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Brick & Beyond

Choose Wise, Be Wise.

QUARTERLY NEWSLETTER FROM THE HOUSE OF LAND TRADES







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In Focus brings expert guidance to help you make informed decisions every step of the way.

We would like to hear from you

Please send us your suggestion and feedback to marketing@landtrades.in



From the Director's Desk

As we celebrate India's 80th Independence Day this month, I extend my warm greetings to all our readers and especially to our valued NRI community across the world.

This special edition of Brick & Beyond is a tribute to the enduring connection we all share with our homeland. For many NRIs, Mangaluru remains a place of cherished memories, family, and belonging. We are honoured that Land Trades continues to be a trusted partner in helping our customers strengthen that bond through thoughtfully designed homes and investments.

At Land Trades, we remain committed to delivering quality, transparency, and lasting value in every project we undertake. This edition brings you updates on our developments, insights into Mangaluru's evolving real estate landscape, and stories that celebrate aspiration and the pride of staying connected to one's roots.

I sincerely thank our customers, partners, and team members for their continued trust and support. Your confidence inspires us to build not just homes, but meaningful relationships that endure across generations and borders.

Wishing you and your family a joyful and proud Independence Day.

Warm Regards,

K. Shrinath Hebbar
Managing Director
Land Trades Builders & Developers

A handwritten signature in blue ink, appearing to read 'Shrinath', with a long, sweeping horizontal line extending to the right.

K SHRINATH HEBBAR

Stories from Our Customers

Every home tells a story, and the voices of our homeowners reflect the trust, satisfaction, and lasting relationships built with Land Trades.

We had an excellent experience purchasing our home at Land Trades Altura. The entire process was smooth and completely hassle-free. From booking to handover, everything was managed professionally. The quality of construction is outstanding, and we're very happy with our new home. A special mention to Mr. Hebbar and his entire team, who were very professional, supportive, and responsive throughout the journey. Their commitment to customer satisfaction truly made the experience stress-free. We also appreciate that the project was delivered on time, just as promised. Thank you for making our dream home a reality. We highly recommend Land Trades builders to anyone looking for a high quality home and a trustworthy builder.

Dr. Priya Alva & K Nandikesh Hegde



We had a amazing experience with Land Trades from the start till the end of the project. The team was well informed and we were kept informed in every step. They were open for feed back and also worked on the same many time they were implement in a short time. There was no compromise in quality and timeline .Overall experience was seamless and the team guided us well. A big shout-out for Mr Srinath Hebbar and team. Keep up the good work.

Ganesh Uchil



Our purchasing process was extremely seamless thanks to landtrades builders, whose staff Geethanjali and Anant comprehended our needs and helped us at every step. The entire experience up to this far has been flawless, and they were perfect at responding. The project is now being built, and from what I've heard, they consistently deliver on schedule or ahead of schedule. Awaiting the delivery's conclusion and anticipating the same customer experience forward. Thanks.

Uday Shenoy



We are completely satisfied with our experience with Mr. Hebbar and the entire team of Landtrades. The apartment was delivered on schedule and the overall quality, especially the interior design and finishing, is outstanding. The team was professional, responsive and committed to delivering what was promised. It is rare to see such a perfect balance of timely delivery, quality construction, and elegant design with excellent craftsmanship. We are ecstatic with our new home and highly recommend Land trades.

Dr. Sadiya



It was amazing to deal with the staff.. all are helpful and very cooperative . Would surely recommend all are quick ,very friendly and professional. Would like to mention Mohandas, Anantha and Mamtha. My overall experience was excellent.

Jnatha Perla



Share Your Story

We'd love to feature your story in our next edition. Every story adds to the picture of what land trades community is becoming.



Glimpse of Land Trades Realty & Construction office opening ceremony



The opening of the new office marked an important milestone in the company's continuing journey of excellence in real estate development and construction. The ceremony, held at Milestone 25, Balmatta, brought together company leadership, industry professionals, business associates, partners, and well wishers to celebrate a new chapter of growth and innovation.

