



## **COOPERATIVE EDUCATION REPORT**

**“From market insights to investment foresight as Real Estate Strategy**

**Intern at Raj Deep Investment Pvt. Ltd.”**

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Intern at Raj Deep Investment Pvt. Ltd.

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### **Abstract**

This report presents a comprehensive account of my 16-week internship at Raj Deep Investment Pvt. Ltd., a dynamic real estate investment company based in Nepal that strategically invests its own capital in residential and commercial properties.

As a Real Estate Strategy Intern, I was entrusted with diverse responsibilities encompassing market research, financial analysis, feasibility studies, property evaluation, site visits, competitor benchmarking, and the preparation of investment reports to support strategic decision-making. The internship provided a platform to apply theoretical knowledge from academic courses, particularly in finance, economics, and strategic management. Through this experience, I gained valuable insights into the Nepalese real estate sector, investment evaluation techniques, and the complexities of property acquisition and development, thereby equipping me with the skills and knowledge necessary for a career in real estate investment and strategic business management.

**Keywords:** real estate investment, market research, financial analysis, property evaluation, strategic management.

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## **Chapter 1: Introduction**

### **1.1 Company Profile**

Raj Deep Investment Pvt. Ltd., established in 2018, is a dynamic and forward-looking commercial real estate investment company in Nepal. The company specializes in acquiring undervalued or distressed properties, enhancing their quality through renovation or development, and reselling them at a premium market value. By leveraging its own capital, Raj Deep Investment maintains full financial independence and credibility, ensuring disciplined and responsible investment decisions.



Within a few years of operation, the company has positioned itself as a trusted name in Nepal's property investment sector, focusing on sustainable growth, long-term value creation, and a positive impact on communities.

#### **1.1.1 History and Evolution**

Raj Deep Investment Pvt. Ltd. was established in 2018 AD with a focus on identifying and capitalizing on opportunities in Nepal's growing commercial real estate sector. Since its inception, the company has specialized in acquiring undervalued properties, enhancing their quality through development or strategic repositioning, and reselling them at a premium. This buy-improve-sell model has enabled Raj Deep Investment to grow steadily and establish itself as a trusted name in Nepal's competitive real estate market.

#### **1.1.2 Vision**

To be a trusted and forward-looking real estate investment company that creates long-term value by responsibly growing our own capital through sustainable and high-quality property investments.

#### **1.1.3 Mission**

Our mission is to strategically invest our own resources in real estate opportunities that deliver enduring value, generate consistent returns, and contribute to the growth of communities. By maintaining financial independence, integrity, and a disciplined investment approach, we ensure our decisions reflect both responsibility and long term prosperity.

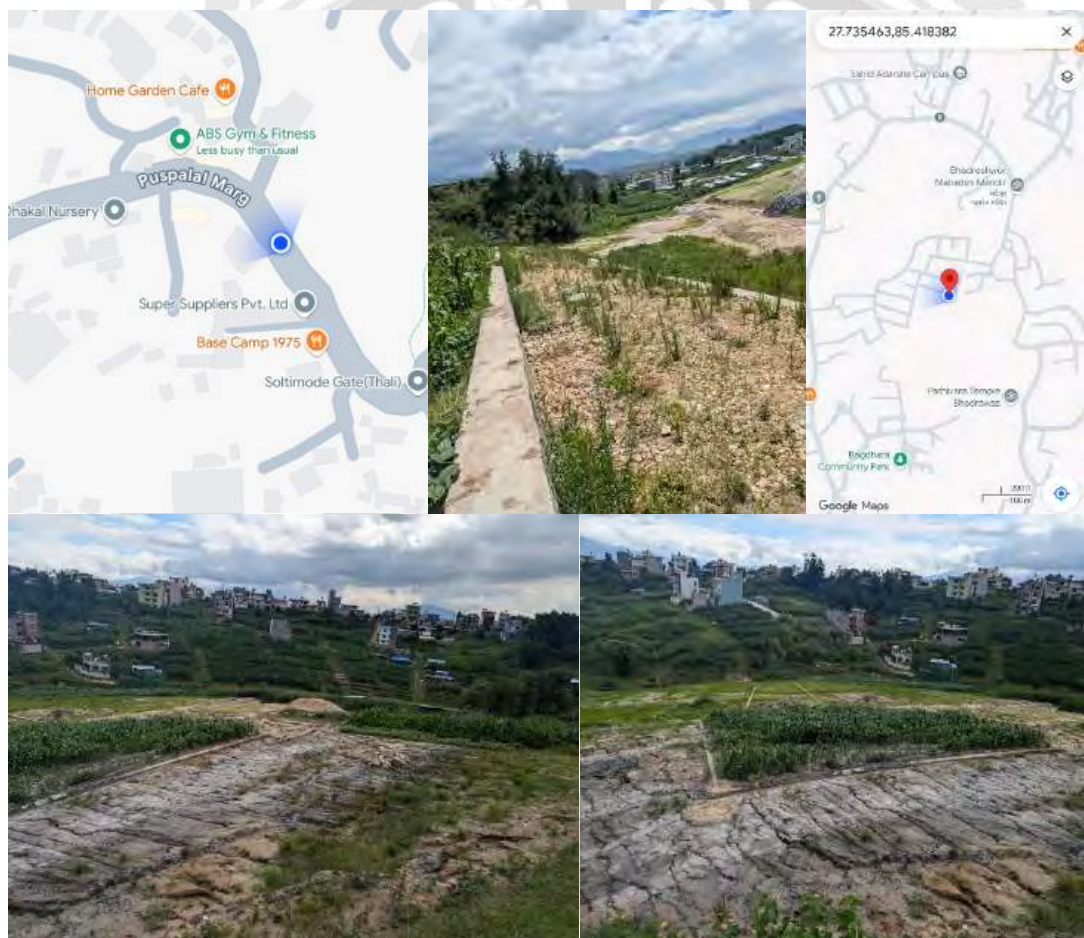


### 1.1.4 Core Values

The company is guided by a strong set of values that form the foundation of its business approach:

