

# Newsletter

DECEMBER | 2022

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LOOKING BACK AT 2022

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OUR **Achievements**  
& **Joyful** EXPERIENCES

## JANUARY '22

Virtual event on **fire safety measures** with Major (retd) AKM Shakil Newaz, ex-Director for operations and maintenance at the Bangladesh Fire Service and Civil Defense.



## FEBRUARY '22

**Community Meet** was held at Dolce Vita and Shopnoneer.

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## MARCH '22

**MoU signing** with UCB

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**Virtual Art Contest** on the 51st Independence Day of Bangladesh.

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Signed **2 new golf players**.

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**Online health session** with Dr. Aliya Naheed on the health risks of hypertension and diabetes.



## APRIL '22

**Job Fair** was held at MIST.

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## MAY '22

bti & NHFIL signed MoU on bti customers getting **home financing solutions at attractive rates.**

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**Seasonal Fruit Festival** was arranged at the Pavilion Hall of bti.

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**MoU signing with SFIL.**

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bti receives the Super Samakal Award for Earthquake Preparedness.

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## JUNE '22



bti officially becomes a third party Certifier of **Structural Design**; nominated by the International Code Council

## JULY '22

In July, “**Know Your Neighbour**” event was held at Montpellier.

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## AUGUST '22

Launching of **bti Property Management's** website.

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Achieved **AA1** credit rating.

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## SEPTEMBER '22

**Grand Launching Event 2022** was held, where 400 new homes were launched, followed by panel discussions on DAP and Wellness Communities.

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**Md. Sumon's** victory in BPGA OPEN 2022.

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## OCTOBER '22

**General security & FSAT program** at the "bti Royal Pines"

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Health Awareness session on "**Healthy Bones for Life**"

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## NOVEMBER '22

"**Know Your Neighbour**" event was held at Royal Oaks.

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## DECEMBER '22

bti has launched the “**Stellar Women**” initiative, in collaboration with The Daily Star.

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bti held the most anticipated event of the year, “**bti Corporate Summit 2022**”

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bti became one of the **highest taxpayers** in the real estate category for the tax year 2021-2022.

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We made it to the milestone of **7000+ happy customers** this year.

