

NOTE: ALL QUESTIONS ARE COMPUSLORY

EACH QUESTION CARRY 15 MRKS

Q1: Attempt Any Two (15 Marks)

- A) What do you understand by Home Buying Process? Explain in detail
- B) Which are the cost, buyer has to bear while buying house?
- C) Which are the redressal available to consumer for his grievance?

Q2: Attempt Any Two (15 Marks)

- A) Explain Various Tax benefits can be availed under Home Loans?
- B) What is reverse Mortgage? Explain in detail
- C) What is pre-sanction approval of Home Loans? Explain various benefits of pre-sanction approval

Q3: Attempt Any Two (15 Marks)

- A) Which are basic communication skills required for counselling?
- B) What is Pradhan Mantri Awas Yojana (PMAY)? Explain benefits of PMAY scheme
- C) What is Time Value of Money? Explain with help of Examples

Q4: Attempt Any Two (15 Marks)

- A) What are the expectations of the buyer when he plans to buy house?
- B) What is Capital Gain Tax? Explain in detail
- C) What do you mean by Title? Explain Defects in Title

Q5 Short Notes (Attempt Any 3) – 15 Marks

- A) FSI
- B) Title
- C) Home Info Pack
- D) Counselling Skills
- E) Valuation Report
