

Client Associates Real Estate (CARE)

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Seed Sown



In the initial years of CA, our founding partner met a client who had only Real estate holdings and could not be converted as a client due to lack of in-house real estate advisory. RE being a major asset class in HNI's holdings could not be ignored and our family office advisory would be incomplete without CARE."

The Need

Concerns of HNIs

01

Lack of Advisory Services

- Inadequate Professional advice on the short to medium term potential of real estate holdings
- Low or negative yields of RE holdings
- Lack of transparency & professionalism
- Lack of expertise to understand their overall profile and draw real estate strategies in tandem with their overall portfolio
- Difficulties in selling/divesting RE holdings

02

Product Centricity

- Transaction specific approach in real estate sector since few decades
- Biased product approach and lack of customized products

03

Lack of Servicing

- Managing multiple assets and the various aspects like capital gains calculations, index values, paperwork etc.
- Developers/Builders not able to meet their commitments

Our Service Offerings

Commercial Real Estate Services



Grade-A Office

We offer tailored real estate services for Grade-A corporate occupiers and office investors, specializing in leasing and managing commercial office spaces across India. Our expertise ensures strategic site selection and optimized leasing solutions. Also, Promoting Newly built & Upcoming Projects by Top developers Like -DLF, Emaar and AIPL.



Retail

Comprehensive retail real estate services covering high-street markets, shopping malls, lifestyle centers, and mixed-use developments — catering to diverse consumer and business needs.



Industrial & Warehousing

Expert advisory in buying, selling, and leasing industrial and warehouse spaces across Gurgaon and other parts of North India. We help clients align with evolving manufacturing, logistics, and supply chain trends for strategic investments.



Coworking Space Solutions

Specialized consulting and acquisition services for coworking operators, helping identify and secure ideal locations for flexible workspace solutions.



Land

Advisory and transaction services for commercial licensed land, including mixed-use developments — supporting both buyers and sellers throughout the process.



Multifamily Property Portfolio Management

End-to-end portfolio management services for multifamily properties, focusing on maximizing returns and long-term asset performance.



Special Purpose Properties

Transaction and advisory services for school and hospital lands, ensuring compliance, value optimization, and strategic utilization.

Notable Transactions

- Sale Mandate representation of Industrial building on 1.75 Cr. Land in Sector-18 Gurgaon Worth 200 cr.
- Sale Mandate for a 1000 Sqmt. Building in Electronic City, Udyog Vihar, Gurgaon Worth Rs. 40 Cr.
- Seller representation – Industrial Plot in Okhla Industrial Area phase-2, Delhi
- Sale Mandate – Pre-leased High-end retail in Elan Epic and Rout65
- Sale Mandate – Pre-leased Retail Asset on Golf Course Extension Road
- Sale/Lease Mandate – Bestech Business Tower Grade-A Office Space measuring 11250 Sqft.
- Seller Representation - Pre-leased to MNC in AIPL Business Club
- Sold – AIPL Autograph (Office) & Upcoming Delhi/NCR's Largest shopping Destination AIPL JOY District

Residential Real Estate Services



Delhi

- Sale/Purchase of independent bungalow in South and Central Delhi.
- Sale/Purchase of independent builder floor in South and Central Delhi.
- Sale/Purchase of Farmhouses. Location: Chattarpur, Sultanpur, Radhe Mohan Drive, Westend Greens etc.
- Leasing
- Builder Collaboration
- Turnkey Assignments



Gurgaon

- Sale/Purchase of apartments on Golf Course Road and Golf Course Ext. Road.
- Sale/Purchase of independent houses/plots. Location: DLF Phases, Sushant Lok 1 etc.
- Sale/Purchase of independent builder floors. Location: DLF Phases, Sushant Lok 1 etc.
- Leasing
- Location: DLF Magnolias DLF Camellias, Palm Springs, Salcon Verandas, The Crest etc.



Mumbai

- Residential Buy/ Sale/Lease
- Sale of apartments from Grade A developers like Birla, Lodha, Oberoi.
- Sale/Purchase of apartments in the secondary market.



