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# A SPECIAL EDITION FROM THE NATIONAL ASSOCIATION OF REALTORS - INDIA



19° / 73°

# NARVIGATE NEWSLETTER

APRIL, 2026

📍 Jio Convention Centre, Jasmine Hall, BKC, Mumbai - 400098



In a rapidly evolving real estate landscape, the role of trusted advisors has never been more critical. As India continues to witness dynamic growth across its urban and emerging markets, the need for professionalism, transparency and ethical conduct remains at the forefront of our industry's progress.

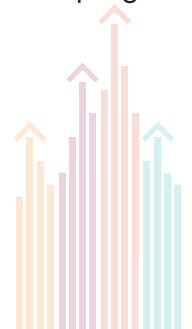
Since its inception in 2008, NAR-INDIA has served as the unified voice of real estate transaction advisors across the country. As a non-profit organization, it has consistently worked towards elevating industry standards, fostering accreditation, and enabling continuous professional development for its members.

Today, through its member associations, NAR-INDIA represents a strong network of over 30,000 realtors. NAR-INDIA is committed to empowering professionals with the knowledge, tools, and resources required to deliver world-class services. By encouraging adherence to the highest ethical and professional benchmarks, the organization not only strengthens individual capabilities but also builds lasting trust among all stakeholders in the real estate ecosystem.

This monthly magazine is a reflection of that very commitment – to inform, inspire, and engage. Through insightful perspectives, industry updates, and knowledge-driven content, we aim to provide a platform that brings together ideas, innovation and leadership from across the fraternity.

As we move forward, we remain dedicated to shaping a more transparent, accountable, and progressive real estate environment in India.

Together, we build not just transactions, but trust.



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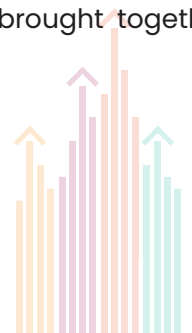
# NARVIGATE

## INDIA'S PREMIER REAL ESTATE CONCLAVE

Navigate 2026, an initiative by NAR-INDIA, was conceived as a forward-looking platform to bring together the brightest minds and most influential voices from the real estate ecosystem. Designed not merely as an event, but as a movement, NARVIGATE 2026 aimed to decode the future of real estate in India while empowering industry stakeholders to adapt, evolve and lead with confidence.

At its core, the event was built around a singular vision: to navigate change and unlock new opportunities in an increasingly dynamic and competitive landscape.

The event featured a thoughtfully curated series of panel discussions, each addressing key aspects shaping the industry today and tomorrow. From regulatory shifts and evolving consumer expectations to the integration of technology, design innovation, and investment trends, every panel brought together domain experts who shared practical insights, experiences, and actionable perspectives.



## AN AUSPICIOUS & ENERGETIC OPENING

POWER-PACKED DANCE SHOWCASE BY THE HIDDEN FIRE DANCE CREW

The conclave commenced on a truly auspicious and uplifting note, as The Hidden Fire Dance Crew took to the stage with a performance that was as energetic as it was captivating. With seamless choreography, vibrant expressions, and an infectious spirit, the young performers instantly lit up the room, drawing the audience into a moment of pure celebration.

The rhythm, enthusiasm, and grace the crew brought to the stage created an atmosphere of positivity and anticipation, making it the perfect prelude to a day of insightful discussions and meaningful exchanges.

