



ONE MAN BUSINESS SHOW

Entrepreneurship Opportunities in
Real Estate for every Man and Women



Dream Works Realty (I) LLP[®]

A Reliable Source For New Property Search!

Pune | Mumbai | Nashik | Nagpur | Kolhapur | Solapur



OUR PHILOSOPHY

WE STRONGLY BELIEVE

**YOU NEVER SELL THE PROPERTY
CUSTOMER ALWAYS BUYS IT!**

FOUNDER'S NOTE

At the start of my career, I noticed that a Real Estate Agent always had lesser recognition and respect compared to other professions. I also found out that there is neither entry - level qualification to become a Real Estate Consultant, nor any formal training course available if someone wants to begin working in this Industry. Taking inference from my experience in Banking, I decided to change this attitude and perception towards this field, as there was very little recognition for terms 'Real Estate Agent'. Hence, We started the platform called 'Realty Advisory Network', where we decided to build the credibility and trust amongst Buyers, Sellers & Real Estate Advisors.

UMESH PAWAR

Founder & CEO
Dream Works Realty (I) LLP

VISION

To help all humans and families make easy, smart and trouble-free property buying decisions.

MISSION

Building relationships through Referrals, Statergic partnerships, and Established Advisory Network modules Worldwide.

SUCCESS KEY

Newton's third law

For every action, there is an equal and opposite reaction.

OUR TEAM



Umesh Pawar
Founder & CEO



Chaitanya Joshi
Commercial Leasing Head



Mandar Kulkarni
Head Pune West



Pritam Sontakke
Head PCMC



Jaideep Pathak
Head Pune South



Atul Joshi
Head Pune Central



Shrikant Nikhar
Head Ploting Project



Ashwant Kuniyl
Pune East & West



Aniket Khilare
Pune West



Deepashree Pawar
Pune West



Sunilka Salokhe
Kolhapur City Franchise Partner



Smita Darade
Pune West



Rachna Sanklecha
Mumbai Franchise Partner



Neha Thakkar
Property Lawyer



Vinay Patil
Pune West



Rishabh Agarwal
Pune Central



Yogesh Dusane
Nashik City Franchise Partner



Ashish Dandekar
Pune West



Akash Lele
Pune West



Manoj Dharane
Pune West & South



Parth Pawar
Pune West



Prathmesh Pawar
Pune West & South



Sachin Sakhare
PCMC



Pradipkumar Rane
PCMC



Deepak Sanpurkar
Pune East & West



Amol Kudale
Pune East & West



Sachin Kulkarni
Pune East & South

BACK END SUPPORT



Amit Angre
Head Backend



Chaitanya Potdar
Jr. Graphic Designer



Radhika Baxi
Relationship Manager
- HR



Harshal Patil
Sales Support Advisor



Shweta Kale
Sales Support Advisor



Amar Deogaonkar
Content Writer



Amit Joshi
Sr. Graphic Designer



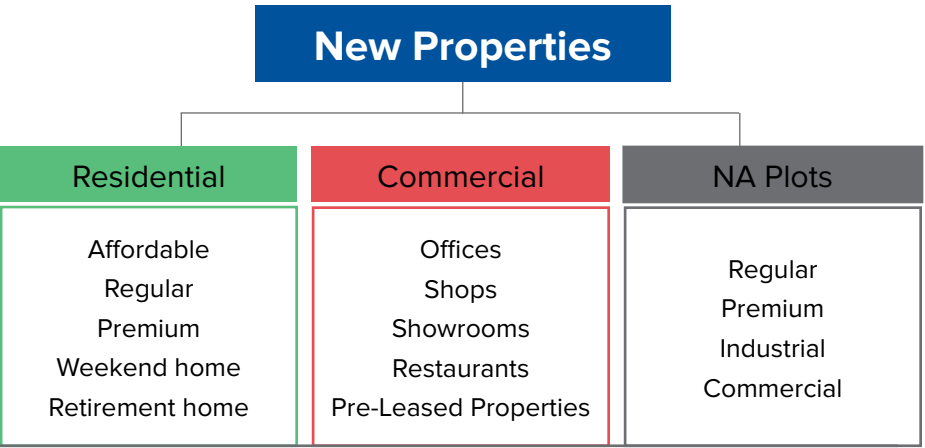
Milind Bhavsar
Web Developer

OUR USP

- We deal through an established “Referral Network” which updates us on our potential client’s needs.
- We deal **ONLY** in primary markets i.e., only with mint-fresh realty
- We **DO NOT** collaborate with local brokers or similar entities and bring our clients i.e., buyers and sellers in direct contact
- We act as the **extended sales arm of realtors.**
- We **DO NOT** charge any brokerage or fee from buyers at any stage of our dealing.