- Integrity – conducting business with transparency and honesty.
- Innovation – using modern strategies to enhance property value.
- Sustainability – prioritizing responsible investment and development practices.
- Excellence – striving to deliver high-quality outcomes for every project.
- Independence – investing only its own capital, ensuring full accountability and credibility.

### 1.1.5 Product Ranges and Descriptions





Raj Deep Investment Pvt. Ltd. primarily operates in the following areas:

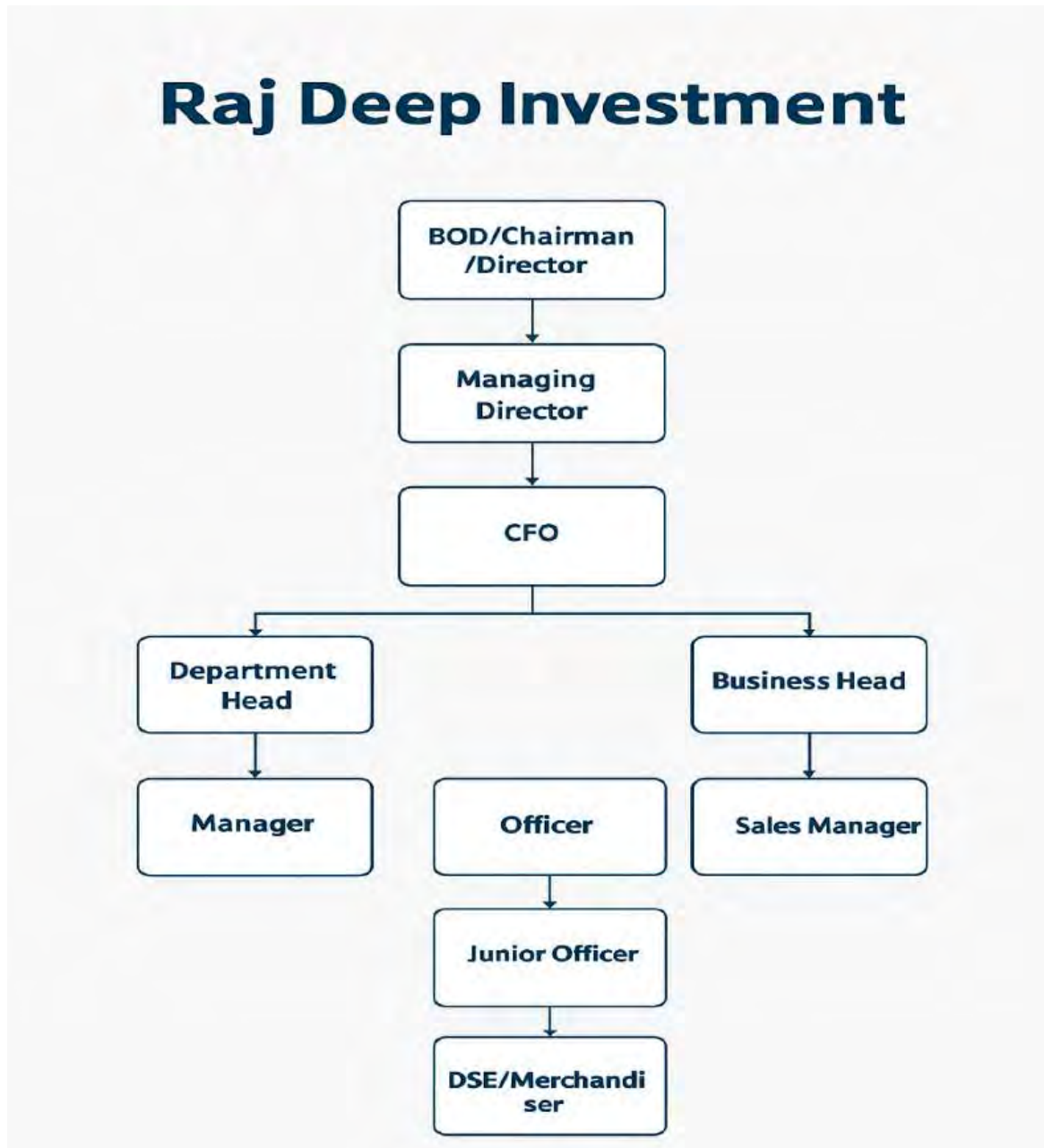
- Property Acquisition and Resale – purchasing undervalued or distressed properties, upgrading them, and selling at higher market value.
- Land Banking – holding strategically located land to benefit from long-term urban development.
- Property Development and Renovation – improving existing structures to increase functionality and market appeal.
- Commercial Leasing and Asset Management – selectively managing owned properties for consistent rental income.

