APPCC Realty News

A Comprehensive Update On Realty Scenario In And Around Chennai

Vol.1, Issue 1, January 2021

FOR PRIVATE CIRCULATION ONLY

Page -> 2

NRI Realty Investment Norms Eased: There is good news for NRIs/PIOs as the govt has considerably eased investment and repatriation norms.

Page -> 3

The Changing Retail Spectrum: India presents a huge opportunity for retail sector due to its consumption driven growth story.

Page -> 4

Tips for home loans: Home loans are long term in nature and normally extended for repayment period of 20 years

WAREHOUSING

Chennai Warehousing Market – An overview

Warehousing rentals remained largely stable through FY2020 with marginal appreciation in some pockets of the Sriperumbudur-Oragadam cluster driven by the increase in warehousing demand of engineering and manufacturing companies

BY M R NAZEER

Warehousing industry in Chennai has come a long way and it's going to continue to mature as a favourable real estate asset class in the coming months. The sector has already witnessed a massive participation from institutional investors and developers amid rising demand from across the sector like ecommerce, retail, FMCG, 3PL (third-party logistics), cold storage, pharma and manufacturing.

The manufacturing industry alone accounts for 50 per cent of all warehousing transactions, triggered an activity spike in the Sriperumbudur - Oragadam cluster, as it is Chennai's manufacturing hub. Warehousing activity in the city is concentrated in three clusters viz. Sriperumpudur-Orgadam, Madhavaram – Redhills / Periyapalayam and Maraimalai Nagar.

WAREHOUSING IN CHENNAI – LEASING TREND IN THREE CLUSTERS

Location	Rentals ₹ per sqft pm
Sriperumbudur – Oragadam	22 – 25
Madhavaram – Redhills / Periapalayam	18 – 20
Maraimalai Nagar	20 - 24

It is learnt that the warehousing as an asset class in Chennai has witnessed a robust compounded annual growth rate of 22 per cent for the period 2018-2020.

Warehousing market is segmented based on type, ownership, sector, usage pattern, infrastructure, end-user industry, company and region. Based on the type, the market can be segmented into general, specialty and refrigerated. The refrigerated segment is expected to witness a significant growth owing to the rising demand for such warehouses for storing perishable food items and ensuring food security and safety. Based on ownership, the market can be categorised into public, private and bonded. The public ownership segment is expected to dominate the market during the forecast period.

Based on usage pattern, the market can be split into single and co-warehousing segments. The co-warehousing segment is expected to witness significant growth in the market through the year 2025. Co-warehousing provides flexible option for owner and end user. This can be ascribed to the increasing demand for last mile distribution and growing preference for co-warehousing among manufacturers, suppliers, logistic companies as well as start-ups. Additionally, co-warehousing provides flexible storage that can help businesses meet their needs and give them a better control over their budgets. Co-warehousing provides scalability and helps in reducing overall operational costs.

Mr M R Nazeer is Chairman of APPCC.

Message from the President of APPCC

The APPCC takes great pleasure in launching a monthly digital tabloid edition APPCC Realty News, to bring out the industry news for the benefit of society. The objective of the monthly edition is to bring out essential data that a homebuyer or investor in real estate sector needs today while investing in multiple options. The members of the APPCC association with their rich experience in diverse fields would contribute to the dissemination of vital data for this edition.

The realty sector needs reliable, authentic and essential data to make the right decision and it is here APPCC would like to play a key role in compiling and transmitting information to the investors both in India and abroad, consultants, general public and institutional investors.

We welcome your suggestions to enable us to serve you better.

January 1, 2021 **Ram Kumar**

DEMAND FOR RESALE PROPERTIES UP

Lack of social infrastructure in Chennai's suburbs and peripheral areas and the reluctance of people to shift to outskirts are aggravating the housing demand for resale units in city areas, says V Nagarajan

Location specific homebuyers, proximity to city areas and work spots and availability of education and healthcare facilities are driving the demand for resale properties in Chennai. With the surge in demand across city locations, the price differential between new and old units is narrowing down now. According to realtors, the spurt in housing demand for resale units is solely attributed to the price rigidity aggravated by competing buyers.

Whether city centric areas like Alwarpet, Boat Club Road, Adyar, Besant Nagar, T Nagar, Mylapore or suburbs like Velachery, Nanganallur, Adambakkam, Mogappair, K K Nagar or Saligramam, select homebuyers continue to knock at the doors of realtors marketing resale units in and around the city. With the result the price differential between new and old units is now not more than 20 per cent say realtors. The UDS of land area for the apartment plays a key role in determining the price. Generally with the land valued at market value, building subjected to depreciation and value of furnishing, car parking and other amenities computed, the price is arrived at for resale units.

