





# Scaling Heights Real Estate Summit 1.0

Saturday, May 30, 2026 · Ginger Mumbai Airport, Vile Parle East

 Panel  
discussion

 Fireside  
chat

 Sponsor / special  
address

 Networking /  
ceremony

10:30 – 11:00 am

REGISTRATION

Registrations & Speed Networking

Delegate check-in, badge collection, curated one-on-one introductions

11:00 – 11:20 am

OPENING

Opening Ceremony & Keynote Address

Welcome note, introduction to the Western Suburbs micro-market thesis, sponsor acknowledgements

11:20 – 11:25 am

PRESENTATION

Micro-Market Snapshot Presentation

Data-led overview: pricing trends, supply pipeline, demand drivers across Andheri–Borivali corridor

11:30 am – 12:40 pm

PANEL 1 · 70 MIN

Western Suburbs Rising: The Next Decade of Real Estate in Mumbai's Fastest-Growing Corridor

How are developers, consultants and investors reading the Andheri–Borivali belt? What's driving premiumisation, who is the new buyer, and what does the next supply cycle look like?

- Premiumisation vs affordability balance
- Infrastructure push – Metro 2A/7 impact
- Western Suburbs vs South Mumbai pricing delta
- End-user vs investor demand shift
- Under-supplied micro pockets

12:40 – 1:00 pm

FIRESIDE CHAT 1 · 20 MIN

From Vision to Delivery: Building a Legacy Brand in a Competitive Market

An intimate conversation with a senior developer leader on what separates enduring real estate brands from one-project wonders – product consistency, community building, and the long game of reputation.

- Brand vs project marketing
- Customer trust & CRM post-handover
- Founder vs institution

1:00 – 1:45 pm

BREAK

Lunch & Speed Networking

Curated matchmaking ground—delegates paired by stated business goals

1:45 – 2:25 pm

PANEL 2 · 40 MIN

PropTech 2.0: Where Technology Meets the Real Estate Transaction, Experience & Operations

Beyond CRM and portals— how AI, data analytics, fractional ownership platforms and smart amenities management are reshaping developer economics, broker productivity, and resident experience.

- AI-led demand forecasting
- Data platforms for pricing intelligence
- Amenities & CAM tech stacks
- Fractional & tokenised real estate
- Digital-first broker ecosystems

2:30 – 2:50 pm

**SPONSOR SESSION**

**Sponsor Spotlight & Industry Address**

Presenting partner address + curated product/service showcase

2:55 – 3:40 pm

**PANEL 3 · 45 MIN**

**Money, Mandates & Margins: Capital Flows, Brokerage Models and the Business of Real Estate Advisory in 2026**

How are channel partners, IB networks, and advisory firms evolving their revenue models? Where is institutional capital flowing within Western Suburbs? What does the developer-broker relationship look like in a post-RERA, data-rich era?

Channel partner economics & incentive structures

Institutional capital in mid-market projects

RERA compliance & transparency dividend

Advisory mandates vs pure brokerage

NRI & HNI buying patterns

3:40 – 4:00 pm

**FIRESIDE CHAT 2 · 20 MIN**

**The Entrepreneurial Edge: Building a Real Estate Business from Zero in Mumbai's Most Competitive Market**

An unscripted conversation with a founder-operator on capital constraints, the first mandate, trust-building without a brand name, and what it really takes to scale a real estate venture in the Western Suburbs ecosystem.

Zero-to-one founder journey

Revenue before funding

Building credibility as a new entrant

4:00 – 4:15 pm

**CLOSING**

**Felicitations & Closing Ceremony**

Recognition of speakers, ecosystem partners and distinguished delegates

4:15 – 5:00 pm

**MIXER**

**High-Tea & Mixer Round**

Open networking, media interactions, delegate photos