Landtrades Realty and Constructions LLP has been established with a vision to strengthen the company's construction capabilities and deliver integrated, high-quality real estate solutions under one umbrella. The new office symbolizes Land Trades' commitment to engineering excellence, superior craftsmanship, timely project execution, transparency, and customer trust.







International Delegation Visit: Ohmoto Gumi Co. Ltd. at Land Trades

Land Trades Builders & Developers had the privilege of hosting a delegation from Ohmoto Gumi Co. Ltd., a reputed construction and engineering firm, for a technical and knowledge-sharing visit. The team visited Land Trades projects and facilities to understand the company's construction quality standards, engineering practices, quality assurance systems, and project execution processes.

The visit included project presentations, site inspections, and technical interactions, providing an opportunity for the exchange of industry best practices and engineering insights. The interaction highlighted Land Trades' commitment to quality construction, innovation, safety, and timely delivery across its developments in Coastal Karnataka.





Durga Mahal – Bhoomi Poojan Moments

Glimpses from the auspicious Bhoomi Poojan ceremony of Durga Mahal, Land Trades Builders & Developers' premium residential project at Mannagudda Road, Kudroli, Mangaluru. The ceremony marked the formal commencement of construction for this exclusive 3 BHK development, thoughtfully planned in one of the city's most well-connected residential neighbourhoods.

Spread across 19 cents and designed as a G+5 residential project, Durga Mahal reflects Land Trades' commitment to quality construction, contemporary living, and enduring value. The occasion was attended by company leadership, project associates, and well-wishers, celebrating the beginning of a landmark address in the heart of Mangaluru.





Vidya Sankalp Back-to-School Programme Empowers Rural Students

Demonstrating its continued commitment to educational empowerment, Land Trades Builders & Developers, through its CSR initiative Vidya Sankalp, successfully conducted its first annual Back-to-School Programme, benefiting more than 600 students across six rural government schools in Coastal Karnataka.

The initiative covered schools at Kashipatna and Padukonje in Moodbidri, Government Schools at Ajekar and Shirlal in Karkala Taluk, and Subhodha School at Panaje, Puttur. As part of the programme, students received essential school kits to support them at the beginning of the new academic year.

The programme was launched with the objective of encouraging children to continue their education with confidence and enthusiasm while supporting their academic journey through meaningful community engagement









Healthcare Outreach at Milestone 25, Balmatta

As part of its commitment to community well-being, Land Trades Builders & Developers organized a Medical Camp at Milestone 25, Balmatta, bringing together healthcare professionals and community members for a meaningful health initiative. The camp offered general health consultations, basic health screenings, and preventive healthcare guidance, enabling participants to gain valuable insights into their overall well-being.

The initiative witnessed enthusiastic participation from residents, employees, workspace members, and visitors, reflecting the importance of accessible healthcare and wellness awareness within the community. Through such initiatives, Land Trades continues to promote a healthier and more connected community.



What Hidden Costs First-Time Buyers Catch Off Guard?



Stamp duty and registration

6-7% of property value in Karnataka, on top of the sale price.



GST on under-construction units

Applies only before the completion certificate is issued.



Maintenance deposit

An advance corpus, often one to two years of upkeep charges.



Parking and clubhouse charges

Sometimes billed separately from the base price.



Legal and documentation fees

Title verification, agreement drafting, notarisation.

Most buyers budget carefully for the sale price and the down payment. Fewer plan for the costs that show up after the agreement is signed the ones that can quietly add several lakhs to what you actually pay.

The price per square foot is only the headline number. Between registration, taxes, deposits and fees, first-time buyers in Mangaluru often end up paying 8-12% more than the figure they first agreed to.

Understanding hidden costs.

A "hidden" cost isn't usually undisclosed it's disclosed in the wrong place. Stamp duty sits in a government schedule. GST sits in a tax notification. Maintenance deposits sit in a builder buyer agreement clause. None of these are secrets, but almost no one hands a buyer a single number that adds them all together before booking. The quoted price per square foot becomes an anchor, and everything after it feels like an unpleasant surprise, even when it was always going to happen.