The buyers resort to the professional advisors like structural engineers, architects, valuers and lawyers to work out a mutually acceptable formula for investment in resale units but in most cases, demand determines the price in select areas where there are competing buyers. According to Mr Balasubramanian, CEO of Bhoomi Realty, the demand for resale units varies in the price range of Rs 55 lakh – Rs 1 crore depending on the location. In areas like Nungambakkam and T Nagar, resale units are priced at Rs 12,000 per sqft for less than 15 year old units, he adds.

There are of course deterrents like stamp duty levied on the entire value of the property but buyers are overlooking those costs as they could avoid additional costs associated with while investing in new units. Besides resale units come with furnishings and rework on select items, say industry sources.

There are others who feel that 2 BHK units are moving faster than 3 BHK units in resale categories in city areas. "Though enquiries continue to pour in for both 2 BHK and 3 BHK units, it is the 2 BHK units that are moving faster than 3 BHK units", said Murali of Estate Points. Despite enquiries, 3 BHK unit sales movement is slow due to price rigidity and invariably homebuyers take more time to decide on the investment, he adds.

There are better amenities and gated community development projects are coming up in the city's peripheral areas with the improvement in connectivity levels and transportation. It is said that people are still reluctant to move out due to lack of social infrastructure, education and healthcare facilities in city's growth corridors. However, with the gradual improvement on OMR and GST road, it is expected that the city's congestion will ease over a period of years.

-> Continued on page 4

NRI Realty Investment Norms Eased

There is good news for NRIs/PIOs as the government has considerably eased investment and repatriation norms, **says V Nagarajan**

An estimated 30 million NRIs living in 160 countries are looking at India for real estate investment opportunities. India has been consistently notching up the top slot in terms of the quantum of expatriate remittance for years now from US$55.6 billion in 2010-11, US$66.1 billion in 2011-12, US$67.6 billion in 2012-13 to US$ 70.38, US$72.2 billion in 2013-14, US$69 billion in 2015 and US$62.7 billion in 2016 to US$ 83 billion. However, it is likely to drop to US$64 billion in 2020.

A substantial portion of the remittance goes for investment in real estate across India. This is because the NRI investment norms have been considerably eased now. The government has recently approved a proposal allowing investment made by NRIs to be deemed as domestic investment on par with resident investments. It does mean NRI includes OCI cardholders as well as PIO cardholders.

Due to cascading impact of recession over the years, property prices have plateaued and are now stagnant in most of the Indian cities. Home loan lending rates have been reduced with special rates for women homebuyers. Above all, there is no differential pricing for projects whether sold in India or abroad.

For those NRIs holding land parcels or inherited properties in cities, they can enter into real estate development. Moreover joint venture agreements with leading developers would enable them to convert their land into productive and income generating assets.

A number of developers are undertaking luxury apartment projects and ultra luxury villa projects for the globe-trotting Indians accustomed to enjoying the luxuries of life abroad. Such niche homes are marketed through exclusive road shows abroad.

For the average NRIs looking to invest in apartments or row houses, the timing is appropriate as prelaunch offers are made by several property developers to minimise the working capital needs. An NRI investor can look for a return of 20-25 per cent on his investment while investing in such projects which takes at least 18-24 months for implementation. For medium term investors investing in plotted development projects will get a compounded growth rate of 25-30 per cent per year.

Investment Norms Eased:

The Reserve Bank has considerably eased investment norms by NRIs/PIOs while investing in real estate. They can buy, sell, gift and inherit immovable property. However, the prohibited categories of properties include agricultural land, plantation property and farmhouse. In the event of sale of immovable property, the authorised dealer may allow repatriation of sale proceeds upto two residential units.

An NRI/PIO may remit an amount, not exceeding US $ 1 million per financial year out of the balances held in NRO accounts. However, the repatriation is subject to production of documentary evidence in support of acquisition, inheritance or legacy of assets and payment of applicable taxes in India.

In a further move to ease the norms, residents can now remit home loan EMI for NRIs. The RBI has also clarified that income and sale proceeds of assets held abroad by the returning NRIs need not be repatriated to India and can be retained and invested outside India.

