

# CITY ESTATE MANAGEMENT





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**“Real estate cannot**

be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full, and managed with reasonable care, it is about the safest investment in the world.”

Franklin D. Roosevelt



MR. PRAVIN BAVADIYA  
C.M.D

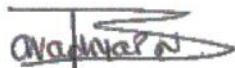
## CMD'S MESSAGE

Since 2003 India has been one of the fastest-growing major economies in the world, leading to rapid increases in per capita income, increasing demand and integration with the world economy. The 21st century will likely see a majority of India's population living in urban areas for the first time in history. India has 10 of the 30 fastest-growing cities in the world and is witnessing rapid urbanization. This is happening not only in the larger cities, but in small and mid-size cities as well. We believe India's rapid urbanization has implications for demand in housing, urban infrastructure, and location of offices, retail and hotels. The Indian real estate market size is expected to touch US\$ 180 billion by 2020.

The Indian property market differs significantly from many other markets in the world, and investment strategy and decisions must be adjusted accordingly. The Indian market is extremely large, diverse, complex, fragmented, and experiencing rapid growth. Emergence of nuclear families and growing urbanisation has given rise to a new demand for residential spaces in Tier I & II cities.

Since 1998, we at City Estate Management have been focused and consistent: to create value for customers, one step at a time. Year after year, we have followed a disciplined approach: building on existing operations, seeking out new growth opportunities and ensuring best services. Continuously measuring and improving the customer experience and employee satisfaction levels is part of our culture and is a key metric in monitoring and improving our performance. Our experience of more than 14 years gained by working with the most active developers, corporates and individuals makes us the unchallenged market leaders in real-estate advisory services. Our clients include individual investors, renowned HNI's Institutions, NRI, etc. They demonstrate the quality we deliver to them.

Over the years we have grown have added a total of 7 offices, 100 employees on the strength of excellent performances. For 2013 and beyond we intend to continue creating value for our clients. We have received numerous awards and distinctions and also have pioneers of the Ahmedabad Realtors Association, besides being active in the NAR India governing body.



