

mlmrealtors.com

MLM Realtors

PROFILE | 2025

Venkataraman Visveswaran

MLM REALTORS PROFILE | 2025

Table of Contents.

01	Table of Contents
02	About Us
03	Our Services
06	Why Choose Us
07	Area of Operation
08	Recent Transactions
12	Venkat's Journey
13	Affiliation & Membership
14	Contact Details

About MLM Realtors...

MLM Realtors is a leading Real Estate Brokerage Firm in Chennai, established by Venkataraman, known for building and fostering long-term relationships built on trust, transparency, ethics and expertise. The company is expanding its operations to Tier 2 & Tier 3 Cities and Towns in Tamil Nadu, showcasing its commitment to delivering top-notch services to a broader audience. With over 37 years of expertise in the real estate industry, Venkataraman has established a significant client base, inclusive of domestic and international clients, as well as NRI clients.

The primary objective of MLM Realtors is to assist clients in finding properties that align with their preferences and financial constraints, be it for purchase, rental, or leasing purposes. At MLM Realtors, client satisfaction takes precedence, and the firm is committed to providing prompt responses & exceptional services. They uphold the highest ethical & technological standards to ensure their clients' satisfaction.

About Venkataraman....

Venkataraman graduated from RV College of Engineering in the Year 1988. He started his career in his family construction business, Visveswaran & Co. He has a unique blend of Entrepreneurial Experience and Working in the Corporate World. This unique blend, combined with his experience and understanding of the industry has helped in outstanding success and growth of his client's Real Estate Portfolio.

He now leads MLM Realtors, an enterprise specializing in Real Estate Advisory, Real Estate Investment Strategy, Real Estate Transactions, and Construction Project Management in the Real Estate space



Venkataraman

CEO - MLM REALTORS

Our Services



1. Investment Advisory

- Advising clients on real estate investment opportunities, such as rental properties, commercial real estate, or real estate development.
- Conducting feasibility studies and financial analyses to assess potential investments



2. Property Listing & Marketing

- Listing properties for sale or rent on various platforms, including the firm's website.
- Creating professional property listings with high-quality photos, videos, and detailed descriptions.
- Developing marketing strategies to attract potential buyers or tenants.



3. Land Lord Representation

- Helping sellers prepare their properties for sale, including staging and recommending repairs or improvements.
- Determining the appropriate listing price based on market analysis.
- Marketing the property to potential buyers and coordinating showings

Our Services



4. Buyers Representation

- Assisting buyers in finding suitable properties that match their criteria and budget.
- Conducting property searches and arranging property viewings.
- Negotiating on behalf of the buyer to secure the best possible deal



5. Technical Due Diligence

- Structural and Architectural Assessment
- Building Systems and Equipment Review
- Environmental and Sustainability Audit
- Statutory Compliances
- Risk Assessment and Recommendations



6. Valuation

- Detailed physical assessment of the property to identify its condition, any repairs needed, and the general quality of the construction.
- Examine recent sales of comparable properties in the area to determine a fair market value. This involves analyzing location, size, condition, and recent market trends
- If the property generates income (like rentals), reviewing the income statements, occupancy rates, and expenses to assess profitability

Our Services

7. Commercial Due Dilligence



- Assessment of the property's current market value using comparable sales (comps) and income capitalization approaches..
- Analysis of the real estate market trends, vacancy rates, absorption rates, and overall demand for similar properties in the area.
- Review of rents, sales prices, and other commercial terms for similar properties in the region

8. Risk & Opportunity Assessment



- Identification of key risks, including market downturns, tenant default, legal risks, and regulatory changes
- Overview of the asset's strengths, weaknesses, opportunities, and threats to provide a holistic understanding of its commercial potential
- Risk Assessment and Recommendations

9. Real Estate Consultation



- Providing expert advice on various real estate matters, such as property financing, legal requirements, and market trends.
- Assisting clients in making strategic decisions related to their real estate portfolios
- Facilitating the sale and purchase of investment properties, including apartment complexes, commercial buildings, and land

Why Choose Us



1. Market Expertise

- Our In-depth knowledge of the local real estate market helps our clients make informed decisions, ensuring they buy or sell properties at optimal prices.