On the taxation front, wealth-tax has been abolished. On the capital gains received while selling immovable property, the cost inflation index will enable NRIs to minimize tax liability. For instance, if an NRI sells plot of land bought at Rs 1 million in the year 1978 at Rs 4 million in 2012-13, resulting in a capital gain of Rs 3 million liable for tax. The indexed cost price would be Rs 8.5 million leading to complete exemption from tax.

PRICES FOR DEVELOPED PLOTS IN CHENNAI

Location	2017	2020 (Price ₹per sqft)
Acharapakkam	300 – 600	390 – 650
ECR (Opp. Crocodile Park)	1,500 – 1,800	1,500 – 2,700
Kunrathur	1,750	2,000
Madhavaram	—	3,500 – 4,000
Manali	—	2,500 – 3,000
Maraimalainagar	1,500 – 2,000	1,495 – 2,500
Mannivakkam	2,500	2,800 - 3,500
Madhurapakkam	3,090	3,200
Padappai – Oragadam belt	850 – 1,400	1,200 – 1,650
Behind Queensland	900 – 1,200	1,500
Singaperumal Koil	2,000 – 2,500	1895 – 4,500
Sriperumbudur (Near Rajiv Gandhi Engineering College)	750 – 850	950
Sunguvarchathiram	250 – 1,000	800 – 1,200
Tandalam	750 – 850	800 - 1,000
Trivellore	1,500 – 2,000	1,500 – 2,200
Wallajabad	700 – 1,000	800 – 1,100
Kunnam (Behind Samsung)	500 – 600	650 – 700
Padur (OMR)	—	3,200 – 3,500
Wimco Nagar	—	5,000

Note: The above rates are indicative only for CMDA/DTCP approved plots. They may vary depending on the location, developer, specification and amenities offered in the project.

COIMBATORE – TREND IN RESIDENTIAL PROPERTY PRICES

Location	Apartment price in 2006	2011 (₹per sqft)	2012 (₹per sqft)	2020 (₹/sqft)
Avinashi Road		4,000	4,000	10,000
Kovai-Pudur		2,400 – 2,800	4,000	3,250 – 3,500
Mettupalayam Road /Thadagam	1,500 – 1,600	3,000 – 3,500	3,800 – 4,000	4,000 – 5,000
Peelamedu		3,500 – 4,000	5,000 – 6,500	4,000 – 6,500
R S Puram	1,800 – 2,500	4,000 – 4,500	5,000 – 6,500	8,000 – 9,000
Ram Nagar	1,800 – 2,500	3,800 – 4,200	4,500	6,000 – 7,000
Ramanathapuram	1,500 – 2,200	2,500 – 3,200	4,500	
Race Course Road / Red Field	2,500 – 2,600	4,500 – 5,500	7,500 – 10,000	12,000 – 14,000
Saibaba Colony	1,700 – 1,800	3,500 – 4,200	4,500 – 5,000	7,000 – 8,000
Saravanampatti		2,500 – 3,000	3,500	4,000 – 5,000
Tudiyalur	1,200 – 1,300	2,500 – 3,500	3,500 – 4,000	4,000 – 5,000
Singanallur		2,500 – 3,200	2,800 – 3,500	4,000 – 6,500
Vedapatti		2,800	2,800 – 3,000	4,000 5,000

TIRUCHIRAPALLI – TREND IN RESIDENTIAL PROPERTY PRICES

Location	Apartment prices in 2008 (₹per sqft)	Prices in 2014 (₹per sqft)	Prices in 2020 (₹per sqft)
Cantonment area	3,500	4,500 – 7,000	4,300 – 5,000
Edamalaipatti – Pudur	1,750 – 2,500	4,300	4,000
Karumandapam	2,000 – 2,500	5,000	3,800
Puthoor / Thennur	2,500 – 3,000	6,500	5,500 – 6,000
Srirangam	1,500 – 2,500	5,000 – 6,000	5,000 – 6,000
Thillai Nagar	3,500 – 4,000	7,500	8,500 – 9,000
No.1 Toll gate / Samayapuram	1,000 – 1,500	3,000	3,800
TVS toll gate	2,000 – 2,500	3,500 – 4,000	5,000
Vayaloor road	1,500 – 2,000	3,500 – 4,000	3,500 – 4,000

Source: Rohini Housing, Tiruchi.

Note: The above rates are indicative only and they may vary depending on the location, developer, specification and amenities offered in the project.