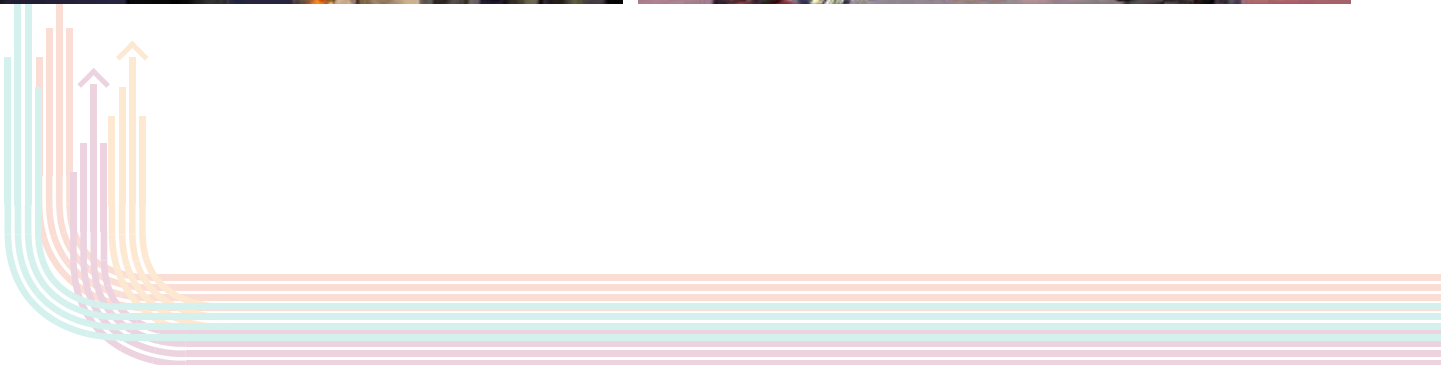


# LIGHTING THE PATH FORWARD



The ceremonial lamp lighting at NARVIGATE 2026 marked an auspicious beginning to the event, symbolizing knowledge, clarity, and collective progress. Led by Dr. Niranjan Hiranandani, alongside esteemed NAR-INDIA Core Committee Members, the ceremony reflected the shared vision of illuminating new pathways for the real estate fraternity.

Rooted in tradition yet driven by forward-thinking ideals, this moment set the tone for meaningful dialogue, innovation, and leadership. It served as a powerful reminder that when industry stalwarts come together with purpose, they ignite a movement toward growth and excellence.



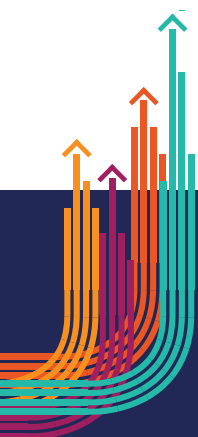
# COMMITTEE MEMBERS 2026-27

## THE POWER CIRCLE OF PROGRESS

The newly appointed committee stands as a collective force of vision, experience, and renewed purpose, ready to steer the organization into a progressive year ahead. Bringing together diverse expertise from across the real estate ecosystem, this dynamic group is united by a shared commitment to growth, innovation, and industry excellence.



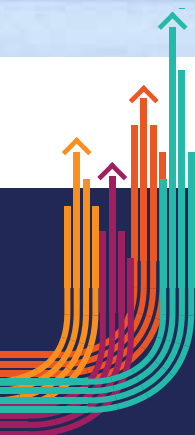
As they take on the responsibility of shaping the future, their focus remains on strengthening collaboration, driving meaningful initiatives, and creating greater value for members. This team embodies leadership that is not just forward-looking but also deeply rooted in integrity, inclusivity, and a passion for elevating the industry.



## BOMAN IRANI

### ON RESILIENCE, REINVENTION & SELF-BELIEF

The session by Boman Irani was an inspiring and heartfelt recount of his life journey, from a speech-impaired, underconfident child to a celebrated actor and storyteller. Through humor and personal anecdotes, he highlighted the importance of self-belief, resilience, and embracing one's uniqueness. He emphasized not judging others prematurely, redefining weaknesses as strengths, and finding one's true calling. His story reinforced that success comes from perseverance, authenticity, and continuous reinvention. The session left the audience motivated to pursue their aspirations with courage, while staying grounded and grateful for their roots.



## SMT. JAYA KISHORI JI

### ON IGNITING INNER STRENGTH THROUGH TRUE SPIRITUALITY

In this insightful session, Jaya Kishori Ji redefined spirituality as an inner journey rather than external rituals or detachment from life. She emphasized that true spirituality empowers individuals to face daily mental and emotional battles with clarity and strength, much like Arjun in the Bhagavad Gita.