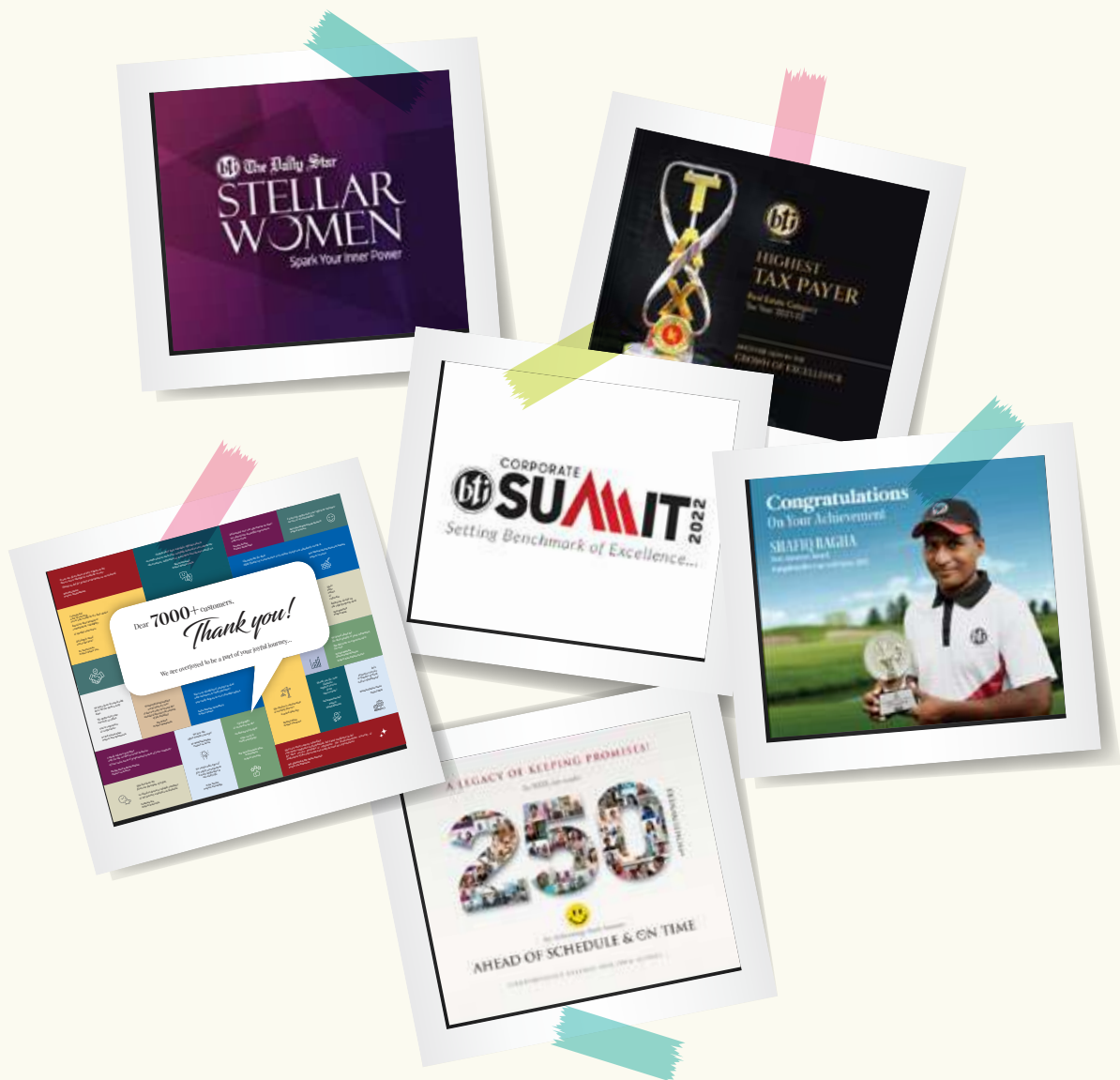
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**250 homes with 250+ smiles** were delivered to 250 families in 2022.

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**Shafiq Bagha's victory** at the Bangabandhu Cup Golf Open 2022.

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DISCOVER  
NEW HEIGHTS OF GRANDEUR  
AT **Silvi**



What does it take to live a grandiose life in a megacity like Dhaka? The answer to that lies in Silvi, our latest endeavor from the Luxury Collection. Nestled in the super chic neighborhood of North Gulshan, Silvi's 4200+ sft apartments provide an irresistible combination of aesthetics and functionality in every space.

You can feel the luxe vibes as soon as you step in through the magnificent double-height entrance. Visitors can wait at a beautiful waiting lounge on the ground floor or head to the mezzanine floor to mingle with the residents. This multipurpose floor has plenty of opportunities for community activities, such as BBQ events, or workout sessions at the equipped workout studio. Visitors and residents can share happy conversations at the 'Meet & Greet' lounge.

The 4-bedroom spacious apartments come with Smart Home features for the comfort and convenience of residents. The formal living room and dining room are strategically kept separate from rooms that require more privacy such as the bedrooms and family lounge. Therefore, residents can be rest assured with the meticulous design concept that ensures their needs to the fullest.

There is an enchanting landscaped rooftop at Silvi, with an infinity pool overlooking the Gulshan skyline. Residents can revel in swimming and also organize amazing pool parties. The lush green lawn and BBQ zone would certainly complement that experience, and make the parties worthwhile. Bathroom and locker facilities for men and women are also available.

Silvi has that wow factor. It has been designed cleverly by synchronizing functionality with ample consideration to light and circulation of breeze. The expansive, open verandahs appear to be a vertical layer of greenery dressing the building, making way for residents to have a quiet, serene space to unwind and relax.

bti Brokerage has been showered with words of praise from our customers. Certain clusters have done exceedingly well this December, showing how they have gone the extra mile to help customers with their issues in buying, selling, and renting properties.