The Changing Retail Spectrum

BY B PRABHU

India presents a huge opportunity for retail sector due to its consumption driven growth story. With a total population of over 130 crore and an economy size of INR 1.45 lakh crore, being the seventh largest in the world. With this growing economy and a large population, most of the Indian cities are seeing a major overhaul in infrastructure and consumer dynamics, and Chennai, being the largest of the southern capitals is no exception for such an all-round growth in all spheres of economy and particularly in the retail growth. This is also due to population of the city involved in the field of IT and its allied industries.

Across India, Chennai has always been a traditional retail market with single stores and privately held shops. In the past, retail was limited to just a few necessity-based shops that used to act as mixed-use stores that sold everything under the sun. Chennai which used to be a market for traditional and native goods such as handicrafts, silk sarees and hand-woven sarees, earthen wear etc., slowly added various branded products, owing to change in customer preferences economically and culturally.

The markets were traditionally concentrated in certain neighbourhoods such as T Nagar, Royapuram and Purasawalkam. Whereas due to the change in government policies the city started to attract capital from corporates which resulted in change in the cluster based approach to the retail trade and retailers started to mushroom in the nook and corner of the city taking the products to the door step of the consumers. Owning to expansion of the city and people moving to suburbs to have broad based facilities the corporates have felt the need to take the retail to various areas of the city in as much as the purchasing power of cities populace is spread all over.

This phenomenal growth in retail trade resulted in corporates requiring space to set up their brick and mortar stores everywhere in the city so that their visibility would be felt by the people and attract them in buying their products.

Ever since globalisation as a policy was implemented since early 90's the consumer industry has seen a huge growth, changing the people's lifestyle completely, this being the major factor for the mushrooming of not only national brands, but also global brands as taken the retail trade to a new level of growth to sustain the people's interest in their products. As stated earlier, the branded retailers have spread their wings all over the city.

After the demonetisation, government of the day with a view to curb the circulation of currency in the country went ahead with its plans to use the technology of people to cultivate the habit of using various modes of payment, in the last few years people using the various apps available today, has seen a steady growth. Coupled with these technological advancement the ongoing corona pandemic has also been a driving force for the people who were forced to be confined to their home for months together to use to mobile technology for buying their daily essentials and other consumer products. Having experienced benefits of purchasing their needs through such modes, people now find it very easy to shop online. The recent festival sales by some of the leading online marketplace, have seen stupendous success in their selling hundreds of products, earning to crores of rupees, registering huge growth in the sale over the preceding years. Various established corporates giants such Reliance, Tatas have also entered the field of online marketplace and determined to capture the market using the government slogan of Athmathnirbhar. Such an exponential growth in online marketplace, to maintain its tempo needs quicker turn-around time to keep the interest of the consumers always in mind.

Has this business model of the corporate retailers evolved, now they would like to ensure that consumer's interest in their goods and products is always maintained at high level? Besides, the lockdown enforced by the government for more than six months owing to pandemic resulted in large scale disruption in supply chain on account of logistical problems. Keeping all these developments in mind the retailers have planned to set up neighbourhood shops in the city and its suburbs, so that the consumers need not order blindly for any product and piece. These shops will enable consumers to have a feel of the products, to come to know about its efficacy or otherwise in person and make a decision to buy the product either from the store or online marketplace. This will also enable the retailers to have a closer relationship with the consumer.

However, with the number of leading e-tailers opening physical stores to showcase their products and services tells us that the deliberation on the 'bricks versus clicks' models is not relevant anymore. Today, both have been integrated seamlessly to create a satisfying shopping experience and has thus been rightly categorised as the omni channel strategy. An omni channel strategy connects consumers through various channels such as websites, mobile apps, social media, kiosks, physical stores, and strives to enable the consumer to shift between various channels seamlessly during their shopping journey.

This development has forced the corporate retailers to look for space to set up their stores across the city and its suburbs, resulting in the requirement of more retail space whereby sustaining the need for growth of retail real estate. Hence, the market for retail space is witnessing a huge growth in as much as super markets, fruits and vegetable stores, organised meat and seafood stores, pharmacy and similar formats have to be accommodated in each and every neighbourhood. This certainly enhances the opportunity for the realtors to scout for suitable properties, to satisfy the hunger for the space by the retailers. Thus we are experiencing vast opportunities for the realtors to showcase the available inventory with them to such retailers. From our experience it can be easily said that the need for more and more inventory is not going to subside anytime soon, since the market is huge, the need is great and corporate retailers are ever willing to spread their wings fast to capture the market for products and goods.