The alarming reality

Industry estimates put the gap between a quoted price and the final amount paid at handover anywhere from 8 to 15 percent, depending on the project and the city. On a mid-range apartment, that can mean several lakhs added on top of what a buyer believed they had budgeted. First-time buyers are hit hardest, since they're less likely to know which costs are standard, which are negotiable, and which shouldn't exist at all. A significant share of buyer complaints to consumer forums and RERA authorities trace back not to fraud, but to costs that were technically disclosed and practically invisible.

Warning signs and red flags homebuyers should check.

RERA mandates disclosure of carpet area, project timelines, and cost components, but disclosure and clarity aren't the same thing. Most disputes filed with state RERA authorities involve costs that were technically stated in the agreement but never explained at the point of sale.

- A quoted price with no written breakup of stamp duty, registration, GST, and maintenance ask for one number, not a range of "approximately."
- Maintenance or clubhouse charges left as "to be decided at possession" instead of fixed at booking.
- Parking, clubhouse access, or amenities billed as separate add-ons rather than included in the base price.
- Pressure to sign or pay a token amount before you've seen the full cost sheet in writing.
- Vague answers about who bears GST, or when it stops applying this should tie clearly to the completion certificate status.
- No mention of who handles legal documentation, or a builder who expects you to arrange your own lawyer with no guidance.

Strategies to get a better price

Builder pricing has more option to give you a better price than the quoted rate, particularly on charges that fall outside the base sale price. The five levers below are where buyers typically have room to negotiate, based on how these components are structured across most builder-buyer agreements.

- Ask every builder for a single all inclusive cost sheet before comparing quotes comparing base prices alone is comparing incomplete numbers.
- Time your purchase around a project's Completion certificate stage, since GST typically doesn't apply once a project is ready to move in or new launches since the offer price will be atleast 20-30% lower than when its ready to move in.
- Negotiate the maintenance deposit, car parking fees and clubhouse charges as part of the overall deal, not as fixed extras many builders have more flexibility here than buyers assume.
- Put every verbal assurance about "included" charges into the sale agreement in writing if it isn't written down, it isn't guaranteed.

The Experience gap

First-time buyers are working against a structural disadvantage: they're making one of the largest financial decisions of their life exactly once, with no prior transaction to compare it against. A builder's sales team, by contrast, closes deals every week, knows exactly which numbers buyers tend to skip past. Add to this the emotional pull of finally owning a home, and the pressure of decisions that come with deadlines booking amounts, "limited units left," festive discounts and it becomes easy to sign before every number has been checked. Most mistakes at this stage aren't about a buyer's judgment. They're about time, information, and leverage all sitting on the other side of the table.



New Launches

Showcasing Our Latest Additions to the Portfolio

A curated selection of residential developments redefining the standard of living along coast. Each project presented here has been selected for architectural distinction, locational merit, and alignment with the evolving aspirations of Mangaluru's homebuyers and returning NRI's.



DurgaMahal

MANNAGUDDA





DURGA MAHAL

DURGA MAHAL

C13

C14

C15



Project Spotlight | Land Trades Durga Mahal

Every truly royal home reflects the personality, aspirations, and lifestyle of the people who live in it. Thoughtfully designed with only two exclusive residences on each floor, the project offers distinctive 3 BHK layouts that provide a rare combination of privacy, spaciousness, and exclusivity. The low density planning ensures a quieter, more personal living experience for every family.

Each apartment features a generous living area that welcomes natural light and openness, along with a private balcony that becomes your own retreat above the city ideal for quiet mornings, evening conversations, or nurturing a small garden in the sky.

Blending elegant design with practical planning, Land Trades Durga Mahal is crafted to offer comfort, character, and a sense of belonging. More than just a residence, it is a home designed to celebrate the uniqueness of every family that calls it their own.



Project Spotlight | Altitude, Bendoorwell

Experience life above the ordinary at Altitude, Bendoorwell a landmark residential address created for those who aspire to live higher. Rising gracefully across 31 storeys, Altitude presents a rare collection of just 29 limited edition luxury residences, making exclusivity its defining feature.