### 1.1.6 Strategic Alignment and Partnerships

To strengthen its operations, the company collaborates with banks, contractors, real estate brokers, and legal consultants. It also maintains relationships with government authorities for regulatory compliance. Outsourced partnerships in areas such as auditing, large-scale construction, and legal advisory help the firm remain efficient while focusing on its core investment strategy.



## 1.2 Organizational Structure



### 1.2.1 Organizational Overview

Raj Deep Investment Pvt. Ltd. operates with a lean and flexible organizational structure suitable for a small-sized investment company. The structure is hierarchical yet collaborative, allowing for swift decision-making while ensuring accountability across all functions. The Managing Director sits at the top of the structure, overseeing all major strategic and financial decisions. Beneath the CEO, the core divisions are structured to cover investment strategy,

finance and compliance, acquisitions and development, asset management, and administration.

### 1.2.2 Functional Divisions and Key Roles

- Investment & Strategy – market research, portfolio planning, feasibility studies, ROI forecasting.
- Finance & Compliance – accounting, budgeting, taxation, contracts, and legal compliance.
- Acquisitions & Development – property scouting, due diligence, and project oversight.
- Asset & Property Management – leasing, tenant relations, and value maintenance.
- Business Development & Marketing – networking, partnerships, branding, and client relations.
- Administration & HR – team coordination, recruitment, and general support.

### 1.2.3 Strategic Partnerships and External Resources

A key structural feature of Raj Deep Investment Pvt. Ltd. is its strategic partnership with Deep Shree Developer, a prominent real estate development firm in Nepal. This alliance allows Raj Deep to leverage established expertise and infrastructure such as access to prime land, project development knowledge, and technical support without incurring the internal overhead of building these capabilities from scratch.

In addition, the company strategically outsources specialized functions where needed. Legal documentation and regulatory compliance are supported by external legal advisors, while property valuation and technical assessments are conducted in collaboration with consulting engineers. Market research and competitor analysis are occasionally supplemented by expert agencies to ensure comprehensive investment evaluation.



This hybrid structure, combining in-house strategic and financial expertise with external development and technical capabilities, enables Raj Deep Investment Pvt. Ltd. to maintain operational efficiency while accessing the specialized knowledge necessary to thrive in Nepal's competitive real estate sector. The organizational model supports agility, strategic scalability, and informed decision-making, all while staying aligned with the company's core values of financial independence, responsible investment, and long-term value creation.

### 1.2.4 My Position in the Organization

I joined Raj Deep Investment Pvt. Ltd. as a Real Estate Strategy Intern, working under the direct supervision of Mr. Binaya Neupane, Head of Business Development.

### **1.2.5 My Job Position in the Company's Organizational Structure**

I reported to the Business Development Division, where my responsibilities bridged investment strategy, market research, and financial analysis. My tasks included:

- Conducting market research and tracking property trends.
- Collecting and analyzing property price data.
- Assisting in financial modeling (ROI, NPV, IRR, cash flow).
- Supporting due diligence and property document checks.
- Preparing reports, presentations, and summaries for strategy meetings.
- Participating in site visits and documenting observations.

### **1.3 My Intention and Motivation to Join Raj Deep Investment Pvt. Ltd.**

As a bachelor student, I was motivated to join Raj Deep Investment Pvt. Ltd. for its unique focus on self-funded commercial real estate investments. Unlike many firms that rely on external financing, Raj Deep operates with financial independence, allowing interns like me to witness disciplined, high-stakes decision-making.

I also sought this internship because it offered:

- Exposure to real-world investment decisions beyond classroom theories. As a bachelor intern, you get to witness how actual investment decisions are made in real estate. Instead of only learning financial formulas or market concepts in class, you see how property values are evaluated, risks are assessed, and capital is allocated. This hands-on exposure bridges the gap between theory and practice, giving insight into strategic decision-making in the real estate sector.
- Cross disciplinary learning across finance, law, and property development. Real estate investment is not limited to numbers. Interns gain experience in finance, legal aspects, and development processes. This broad exposure helps bachelor students understand how multiple disciplines work together to make a successful investment.

- Hands-on experience in market research and financial modeling. Interns participate in data collection, competitor analysis, property benchmarking, and financial modeling. You might help prepare ROI calculations, cash flow forecasts, or risk assessments. This direct involvement builds practical analytical and problem-solving skills that are valuable for future careers in finance, business, or real estate.
- Networking opportunities with developers, banks, and brokers. Being part of the team allows interns to interact with professionals in the real estate ecosystem, including developers, brokers, and financial institutions. These interactions provide insights into industry practices, relationship building, and negotiation strategies, which are difficult to learn purely from textbooks.
- A growth-oriented environment, where interns contribute directly to strategy rather than only clerical tasks. Unlike large firms where interns may only do clerical work, at a small, agile company like Raj Deep, interns are often directly involved in research, analysis, and strategy preparation. This environment encourages responsibility, critical thinking, and creativity, allowing bachelor students to actively contribute to meaningful projects while learning from experienced mentors.

