

## International Real Estate Expo 2017

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1st September, 2017, New Delhi: The third edition of International Real Estate Expo (IREX) will be held from 6th to 8th October, 2017 at the Dome@NSCI, SVP Stadium, Worli, Mumbai. The first two editions of the show were held in New Delhi.

IREX is an annual show that presents investment avenues for high net worth and wealthy individuals who intend to invest in international real estate and premium luxury properties. IREX 2017 will have participation of leading international real estate developers and marketing companies and is expected to draw more than 4000 visitors.

IREX will present investment opportunities in Residential, Commercial, Retail, Hotel & Leisure sectors. Leading international companies involved in community and master development, residential & commercial complexes and hospitality groups will be exhibiting their latest projects. Real Estate Investment opportunities in US, Canada, UK, Europe, UAE, Sri Lanka, Malaysia, Thailand, Australia and New Zealand will be showcased at the show.

Some of the major participants at IREX 2017 are Berkeley Homes, UK; Royal Atlantis, UAE; American Life and Lightstone, USA; Central Equity, Australia; R&F Properties, Malaysia & Australia; Aristo Developers, Dominica, Prospecta Development, Cyprus; Ayala Land, Philippines; Global Housing & Real Estate, Sri Lanka; Haute Property, Malaysia; Siamese Asset, Thailand; etc.

Indian residents are increasingly looking for good realty investment opportunities abroad. Due to the downturn in the Indian real estate market, investors are exploring new avenues to invest. As per the recent wealth report of a reputed London based firm Knight Frank, India's high net worth individuals are heavily investing in real estate in other countries; and their numbers have grown 290% in the last 10 years. Almost 50% of all India's UHNWI & HNI have foreign real estate in their portfolios, which is highest in the world.

Indian residents are investing in international properties for capital appreciation, as a second home, rental earnings, student accommodation, retirement home or for residency/citizenship. Several international developers offer easy payment plans with low booking amounts as interest rates abroad are considerably lower than the rates prevailing in the Indian market which makes these deals more attractive. The stability of the Indian Rupee and relaxation of RBI rules that permit Indian residents to invest overseas have further created an investment climate favorable for international real estate.

Australia, UAE, UK & US are the preferred destinations for Indian property buyers, according to property analysts. The US, UK and UAE are closest to the hearts of most Indians intending to acquire property abroad. Some of the countries offer Citizenship through Investment. This makes these investments more attractive as one can get citizenship/residency in European Union or US on investing a fixed amount in real estate.

PARALLEL EVENTS:

Through this show, the Indian investors will be able to identify real estate investment opportunities and gain knowledge to make informed investment decisions. Coinciding with the event, an 'IREX Investment Forum' is being organized that will focus on various issues of real estate investment abroad. Real Estate Experts will be presenting and analyzing potential investment options and prospects. Project presentations will also form part of this informative forum where investors can gain insight to take informed investment decisions.

IREX will also host a seminar on 'Citizenship through Investment' where some of the participating companies from Cyprus and US will present opportunities of procuring residency permits and citizenship in these countries through property investment. Indians top the list of people seeking foreign citizenship. More than 130,000 people applied in 2015.

Another coinciding event of the show is 'IREX Business Connect' that brings Indian property brokers in touch with international property developers, so that they can work for them as their local sales agents/representatives in India. This opens new business avenues for the Indian property brokers and help them learn international trade practices besides ensuring year long sales for foreign developers through these agents.

According to Mr. Vimal Anand, Director of IREX, "IREX is the only show of its kind in India that is held in line with prestigious international realty exhibitions held around the world that promote premium real estate investment opportunities. The show brings under one roof top project offerings from well-known international real estate developers. Investors can take informed decision after evaluating different options from various countries."

Knight Frank India is the Knowledge Partner to IREX, 2017. Mr. Shishir Baijal, Chairman & Managing Director, Knight Frank India said, "Indian real estate buyers are looking for either a second home, or want a place to holiday in, or some buy because their children are studying abroad. Increasing globalization, comparable valuations overseas and investment considerations, are few factors that are driving them to buy such properties. IREX is the right platform which enables one to choose from the best international property options. It feels great to be associated as the Knowledge Partner with a platform of this kind".

Ms. Gauri Khan, the brand ambassador of IREX said, "The globe-trotting Indian today lives in a boundary free world, living and working in all the seven continents. Long tenures overseas, both for pleasure and work, makes holiday homes in exotic destination a way of life. I very warmly welcome the third edition of IREX, the one platform to discover high quality residences across the globe."

The event is supported by the National Association of Realtors (NAR) that has 1.1 million members from all over India. Knight Frank India is the Knowledge Partner, Ananrock is the Strategic Partner, Remax is the Global Realtor Partner and Colliers International is the Consultant and Service Partner of the show.

IREX is organised by GMN Events Pvt. Ltd, which is part of an international media company that represents several media and exhibition brands in the Indian market and organises road shows and events for its clients.

For more details, please contact:

Nidhi Sahay  
Tel: +91-124-4932020 Extn. 126  
Mobile: 99905 75006  
Email: [nidhi@gmnindia.com](mailto:nidhi@gmnindia.com)