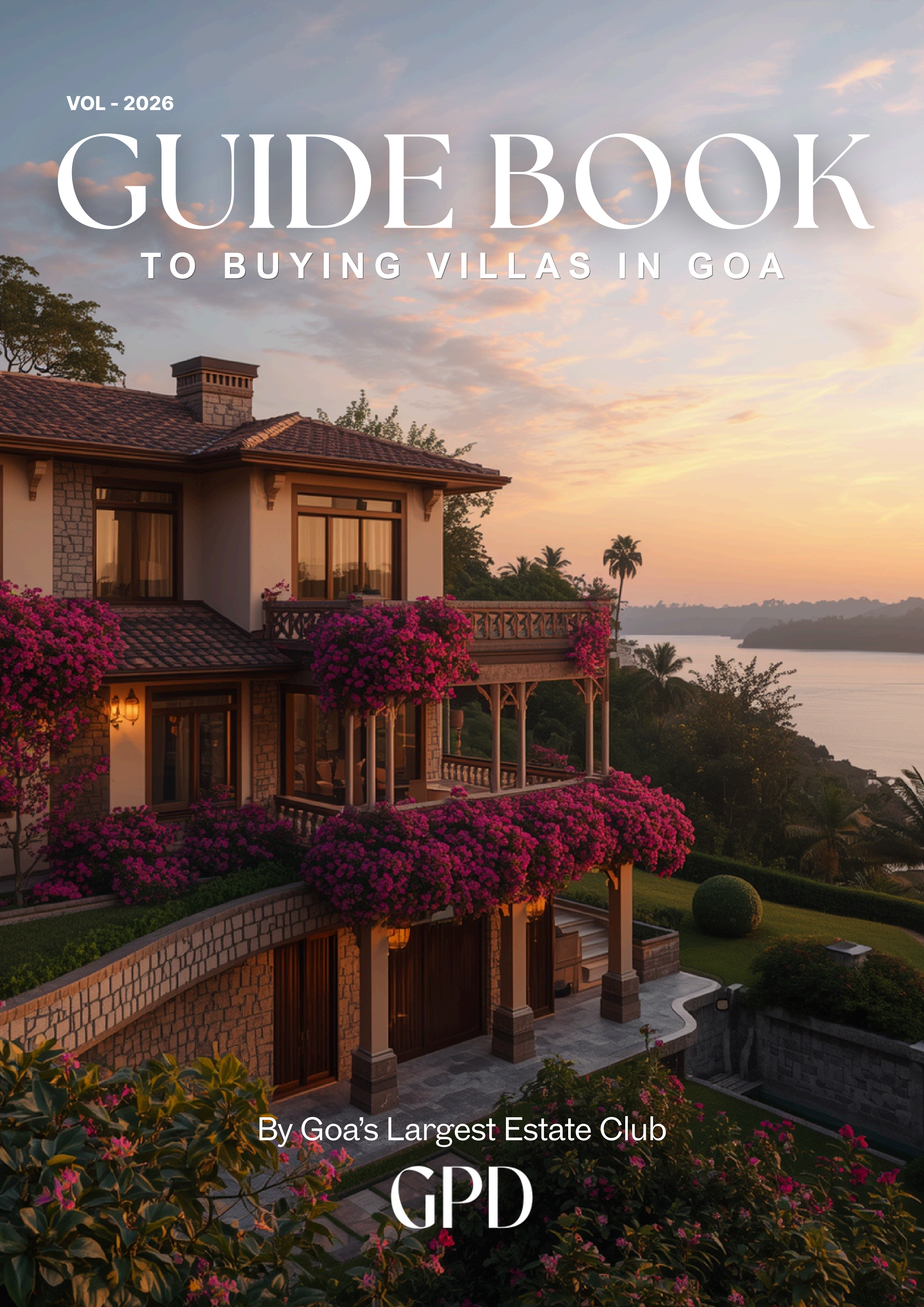
VOL - 2026

GUIDE BOOK

TO BUYING VILLAS IN GOA



By Goa's Largest Estate Club

GPD

Introduction

Over time, we noticed a pattern.

Buyers coming into Goa — excited, ready to invest — but often making decisions based on incomplete information, verbal assurances, or surface-level checks.