Goa

- Sale/Purchase of villas and apartments from Grade A developers like Isprava, Vianaar.
- Sale/Purchase of villas and apartments from secondary market.
- Sale/Purchase of Plot Land.



Bangalore

- Sale/Purchase of Residential Apartments and Villas of Grade A developers
- Sale/Purchase of independent Houses in Prime Location in Bangalore
- Sale/Purchase of Independent Villa Plots
- Sale/Purchase of Grade A Commercial Office Spaces (Leased and Unleased)
- Sale/Purchase of Residential and Commercial Land Parcels
- Leasing of Luxury Residential Assets
- Turnkey Assignments
- Structure Real Estate Investment Deals



International Destination

Dubai

- Purchase of Marquee Projects
- Sale/Purchase of apartments and villas from the secondary market

London

- Sale/Purchase of apartments..

Our Position

Relationship based



- Independent, fiduciary-led real estate advisory aligned to client wealth outcomes
- Portfolio-first approach: real estate as a strategic allocation, not a standalone transaction
- Selective access to off-market, pre-leased, land & structured investment opportunities
- Long-term capital stewardship across cycles, focused on risk-adjusted returns

Transactional

IPCs

CBRE
Sotheby's
Cushman & Wakefield

NBFCs

ASK
IIFL Finance
Sanctum Wealth

Stand Alone

Holistic

CA Advantage



Turnkey

Complete end-to-end solution, coupled with paramount industry experience and practices.



Holistic

Advice/offering in line with the holistic requirements of the client, in consultation with the financial advisor.



Confidentiality

Complete confidentiality while maintaining transparency.



Non-Product

Bespoke/customize solutions across different asset classes.



Continuity

Relationship in perpetuity.



Open Architecture

Non-product approach.

Client Perspective



Global network with local expertise



Systematic and process-oriented approach



Transparency at each step of transaction



Due diligence



Quick turnaround



End-to-end customized solution



Team of diverse & experienced professionals



Well defined escalation matrix

Transaction Experience*

Landlord Asset Disposition

Individual	Property	Location	Property Type	Size	Representation
Confidential	The Greens	Delhi	Farm	2.5 Acres	Sell Mandate
Confidential	Pushpanjali	Delhi	Farm	2.5 Acres	Sell Mandate
Confidential	DLF Magnolias	Gurgaon	Apartment	6400 Sq. Ft.	Sell Mandate
Confidential	Greater Kailash 3	Delhi	Collaboration	311 Sq. Yds	Sell Mandate
Confidential	DLF Aralias	Gurgaon	Apartment	5822 Sq Ft.	Sell Mandate
Confidential	Laburnum	Gurgaon	Apartment	3800 Sq. Ft.	Sell Mandate
Confidential	Vasant Vihar	Delhi	Independent Bungalow	400 Sq. Yds	Sell Mandate
Confidential	Padmini Enclave	Delhi	Independent Bungalow	1108 Sq. Yds	Sell Mandate
Confidential	Greater Kailash 1	Delhi	Independent Bungalow	800 Sq. Yds	Sell Mandate
Confidential	Anand Lok	Delhi	Apartment	800 Sq. Yds	Sell Mandate
Confidential	Dera Mandi	Delhi	Farm	2.5 Acres	Sell Mandate
Confidential	DLF Magnolia	Gurgaon	Apartment	8007 Sq. Ft.	Sell Mandate

*Since 2006, the team has completed countless transactions, these being just a handful

Transaction Experience*

Landlord Asset Disposition

Individual	Property	Location	Property Type	Size	Representation
Confidential	Adarsh Palm Meadows	Bangalore	Villa	5430 sft	Sell Mandate
Confidential	Koramangala 4th Block	Bangalore	Independent Bungalow	6000 sft	Sell Mandate
Confidential	Jp Nagar 3rd Phase	Bangalore	Commercial Pre Leased	2700 sft	Sell Mandate
Confidential	Embassy Lake Terraces	Bangalore	Apartment	3689 sft	Sell Mandate
Confidential	Prestige White Meadows	Bangalore	Villa	10500 sft	Sell Mandate