Mr Prabhu is partner, Atlas Estates Online Realty LLP, (www.atlasestates.in) and Secretary, APPCC, (www.appcc.in).

TAX PLANNING

Tax Implications of owning more than one House

BY BALWANT JAIN

People frequently ask me as to how many house one can buy and own at a time in own name. The answer is as many as you want and can afford. So there are no restrictions under the tax laws or general laws on the number of houses you can own. Likewise I also get queries as to for how many houses I can obtain the home loan. The answer again is the same. i.e. as many as you wish and you are able to service. But there are certain tax implications in case you own more than one house property. Let us understand the income tax implications.

Capital gains exemption on investing in a house

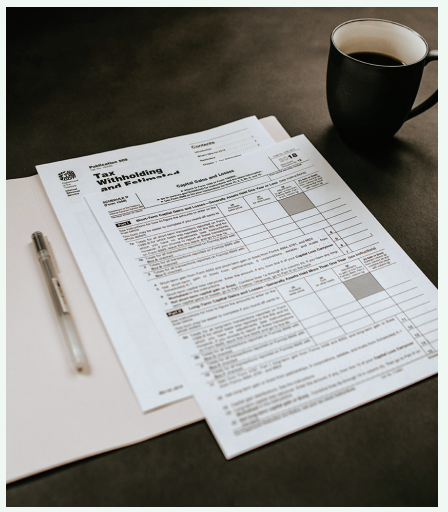
As per the tax laws in India you can claim exemption from long term capital gains (LTCG) if you buy or construct a residential house. The exemption for investment in residential houses can be claimed under two categories. One exemption available is under Section 54 for LTCG on sale of a residential house and other one is available under Section 54F in respect of LTCG on sale of any asset other than a residential house.

Capital gains exemption under Section 54F can be in respect of any land, commercial property or even shares companies whether listed or unlisted etc.

For claiming exemption under Section 54F one of the condition to be satisfied is that you should not be owning more than one house other than the one which in which the investment is being made. So in case you already own two houses on the date of sale of the asset subject matter of sale, you are ineligible to claim this exemption. It may be noted that no such pre condition of owning a particular number of houses is prescribed under Section 54 in case the capital gain arises from sale of a residential house and you want to claim exemption by investing in another house.

Deduction in respect of Repayment of Principal of home loan:

You can claim deduction for principal repayment of home loan, taken for residential house from specified entities like banks, housing Finance Companies, Central Government, State Government etc under Section 80 C upto Rs.



1.50 lakhs. This limit is a consolidated limit together with other eligible items like LIP, EPF, PPF, ELSS, NSC, tuition fee etc.. The benefit for deduction of repayment of principal amount of home loan can be claimed for any number of home loans within the overall eligible limit of Rs. 1.50 lakhs. In case of home loan taken for an under construction property this benefit can only be claimed from the year in which construction is completed or possession is taken.

Deduction for interest on money borrowed for buying/constructing a house

The deduction in respect of interest can be claimed for any number of properties. It is available from the year in which the possession is taken. The interest paid during the construction period can be claimed in five equal installments starting from the year of possession. Till last year the tax laws allowed you have one house property as self occupied and deduction for interest was available for one such property upto Rs. 2 lakhs.

By the interim budget 2019 the limit for self occupied house which one can have has been increased to two but the overall limit of interest which can be claimed remains Rs. 2 lakhs whether you occupy one to two houses for self occupation. In case you have more than two self occupied property, you have to opt any two properties as self occupied and then the other property/ies are deemed to have been let out and you have to offer notional rent for tax which the other property can fetch in the open market. For upto two self occupied properties this value is nil. For the properties which are let out or deemed have been let out, there is no limit upto which interest on money borrowed for house can be claimed but there is limit of Rs. 2 lakhs for losses under the head "Income From House Property" which can be set off against other income. However the losses which remain unabsorbed can be carried forward to next eight years to be set off against income from house property.

So from the above discussion it becomes amply clear that instead of buying multiple houses in your own name, it makes sense for you to buy houses in the name of different family members.

Mr Balwant Jain is a tax and investment expert. He can be reached through email: jainbalwant@gmail.com

Demand for Resale Properties Up

Continued from page 1

The state government should focus on bringing in shopping centres, hospitals and schools in peripheral areas so that there will be a change in the attitude of people to shift to suburbs and peripherals, feel leading developers. Till then resale unit prices across city areas are unlikely to go down especially when new unit prices are also simultaneously soaring due to input and labour cost.