And in many cases, this led to:

- Legal complications
- Poor investments
- Missed opportunities

At **Goa Property Deal (GPD REALTY)**, we knew this had to change.

Goa is not like other markets. It has its own land systems, regulations, and ground realities — and without the right guidance, even a great-looking property can carry hidden risks.

So we decided to do something about it.

This checklist is our effort to give back to the market — to ensure that whether someone works with us or not, they have the right knowledge to make the right decision.

Because we believe:
👉 A better-informed buyer creates a better market
👉 A better market builds long-term trust
👉 And trust is what truly defines great real estate

This is more than just a document.

It's a step towards making Goa's real estate ecosystem more transparent, structured, and investor-friendly.

GPD
LAND SPECIALIST

SECTION 1
LAND VERIFICATION
(THE MOST CRITICAL STEP)

CHECKLIST

☐ Ensure a clear and marketable title
☐ Minimum 30-year title chain verified
☐ No inheritance disputes
☐ No encumbrances (loans/liens)
☐ Proper access road (legal)
☐ Ensure if the title is Possessionary or Whole.
☐ Request for the land title report

DOCUMENTS TO VERIFY

- Sale Deed
- All Conveyance deeds linked to the plot
- Form I & XIV
- Mutation Records
- MOU'S / POA'S (If applicable)
- Zoning certificate

ACCESS & ROAD

- Legal access road (minimum 3m–6m recommended)
- Public vs private access clarity

Encumbrance Check

- Encumbrance Certificate (EC)
- Ensure no loans, liens, or legal claims
- All utility bills cleared up to date of sale, including tax dues

QUESTIONS TO ASK

- Has this land ever been disputed?
- Is there any loan or charge on the property?
- Is access mentioned in legal records?

🚨 RED FLAGS

- Mismatch in survey details
- Missing title chain
- Verbal assurances without documents
- Resistance to disclose official documents

SECTION 2
ZONING & LAND USE
(GOA-SPECIFIC RISK AREA)

CHECKLIST
□ Zoning verified (Settlement Zone for residential villas)
□ NA Conversion done (if required)
□ Conversion Sanad available
□ Section Validity of Converted land (if applicable)

KEY KNOWLEDGE
- Settlement Zone = safest for villas
- Orchard/Agricultural = restricted construction
- Residential development can only be made on Settlement land with a valid sanad
- TCP sections used for “land use” conversion are currently under scrutiny in court and may be declared invalid in certain cases. This includes land under Section 39(A) and 16(2)
- Be aware that properties in the Coastal belt are subject to Coastal Regulation Zone norms (CRZ)

QUESTIONS TO ASK
- What is the zoning classification?
- Is this fully converted land?
- Was this plot a part of any eco-sensitive zone?

🚨 **RED FLAGS**
- Orchard land sold as a villa plot
- “Conversion in process” promises
- The property has not yet been updated in the regional plan
- It will automatically become a settlement soon

SECTION 3

APPROVALS & LEGAL PERMISSIONS

(HOW LEGAL IS IT?)

CHECKLIST

□ Approved building plan
□ Construction license
□ Panchayat/Municipal approval
□ Occupancy Certificate (OC)
□ Completion Certificate (CC)

WHAT TO VERIFY

- Built structure matches approved plan
- No unauthorised extensions
- Sanad (if required)

ADDITIONAL PERMISSIONS

NOCs (if applicable)

- Electricity
- Water
- Sewarage
- Forest (if applicable)

QUESTIONS TO ASK

- Can I see the approved plan vs the actual structure?
- Is OC already obtained?

🚨 **RED FLAGS**

- OC not available for completed villa
- Deviations from approved plans
- Legal setback requirements not complied with

SECTION 4
BUILT-UP & CONSTRUCTION QUALITY
(QUALITY CHECK)

CHECKLIST
□ Built-up matches the approved plan specification
□ No illegal extensions / terrace enclosures
□ Carpet, built-up & plot area clearly defined
□ Quality construction
□ Proper waterproofing
□ Electrical & plumbing checked

DEEP VERIFICATION (WHAT MOST PEOPLE MISS)
- Cross-check approved drawings vs actual structure (room sizes, floors, terraces)
- Verify FSI usage — overbuilt properties can face future penalties
- Ensure setbacks are maintained (space around villa as per approval)
- Check if pool, deck, or rooftop areas are legally approved