Transaction Experience*

Purchase Representation

Individual	Property	Location	Property Type	Size	Representation
Confidential	Tilal-Al-Gha	Dubai	Villas	4917 Sq. Ft.	Buy Mandate
Confidential	Villa in Aldona	Goa	Vaddo	331 Sq. Mtr	Buy Mandate
Confidential	DLF Arbour	Gurgaon	Apartment	3950 Sq. Ft.	Buy Mandate
Confidential	DLF Camellias	Gurgaon	Apartment	7361 Sq. Ft.	Buy Mandate
Confidential	Vasant Vihar	Delhi	Floor	400 Sq Yds	Buy Mandate
Confidential	Palace Residences Dubai Hills Estate	Dubai	Apartment	1112 Sq. Ft.	Buy Mandate
Confidential	Amavel	Goa	Villa	342.5 Sq. Mtrs	Buy Mandate
Confidential	DLF Crest	Gurgaon	Apartment	2750 Sq. Ft.	Buy Mandate
Confidential	Emaar Palm Springs	Gurgaon	Apartment	3886 Sq. Ft.	Buy Mandate
Confidential	DLF 1	Gurgaon	Independent Bungalow	1022 Sq. Yds	Buy Mandate
Confidential	Divyasree 77 Life	Bangalore	Apartment	4203 sft	Buy Mandate
Confidential	Embassy Lake Terraces	Bangalore	Apartment	3689 sft	Buy Mandate

*Since 2006, the team has completed countless transactions, these being just a handful

Private & Confidential

Transaction Experience*

Purchase Representation

Individual	Property	Location	Property Type	Size	Representation
Confidential	26 Abshot	Bangalore	Apartment	4604 sft	Buy Mandate
Confidential	Prestige White Meadows	Bangalore	Penthouse	12000 sft	Buy Mandate
Confidential	Prestige White Meadows	Bangalore	Villa	10500 sft	Buy Mandate
Confidential	Brigade Padmini Tech Park	Bangalore	Commercial Pre Leased	11511 sft	Buy Mandate
Confidential	Purva Zentech	Bangalore	Commercial Pre Leased	10440 sft	Buy Mandate

Transaction Experience*

Lease Representation

Individual	Property	Location	Property Type	Size	Representation
Confidential	DLF Camellias	Gurgaon	Apartment	7361 Sq. Ft.	Lease Mandate
Confidential	DLF Magnolias	Gurgaon	Apartment	6422 Sq. Mtr	Lease Mandate
Confidential	DLF Aralias	Gurgaon	Apartment	5850 Sq. Ft.	Lease Mandate
Confidential	Vasant Vihar	Delhi	Builder Floor	400 Sq. Yds	Lease Mandate

Collaboration Representation

Individual	Property	Location	Property Type	Size	Representation
Confidential	Vasant Vihar	Delhi	Independent Bungalow	400 Sq. Yds	Collaboration Mandate
Confidential	Dera Mandi	Delhi	Farmhouse	1 Acre	Turnkey Mandate

*Since 2006, the team has completed countless transactions, these being just a handful