MR. PRAVIN BAVADIYA





MR. MUKESH VASANI  
CEO

## CEO

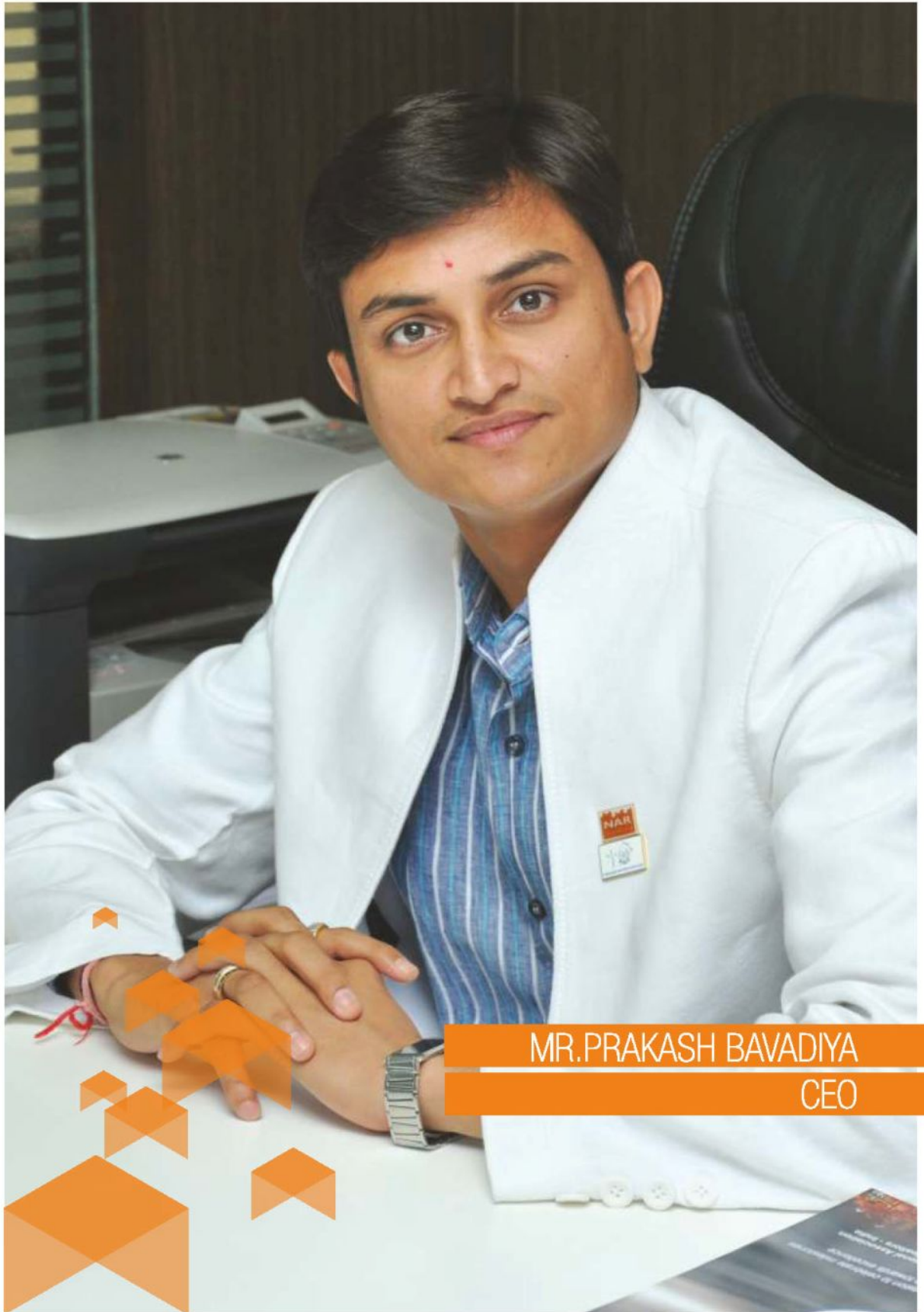
This is the best of times; this is the worst of times. We at City Real Estate Management have over the years learned to balance our acts and helped our clients make best of the cyclical nature of business. With a clear understanding of business and the sectors the focus is to maximize profits for clients in the long run. The current economic turbulence is a phase and with our expertise we have helped customers tweak real estate portfolios to seek better returns and leverage them in better times.

With a view on basic fundamentals and considering the organic growth of real estate in different markets we offer best solutions with a focus on their business goals and objectives. From retail to warehousing, from office space to multiplexes, from SMEs to MNCs; we have ensured smooth and stress free transactions for our clients. Changing consumer behaviors, shopping zones, business districts and the new urban lifestyle of the growing middle class are a given in India and City Estate Management with a pulse on the market is abreast with latest developments and the future trajectory of the cities we operate in.

Our credibility and knowledge has ensured long term relations ships with many clients. Over the years, we have catered to more than 100 corporate clients with single belief of complete satisfaction to the client.



MR.MUKESH VASANI



MR. PRAKASH BAVADIYA  
CEO



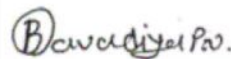
## CEO

The times are changing. Quality of life is today of importance to people. With stress levels rising we understand that the home is today the peaceful zone for all. With increasing salaries, standard of living and migration for work, demand for residential properties has witnessed an upswing in the last decade.