#### 1.4 Strategic Analysis of Raj Deep Investment Pvt. Ltd. (SWOT Analysis)

Strengths	Weaknesses
<ul style="list-style-type: none"> <li>• Financial independence through self-capital investment.</li> <li>• Strong local market knowledge and credibility.</li> <li>• Agile decision-making from a lean structure.</li> <li>• Long-term focus on property appreciation.</li> </ul>	<ul style="list-style-type: none"> <li>• Limited capital compared to larger developers.</li> <li>• Heavy reliance on real estate sector (low diversification).</li> <li>• Small workforce with limited specialization.</li> <li>• Lower brand recognition compared to big developers.</li> </ul>
Opportunities	Threats



<ul style="list-style-type: none"> <li>• Urbanization &amp; housing demand</li> <li>• Remittance-driven growth</li> <li>• Rising land values from infrastructure</li> <li>• Eco-friendly &amp; mid-market opportunities</li> </ul>	<ul style="list-style-type: none"> <li>• Economic reliance on remittances</li> <li>• Political and regulatory instability</li> <li>• Competition from major developers</li> <li>• Natural disaster risks</li> </ul>
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## 1.5 Statement of the Report

This report is prepared as part of my undergraduate co-operative studies program. It presents an overview of Raj Deep Investment Pvt. Ltd., the organizational structure, my role and responsibilities, and a strategic analysis of the company. The report also reflects my motivations, learning objectives, and professional experiences during my internship.

## 1.6 Objectives of the Co-operative Studies

The key objectives of this co-operative study are:

A. Apply theoretical knowledge: To implement finance, strategic management, and real estate investment concepts learned in the classroom to real-world property investment and development scenarios in Nepal.

B. Gain industry-specific knowledge: To develop a practical understanding of the Nepalese real estate sector, including market trends, property valuation, investment risks, and development processes.

C. Develop cross-disciplinary business skills: To acquire hands-on experience in integrating finance, law, and property development knowledge in strategic decision-making for real estate investments.

D. Enhance analytical competencies: To build practical skills in market research, financial modeling, feasibility analysis, and portfolio evaluation.

E. Contribute to business growth: To support strategic investment decisions, property acquisitions, and development projects, while learning from experienced professionals in the field.

F. Build professional network: To establish relationships with developers, brokers, consultants, and financial institutions, enhancing communication and professional networking skills.

G. Identify personal strengths and areas for improvement: To evaluate my capabilities in research, analysis, and strategic thinking, and identify areas for personal and professional growth.

## Chapter 2: Co-op Study Activities

### 2.1 Job Description

During my internship at Raj Deep Investment Pvt. Ltd., a real estate investment company, I was assigned a hybrid role that combined analytical, operational, and field-based responsibilities. My position was primarily focused on:

The Real Estate Strategy Intern at Raj Deep Investment Pvt. Ltd. supports the company's core functions of property evaluation, investment analysis, and strategic project planning. The role blends financial analysis, client relationship management, and on-ground market exposure to provide a holistic learning experience in Nepal's evolving real estate sector.

The job primarily required the following:

#### A. Financial and Market Analysis

- Use Excel and Google Sheets to evaluate land and property deals.
- Conduct cost-benefit analysis, return on investment (ROI), and feasibility studies for upcoming projects.
- Support senior staff in preparing preliminary investment models for residential and commercial ventures.
- Research property price trends, rental yields, and future growth prospects in Kathmandu Valley and surrounding regions.

#### B. Client Relationship Management

- Operate CRM tools to record client interactions and manage lead pipelines.
- Maintain accurate databases of property transactions, inquiries, and follow-ups.
- Assist in responding to client queries with data-backed insights.
- Help prepare client proposals and support relationship-building with brokers, banks, and developers.

#### C. Site Visits and Market Research

- Participate in property inspections in locations such as Rato Pul, Duwakot, Bhadrabas, Thali, Budanilkantha, Mahalaxmi, and Hatiban.
- Assess land conditions, accessibility, infrastructure, and development potential.
- Compare site findings with market research to support valuation reports.
- Provide feedback to the team on property risks and opportunities.

#### D. Strategic Project Involvement

- Contribute to discussions on large-scale land plotting projects, such as the 25-ropani development in Duwakot.
- Assist in initial planning for high-value projects, including a potential 5-star hotel near the Terai region.

- Participate in brainstorming sessions on how projects align with company vision and market demand.
- Support scenario planning and sensitivity analysis for investment strategies.

#### E. Documentation and Reporting

- Assist senior management in preparing presentations, reports, and investment briefs for internal and external stakeholders.
- Document key learnings from market visits and feasibility studies.
- Maintain organized records of ongoing projects for smooth decision-making.
- Draft content for client communications, including project updates and proposals.

This multifaceted role allowed me to bridge classroom theories with actual industry practices, while contributing to both ongoing projects and long-term company goals.

## **2.2 My Duties and Responsibilities**

During my 16-week internship at Raj Deep Investment Pvt. Ltd., I worked as a Real Estate Strategy Intern, contributing across financial analysis, market research, client engagement, and documentation processes. My responsibilities grew steadily as I gained more exposure to ongoing investment projects, especially in land development and high-value property deals in Nepal's semi-urban and urban areas.