PRODUCT OFFERING

To give our clients the best deals, we are associated with India’s top builders and realty developers for their ongoing & upcoming projects in Pune.



INDUSTRIES WE CATER



IT / ITES



Automobile



Pharma/ Health Care



Financial Institution



Educational Institutions



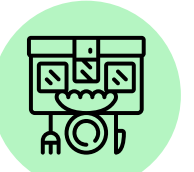
Media / Entertainment



Office Space



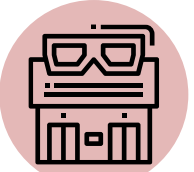
Co-Working Space



Restaurants / Café



Showroom



Cinema / Multiplex



Logistics Warehouse



Co-Living Space



Built to Suit



WE HAVE PROPERTY FOR EVERY BUSINESS

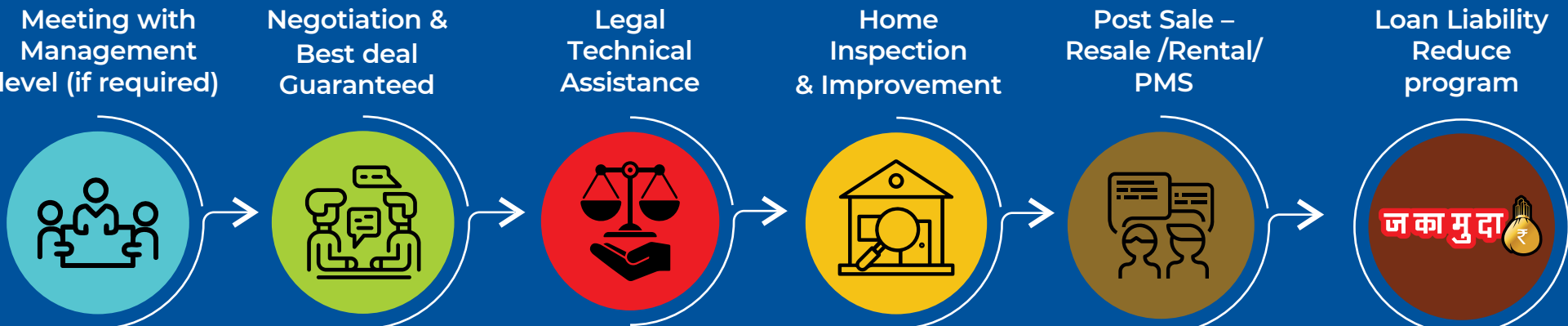
ANYTHING ABOVE 1000 SQ FT

Dream Work Space Solutions helps you with your commercial space leasing. We basically do everything under the sun, if you are an owner of a property & wish to lead the hassle free life of leasing your commercial property you can get in touch with our team, if you are a tenant and looking for a hassle free commercial space our team is there to assist from property search. Understanding your need and helping you with the registration process also we are with you whenever you need us. We work all over Pune with a dedicated team of 20+ realty advisors.

WE TAKE YOUR PAIN SO YOU GAIN SIMPLIFYING PROPERTY PURCHASE



आपला नविन प्रॉपर्टी खरेदी विषयक निर्णय सोपा होण्याकरिता आम्ही सदैव सज्ज आहोत



WHAT IS A PRE-LEASED PROPERTY?

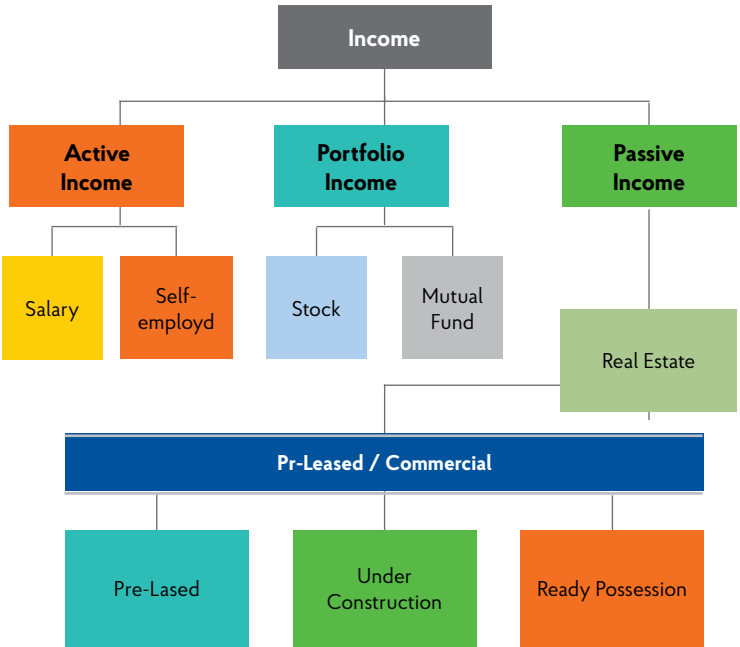
A Property that is already Leased to a Tenant and then Sold to a Buyer along with that Rent as Income.