Highlighting the difference between religion and spirituality, she urged the audience to build self-awareness, balance personal growth, and uphold strong principles. She also connected spirituality to professional ethics, reminding listeners that their work impacts people's lives deeply. Ultimately, she inspired the audience to look within, take responsibility, and lead a purposeful, value-driven life.



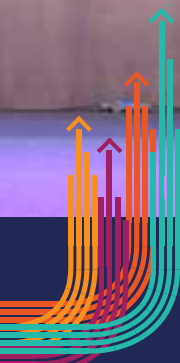
# PADMASHREE SAVJI DHOLAKIA

## INSPIRATION ROOTED IN VALUES

The presence of Savji Dholakia as the Chief Guest at NARVIGATE 2026 brought a wave of inspiration and grounded wisdom to the conclave. Sharing his remarkable journey from humble beginnings to building a global enterprise, he emphasized the power of discipline, integrity, and gratitude in achieving lasting success.



His insights resonated deeply with the audience, especially ambitious real estate professionals, encouraging them to lead with values, stay resilient in the face of challenges, and create impact beyond business. His address served as a powerful reminder that true growth is not just measured in wealth but in the legacy one builds.



# SPECIAL GUEST & SPEAKERS



**PANEL DISCUSSION 1****MORE SUPPLY = CRASH OR MORE CASH?**

Meet Our Panelists: **BOMAN IRANI, HARISH JAIN, SUMANTH REDDY, VISHAL RATANGHAYRA, HAFEEZ CONTRACTOR, JAYESH VYAS**



The discussion opened by introducing a distinguished panel of industry leaders from development, architecture, and real estate advisory, setting the stage for a thought-provoking dialogue on market dynamics. The central theme revolved around the debate of oversupply versus genuine growth in the real estate sector.

Panelists highlighted that current data reflects strong demand, especially in mid-segment housing, driven by evolving consumer preferences, infrastructure growth and increased market transparency. They emphasized that not all inventory is equal; well-designed, well-located projects continue to perform strongly. The consensus leaned towards optimism,



suggesting that perceived oversupply is more a reflection of ambition and expansion rather than an impending market correction



**PANEL DISCUSSION 2****HOW MALLS, HIGH-STREET, QUICK COMMERCE & ANCHOR BRANDS ARE RESHAPING LEASING**

**Meet Our Panelists: RAJIV KALWANI, SHREEJIT NAIR, AMIT SHARMA, SANTOSH TYAGI, KASHIF NIZAM USMANI, DR ZAFAR IQBAL**

The discussion challenged the long-standing debate of malls versus high streets, concluding that it is no longer a competition but an evolution driven by consumer behavior. Malls are emerging as experience and brand discovery centers, while high streets thrive on convenience and repeat purchases.



Panelists highlighted that the winner depends on category, city, and intent, with entertainment and family experiences toward malls, while daily and need-based shopping leans toward high streets.

A hybrid model, including online and quick commerce, is shaping the future. Ultimately, adaptability, location strategy, and consumer experience define success, not the format itself.



**PANEL DISCUSSION 3****RETAIL UNPLUGGED: HOW BRANDS PICK WINNING LOCATIONS**

Meet Our Panelists: MANOJ SEHRAWAT, NIRAJ MOHATTA, RISHABH AHUJA, ABHINAV AGARWAL, DEEPIKA KHARE ARORA, TARUN BHATIA



This panel delved into the strategic thinking behind how brands identify and secure high-performing retail locations. From understanding consumer behavior and catchment dynamics to evaluating footfall, visibility, and accessibility, the discussion highlighted the blend of data and intuition that drives decision-making.



Panelists emphasized the growing role of market research, evolving retail formats, and the impact of surrounding infrastructure and demographics. The session also shed light on how the right location not only boosts sales but also strengthens brand positioning, proving that in retail, where you are is just as important as what you offer.