PRACTICAL ON-SITE TESTS (DO THIS PERSONALLY)
- Turn on all taps simultaneously → check water pressure
- Flush all toilets → check drainage flow
- Inspect ceilings & corners for seepage/damp patches
- Check doors/windows alignment (poor construction indicator)
- Check Tile work and electrical fittings (poor finishing indicator)
- Look for hairline cracks vs structural cracks

QUESTIONS TO ASK (CRITICAL)
- Can you show me the approved plan vs the actual villa?
- What is the exact FSI consumed?”
- Are the pool and terrace fully approved?
- What waterproofing system has been used?
- Is there any structural warranty?

🚨 RED FLAGS
- Extra rooms or enclosed spaces not in the approved plan
- Terrace converted into usable space illegally
- Fresh paint covering dampness or cracks
- Builder avoiding sharing approved drawings
- Mismatch in area figures across documents

SECTION 5
DEVELOPER / SELLER DUE DILIGENCE
(WHO YOU BUY FROM MATTERS AS MUCH AS WHAT YOU BUY)

CHECKLIST
□ Developer identity & company registration verified
□ Track record of completed projects checked (minimum 2–3)
□ Past buyers' feedback taken (if possible)
□ Litigation / dispute history checked
□ Seller has clear legal authority to sell
□ Power of Attorney (if any) verified & valid

DEEP VERIFICATION (GO BEYOND SURFACE LEVEL)
- Check consistency in delivery timelines across past projects
- Verify quality of older projects (visit if possible)
- Look for a pattern of delays / legal complaints
- Confirm land ownership vs development rights (very important in JV deals)

SELLER-SPECIFIC CHECKS
If an individual seller:
- Match name with Sale Deed + Form I & XIV
- Check if the property is self-acquired or inherited
- Ensure all legal heirs have consent (if inherited)

If developer/company:
- Verify company directors & signing authority
- Check board resolution (if applicable)

QUESTIONS TO ASK (HIGH IMPACT)
- Can I see your completed projects?
- Were there any delays or legal challenges?
- Who owns the land — you or the landowner?
- Is this a joint venture? What are the basic terms?
- Who is signing the agreement, and under what authority?

🚨 RED FLAGS
- Developer avoids sharing past project details
- Frequent project name changes or rebranding
- Multiple complaints from past buyers
- Power of Attorney used without clear traceability
- Land owned by one party, construction by another, without clarity

SECTION 6.1
FINANCIAL CLARITY
(KNOW YOUR TRUE COST, NOT JUST THE PRICE)

CHECKLIST
□ Written all-inclusive cost sheet received
□ Stamp duty calculated correctly (as per Goa ready reckoner)
□ Registration charges confirmed
□ GST applicability clarified (under-construction vs ready)
□ Legal fees accounted
□ Brokerage clearly defined (if applicable)
□ Payment schedule documented in writing

TRUE COST BREAKDOWN (YOU MUST ASK FOR)
- Base Price of Property
- Stamp Duty (approx. 3%–6% depending on value & category)
- Registration Charges (3%)
- GST (if under construction)
- Legal Fees (lawyer + documentation)
- Brokerage (if any)

(Always demand a final "ALL-IN COST" on paper before token payment)

ADVANCED FINANCIAL CHECKS (INVESTOR LEVEL)
- Compare price per sq.m / sq.ft with nearby transactions
- Evaluate rental yield potential (daily vs long-term)
- Estimate annual holding cost (tax + maintenance + utilities)
- Understand exit liquidity (how easy is resale?)

HIDDEN COSTS (WHERE BUYERS LOSE MONEY)
- Maintenance charges (monthly/annual)
- Society formation & corpus fund
- Utility deposits (electricity, water, sewage)
- Backup power/generator costs
- Clubhouse/amenity charges (if gated)
- Furnishing upgrades (often excluded in "semi-furnished")

SECTION 6.2
FINANCIAL CLARITY

PAYMENT STRUCTURE CLARITY (CRITICAL)

□ Token amount clearly defined with refund terms
□ Stage-wise payments linked to construction (if under construction)
□ Final payment ONLY against OC / registration (as applicable)
□ Delay penalties defined (for developer delays)

LOAN & BANKABILITY CHECK

- Is the property bank-approved?
- Which banks have already funded this project?
- Are all documents loan-ready (OC, approvals, title clarity)?

