



Newsletter

JAN-APR 2025

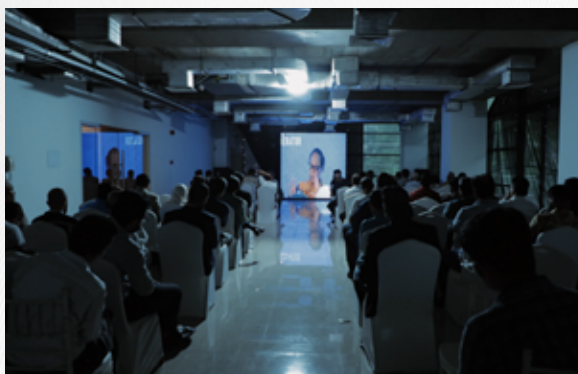
bti launches
20 Brand-new projects
at the bti Summer Sales Carnival



At Gulshan's bti Landmark, the leading real estate company, building technology & ideas Ltd., hosted a day-long event titled 'bti Summer Sales Carnival', where they launched 20 brand-new projects in different locations of Dhaka city. The Managing Director of bti, F R Khan, along with all bti HODs, inaugurated the event with a ceremony in the presence of hundreds of attendees and media personnel.



The attendees were able to experience exclusive offers on selected homes, instant interior design consultancy, land development ideas, a property selling platform, ready-to-move-in apartment choices, and home accessory discounts courtesy of Home n' Decor. They also had the chance to meet home loan partners and real estate industry experts, as well as get real-time advice on their real-estate concerns.





The event also had two insightful panel discussions on Investment Options & Architectural Design Evolution. Key speakers of those sessions were prominent from the industry; Honourable State Minister and Executive Chairman of BIDA & BEZA, Chowdhury Ashik Mahmud Bin Harun, Governor of Bangladesh Bank Dr. Ahsan H. Mansur, Editor & Publisher of The Daily Star, Mahfuz Anam & prominent architects like; Ar. Ehsan Khan & Ar. Bayejid Mahbub Khondker.





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The day-long event ended with an awareness session on Earthquake and Fire safety by Major AKM Shakil Newaz (Retd.), Former Director, Operation & Maintenance, Fire Service & Civil Defence.



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btj The Daily Star
**STELLAR
WOMEN**
Spark Your Inner Power

3rd Winner Announcement for Stellar Women-Season 2 Held

Recently, an intimate event at bti Celebration Point in Gulshan-2, Dhaka, honored two remarkable women under “bti The Daily Star Stellar Women” initiative. National weightlifter Mabia Akhter Simanta received the “Sports” award for her international achievements, while architect Afsana Luqman was recognized in the “Architect (Residential & Commercial)” category for her innovative designs



This season introduces new award categories, expanding the initiative's recognition to deserving women across various sectors. The initiative also fosters connections between past and present winners, building a supportive network. Nominations are now open in categories like “Art & Culture,” “Engineering,” “Banking & Finance,” “Healthcare,” “Environment,” and “Agriculture.”

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Bangladesh Needs 100,000 Apartments Every Year

As per an interview recently given by bti's MD Mr. F R Khan to Markedium, Bangladesh faces a noticeable shortage of housing, where nearly 100,000 apartments are necessary every year. Even though there is capacity to fulfill this demand, real estate developers are only capable of supplying 8% of the units required, which means that each year potential homeowners in Bangladesh face a marked shortfall. One major obstacle in handling this issue is the lack of affordable housing, as well as sky-high interest rates for home loans and mortgages.

Mr. F R Khan, managing Director of building technology & ideas (bti) Ltd., claimed that these challenges only get worse when interest rates fluctuate frequently, and there is also a strict 30% down payments fee applicable to buyers. A fixing of the current interest rates, increasing the loan-to-value ratio (given by mortgage providers) so that more potential homeowners can finally secure a beautiful bti home. With a legacy of over 40 years of pursuing excellence, bti is a household brand that promises to deliver homes on time, in spite of the economic scenario being faced in the outside world.