2. Personalised Service

- Our tailor made approach to meet individual client needs, providing a hands-on, dedicated experience from the start to the closing process.



3. Professional Network

- With connections in various aspects of real estate (lawyers, contractors, financial institutions), we offer a full-service package, streamlining the entire transaction.



4. Trust and Transparency

- Our reputation is built on being transparent and honest, ensuring that clients feel secure and informed throughout the transaction.

Areas of Operation

- ❖ MLM Realtors started its operation in Chennai, Tamil Nadu
- ❖ The company is expanding its operations to Tier 2 & Tier 3 Towns in Tamil Nadu, showcasing its commitment to delivering top-notch services to a broader audience.
- ❖ MLM Realtors has offices in Chennai, Madurai and Kodaikanal
- ❖ We now offer our services across the State of Tamil Nadu along with our affiliate partners



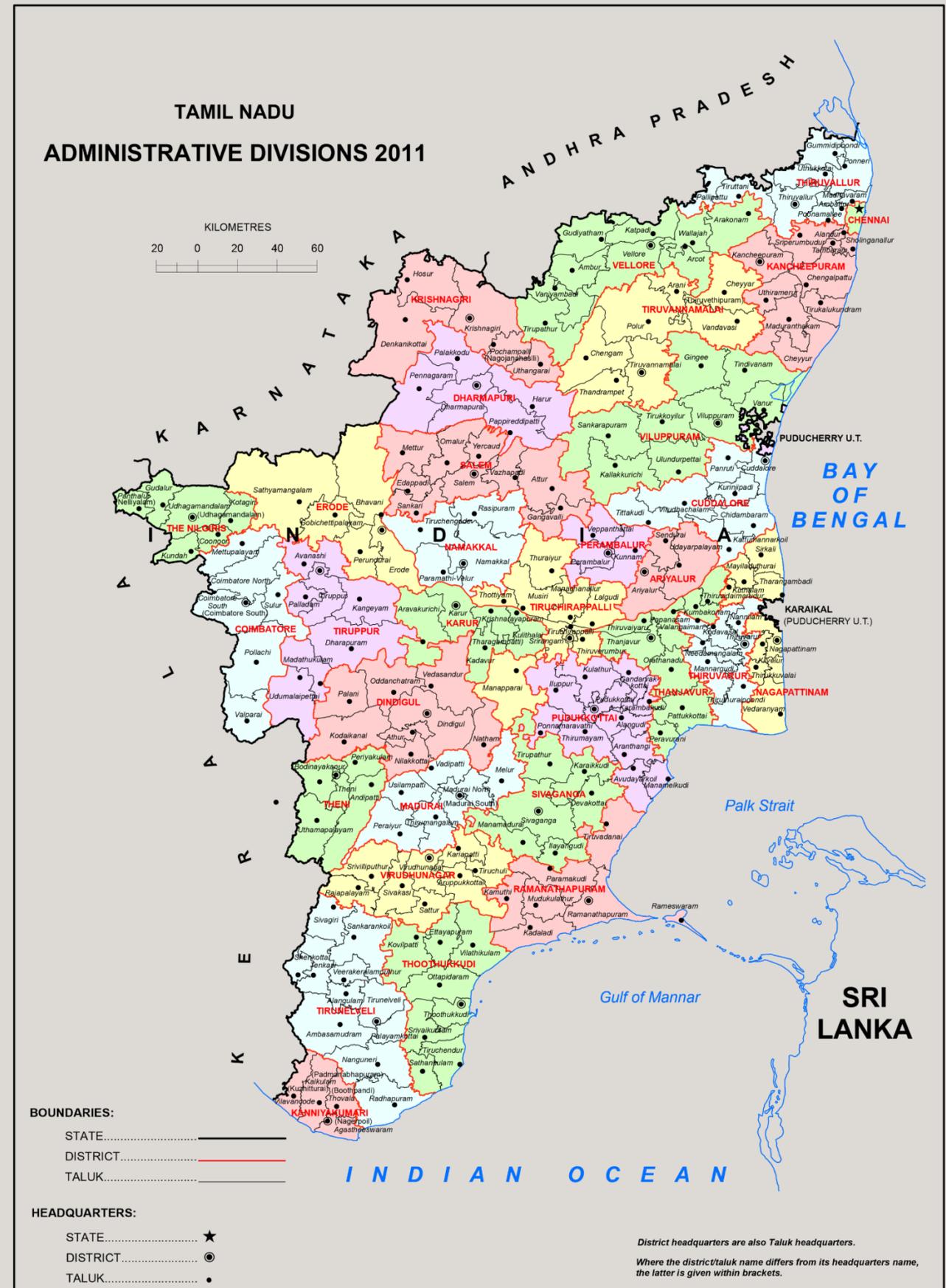
Chennai



Madurai



Kodaikanal



Commercial

Office Space – Nungambakkam



Office Space – Nungambakkam



Retail Space – Guindy

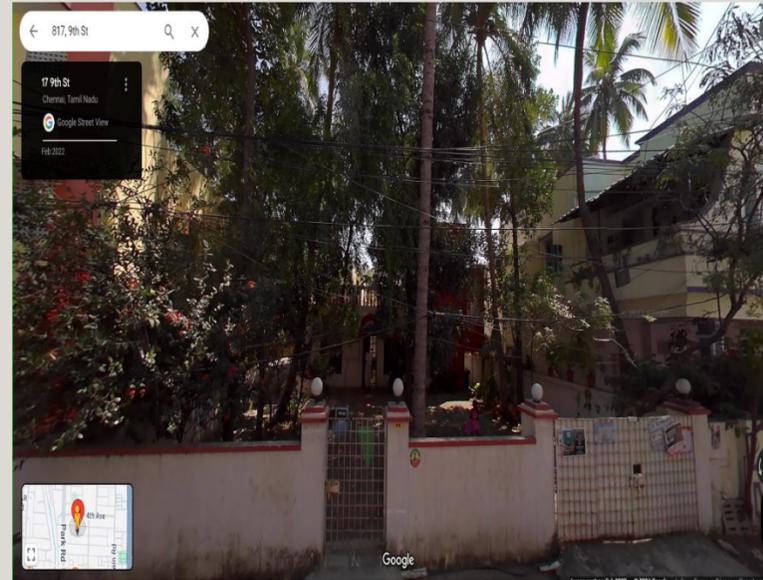