Ensuring privacy, comfort, and a seamless connection to the skyline. Set in one of Mangalore's most sought after neighbourhoods, Altitude brings together the convenience of urban living and the tranquillity of an elevated lifestyle. Residents are welcomed by a grand entrance lobby and enjoy access to a carefully curated range of amenities, including a modern clubhouse, fitness zone, landscaped spaces, and secure parking facilities.





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REAL ESTATE



ALTITUDE





Ongoing Projects

Shaping Tomorrow's Skyline with Our Ongoing Projects

Discover our thoughtfully designed developments currently under construction crafted with quality, innovation, and a commitment to timely delivery, shaping the future of modern living in Mangalore.



what makes
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Residences





How to navigate your home buying journey



Buying a home rarely happens as one decision – it's a sequence of smaller ones, spread across months, each with its own paperwork, timeline, and room for error. Most of the stress buyers report afterward doesn't come from a single bad choice, but from being unprepared for the stage that came next. This piece walks through that sequence in order, including what changes for new launches and for NRI buyers.

Before you start looking

The strongest position a buyer can be in is knowing their numbers before you start visiting properties, not after. A loan pre-approval sets a real ceiling, rather than a wishful one based on the price shown in a brochure.

- Get loan pre-approval before shortlisting, so your budget reflects what a bank will actually lend, not just what you hope to afford.
- Separate must-haves from nice-to-haves early: proximity to work or school, carpet area, floor preference – so site visits don't turn into decision fatigue.
- Decide upfront between ready-to-move and new launch; each comes with a different risk and paperwork profile.

Buying at a new launch

A new launch comes with better pricing and more unit choice, but also with more unknowns than a ready or nearing completion project.

- Understand that GST applies to under-construction units and stops once the completion certificate is issued. Factor this into your comparison with ready homes.
- Ask for the sanctioned building plan and approvals already in place, not just the ones "expected shortly."
- Check the payment schedule carefully: construction-linked plans reduce risk compared to heavily front-loaded payment demands.
- Treat the promised possession date as a starting point for negotiation on delay compensation, not a guarantee.

Shortlisting and site visits

A sample flat is designed to sell. The actual unit, the actual floor, and the actual view often tell a different story.

- Visit the specific unit being offered, or a unit on the same floor and facing, not only the sample flat.
- Check water pressure, natural light at different times of day, and noise levels – none of these show up in a brochure.
- Ask about delivery history on the builder's last two or three projects, not just the one being sold to you.

Checking builder reputation

A builder's brochure will always describe their own track record favorably the real picture comes from checking it independently.

- Look up the builder's RERA complaint history on the state portal, not just their marketing claims about "zero delays."
- Visit at least one of their completed, older projects not the newest one and talk to residents about maintenance and post-handover support.
- Check how many projects have actually been delivered on time versus how many are still "upcoming" or "under construction" for years.
- Confirm financial stability where possible a builder juggling too many simultaneous launches is a common early sign of delivery risk.

Due diligence before booking

This is the stage most often rushed, usually because a booking amount is requested before the paperwork has been reviewed.

- Verify the project's RERA registration number independently on the state RERA website, rather than trusting the number quoted verbally.
- Check the title and encumbrance certificate, ideally through your own lawyer, not the builder's.
- Ask for the all-inclusive cost sheet before comparing this project's price to another's

Booking to agreement

A booking amount and a token amount are not always the same thing, and the difference matters if you decide to walk away.

- Understand what the booking amount is refundable against, and get that in writing before paying it.
- Read the agreement to sale in full before signing, particularly clauses on delay compensation and cancellation.

Possession and handover

Possession is a legal milestone, not just a set of keys and the two don't always arrive on the same day.

- Do a snag list inspection before taking possession fittings, electrical points, seepage, and finish quality.
- Confirm the difference between possession, registration, and moving in, since builders and buyers sometimes use these terms loosely.
- Don't sign the possession certificate until snags are either fixed or documented in writing.