A bankable property = higher legal safety

QUESTIONS TO ASK (NON-NEGOTIABLE)

- "Give me the final all-inclusive cost in writing."
- "Are there ANY charges not included here?"
- "What will be my yearly cost to hold this property?"
- "What is the realistic rental income?"
- "Is this property easily resellable?"

🚨 RED FLAGS

- "All inclusive except…" pricing language
- Price increases after token payment
- Cash components suggested (legal & tax risk)
- Unrealistic rental promises to justify price
- No clarity on recurring costs

SECTION 6.3
FINANCIAL CLARITY

GPD EXPERT TIP

Most buyers evaluate the purchase price — smart investors evaluate the asset's full lifecycle.
👉 Entry Cost (buying)
👉 Holding Cost (maintaining)
👉 Income Potential (rental)
👉 Exit Value (resale)

Your profit is made when you BUY right — not when you sell.

CHECKLIST

- ☐ **Written all-inclusive cost sheet received**
- ☐ **Stamp duty calculated correctly (as per the Goa ready reckoner)**
- ☐ **Registration charges confirmed**
- ☐ **GST applicability clarified (under-construction vs ready)**
- ☐ **Legal fees accounted**
- ☐ **Brokerage clearly defined (if applicable)**

HIDDEN COSTS (WHERE BUYERS GET SURPRISED)

- **Maintenance charges (monthly/annual)**
- **Society formation costs**
- **Utility connection deposits (electricity, water)**
- **Generator/power backup charges**
- **Furnishing or finishing upgrades**

SECTION 7

LOCATION & INVESTMENT STRATEGY

(KNOW YOUR TRUE COST, NOT JUST THE PRICE)

CHECKLIST

□ Micro-location analyzed (not just area name)
□ Road width & approach verified
□ Distance to hotspots measured (actual drive time)
□ Future infrastructure developments checked

INVESTMENT CLARITY

Understand your intent BEFORE buying:

- Lifestyle Home → prioritise peace, privacy, surroundings
- Rental Investment → prioritize tourist demand & accessibility
- Appreciation Play → prioritise upcoming growth zones

DEEP INSIGHTS (WHAT SMART INVESTORS LOOK FOR)

- North Goa = high rental demand but saturation in some pockets
- South Goa = slower growth but premium lifestyle appeal
- Main road proximity = better liquidity
- Gated communities = easier resale & rental management

QUESTIONS TO ASK

- What is the actual rental income in this exact micro-location?"
- Who typically buys here — end users or investors?"
- How easy is resale in this area?"

🚨 RED FLAGS

- Overhyped "upcoming area" with no real development
- Poor internal roads despite the prime location tag
- Isolated villa with no surrounding growth

SECTION 8
SITE VISIT & REALITY CHECK
(NEVER SKIP THIS)

CHECKLIST
□ Visit done during day AND evening
□ Water pressure tested
□ Power backup verified
□ Network connectivity checked
□ Parking & access ease tested
□ Air quality checked

GROUND REALITY CHECKS
- Visit during peak season & off-season
- Check flooding risk during monsoon
- Observe actual neighbourhood activity

PRACTICAL TESTS
- Open all taps → pressure consistency
- Check mobile signal in all rooms
- Sit inside the house for 10–15 mins → check heat & ventilation

QUESTIONS TO ASK
- “Does this area face water shortage?”
- “How is this property during monsoons?”
- “Any noise or disturbance issues?”
- “Any activity in the area that would cause any foul smell?”

🚨 RED FLAGS
- Great during the visit, but poor surroundings
- Water tanker dependency
- Weak mobile network (huge rental drawback)

SECTION 9

LEGAL AGREEMENT & TRANSACTION

(WHERE DEALS GO WRONG)

CHECKLIST

□ Agreement vetted by an independent lawyer
□ Payment schedule clearly defined
□ Token agreement documented
□ All verbal commitments written
□ Registration timeline fixed

CRITICAL CLAUSES TO CHECK

- Delay penalties (for both buyer & seller)
- Refund clauses
- Inclusion list (furniture, fittings, appliances)
- Clear title declaration

PAYMENT SAFETY

- Avoid large token payment without verification
- Link payments to milestones (if under construction)
- Ensure all payments are traceable (no cash risk)

QUESTIONS TO ASK

- Is everything discussed included in writing?
- What happens if there is a delay?
- Are there any exit penalties?