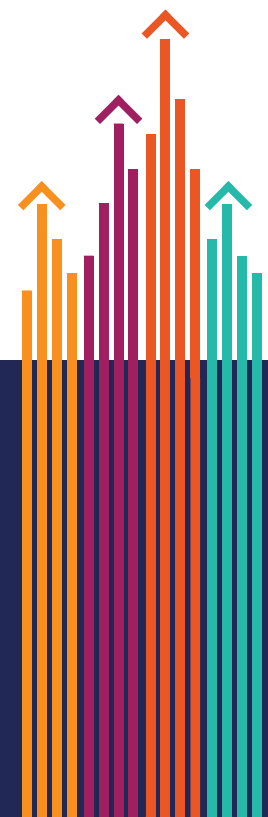
**PANEL DISCUSSION 4****ALTERNATIVE ASSETS:  
THE NEXT  
BIG OPPORTUNITY  
IN REAL ESTATE**

Meet Our Panelists: **KIRAN KUMAR, GAURAV BHATHENA, RAHUL KANUNGO, TEJAS PATIL, RAVEE SHANKAR, GIRISH CHHALWANI**

The discussion focused on the growing importance of alternative real estate assets and how channel partners can tap into them. Panelists emphasized that, unlike traditional real estate, these assets, such as co-living, student housing, co-working, and senior living, require a shift from selling properties to advising on investments. Understanding the operators' credibility, financial structuring, and exit strategy is crucial.



The conversation highlighted that while multiple asset classes are evolving, senior living presents a significant long-term opportunity due to a large demand-supply gap. Overall, success in this space depends on deeper market knowledge, specialization, and the ability to guide investors beyond just transactions.



## PANEL DISCUSSION 5

# FROM PITCH TO PORTFOLIO: WHAT FUNDS LOOK FOR?

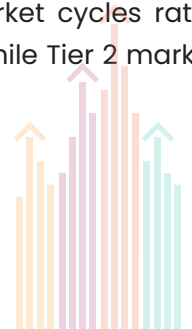
Meet Our Panelists: PRADEEP KHANNA, SAURABH RATHI, CHIRAG MEHTA, AMIT GOENKA, SANDEEP AGARWAL, TARUN BHATIA

The discussion brought together leading fund managers to decode what drives real estate investments today. A clear consensus emerged around developer credibility, cash flow visibility, and governance as the most critical filters. While residential, especially mid-income housing, continues to dominate, commercial real estate is gaining traction, backed by strong leasing and REIT-led exits.



Investments are increasingly guided by risk management, capital structure, and market cycles rather than just opportunity. Tier 1 cities remain the primary focus due to scale and liquidity, while Tier 2 markets show potential but require maturity.

Overall, disciplined investing and strong partnerships remain key to sustainable returns.



**PANEL DISCUSSION 6****THE DNA OF  
NEXT GEN  
DEVELOPERS AND  
REALTORS:****DISCIPLINE .****NETWORK.****ADAPTATION**

Meet Our Panelists: KESHAV MODI, NITIN SANGHVI, BHAVESH SHAH, CHANDRESH VITHALANI, ASHISH MEHTA, VINOD THAKKAR, SAMEER ARORA

This panel explored the core traits defining the next generation of developers and realtors in an evolving industry landscape. Centered around discipline, the discussion highlighted the importance of consistency, ethical practices, and long-term vision in building credibility. The power of networking was underscored as a catalyst for growth, collaboration, and unlocking new opportunities.

Equally, adaptation emerged as a critical skill, embracing technology, shifting consumer expectations, and dynamic market trends. Together, these pillars form the DNA of future-ready professionals, shaping a resilient, progressive, and opportunity-driven real estate ecosystem.



## PANEL DISCUSSION 7

## LEGACY TO LEADERSHIP:

**BUILDERS OF THE NEXT ERA**

Meet Our Panelists: MANAN SHAH, RUSHANK SHAH, UZMA IRFAN RAZAK, VISHAL MANUBHAI MEHTA, HAFZA EMRAAN KHAN, SAMYAK DOSHI, KRISH JAIN

At NARVIGATE 2026, second-generation real estate leaders shared how legacy today goes beyond inheritance; it demands evolution. While legacy builds credibility, vision and adaptability drive relevance. The panel highlighted the pressure of high expectations, balanced by the opportunity to create individual identity within established businesses.