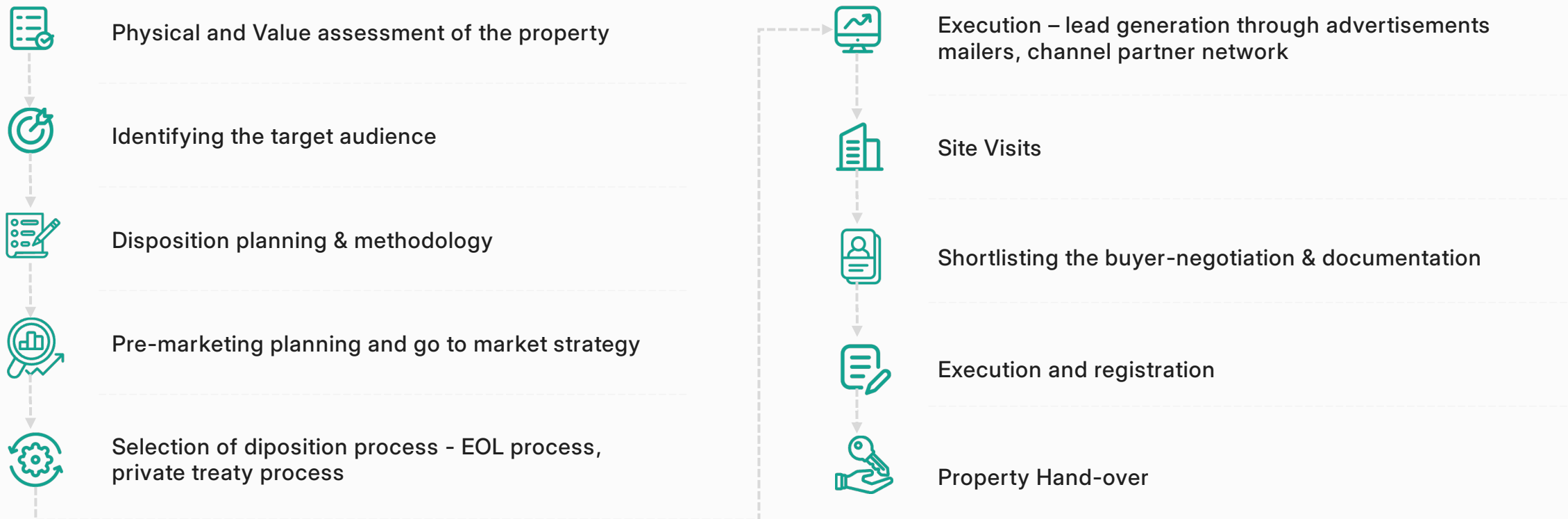
Transaction Experience*

Dubai Deals					
Individual	Property	Location	Property Type	Size	Representation
Confidential	Alaya, Tilal-Al-Ghaf	Dubai	Villa	4917 Sq. Ft.	Buy Mandate
Confidential	Dubai Creek	Dubai	Apartment	1658 Sq. Ft.	Buy Mandate
Confidential	The Valley- Alana	Dubai	Townhouse	3839 Sq. Ft.	Buy Mandate
Confidential	Dubai Hills Estate	Dubai	Apartment	1112 Sq. Ft.	Buy Mandate
Confidential	Golf Acres	Dubai	Apartment	1700 Sq Ft.	Buy Mandate
Confidential	The Valley- Farm Grove	Dubai	Villa	3741 Sq. Ft.	Buy Mandate

Our Process

Overview of Exclusive Client Representation

From organizing viewings to assisting with negotiations and assisting with post deal formalities, the residential specialists are with the client at every step of the way, ensuring a smooth process and transparent communication at every stage.



CARE Team Scope of Services

Landlord Representations

Pre-Marketing

➤ Planning & Strategizing

1. Property & market analysis
2. Assessment of Value
3. Finalization of Disposition methodology

➤ Process

1. Term sheet
2. Finalize Asset positioning & distribution plan
3. Collateral development-Advertisements, Mailer & Information Memorandum

➤ Transaction Management

1. Pricing - guidance
2. Transaction & payment terms
3. Site management

Marketing

➤ Marketing

1. Advertisement/E-mailers/AV
2. Information dissemination
3. Site Inspections
4. Query resolution
5. Discussing terms and conditions

➤ Shortlist/selection

1. Short-list buyers
2. Negotiation
3. Selection of preferred buyer

Closure

➤ Due diligence

1. Legal, financial & technical by buyer
2. Facilitate entire legal due diligence process on behalf of Seller and coordinate with external agencies if required
3. Finalization of Sale agreement

➤ Documentation

1. Supervising Execution and registration of Sale Agreement
2. Payment of consideration amount
3. Ensure TDS payment completed by Buyer

➤ Closure

1. Completion of registration formalities
2. Handing over vacant possession of property
3. Handing over of title documents

Monetization Strategy

Monetization Methodology

- Reach out to the NRI Clients through internal and external database
- Promotion through select high end media channels

International Outreach

- Reach out to the NRI Clients through internal and external database
- Promotion through select high end media channels

Domestic Coverage

- Multi-channel communication to reach TC
- Private one-on-one discussions with TG profiles
- Information dissemination through select associate channels

Target Group

- SME owners
- NRIs
- Influential Business Families
- Developers

Asset Positioning

- Premium positioning
- High Level Marketing
- Use of High-Quality Marketing collaterals