🚨 RED FLAGS

- Pressure to pay the token quickly
- Verbal promises not included in the agreement
- Unclear or vague clauses

SECTION 10
POST-PURCHASE PROTECTION
(MOST BUYERS IGNORE THIS)

CHECKLIST

□ Mutation completed in your name
□ Property tax updated
□ Electricity & water transferred
□ Society / maintenance registered

IMMEDIATE ACTIONS AFTER PURCHASE

- Secure property documents safely
- Change locks & access control
- Verify all utilities are active

LONG-TERM CONSIDERATIONS

- Property insurance
- Rental licensing (if applicable)
- Annual maintenance planning

QUESTIONS TO ASK

- Is the mutation initiated immediately?
- Who handles utility transfer?
- What are yearly maintenance costs?

🚨 RED FLAGS

- Delay in the mutation process
- Previous owner dues pending
- Unclear utility ownership

SECTION 11.1
THE RED FLAGS
(CRITICAL RISK ZONE)

These are ground-level realities in Goa that many buyers are unaware of — and where most costly mistakes happen.

🚨 LAND & ZONING RED FLAGS
- **Comunidade land is being sold as private ownership**
- **Orchard / Agricultural land marketed for villa development**
- **“Conversion in process” without an approved Sanad**
- **Hill-cutting or slope modification without permissions**

Always verify zoning + ownership structure independently (use lawyer)

🚨 LEGAL & DOCUMENTATION RED FLAGS
- **Title chain gaps (missing ownership history)**
- **Multiple names / mismatched records across documents**
- **Power of Attorney sales without proper verification**
- **Seller not being the actual landowner**

If ownership is not 100% clear — WALK AWAY

🚨 APPROVAL & CONSTRUCTION RED FLAGS
- **Villa built without an Occupancy Certificate (OC)**
- **Unauthorised floors / terrace conversions**
- **Pool/deck not shown in approved plan**
- **Setback violations (construction too close to boundary)**

What is not approved can become a future liability

🚨 LOCATION TRAPS (VERY COMMON IN GOA)
- **“Near beach” but actually 20+ minutes away**
- **Poor internal roads despite prime location claims**
- **Flood-prone zones (especially low-lying areas)**
- **Isolated villas with no surrounding development**

Always visit during the monsoon if possible

SECTION 11.2
THE RED FLAGS
(CRITICAL RISK ZONE)

🚨 **DEVELOPER / DEAL STRUCTURE RED FLAGS**
- **Heavy push for quick token payment**
- **Large cash component suggested**
- **"Last unit left" pressure tactics**
- **No written commitment for inclusions**

Pressure = Risk

🚨 **RENTAL & ROI MISLEADING CLAIMS**
- **Unrealistic rental guarantees**
- **Inflated ROI projections without data**
- **No proof of actual past rental income**

Always ask for real performance data, not promises

🚨 **INFRASTRUCTURE & UTILITY RED FLAGS**
- **No proper drainage system → waterlogging during monsoon**
- **Septic tank issues or poor sewage planning**
- **Irregular electricity supply or weak transformer load**
- **Dependence on water tankers year-round**

A villa is only as good as its infrastructure reliability

🚨 **TITLE STRUCTURE & FAMILY DISPUTE RISKS**
- **Property inherited but not legally partitioned among heirs**
- **Missing NOCs from all legal heirs**
- **Ongoing or potential family disputes over ownership**
- **Old Portuguese-era houses with unclear succession records**

In Goa, family ownership disputes are one of the biggest hidden risks

SECTION 12.1

FINANCE, PAYMENTS & REFUND SAFETY

(LET'S PROTECT YOUR MONEY)

This is where many buyers make irreversible mistakes. Understanding how money flows in the deal is as important as the property itself.

