

# Dream HOME

An advertising special edition

## Regent Homes continues to disrupt the real estate market with customized housing solutions

BY NISHEL FERNANDO

**R**egent Homes (Pvt) Ltd is one of the very few real estate companies providing customized houses according to the client requirements. This has been a major feature that was lacking in the real estate industry in Sri Lanka. Consumers have been limited to selecting standard houses which often fail to meet their needs and preferences in design. As one of the leading real estate companies in the country, Regent Homes has managed to overcome this hurdle to satisfy its customers with this special attribute.

This gap in the real estate market was identified by four professionals with diversified experiences in the corporate sector including the fields of accounting, engineering and marketing who came together to create Regent Homes in 2017. There onwards, the company has managed to fulfil the needs of their customers in building their dream homes in prime locations in the outskirts of the capital city.

This customer-oriented approach in building homes allows the customer to meet with the architect and decide all aspects from tiles to light fittings



and colour of the walls. This way, the client gets to be actively involved in the process of constructing the house. He will be living in along with getting a feel of the experience of building his own home, which is an immeasurable feeling in itself.

Regent Homes has managed to grab hold of most-sought after residential locations in the western province, close to the bustling Colombo city. With its in-house architect and team of qualified engineers, the company has completed a number of housing projects starting from Rs. 10 million and going up to Rs. 65 million. Reasonable pricing of

houses has given the company an edge in the real estate industry in Sri Lanka.

### The process of building a customized house

The procedure for a home buyer to follow in customizing his house is a simple one. The buyer will be set up for a meeting with officers from Regent Homes which include experienced architects and engineering solution team. The buyer will be able to discuss his needs for the team to come up with a design and plan for the house. Regent Homes caters the needs of various family requirements such as

a customized two-bedroom house for a couple or a home with additional bedrooms and large space for a family with children. This is a feature which cannot be fulfilled by a conventional real estate developer and is another area where Regent Homes stands out in the industry.

A housing project does not only involve planning and designing the building. It also involves securing a block of land with mandatory title checks and finding a suitable construction team. This is a task which can be time consuming, overwhelming and complex. Regent homes is a full-service provider that includes a legal team conducting appropriate checks into the history of all land titles up to 50 years. The company is strict about its time limits and is dedicated in completing all its constructions to the highest standards. It ensures to complete each house within the timeframe of nine months.

### Convenient home loans from leading banks

Regent Homes has partnered with all of the leading banks in the country. The company ensures that all credentials related to the property are cleared right away with its partner banks, when

purchasing a land. Hence, the customer is not required to visit legal divisions of any of the banks. Instead, he can directly secure a housing loan based on earning capacity, in a matter of a few days.

### Involvement of the buyer in the construction phase

The buyer gets to be involved in the construction of the house at several stages. This unique feature provided by Regent Homes allows the customer to select floor tiles, roofing materials and sanitary ware according to his preferences for his own house. This allows the customer to be part of the entire experience of construction of his home.

Another unique feature provided by the company is to provide the customer the opportunity to lay the foundation of his home according to his preferred time. Regent Homes provides customers the chance to arrange these procedures according to their beliefs such as auspicious times etc.

### Projects undertaken by Regent Homes

Regent Homes is a renowned name in the real estate industry in

the country and has thus managed to secure lands in highly residential areas in the suburbs of Colombo, for the construction of houses. The company has undertaken four housing projects up to date in Pelawatte, Nugegoda, Wattala and Ja-ela. Its latest project in Ja-ela offers 27 luxury designer houses. Aura Residencies in Ja-ela is a luxury housing project which comes with value added inclusions such as a swimming pool and gymnasium for recreational purposes. Customers are provided these facilities at an affordable price.

All housing projects undertaken by Regent homes have been designed and constructed to high standards and have managed to obtain great interest and demand from customers. Nearly 60 percent of the total number of houses in Aura Residencies, Ja-ela have been sold out owing to the high demand of customers and the trust they have built in the company.

In order to cater to the incoming demand, the company is now in the process of launching its 5th & 6th housing projects in prime residential areas. The company hopes to continue its work in providing high-quality homes built to modern standards in order to satisfy its clients.



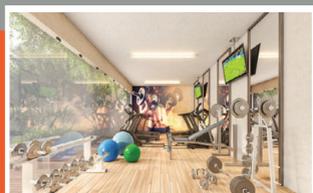


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