A key takeaway was the power of intergenerational collaboration, blending experience with fresh thinking. In a dynamic market, sustaining a reputation is harder than building it, requiring resilience and strong fundamentals.

Ultimately, legacy is not just about assets, but values, relationships, and the impact one leaves behind.



# PARALLEL PERSPECTIVES

## A 360° DEEP DIVE INTO REAL ESTATE

1. Your Name Is Your Biggest Listing - How To Become Known Before The Clients Need You
2. Turn LinkedIn Into Your Lead Machine
3. India's Commercial Real Estate Market: Trends, Global Occupiers, & The Evolving Role Of Advisors
4. The AI Realtor: Automate Leads, Listings, & Follow-ups
5. Automation To Acceleration: Scaling With PropTech
6. Mandate Marketing Mastery
7. Influence With Integrity: Communication For Realtors

Running alongside the panel discussions, the parallel sessions at the conference hall offered an immersive and multifaceted exploration of the real estate ecosystem. Curated to deliver a holistic outlook, these sessions brought together industry experts to share insights spanning personal branding, evolving customer relationships, cutting-edge technology, and the growing influence of AI in the sector. Each session was designed to equip professionals with practical knowledge and forward-thinking strategies, ensuring they stay relevant in an ever-evolving market.



RAMPRASAD PADHI



NEERAJ SHAH



SAMEER PAREKH



VIRAJ BHATIA



VISHAL MALHOTRA



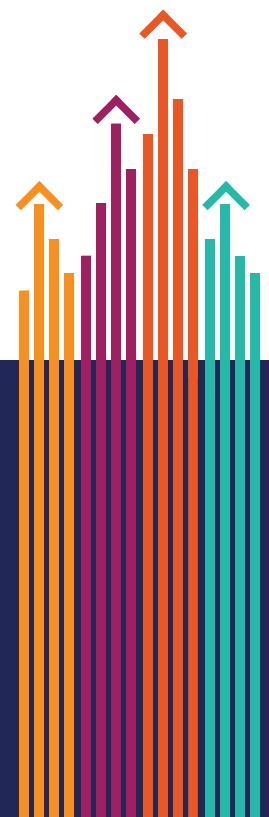
SUHANI NARAIN



SANJEET NARAIN



SHWETA JAYAKAR



# THE PRELUDE TO NARVIGATE 2026

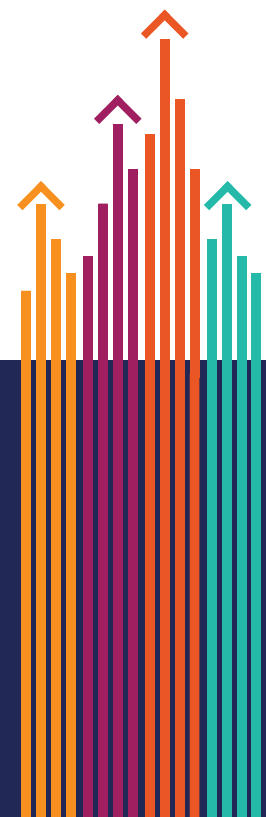
CURTAIN RAISER CEREMONY SPONSORED BY **REZIDE**  
Tech-Platform for the Modern Realtor

The curtain raiser ceremony set the stage for NARVIGATE 2026 with energy, anticipation, and forward-looking vision. Sponsored by Rezide, the evening brought together industry leaders and professionals for an engaging start to the conclave. A key highlight was the launch of Rezide's AI-powered chatbot, marking a significant step toward smarter, tech-driven real estate solutions.

The event seamlessly blended celebration with innovation, reflecting the evolving landscape of the industry. It stood as a powerful reminder that the future of real estate lies at the intersection of technology, insight, and meaningful collaboration.



SINGER  
**PALLAVI ISHPUNYANI**



**NARVIGATE 2026 Highlights**



**NARVIGATE 2026 Highlights**



**NARVIGATE 2026 Highlights**



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