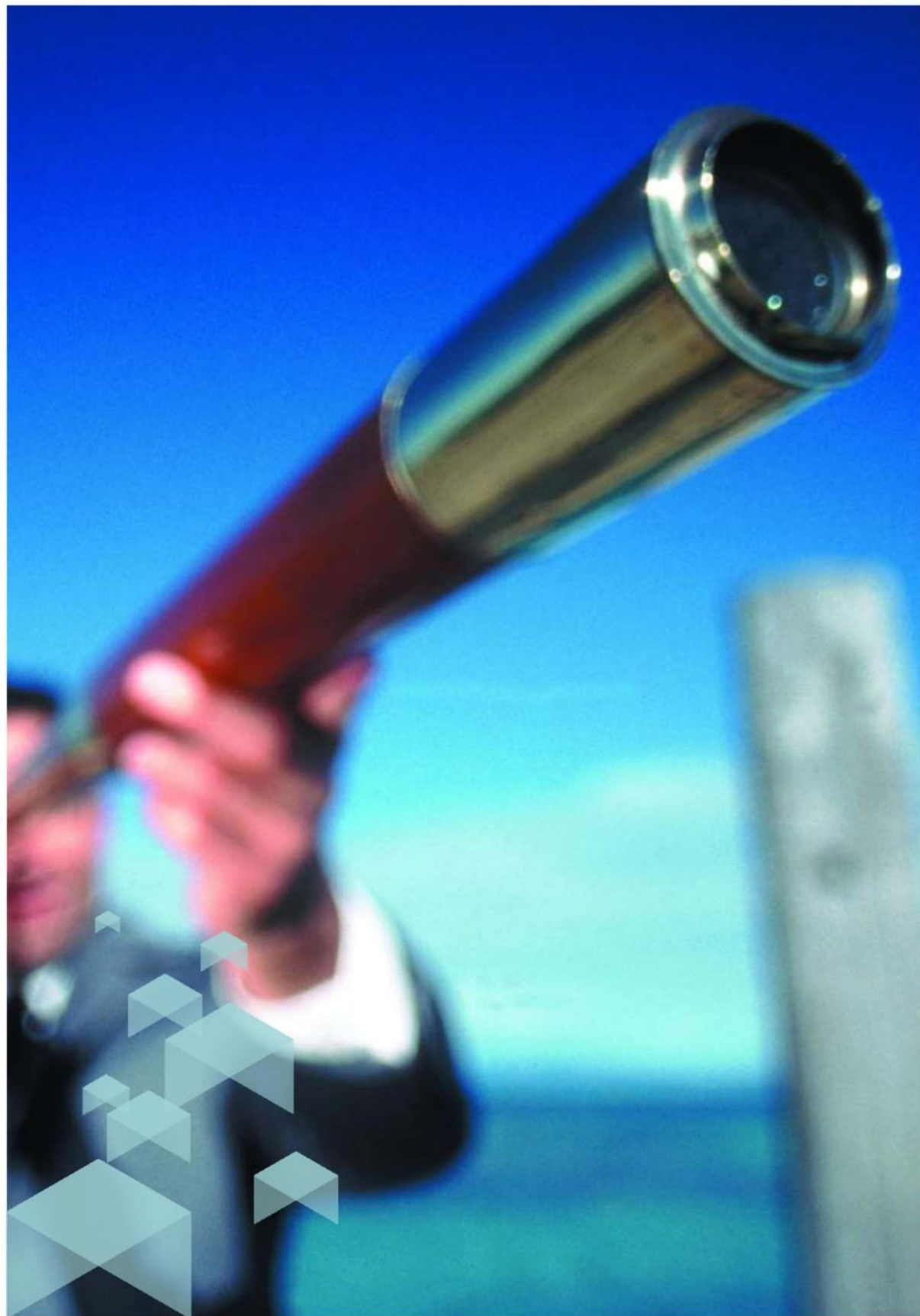
We at City Estate Management have been at forefront to meet customer expectations for either buying or renting homes. With an indepth experience of housing market and an active field team we have established ourselves as the unparalleled leaders in representing clients for sales, buy or rent of homes. Our expansive database of customers gives us a lead time in identifying the right prospects and ensuring timely delivery. We also cater to lands and plots for varied needs across the markets we operate.

With the choice available in the market today, we help simplify the complexities and counsel the customers to select the right portfolio considering varied factors. Our extensive legal and home care team also helps clients accommodate and ensure a seamless transition to their new properties.

In the coming future we hope to receive continuous support and will strive to ensure that all your expectation are met.



MR.PRAKASH BAVADIYA



## REALTY AND TRANSPARENCY GUARANTEED.

City Estate Management is a national real estate services provider built on a foundation of integrity, vision and concrete connection to the ground realities. With a national network of more than 6 offices and associates throughout the NCR, Gujarat, Maharashtra, Rajasthan, Karnataka and West Bengal, City Estate Management offers a broad range of specialist advisory, management and transactional services to clients across India. CEM's backbone, the over 100 City Estate Agents selected for their entrepreneurial spirit, are trained for high standards of client care and deep understanding of marketing, purchase and sale of real estate.

