

Savills successfully sells a 6-storey seafront masterpiece



CHALLENGE

The client sought assistance in identifying a residential apartment in a specific micro-market, focusing on resale inventories. He was hesitant to explore primary inventory through us, fearing that our fees would increase his overall buying cost. Additionally, he had recently sold an asset in Delhi and needed to reinvest the proceeds to offset Capital Gains Tax within a defined timeframe. The purchase deadline (with OC) was before April 2021, but the client was not in a hurry to close the transaction.



SOLUTION

- Conducted an in-depth study to align market trends with the client's needs.
- Curated resale options in Bandra and identified relevant primary inventories.
- Secured favorable terms with K Raheja Corp, adding value to the deal.
- Ensured smooth closure and timely agreement registration before the lockdown.



RESULT

The client secured a property that met his investment goals while maximizing tax benefits. Strategic negotiation added value without extra costs, and the transaction closed smoothly within the required timeframe.

Services provided:
Residential Purchase

City:
Mumbai

Type of property:
Apartment

For more information, please mail us at residential.india@savills.in

Visit our website on [savills.in](https://www.savills.in)