#### A. Data Management and Financial Analysis

In the finance and investment domain, I was actively involved in creating structured financial assessments and maintaining organized records:

- **Financial Modeling:** Built and updated Excel-based models for ROI, IRR, and NPV calculations to evaluate land and property investments.
- **Data Management:** Maintained property and client data systematically using Google Sheets and CRM tools.
- **Cost-Benefit Analysis:** Prepared preliminary feasibility reports by analyzing costs, expected revenues, and investment risks.
- **Trend Monitoring:** Assisted senior staff in compiling periodic reports on real estate market shifts and investment trends in Nepal.

#### B. Market and Field Research

Field exposure was one of the most practical aspects of my internship:

- **Site Visits:** Participated in field visits across locations such as Rato Pul, Duwakot, Bhadrabas, Thali, Budanilkantha, Mahalaxmi, and Hatiban.

- Property Assessment: Evaluated land accessibility, infrastructure availability, neighborhood development, and potential future appreciation.
- Comparative Studies: Prepared comparative analyses of land pricing trends in urban vs. semi-urban areas.
- Local Demand Research: Gathered insights from brokers and local stakeholders to assess demand-supply dynamics.

### C. Coordination with Senior Staff

Working alongside experienced professionals provided direct exposure to investment decision-making:

- Due Diligence Reports: Supported project managers and investment officers in preparing due diligence reports for property acquisitions.
- Feasibility Assessments: Assisted in early-stage assessments for large-scale projects such as a proposed 25-ropani land plotting in Duwakot and discussions for a potential 5-star hotel project near the Terai region.
- Strategic Meetings: Attended internal discussions where financial, legal, and operational aspects of projects were reviewed.

### D. Client and Broker Interaction

Networking and relationship-building formed a vital component of my role:

- Client Engagement: Interacted with potential buyers, brokers, and developers under supervision.
- Lead Management: Recorded and updated interactions using CRM systems to track progress and maintain an organized pipeline.
- Broker Coordination: Assisted in negotiations and followed up on leads generated from brokers and third-party agents.

### E. Documentation and Compliance Assistance

The internship also allowed me to understand the critical role of legal and regulatory compliance in real estate:

- Ownership Verification: Assisted in reviewing land ownership documents, registration papers, and tax clearance records.
- Compliance Checks: Helped identify discrepancies or missing information in documentation during initial screenings.
- Reporting: Contributed to preparing internal and client-facing presentations summarizing project findings and compliance updates.



## 2.3 Activities in Coordination with Co-Workers

Collaboration was a major part of my internship. I worked closely with:

- Investment Analysts: Assisting them in preparing financial projections and updating Excel models.
- Site Engineers and Planners: Coordinating during property visits to understand technical details like soil conditions, land slope, and accessibility.
- Marketing Executives: Sharing field insights and contributing to CRM updates for better customer targeting.
- Senior Managers: Supporting them in client meetings, preparing documents, and summarizing discussions for follow-up actions.

This teamwork enhanced my understanding of how different functions interconnect in a real estate investment company.

## 2.4 My Job Processes

The internship exposed me to a set of structured processes that defined my day-to-day workflow:

1. Data Collection → Entry → Analysis
  - Collecting market data through brokers, online listings, and field visits.
  - Entering property details in **Google Sheets** and refining them into Excel models.
  - Running financial projections and feasibility analysis.
2. Site Visit → Observation → Reporting
  - Visiting properties (e.g., Duwakot, Hatiban, and Budanilkantha).
  - Documenting key features: location advantages, access roads, nearby amenities, and risks.
  - Preparing a site visit report for senior management.
3. Client Interaction → CRM Update → Follow-Up
  - Meeting potential clients alongside senior staff.
  - Recording discussions and updating CRM tools.
  - Coordinating follow-ups with the sales and investment team.
4. Project-Specific Workflow
  - Example: Duwakot Plotting Project (25 ropani)
    - Gathering local market data.
    - Preparing initial financial estimates.
    - Assisting in layout discussions with engineers.
  - Example: Hotel Planning near Terai
    - Supporting in collecting data about potential locations.
    - Conducting preliminary cost-benefit comparisons.

## **2.5 Contributions as a Co-op Student in the Company**

During my 16-week internship at Raj Deep Investment Pvt. Ltd., I was able to make several meaningful contributions that supported the company's strategic, financial, and operational objectives:

### **A. Data Management and Financial Analysis:**

I enhanced the company's property evaluation process by restructuring Excel and Google Sheets used for ROI, IRR, and NPV calculations. These improvements allowed for faster comparison between projects and streamlined decision-making. Additionally, I created templates for recurring financial models, which saved time for investment officers when assessing multiple properties simultaneously.

### **B. Market and Field Research:**

Through frequent site visits and ground-level observations, I provided critical inputs on land value trends, infrastructure conditions, and demand potential. Notably, my reports on properties in Duwakot and Budanilkantha offered insights that directly shaped the company's shortlisting and negotiation strategies. I also assisted in compiling comparative analyses of semi-urban versus urban land pricing, supporting management in identifying attractive investment zones.

### **C. Strategic Project Support:**

I played a supporting role in the early feasibility discussions of the Terai Hotel Project, ensuring that preliminary data, financial scenarios, and risk factors were systematically documented. Although the project was in its conceptual stage, my inputs helped the senior team maintain clarity and consistency in their evaluations.