Example:

Mr. Sharad has 1000 Sq. Ft. shop in Pune. He has leased shop to Chitale Mithai at a rent of Rs. 1 Lac p/m Mr. Sharad sells the shop to Mr. Aditya at Rs. 1 Cr. under lease agreement Chitale Mithai will now start paying rent to Mr. Aditya.

ASSET	ROI (per year)
Gold	6-7%
FD (Fixed Deposit)	6-7%
PF (Provident Fund)	6-7%
NPS (National Pension Scheme)	7-10%
MF (Mutual Fund)	6-12%
Pre-Leased (Commercial)	6-12% + Capital Appreciation

TYPE OF INCOME



INVESTMENT TRIANGLE



CASE STUDY
DREAM WORKS REALTY



Challenges faced by Builder

A reputed builder based out of Baner was looking to sell his entire floor plan of 21,000 Sq. ft., had he opt for one to one sale of the Property to Individual Investor, his objective of accepting Payment in Ratio wouldn’t have been possible, also the pricing/ commercial wasn’t justifiable for one to one Sale; due to this, the builder couldn’t even advertise to attract the right kind of Buyer.

Challenges faced by Buyer

Today’s buyers are not only looking for Ready to Move properties they want Pre-Leased Property so that they can enjoy Rentals from Day 1, and they want it at entry level cost which is a big challenge when it comes to Pre-leased Property.

We, Dream Works are proud to be part of this Success Story where we used our advisory network and connected Builder, Buyer & Trader to overcome their Challenges, achieve Goals, and create a win-win situation.

SOLUTION

Builder: As an intermediary after understanding the pain points of both Builder & Buyer, we introduced Trader into the Deal, the Trader bought the entire 21000 Sq. Ft. at an attractive acquisition cost from the Builder meeting his payment expectation, thus solving Builder’s problem who a) was able to sell the entire space in one go & b) accept money at his terms.

Buyer: We worked closely with the Trader and divided the acquired 21000 Sq. ft. space into smaller units and Leased it out to multiple tenants/brands like LG, MNC, Int. Dance Academy at excellent terms, the reason for dividing the space was to allow buyers to invest at an affordable price and enjoy premium rentals, and hence by dividing & leasing we solved the Buyers Pain Point.

Trader: Now remains the Trader, the Traders are cash rich individuals looking for excellent proposals in market, as an intermediary our job was to get Builder, Buyer & Trader on same page and enable Hassle free Transaction. Due to our strong due diligence & personal connect with the builder, the Trader was able to acquire property at super prime location at an attractive cost which is must for any commercial investment.

BENEFITS

Builder: Sold the 21000 Sq. Ft. Space at 9000/Sq. ft. to the Trader, usually it takes months to sell this much space, builders have to spend a lot on Sales & marketing to acquire individual customers, hence selling 21000 Sq. ft. in one go was very cost effective for Builders.

Buyer: With international brands occupying the premises with long term Lock in & Agreement, investor made above 8% ROI at an entry level ticket size, pretty good, right?

Trader: Trader who acquired the space at 9000/Sq. Ft., after we leased out the space to Tenants/Brands we were able to sell the same space at 13000/Sq.ft, so Trader acquired the space at Rs.18.90 Cr and was able to flip the same at Rs.27.30 Cr, the profit or investment gain was Rs. 8.40 Cr, the ROI was whooping 44.44%



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📍 Office 1104, Vantage Tower, Opp. to Bavdhan Police Chowki, Bavdhan, Pune 411021,

📞 020 6708 9285

✉ info@dreamworksrealty.co.in

🌐 www.dreamworksrealty.co.in

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VIDEOS