DETAILS OF RESALE UNIT PRICES IN CHENNAI

Location	Apartment size	No. of years since built	Price for resale units
Alwarpet	1460 sqft	—	₹2.35 crore
Adyar	950 sqft	18 years	₹75 lakh
Adyar	—	—	₹8,000 – ₹11,000 per sqft.
Besant Nagar	1640 sqft	9 years	₹2.37 crore
Valmiki Nagar	TNHB flat 980 sqft	13 years	₹7,500 per sqft
Indira Nagar	1085 sqft	7 years	₹1.25 crore
Velachery	1340 sqft	5 years	₹1.45 crore (inclusive of car parking and furnishings)
Saligramam	—	—	₹9,000 per sqft

Published by the Association of Professional Property Consultants of Chennai. All communications should be addressed to APPCC through email id: appcchennai@gmail.com. **Editor: V Nagarajan**

TIPS FOR HOME LOANS

S RAMESSH KUMAR

Home loans are long term in nature and normally extended for repayment period of 20 years. These loans are normally granted against the security of the house property which is proposed to be acquired. The banks/HFC's normally thoroughly analyse the capacity of the applicant's to repay, as these loans are long term in nature. By such analysis they arrive at the optimum EMI for the applicant based on their education, length of service, capacity to save, number of dependents, the amount of margin money just to name a few.

The funding is normally restricted to 80% of the cost of the property. Home loan is generally extended on the scrutiny of one's income papers, 6-12 months bank statements where salary is credited. In case of self-employee the income is relied based on the IT returns for the last three years along with a memorandum of taxable income, P&L account, balance sheet with all its schedules.

While seeking home loans, there are ground realities which one should observe before plunging into a particular institution. The following list may not be exhaustive but an attempt has been made to enable the home loan borrowers to understand the nitty gritty involved in the exercise.

- Take the Loan jointly between husband and wife as both will mutually benefit from income tax provisions if the property is jointly purchased and in such cases the loan entitlement will be generally more.
- The Government is also encouraging consistently over the years in allowing some good income tax benefits. For self –occupied houses, interest paid up to Rs200000 in the previous year qualifies for deduction from

taxable income under section 24(2) of the Income Tax Act. The tax advantage increases for double income families, where husband and wife jointly purchase the property. If the property is let out the entire interest outgo without any limit is deductible from the rent receipts under section 24(6) of the Income Tax Act 1961.

- As the sectoral exemption is removed, a young professional without investing in different segments can straightaway take home loan route. As per this an individual can claim deduction for repayment of the principal directly up to Rs 150000 which was claimed earlier under Section 88 of Income Tax Act 1961 under different heads.
- Individuals can claim tax benefits, when house for which he has taken loan under construction and towards interest outgo during the construction period. This interest payment can be amortised over a period of five years from the year in which the construction was started.
- Look for a home loan option without prepayment rider and therefore one can prepay whenever there is an increase in interest rate.
- Always look for a floating rate if the difference between floating and fixed rate is above 1.50%.
- Look for a service from the institutions rather than looking for a difference in rates of 0.25% - 0.30%. There are institutions which religiously change both upward and downward as per altered terms.
- Never look for an individual communication by way of a mail from the bank/HFC in case of rate changes, instead look for rate changes in the websites of most of the HFCs / banks.
- Take a loan with mortgage redemption life cover. This policy cannot be taken with a view on investment but will prove to be handy for the family in case of any unforeseen incident to the borrower.
- Housing loan is normally repaid by way of EMI's (Equated Monthly Installments). The loan is normally repaid over a period ranging between 60 and 240 months.
- EMI remains constant throughout the term but the interest and principal components in the EMI differs month on month.
- To illustrate better, as the loan amount outstanding is more, the interest component in EMI is more and therefore the principal component in the said EMI is less.
- As one keeps on repaying every month the loan outstanding gets reduced thereby interest on the loan outstanding comes down. As the interest is charged on the outstanding amount the interest portion in the EMI goes on reducing and at the same time the principal portion in the EMI goes up.
- When the interest rate start falling as in the present scenario, it is advisable to continue to pay old EMI's so that loans get prepaid earlier than the scheduled tenure, which definitely reduces the total interest outgo on the home loan and one would come out of the debt much earlier.

Mr Ramessh Kumar is a home loan consultant.