### **D. Client and Broker Coordination:**

By using CRM tools effectively, I streamlined the process of recording and tracking broker and client interactions. This reduced the risk of miscommunication and improved the follow-up rate, especially in cases where multiple negotiations were running simultaneously. I also engaged with brokers and developers under supervision, which helped me better understand market dynamics and client perspectives.

### **E. Documentation and Compliance Assistance:**

I assisted in reviewing land ownership documents, tax records, and registration papers, helping to identify gaps during preliminary checks. This ensured that senior staff could focus on negotiation and deal structuring rather than time-consuming verification processes.

### **F. Practical Skill Application:**

Despite being an intern, I was able to apply my academic knowledge of financial evaluation (ROI, IRR, and NPV) to real-world investment cases. This not only refined my own analytical skills but also provided the company with well-structured insights for ongoing and potential projects.

## Chapter 3: Learning Process and Outcomes

This chapter presents the major challenges I faced during my internship at Raj Deep Investment Company, the learning processes I adopted to overcome them, and the overall outcomes achieved. It discusses how I connected academic knowledge with practical business situations, the technical and interpersonal skills I developed, and the overall professional growth gained throughout this internship experience.

### 3.1 Challenges Encountered

During my role as a Real Estate Strategy Intern, I was exposed to a fast-paced and highly data-driven work environment. The challenges mainly revolved around technical real estate tools, regulatory complexities, and coordination across stakeholders, and market understanding. Major obstacles are summarized as follows:

#### A. Data & Technology-Related Challenges

These challenges were directly tied to the research and analysis responsibilities of the internship:

- Access to Reliable Market Data  
Obtaining accurate pricing benchmarks, rental comparisons, and land transaction records in Nepal was often difficult due to a lack of centralized databases and outdated public records.
- Software Adaptability  
Learning to use internal financial modeling tools and mapping software like GIS and Excel-based valuation models required quick adaptability and self-learning through online resources and team guidance.
- Document Digitization  
Converting scattered physical documents (contracts, site plans) into organized digital formats demanded precision and strong attention to detail.

#### B. Regulatory and Compliance Complexities

Real estate operations require adherence to multiple legal frameworks:

- Understanding land categories, zoning laws, and building permission processes in different municipalities proved challenging due to frequent regulatory updates.
- Legal due diligence for property acquisition demanded learning about land ownership structures, tax implications, and mortgage-related compliance in Nepal.

#### C. Operational & Stakeholder Coordination Challenges

- Cross-Functional Communication:  
Working with finance, legal, engineering, and field survey teams required strong alignment in decision-making.
- Client & Broker Coordination:  
Engaging with property sellers, brokers, and local authorities involved relationship-building, negotiation skills, and managing varied expectations.
- Timeline Management in Field Visits:  
Site surveys often got delayed due to traffic, landowner availability, and weather—impacting research efficiency.

#### D. Strategic Market Expansion Challenges

- Assessing emerging locations outside Kathmandu valley required **comprehensive feasibility studies** and understanding changing buyer behavior.
- Evaluating commercial vs residential investment opportunities demanded **data-driven prioritization** and scenario analysis.

#### E. Time & Resource Management Challenges

Balancing multiple deliverables—valuation reports, presentation drafting, market research, and site observations—tested prioritization and professional discipline. Unexpected changes in project timelines also required adaptability and quick decision-making.

### **3.2 Problem-Solving Approaches and Learning Process**

To address these situations effectively, I adopted the following approaches:

Data triangulation using multiple market sources to ensure accuracy

Active collaboration with internal teams for shared insights

Continuous learning of real estate terms, laws, and valuation tools

Organizing project tasks using structured checklists and calendar planning

Seeking supervisor guidance for negotiation and due diligence tasks

Successful examples included helping streamline dataset formats, improving mapping accuracy for location analysis, and preparing revised valuation templates that improved report clarity.

### **3.3 Learning Outcomes**

The internship provided substantial growth in both technical capabilities and workplace professionalism:



### 1) Applying Academic Concepts to Real Work

I effectively used classroom knowledge in areas like:

- Financial analysis → applied in ROI, cash flow, and price benchmarking
- Business strategy principles → used in recommending investment priorities
- Marketing concepts → helped compare competitive positioning of projects

This improved my understanding of how theory transforms into practical business decisions.

### 2) Skills Acquired

#### Technical Skills

- Real Estate Valuation & Market Study
- Advanced Excel for financial modeling
- GIS and map-based location analysis
- Understanding zoning and regulatory frameworks

#### Soft Skills

- Professional communication with stakeholders
- Time management under deadlines
- Negotiation basics & leadership during field tasks
- Analytical thinking and structured reporting

### 3) Overall Personal & Professional Growth

- Developed confidence in presenting research findings to senior management
- Gained exposure to the real estate investment lifecycle—from data collection to strategic decision-making
- Improved problem-solving attitude and teamwork mentality

Through this internship, I developed a solid foundation in the real estate industry and recognized my interest in pursuing a future career in investment strategy and property development. This experience has significantly contributed to shaping my professional identity and practical understanding of Nepal's real estate market.

## Chapter 4: Conclusion

This chapter synthesizes my internship experience at Raj Deep Investment Company, highlighting key contributions, personal development, challenges, and recommendations for enhancing the Co-op learning process. It concludes with a reflection on how this opportunity has shaped my career direction within Nepal's evolving real estate sector.