Residential

Apartment - Navalur



Residence – Anna Nagar



Villa – Sholinganallur



Residential Land - Poonamallee



Residential Land - Sholinganalur



Agricultural

Farm House in Pollachi



Farm Land in Pollachi



Kodaikanal

Fairy Falls Road



Stepped Plot – Vilpatti



Valley Property - Chinna Pallam



Gated Community – Kodaikanal



Residential Land - Shenbaganur



Venkat's Journey



Project Manager,
Visveswaran & Co



Senior Manager, Reliance Engineering
Communications & Retail Outlet Projects



General Manager,
Equis India - United Group



Senior Director (PMS)
Knight Frank India



CEO,
MLM Homes



CEO,
MLM Realtors

Affiliation & Membership



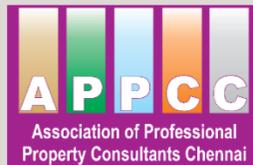
Member – NAR India



Member – CREDAI Madurai



Registered Broker - TNRERA



Member – APPCC Chennai



Asst Governor – District 3233



Member - Royal Institute of Chartered Surveyors



Contact Details.



Office Address

B-4, Aswathi Apartments,
16, 2nd Crescent Park Road, Gandhi Nagar
Adyar, Chennai – 600 020



Phone & Mobile

+91 93810 52061
+91 87544 49773



Email Address

venkat@mlmrealtors.com



Website

www.mlmrealtors.com



Thank
You.