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PROPERTY GIVES HIGHER RETURNS. SO, WHY INVEST IN MUTUAL FUNDS?

For decades, real estate has been perceived as the ultimate wealth creator in India.

Many investors believe:

- Property prices tend to rise over time
- Land never depreciates
- Real estate builds generational wealth



This presentation examines this belief using long-term data and financial logic.

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THE PSYCHOLOGY OF TANGIBLE ASSETS

Tangible asset with visible ownership

Transaction-based valuation (not daily market pricing)

Past boom cycles (2003–2012) created strong wealth stories



No daily price fluctuations

Leverage through home loans magnifies gains

Insight : Absence of daily volatility is often mistaken for the absence of risk.

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WHAT IS THE REAL RETURN FROM PROPERTY?

TOTAL RETURN COMPONENTS

PRICE APPRECIATION



RENTAL YIELD



TYPICAL INDIAN RESIDENTIAL DATA
(Long-Term Observations)

RENTAL YIELD

~2–3%
ANNUALLY



PRICE APPRECIATION

~5–7%
ANNUALLY



COMBINED BLENDED RETURN

~7–9%
ANNUALLY





Across major Indian cities, residential real estate appreciation has generally remained in **high single digits** over long holding periods. Rental yields in India typically range between **2–3%**, among the **lowest globally.**



NOTE: Returns vary significantly by city, micro-location and time period.

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GROSS APPRECIATION VS. NET REALISED WEALTH

ENTRY & HOLDING COSTS

STAMP DUTY & REGISTRATION



6–8%

BROKERAGE



1–2%

MAINTENANCE & REPAIRS



PROPERTY TAX



VACANCY RISK



EXIT BROKERAGE



IMPACT

These reduce the **effective CAGR** over long holding periods.



FOOTNOTE LOGIC

When transaction and holding costs are included, realised **net return may be lower** than headline appreciation rates.



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HOW EQUITY MUTUAL FUNDS GENERATE RETURNS

EQUITY MUTUAL FUND RETURNS ARE LINKED TO

CORPORATE EARNINGS GROWTH



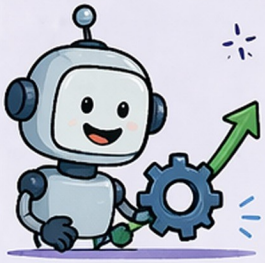
ECONOMIC EXPANSION



INFLATION PASS - THROUGH



PRODUCTIVITY GROWTH



HISTORICAL CONTEXT

(LONG-TERM INDIA DATA)



Broad-based equity indices have historically delivered

LOW DOUBLE-DIGIT CAGR

over long investment horizons.



ASSUMPTION USED FOR ILLUSTRATION:



~11–12% CAGR

CAGR for diversified equity over long periods.





FOOTNOTE LOGIC:

Indian equity markets have historically reflected earnings growth and nominal GDP expansion over long periods.

Past performance does not guarantee future returns.



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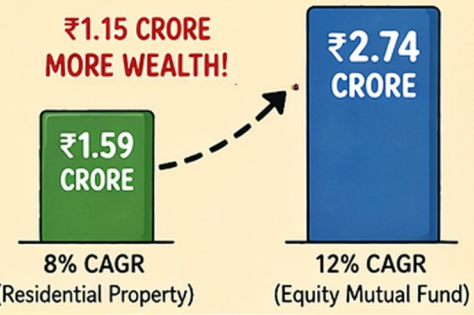
SMALL CAGR DIFFERENCE. LARGE WEALTH DIFFERENCE.

ILLUSTRATION: ₹50 LAKH INVESTED FOR 15 YEARS

ASSET TYPE	ASSUMED CAGR*	APPROX. VALUE AFTER 15 YEARS
RESIDENTIAL PROPERTY	8%*	₹1.59 CRORE
EQUITY MUTUAL FUND	12%**	₹2.74 CRORE

OBSERVATION:

A 4% difference in CAGR leads to a materially different long-term outcome.



***Assumptions based on historical range observations. For illustration only.**

The 8% CAGR assumption for residential property is used for illustrative purposes based on long-term cycle-adjusted observations across major Indian cities, combining average capital appreciation and rental yield. Actual returns vary significantly depending on location, timing, leverage, transaction costs and market conditions.

****Broad-based equity indices have historically delivered ~11–12% CAGR over long periods.**

Indian equity markets have historically reflected earnings growth and nominal GDP expansion over long periods. Past performance does not guarantee future returns.

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THE STRUCTURAL AGILITY OF LIQUID ASSETS

PARAMETER	PROPERTY		EQUITY MUTUAL FUNDS	
LIQUIDITY	LOW	VS	HIGH (T+1/T+3)	
TICKET SIZE	HIGH	VS	FLEXIBLE (SIP POSSIBLE)	
DIVERSIFICATION	SINGLE ASSET	VS	50–100 COMPANIES	
PARTIAL EXIT	NOT FEASIBLE	VS	POSSIBLE	

Return should not be viewed in isolation from liquidity, diversification and flexibility.

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ASSETS HAVE ROLES. MYTHS DON'T.



PROPERTY MAY BE SUITABLE FOR:

- Self - Occupation
- Stability
- Long-term holding with emotional value

VS

EQUITY MUTUAL FUNDS MAY BE SUITABLE FOR:

- Long-term wealth creation
- Goal - based investing
- Liquidity Needs
- Systematic Investing

FINAL THOUGHT

Investments decisions should be based on risk profile, liquidity needs, time horizon, and financial goals - not on broad assumptions.

This presentation is for educational and informational purposes only and does not constitute investment advice, recommendation, or solicitation. Return assumptions used are for illustrative purposes based on historical long-term observations and may not be indicative of future performance. Real estate returns vary significantly depending on location, holding period, leverage, costs and market cycles.v Mutual Fund investments are subject to market risks. Please read all scheme-related documents carefully before investing. Past performance is not indicative of future returns. Investors should consult their financial advisor before making investment decisions.

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