

ART Housing Finance – Coverage

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Despite the fund crunch in the industry, there has been a significant growth in home sales across the country, if the festive period is anything to go by

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After the festive period, the real estate sector in the country is expected to maintain momentum according to the latest analysis. The period has recorded considerable growth in new launches across segments. Experts feel that the current growth pattern is most likely to

favour home-buyers as the festive period has exhausted the unsold inventory and fresh stock is making inroads into the market. Again, ready-to-move-in properties are most likely to offer handsome returns to investors as there has been a marginal price increase this year as compared to the previous year. With Non-Banking Finance Companies (NBFCs) and

Housing Finance Companies (HFCs) facing some pressure owing to liquidity strain, experts feel home-buyers should weigh all the options from lenders. They further add that home loan borrowers stand to gain if they adopt a cautious approach. On the positive side, the housing finance sector has been showing growth in the last few years.

Expert speak

1 Prime HFCs are still lending to borrowers at competitive rates. Again, they provide more focused services to customers. Ease to customers, superior service standards and better penetration have helped HFCs increase market share from 33 per cent to 43 per cent over the last eight years.

■ AMIT GOENKA, MD, Nisus finance

2 RBI has directed banks to assist NBFCs in refinancing their existing debts by partly supporting bonds sold by them. Going forward, in order to not only regain the trust but also increase the customer base, NBFCs and HFCs are likely to offer home loans at valuable rates. The home-buyers with good credit score can take advantage of this situation by identifying a financial institution from where they can access credit (home loans) at a competitive rate.

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