## VISION & VALUES

To be the real estate adviser of choice, judged the best by our clients for adding value and delivering meaningful services.

Our values reflect the essence of real estate success and our commitment to ethical and professional conduct.

- Integrity
- Entrepreneurial Approach
- Being Respectful

### RENTED

**R**  
**30**  
LAKH  
SQ.FT

**C**  
**20**  
LAKH  
SQ.FT

### SOLD

**R**  
**50**  
LAKH  
SQ.FT

**C**  
**10**  
LAKH  
SQ.FT

**A**  
**50**  
LAKH  
SQ.FT

- R** RESIDENTIAL
- C** COMMERCIAL
- A** AGRICULTURE AND N.A LAND

# TIME LINE FOR CITY ESTATE MANAGEMENT



City Estate Management founded in Ahmedabad, Gujarat, as a two-person real estate agency determined to make its mark on the local property scene by doing things differently.



Following the success of Gurukul and Bopal, CEM opens an office at Mumbai.



CEM becomes a member of the National Association of Realtors. Mr. Pravin Bavadiya, CMD, City Estate Management is appointed as the Founder President, ARA.

1998

2007

2009

2003

2008



CEM opens its second office, at Bopal, Ahmedabad.



Marks a change in branding for CEM with the introduction of a new professional logo design.





In early 2010 CEM opened its state-of-the-art headquarters in West Ahmedabad. At CEM HQ, professionals provide a vital service enabling agents to focus on what they do best: selling and letting property.



Mr. Pravln Bavadiya, CMD, City Estate Management is appointed as the Head of PR & Communications Committee, NAR India



The opening of new offices continued into 2013 with a 3000 sqft state of the art office at Bopal.

2010

2012

2013

2011

2011

2012



We had introduced our New Organization



Opened an office at New CG Road and Gota.



Continuing its expansion across India, CEM opens an office in Delhi.



# SERVICES

Our professionals supported by our on-ground research are well informed and have in-depth knowledge of market conditions to effectively position and market properties and uncovering hidden opportunities for clients.



## LANDLORD REPRESENTATION

Our understanding of the dynamics of local real estate markets helps us to provide maximum value for the owner's portfolio of assets. Our team evaluates market conditions, levels of occupancy in a target area, rental rates, proposed development and other real estate trends to formulate a comprehensive positioning and leasing program for the property. Services include valuation, strategic planning, marketing, property positioning and property management.





## TENANT REPRESENTATION

Our local knowledge helps secure the best space at the best time and our competitive negotiations ensure speedy and diligent executions saving your time and energy. Services include relocations, consolidations, subleases, acquisitions, and dispositions include strategic planning, demographic and site consulting, comparative financial analysis and post-occupancy services.



A close-up photograph showing a hand holding a set of keys in the upper left and another hand holding a blue pen, poised to sign a document in the lower right. The document has the word 'Mietvertrag' printed on it. The background is dark and out of focus.

Mietvertrag

## LEASE ADVISORY

We offer comprehensive and strategic service that combines leasing, property management, project management, valuation, financial analysis, and market analysis. This program is flexible, allowing it to be tailored specifically for each client in order to strategically manage and lease buildings. We add value to rental agreements and lease provisions through highly effective management.



## RESIDENTIAL

Whether buying, selling or renting residential property, above all, clients need advice they can trust absolutely. Our teams of professionals combine the latest development, changing consumer needs and in-depth experience dealing on behalf of some of the most active developers, corporates and individuals. Their interest in property supported with more than 15 years of our databases and information make CEM an outstanding choice. We also leverage our industry relationships to help developers achieve their sales goals and maximize returns.