Guidance Price

- Recommendation based on market valuation of Asset
- Indicative



Ankit Jain

Executive Director – Real Estate

Key Area of Expertise

- Possesses close to 2 decades of work experience
- Primarily responsible for business development, client relationships & team management while servicing the residential requirements of HNI's and Multinational Companies
- Known for his agile approach, he has high standards of commitment and strong ethics
- Has successfully positioned himself as the trusted advisor by managing Real estate portfolios for HNI's and providing unbiased advisory and building long term relationships
- A challenger who brings in the local expertise for high end luxury properties and with his knowledge of sales and marketing combined with a strong understanding on how domestic markets work, Ankit leads a multi-disciplined team focusing on transaction advisory
- Involved in strengthening Client Associates presence across residential market in Delhi, Gurgaon and Goa
- Known for his excellent client relationships and in-depth understanding of the market and has a proven track record of delivering results with high level of client centricity

Previous Experience

- Savills, a UK Based Real estate Co.
- Realistic Realtors Pvt. Ltd.
- DLF Pramerica Life Insurance Co. Ltd
- Max New York Life Insurance Co. Ltd



Sourish Pal

Director – Real Estate

Key Area of Expertise

- Possesses over 2 decades of work experience.
- Primarily responsible for business development, client relationships & team management while servicing the residential, commercial and land requirements of HNI's and Multinational Companies
- Esteemed for his flexibility and quick decision making, he maintains the highest levels of commitment and integrity
- His ability to manage complex HNI portfolios, coupled with his honest counsel and commitment to long-term engagement, has positioned him as a highly reliable advisor
- Known for his challenger approach, Sourish pairs deep luxury market insight with strong sales and marketing knowledge. His understanding of how domestic markets operate allows him to successfully lead a multi-skilled team driving transaction advisory
- Involved in strengthening Real Estate presence across residential market in South India and Ahmedabad
- His ability to cultivate trusted client relationships, combined with comprehensive market knowledge, has enabled him to consistently drive results with a high degree of client centricity.

Previous Experience

- Cushman & Wakefield India Pvt Limited
- HDFC Realty Limited
- ICICI Securities Limited
- PepsiCo India Holdings Pvt Limited

Management Team



Himanshu Kohli

Co-Founder

Previously worked in London Forfating group, DSP Merrill Lynch & Deutsche Bank Over three decades of experience in Private Banking and Investment Banking Master's degree in Finance & Control (MFC) from the University of Delhi B.Com (Hons) from Shri Ram College of Commerce (SRCC)