### 4.1 Summary of Internship Contributions and Experience

Throughout my internship, I actively supported the firm's strategic initiatives in property acquisition, market assessment, and investment planning. Some of the most noteworthy contributions include:

- Conducting detailed market and competitor research for residential and mixed-use development opportunities in Kathmandu Valley.
- Assisting in financial feasibility analysis, including pricing comparisons, ROI forecasts, and investment risk profiling.
- Supporting plot evaluation and technical due-diligence activities during multiple site visits.
- Contributing to strategic sales positioning, including customer segmentation and pricing insights for ongoing projects.
- Drafting internal research documents and investment briefs that informed decision-making for future expansion.

These tasks allowed me to observe and participate in the translation of real estate strategy into practical investment execution, strengthening both my business and technical understanding of the property market.

### 4.2 Professional Growth and Performance Evaluation

This internship played a vital role in expanding both my competencies and workplace confidence.

#### Strengths Gained and Demonstrated

- Analytical and Critical Thinking: Improved significantly through feasibility studies and data-driven evaluation of project proposals.
- Communication & Collaboration: Clearer communication developed through work with clients, real estate brokers, technical experts, and internal departments.
- Adaptability & Initiative: Voluntarily handling responsibilities beyond assigned work highlighted my ability to take initiative in dynamic working conditions.
- Professional Work Ethic: Managing deadlines and multitasking strengthened my discipline and organizational capability.

### Areas Needing Continued Development

- **Advanced Valuation Techniques:** Further proficiency in discounted cash flow modeling, cap rate analysis, and portfolio management is essential.
- **Regulatory and Legal Understanding:** More in-depth knowledge of real estate laws, municipal approvals, and compliance requirements would enhance competence in decision-making.
- **Deal Negotiation Skills:** Engaging directly in stakeholder negotiations is a key skill area for future growth.

This self-reflection gives me a clear direction for the next steps in my competency development.

### **4.3 Career Advancement Benefits**

This internship has played a defining role in shaping my professional identity. The major long-term advantages include:

<b>Benefit</b>	<b>Future Value</b>
<b>Sector-specific experience</b>	Strong foundation for a career in real estate investments and development.
<b>Practical skill application</b>	Bridging academic learning with real-world investment strategy.
<b>Industry relationships</b>	Building a professional network with brokers, investors, and planning authorities.
<b>Clarity in career goals</b>	Motivated to pursue real estate finance and asset management.

Through this exposure, I gained direction toward roles that integrate financial strategy, property development, and market innovation.

### **4.4 Limitations of the Internship Experience**

Although the internship was highly rewarding, certain practical limitations existed:

- Short duration limited my ability to see long-term projects progress through approval stages to execution.
- Confidentiality policies restricted documentation of specific investment details in this report.
- Limited direct negotiation exposure, as major deal interactions were handled by senior management.
- Certain governmental processes and regulatory approvals were time-dependent and outside immediate control.

These constraints are natural within the investment and real estate sectors but highlight areas for continued learning.

#### **4.5 Recommendations for Future Co-op Programs**

Based on my experience, I suggest the following improvements:

- Provide students with pre-internship training on real estate valuation tools, GIS software, and project finance fundamentals.
- Increase university mentorship check-ins to ensure alignment between academic learning goals and workplace responsibilities.
- Encourage more placements across high-growth sectors like real estate, infrastructure investment, and private equity to expand industry exposure.
- Introduce structured project deliverables so interns can showcase measurable contributions.

These enhancements would strengthen the overall learning outcomes of the Co-op Studies system.

#### **4.6 Final Personal Reflection**

Reflecting on my journey, this internship has been a defining milestone both personally and professionally. It enabled me to step into a sector that is crucial to Nepal's economic development and urban transformation. I discovered a strong interest in investment strategy, real estate finance, and urban development planning, motivating me to pursue a future career in this field.

This experience has not only deepened my technical understanding but also strengthened my confidence to take on real-world responsibilities. I now feel better prepared to contribute meaningfully to organizations that are shaping Nepal's infrastructure and real estate landscape. The internship has reaffirmed my ambition to continue learning, growing, and eventually positioning myself as a strategic contributor in the real estate investment industry.



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## Appendices

### Week 1

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	June 1	Orientation and HR briefing on company structure and policies.	Workplace Adaptation	Understanding company framework.
Monday	June 2	Introduction to Nepal's real estate industry trends.	Market Research	Basic market awareness.
Tuesday	June 3	Overview of property types and valuation factors.	Market Research	Basic real estate terminology.
Wednesday	June 4	Introduction to ongoing housing projects in Kathmandu.	Market Research	Analytical observation.
Thursday	June 5	Review of recent property reports and datasets.	Data Management	Data handling basics.
Friday	June 6	Discussion with mentor on internship objectives.	Communication	Goal setting and planning.

### Week 2

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	June 8	Started data collection on residential pricing.	Market Research	Data sourcing.
Monday	June 9	Compiled pricing info for Kathmandu wards.	Market Research	Research structuring.
Tuesday	June 10	Introduction to GIS software for mapping plots.	GIS Mapping	Geo-mapping basics.
Wednesday	June 11	Entered price data into mapping software.	GIS Mapping	Technical application.
Thursday	June 12	Reviewed datasets with supervisor.	Data Management	Data validation.
Friday	June 13	Summarized residential pricing insights.	Market Research	Analytical writing.