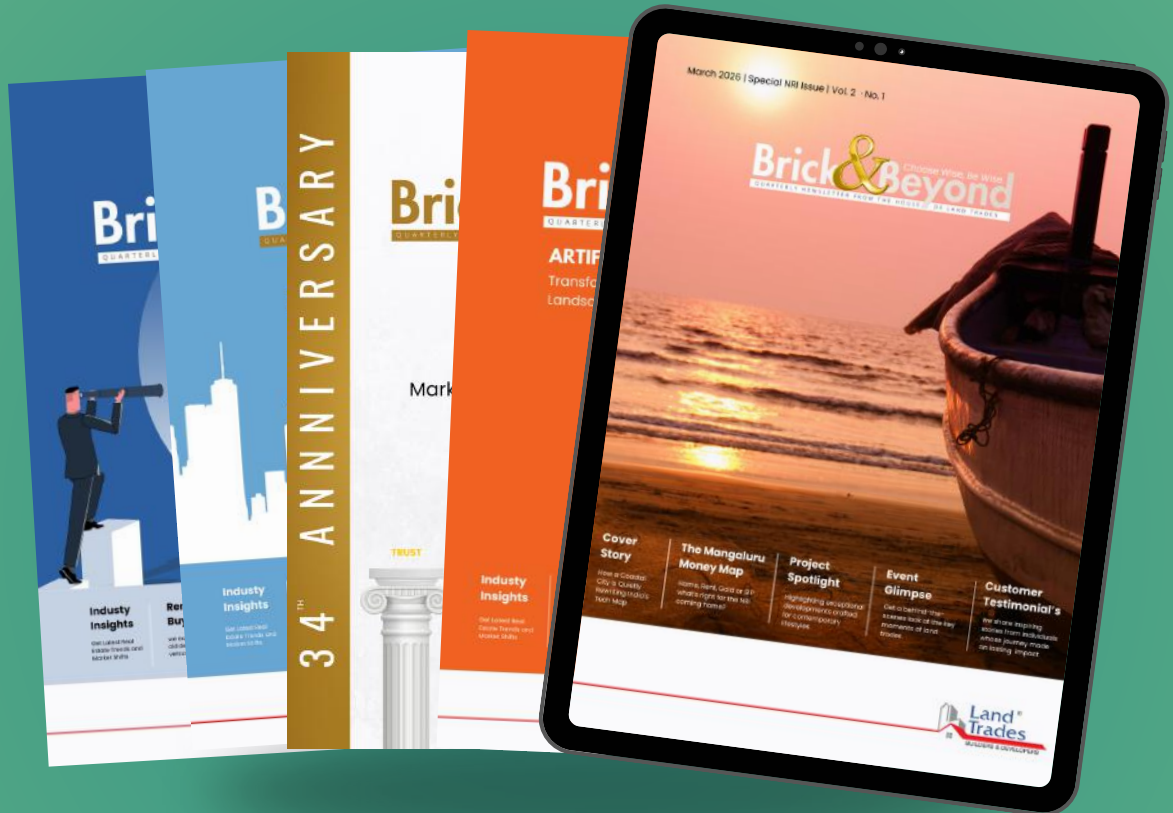


Key Advice

If there's one habit that protects a buyer through every stage of this process, it's simple: put everything in writing, and never let a deadline rush a decision that hasn't been verified yet. Costs, promises, and timelines that exist only as verbal assurances tend to disappear exactly when you need them most.

- Treat every "limited period offer" or "last few units left" with skepticism verify the paperwork first, and let the deal wait a day if it needs to.
- When in doubt, get a second opinion a lawyer for documents, an independent valuer for pricing, a bank for loan terms rather than relying solely on information from the seller's side.
- Keep a personal checklist through every stage rather than trusting memory; a purchase spread across months is easy to lose track of, and that's usually when something gets missed.

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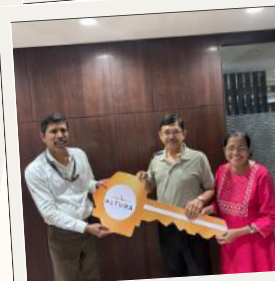
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Recreational Space

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