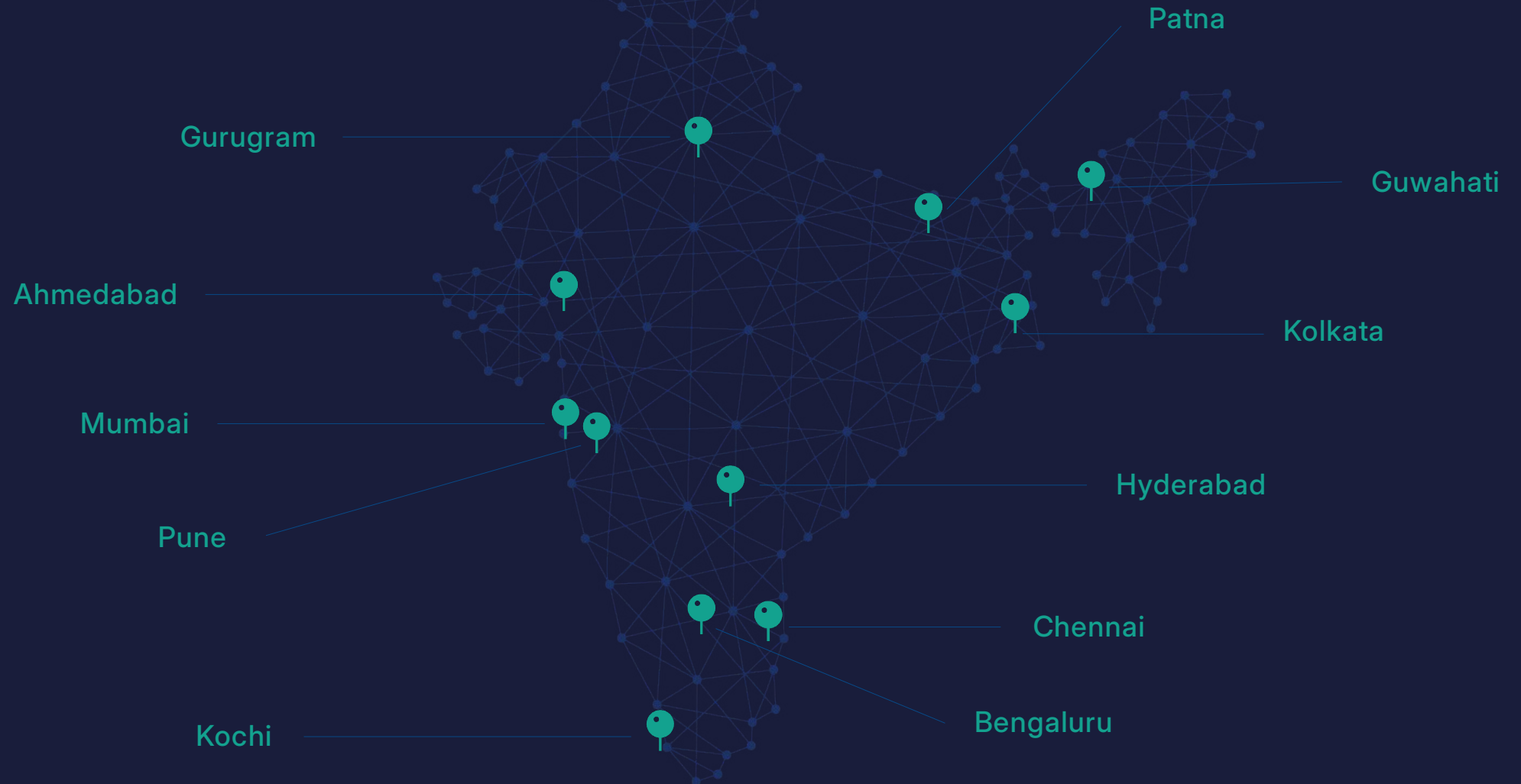


Rohit Sarin

Co-Founder

Previously worked with Kotak Mahindra, ANZ Grind lays & Deutsche Bank Over three decades of experience in Corporate Finance and Private Banking Master's Degree in Finance from University of Delhi Bachelor's Degree in Planning from School Of Planning & Architecture, Delhi

Our Offices



Our Coordinates



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Golf Course Road, Sector 54,
Gurugram, Haryana - 122002
T: +91 124 4995400

Kolkata

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Square, 24 Camac Street, Kolkata,
West Bengal - 700016
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Ahmedabad

A-616, Ratnaakar Nine Square,
Opp. Keshavbaug Party Plot,
Vastrapur, Ahmedabad,
Gujarat - 380015
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Guwahati

1st Floor, Officetribes, Shreeji
Tower, Cabin No. 04, Christain
Basti, GS Road, Guwahati,
Assam - 781005
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Mumbai

One International Centre,
Tower 3, 1701-AB, Senapati
Bapat Marg, Elphinstone (W),
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Bengaluru

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T: +91 080 25840225

Hyderabad

4th Floor, UNIT II, 8-2-686/B/1,
12 Vyjayanthi, Road No. 12,
Banjara Hills, Hyderabad,
Telangana - 500034
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Patna

Hardi Complex, 4th Floor, Co-
Working Studio, Dak Bunglow
Crossing, Above PC Chandra
Jewellers, Patna, Bihar -
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Chennai

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Kochi

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Building, MG Road North End,
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Services, 1st Floor, Office No. 125,
Manikchand Sky One, Opposite
Gold Adlabs, Kalyani Nagar, Pune,
Maharashtra - 411006
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Partnerships

We've established strategic partnerships to enhance our global real estate offerings — collaborating with SY Capital in Dubai and 5 Bay Group in London.



**Celebrate life with
Client Associates**