

Knight Frank



# REAL INVESTMENT

A Real Estate Investment Guide for India

# Negotiating and Purchasing the Property

**Anil Harish and Shobha Jagtiani**

(Advocate - D. M. Harish and Co.)

## PERSPECTIVE OF LAWS AND REGULATIONS

**“Invest in land – they are not making any more of it.”**

- Mark Twain

Negotiating and purchasing a property is not just about fixing a price and the period within which the payment is to be made.

There are many other factors which have to be taken into consideration before making or accepting an offer and several of these relate to legal requirements and conditions and approvals and the cost and time involved in getting these approvals.

Let us assume that you have found the property you want to purchase. In most cases, your focus will naturally be towards the financing aspect. But remember, you probably are paying more than an arm and a leg to buy the property so before you pay up, you need to ensure that the legal aspects are well taken care of. You do not want to end up in a situation where you pay for the property and find out to your horror, that someone else owns it! This is why legal aspects are so important. Fortunately, there are experts to help you on all these aspects. So the next step is to get yourself a lawyer!