💰 PAYMENT STRUCTURE CHECKLIST

☐ Token amount clearly defined
☐ Token backed by written agreement
☐ Payment milestones structured (if under construction)
☐ Final payment linked to registration / OC
☐ All payments documented & traceable

🧾 TOKEN PAYMENT RULES (CRITICAL)

Before paying ANY token:

- Ensure basic document verification is done
- Get a written token receipt / agreement
- Clearly define:
  - Refund terms
  - Timeline for due diligence
  - Conditions for cancellation

Token should secure the deal — not trap you in it

🔄 REFUND CLARITY (NON-NEGOTIABLE)

What Must Be Clearly Defined

- Refund amount (full / partial)
- Timeline for refund
- Conditions for refund eligibility
- Penalties (if any)

SECTION 12.2

FINANCE, PAYMENTS & REFUND SAFETY

(LET'S PROTECT YOUR MONEY)

This is where many buyers make irreversible mistakes. Understanding how money flows in the deal is as important as the property itself.

🔍 **Types of Refund Scenarios:-**

1. Buyer Cancellation
- **Usually partial or no refund**
- **Depends on agreement term**

2. Legal Issue Discovered
- **SHOULD be 100% refundable**
- **Must be clearly mentioned in the agreement**

3. Seller Default
- **Full refund + possible penalty (if negotiated)**

⚠️ **Questions to Ask Before Paying**
- **"Is my token refundable if legal issues arise?"**
- **"What is the exact refund timeline?"**
- **"What conditions lead to forfeiture?"**
- **"Is this mentioned in writing?"**

🚨 **MAJOR RED FLAGS**
- **"Token is non-refundable under all circumstances"**
- **Pressure to pay without paperwork**
- **Verbal refund promises (not written)**
- **Delayed or unclear refund timelines**
- **Large token demand upfront**

If refund terms are unclear → DO NOT PAY

💳 **SAFE PAYMENT PRACTICES**
- **Always pay via bank transfer / cheque**
- **Avoid cash components (legal + financial risk)**
- **Maintain full payment trail**
- **Link payments to verified milestones**

BONUS
SMART INVESTOR RULEBOOK
(GOA EDITION)

ALWAYS DO
✔️ Verify everything legally
✔️ Visit the property multiple times
✔️ Take an independent legal opinion
✔️ Think long-term, not emotional

NEVER DO
✖️ Fall for urgency pressure
✖️ Ignore documentation gaps
✖️ Assume "everything is standard" in Goa

GPD EXPERT INSIGHT
The biggest mistake buyers make in Goa is trusting presentation over reality. A villa can look perfect, but fail in:
- Legal structure
- Location viability
- Long-term sustainability

🚨 RED FLAGS
- Delay in the mutation process
- Previous owner dues pending
- Unclear utility ownership

QUESTIONS TO ASK
- Is the mutation initiated immediately?
- Who handles utility transfer?
- What are yearly maintenance costs?

This guide is designed to make you a sharp, aware, and protected investor.
Whether you work with us or not, if you follow this:
You will avoid major mistakes
You will invest smarter
You will protect your capital
.....and You will thank us one day

GPD REALTY
VILLA CATALOG

SALIGAO-NORTH GOA
3 BHK / COMMUNITY VILLA
₹3,75,00,000/-

PENHA DE FRANC- NORTH GOA
3 BHK / COMMUNITY VILLA
₹4,50,00,000/- ONW

SOCORRO - NORTH GOA
3 TO 4 BHK / COMMUNITY VILLA
₹4,75,00,000/- ONW

COLVA-SOUTH GOA
3 TO 4 BHK / COMMUNITY VILLA
₹5,50,00,000/- ONW

SALVADOR - NORTH GOA
4 BHK / STANDALONE VILLA
₹9,00,00,000/-

SAIPEM - NORTH GOA
4 TO 5 BHK / COMMUNITY VILLA
₹10,00,00,000/- ONW

GUIRIM - NORTH GOA
4 BHK / COMMUNITY VILLA
₹12,25,00,000/- ONW

GUIRIM - NORTH GOA
5 BHK / STANDALONE VILLA
₹13,50,00,000/-

SIOLIM - NORTH GOA
5 BHK / STANDALONE VILLA
₹17,50,00,000/-

GPD REALTY LLP.

+917448284080
+917020578828

Goapropertydeal@gmail.com

Porvorim, Chogm Road
Goa 403501

GPD

ESTATE CLUB