## COMMERCIAL

Owners, occupiers, and investors benefit from the experience, in-depth local property knowledge provided by our seasoned professionals. Transactions include high-rise properties, business and office parks, multi-tenant buildings, and mixed-use projects. Tenants and landlords both benefit from the unmatched experience, market knowledge and integrity of our office professionals. Our transaction services are provided on a regional and national basis to major corporations, REITs, developers, entrepreneurs, small and midsize companies, and financial institutions



# RETAIL

## RETAIL

Our strength in identifying and providing for retail assets amidst the dynamic shopping landscape helps clients to understand ground level realities and maximize profits. From shopping centers and retail parks to main streets and factory outlets, our retail specialists leverage their vast retail industry knowledge offering expertise on risk management, site selection, logistics/distribution, demographic analysis, and acquisition and disposition services.

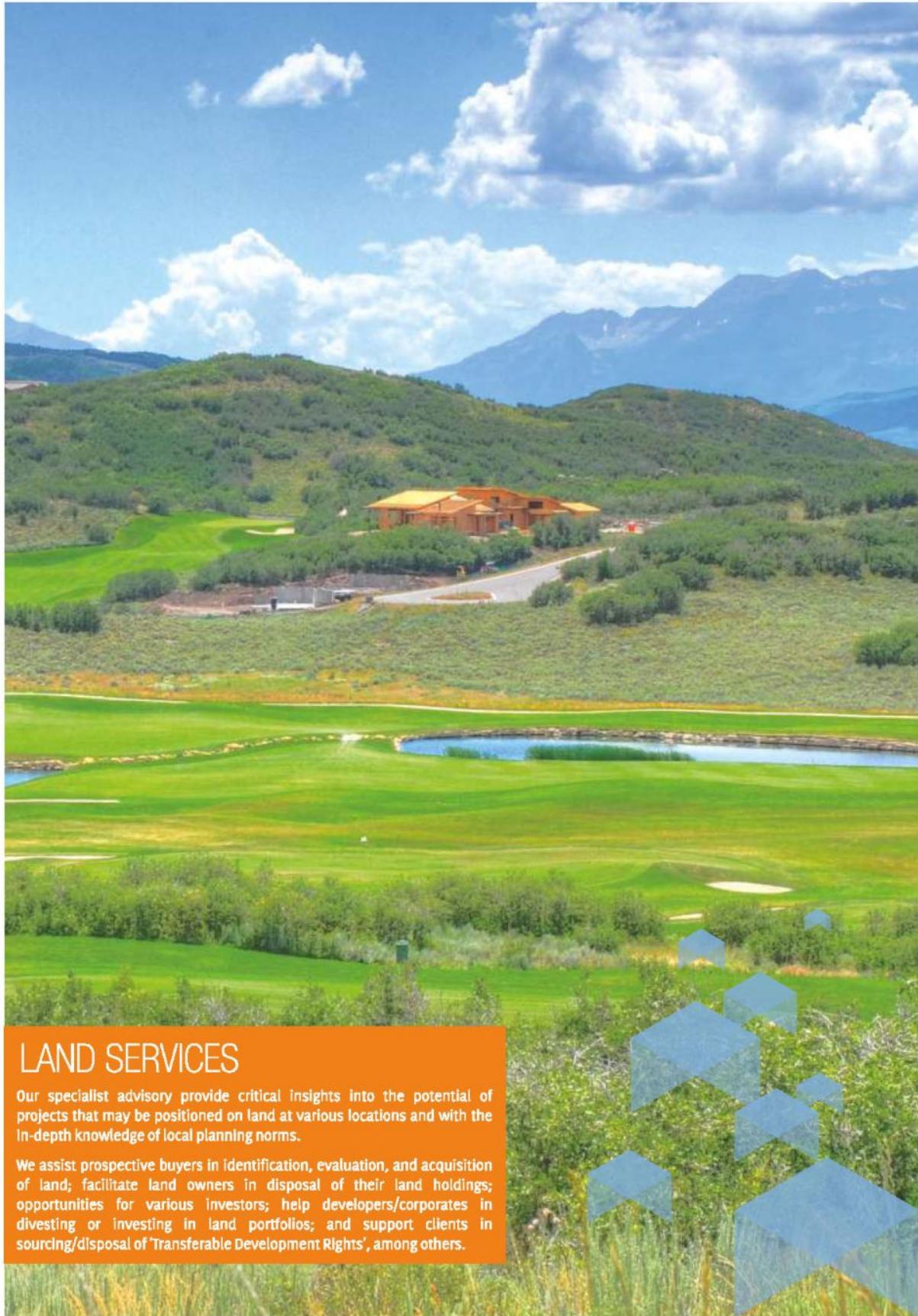




## INDUSTRIAL

Based on our unrivaled experience, knowledge and talent we offer local, national, and multinational industrial clients with consistent and customized industrial real estate solutions that fulfill business goals, improve value, and maximize cost-saving opportunities. Industrial brokerage services include acquisition and disposition; lease and sale negotiations based on market knowledge and current trends.