## WHAT'S NEW in SBU's



The Business Center always appreciates the positive reviews of customers. We are thrilled with the recent feedback we received from Savino del Bene Bangladesh, a multinational company offering worldwide shipping services based in Italy. They were looking for a cost-effective space that provided them instant access to private offices, conference rooms, meeting rooms, and other spaces on demand, and mentioned how The Business Center was exactly what they were looking for. We hope for more of such overjoyed clients!



Looking for eco-friendly building materials is no longer a difficult process. bti Building Products has been increasingly manufacturing concrete hollow blocks, solid blocks, pavement tiles, unipavers and delivering them across the country. Developers and construction firms alike are ditching the conventional red bricks for concrete hollow blocks because of their incredible benefits.



Square Feet Story is busy with interior designs of several luxury projects in Gulshan, such as Three & Celestial Heights. Some landscaping touches have been added to newly handed over projects. We are also involved in private residence projects of some clients, as well as in tasks at the CZS The Granada School in Manikganj.

bti Property Management recently introduced a digitalized customer survey and service platform called 'bti Property Management Self-Care' for customers. They can now access the platform by scanning the QR code available in their property. All projects managed by us now have the QR sticker on walls for the customers' ease of access.



# WHAT'S NEW in REAL ESTATE

## TK 351 CRORE FLATS, PLOTS SOLD, BOOKED IN REHAB FAIR 2022

This year, REHAB Fair 2022 witnessed the sale and booking of Tk 168 crore of flats. Additionally, Tk 80 crore and 53.73 crores came from plots and commercial spaces, respectively. The fair took place at Bangabandhu International Conference Center and was visited by 16,132 people. Housing loans of approximately Tk 1,000 crore have been issued by financial institutions.



## HOUSING LOANS ON THE UP AS MORE CONSUMERS DESIRE TO OWN PROPERTY



Financial institutions lend long-term housing loans to customers, with some approving loans within 48 hours of application. The size of housing loans of all banks amounting to Tk85,663 crore sees a sizable increase of 10.25%. Banks are approving a maximum loan of Tk2.0 crore for housing purposes. The interest rate on housing loans has decreased, resulting in a large number of real estate companies being established.

## RESIDENTS RETHINK FLAT BUY AS COST OUTSTRIPS MEANS

Increased input costs and DAP amendments have exacerbated the real estate scenario of Bangladesh, plunging property sales. New DAP amendments reducing FAR alone will cause home prices to rise by 25-30%. Prices of raw materials, including cement, bricks, and ceramic tiles, increased by 25-30%, and the cost of manufacturing increased by over 20% due to the devaluation of the local currency. Stakeholders are predicting a rise in home loan volume due to the ongoing unaffordability of the consumers. The prediction entails a rise in demand for 1300 and 1500 sft apartments.





## HOUSING SALES DIP TO 5-YEAR LOW AMID RECESSION

A 20-30% hike in flat prices due to inflation and the DAP amendment has shrunk real estate sales. In the latest REHAB Fair, the number of visitors was 3000 less than the previous year. Subsequently, the magnitude of spot orders was the lowest in the past seven years. Small- and medium-sized flats were in higher demand at the REHAB Fair this year. The demand for apartments in Uttara, Mohammadpur, and Mirpur has elevated because of their lower prices. Apartment sales contracts of about TK 19,000 crore have been registered in all sub-registry offices across the country from January to October of the year 2022, which is excessively low compared to previous years.

The once inviting seaside project "White Sand" turns out to be spurious. Easy property ownership and superstar endorsements lured 3000 investors to grab their portions in the project that was supposed to be completed in 2018. However, the project is incomplete and is being used as a garage. Ideal Properties Limited and Green Delta Housing and Development (Pvt) Ltd, and Hyperion Builders Limited have been found involved in dubious irregularities. These real estate companies are now turning their back on investors and proprietors. Some of them even went out of the country. Their improbable excuses are being perceived as fraudulent by the investors.

