All 26,000 plots of the project were sold a few years ago. But, many plot owners are now selling their plots. In a sharp contrast, direct sales by residential projects have come down drastically. According to the Directorate of Registration, more than 89,000 plots worth Tk27,000 crore have been registered. Most of these plots are in different housing projects of Ashulia, Savar, Keraniganj, Dohar, Kalampur, Mirpur, Mohammadpur, Demra, Badda, Khilgaon, Shampur, Dhanmondi and Uttara in Dhaka. Although the sale of plots is low, the sale of flats has increased more than before.