These value-added services are applicable to across diverse product types categorized as industrial buildings, warehouse/distribution facilities, etc.



## LAND SERVICES

Our specialist advisory provide critical insights into the potential of projects that may be positioned on land at various locations and with the In-depth knowledge of local planning norms.

We assist prospective buyers in identification, evaluation, and acquisition of land; facilitate land owners in disposal of their land holdings; opportunities for various investors; help developers/corporates in divesting or investing in land portfolios; and support clients in sourcing/disposal of 'Transferable Development Rights', among others.



## AFFILIATIONS



**NATIONAL ASSOCIATION OF  
REALTORS-INDIA**

NAR-INDIA has been set up for the public good to provide quality service, ensure consumer satisfaction, create credibility in the industry and facilitate profits for the practitioners. The objectives of NAR India are to streamline and promote the profession of real estate brokerage in India to achieve transparency, accountability, fair dealing and ethical practices for overall good governance in the industry.



The International Consortium of Real Estate Associations (ICREA), a Consortium of the world's leading real estate associations, is committed to the right to own and transfer real property. ICREA sets standards for international real estate practice and facilitates worldwide real estate transactions through its website, [WorldProperties.com](http://WorldProperties.com)



**AHMEDABAD REALTORS ASSOCIATION**

ARA – Ahmedabad Realtor Association is nothing but the form the foundation of The Association of Real Estate Agents. The objects of ARA being to act as a vital communication bridge between the Builders/Developers, Estate Agent and the Customers.



The National Association of REALTORS®, "The Voice for Real Estate," is America's largest trade association, representing 1 million members, including NAR's Institutes, societies and councils, involved in all aspects of the residential and commercial real estate industries.

# CLIENTS



&  
MANY  
MORE



## TESTIMONIALS

"It is my pleasure to state that City Estate Management Services is a leading professional real Estate Management Firm of Ahmedabad. In my experience, I have found them to provide reliable and satisfactory brokerage services to all parties involved ( like buyers as well as sellers). Our Company's association with the firm has been fruitful in terms of good relationships with clients as well as in terms of business volumes. I highly recommend CEM for all kinds of professional real estate services."

**Mr. Rajesh Brahmhatt**  
**Director - B Safal**

"I deal in leasing and selling of properties. I am more than satisfied in my choice of buying City Estate Management's services because they have served as a bridge between me and buyers. In my opinion, lead to sale conversion ratio of City Estate Management is higher than any broker I have ever dealt with."

**Mr. J.P Bajaj**  
**Chairman - Zodiac**

"City Estate Management went far beyond its duties as a real estate agency to become a trusted friend and advisor for all kind of property transactions. The service Pravin Bavadiya and his team has rendered is sincere and unsurpassed."

**Mr. Deepak Patel**  
**Chairman - Ganesh Housing Corporation Ltd.**

"I own some properties in posh areas of Ahmedabad and usually rent it out. City Estate Management helps me finding tenants so quickly that the property hardly remains vacant. They also run a background check on tenants so I can completely relax."

**Mr. Prakash Jain**  
**Proprietor - Nakoda Enterprise**

"For anyone out there looking for buying a home and reluctant to buy a broker's services, believe me, you must contact City Estate Management. Hiring a broker was a luxury for me too, but now that the deal has paid off, I realize that rather expenditure, it was an investment, worthy of every penny spent."

**Mr. Sameer Rai**  
**Director - Karishma Group**



MANAGERIAL TEAM





## HEAD OFFICE

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## BOPAL

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## DELHI

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