Several factors that influence the prices of homes are out of our control, such as:

- The demand and supply of available buyers and sellers in the market
- Fluctuations of currency due to unstable economy
- Rising costs of raw materials used in construction

bti is known to cater to a wide range of buyers, from people seeking luxury homes to those seeking affordable apartments. Recently, demand for luxury properties has been on the decline as the purchasing power of the wealthy class has gone down significantly, while demand for mid-range properties has risen significantly.

Mr. Khan is quite hopeful that in spite of the macroeconomic challenges in store for Bangladesh, the real estate sector will build up gradually over time. He expects that the market will stabilize within the next 15 to 18 months, as the rate of inflation will lessen, and the interest rates will fall. Khan claims that similar to the time of the COVID-19 pandemic, individuals will seek to invest in property to create safe and secure assets during uncertain times. According to him, "Every difficult situation presents an opportunity."

Even amongst all the challenges being faced by the real estate sector of Bangladesh, it is clear that there is room for development & growth. If we can correctly address affordability, stabilize mortgage & interest rates and decentralize infrastructure, developers and the Government can join forces to solve the housing crisis & ensure a sustainable future for the country's booming population.

Source: Markedium Desk

What's New in SBU's



Square Feet Story - Creating Dream Designs, Constantly

Square Feet Story has been keeping busy in the past three months. With 2 external projects and 5 bti projects having been handed over within this highly productive time, they are working as efficiently as ever. There are currently 21 more projects in the pipeline, of which there are 18 from Dhaka, and 3 from Chattogram.

We hope to keep seeing Square Feet Story flourishing in all of their endeavors moving forward.



Brokerage - Proudly Breaking Barriers

In the current economic scenario of Bangladesh, more people are willing to invest in secondary property, be it land or an apartment. This was reflected in the past three months' record for brokerage, where 8 units were sold in January, 12 in February, and 4 more were sold by the end of March. Heartiest congratulations to the brokerage team for continuing in their entrepreneurial spirit!

What's New in Real Estate

REHAB's Ctg fair bags Tk 84.77 crore worth of sales orders

The four-day housing exhibition, REHAB Chattogram Fair-2025, generated Tk 84.77 crore in sales and bookings for flats, commercial spaces, and plots before closing on Sunday.

The organiser, the Chattogram regional office of the Real Estate and Housing Association of Bangladesh (REHAB), said the amount was 21.5 percent lower than the previous edition's Tk 108 crore.

This year, the fair saw bookings and sales of around 120 apartments and commercial spaces, along with approximately 30 plots, REHAB's Chattogram Regional Committee Chairman Hazi Delwar Hossain told The Daily Star. "Last year, the sales target was Tk 150 crore, but we received orders worth Tk 108 crore. This year, we lowered the target to Tk 110 crore. Considering the ongoing economic downturn, the sales and bookings were satisfactory."

Most of the flats exhibited at the fair were targeted at middle-income families, he said.

Bangladesh's real estate sector is still facing challenges due to the sharp increase in construction material prices since the Covid-19 pandemic and the onset of the Russia-Ukraine war, Hossain said.

Over 5,000 people visited the 16th edition of the housing fair, held at the Radisson Blu Chattogram Bay View in the port city.

The offers made at the fair by participating firms will remain valid at their offices until the end of February, REHAB said in a statement.

Source: The Daily Star

Nearly \$3bn in Remittance Sent Before Eid

Bangladesh had earlier recorded its highest-ever monthly remittance inflow of \$2.64 billion in December 2024. Expatriate Bangladeshis remitted \$2.94 billion to Bangladesh as of March 26, bolstering the country's chances of hitting the first-ever \$3 billion-mark in a month. Remittance inflow witnessed a massive year-on-year surge of 82% during the period, Bangladesh Bank Spokesperson Arif Hossain Khan informed the media on Thursday.

During the same period last year, the country logged a total of \$1.61 billion, he added. Bangladesh received \$2.53 billion in remittances in February, which made it the then fourth-highest monthly inflow in the country's history. The country had earlier recorded its highest-ever monthly remittance inflow of \$2.64 billion in December last year.

A total of \$2.59 billion was recorded in July 2020 and \$2.54 billion was recorded in June 2024, according to central bank data. Remittance usually spikes during Ramadan and Eid-ul-Fitr festivities. Experts said the narrowing down of interest between the open market and banking channels also helped, prompting expats to remit via banking channels.

Source: The Dhaka Tribune



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