### Week 3

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	June 15	Prepared for site visit to Duwakot.	Site Visits	Planning and logistics.
Monday	June 16	Conducted site survey in Duwakot area.	Site Visits	Field evaluation.
Tuesday	June 17	Documented land features and boundaries.	Land Inspection	Visual inspection.
Wednesday	June 18	Measured accessibility and topography.	Site Visits	Analytical mapping.
Thursday	June 19	Drafted land inspection report.	Reporting	Field documentation.
Friday	June 20	Presented site findings.	Communication	Presentation confidence.

### Week 4

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	June 22	Collected competitor housing project data.	Market Research	Benchmarking.
Monday	June 23	Created property comparison sheet.	Market Research	Analytical writing.
Tuesday	June 24	Assessed pricing gaps and advantages.	Market Research	Comparative analysis.
Wednesday	June 25	Added visuals to comparison report.	Presentation	Data visualization.
Thursday	June 26	Internal team discussion on report.	Communication	Collaboration.
Friday	June 27	Finalized property comparison draft.	Reporting	Detailing.

### Week 5

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	June 29	Assisted in investor pitch preparation.	Investor Presentations	Creative formatting.
Monday	June 30	Drafted project highlights slides.	Presentation	PowerPoint design.
Tuesday	July 1	Wrote short property descriptions.	Business Writing	Concise writing.
Wednesday	July 2	Compiled visuals and info graphics.	Marketing Support	Visual storytelling.
Thursday	July 3	Edited investor proposal documents.	Strategy Documentation	Attention to detail.
Friday	July 4	Rehearsed pitch presentation.	Communication	Public speaking.

### Week 6

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	July 6	Conducted broker interviews.	Negotiation	Questioning techniques.
Monday	July 7	Surveyed customer property preferences.	Sales/Marketing	Survey design.
Tuesday	July 8	Compiled feedback responses.	Market Research	Data summarization.
Wednesday	July 9	Analyzed buyer patterns.	Market Research	Behavioral insight.
Thursday	July 10	Presented survey insights to team.	Communication	Reporting confidence.
Friday	July 11	Updated feedback charts.	Data Management	Charting skills.

### Week 7

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	July 13	Calculated land investment returns.	Financial Modeling	ROI understanding.
Monday	July 14	Created cash flow sheet in Excel.	Financial Modeling	Excel formulas.
Tuesday	July 15	Modeled 5-year projections.	Financial Modeling	Forecasting.

Wednesday	July 16	Reviewed ROI models with mentor.	Finance Review	Analytical improvement.
Thursday	July 17	Revised calculation errors.	Financial Modeling	Accuracy.
Friday	July 18	Submitted finalized financial report.	Reporting	Presentation skills.

### Week 8

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	July 20	Studied zoning maps.	Legal Due Diligence	Regulatory awareness.
Monday	July 21	Reviewed building bylaws.	Legal Due Diligence	Legal interpretation.
Tuesday	July 22	Compared residential and mixed-use rules.	Legal Analysis	Critical reading.
Wednesday	July 23	Summarized zoning implications.	Compliance	Documentation.
Thursday	July 24	Discussed compliance issues.	Communication	Legal dialogue.
Friday	July 25	Updated legal review sheet.	Data Management	Record accuracy.

### Week 9

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	July 27	Compiled due diligence checklist.	Legal Due Diligence	Structuring process.
Monday	July 28	Added verification points for ownership.	Legal Due Diligence	Documentation control.
Tuesday	July 29	Reviewed title deed samples.	Legal Review	Authenticity check.
Wednesday	July 30	Cross-checked legal compliance steps.	Legal Due Diligence	Procedural knowledge.
Thursday	July 31	Submitted checklist draft.	Reporting	Organizational clarity.
Friday	August 1	Discussed improvements with mentor.	Communication	Constructive feedback.



### Week 10

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	August 3	Planned Bhaktapur site visit.	Site Visits	Preparation.
Monday	August 4	Conducted Bhaktapur inspection.	Site Visits	Route analysis.
Tuesday	August 5	Evaluated land risks (access, slope).	Risk Assessment	Analytical insight.
Wednesday	August 6	Collected coordinates for mapping.	GIS Mapping	Precision mapping.
Thursday	August 7	Drafted site accessibility report.	Reporting	Documentation.
Friday	August 8	Presented findings to supervisor.	Communication	Reporting.

### Week 11

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	August 10	Updated market price records.	Data Management	Standardization.
Monday	August 11	Reformatted property dataset.	Data Management	Excel formatting.
Tuesday	August 12	Fixed inconsistencies in database.	Data Management	Error checking.
Wednesday	August 13	Added missing coordinates.	GIS Mapping	Data completion.
Thursday	August 14	Ran internal audit of dataset.	Data Validation	Quality control.
Friday	August 15	Finalized database version 1.0.	Reporting	Data organization.

### Week 12

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	August 17	Started business case research.	Strategy	Strategic thinking.
Monday	August 18	Collected data on expanding zones.	Market Research	Opportunity spotting.
Tuesday	August 19	Drafted investment proposal outline.	Investor Presentations	Structuring ideas.
Wednesday	August 20	Wrote draft report sections.	Business Writing	Argument development.
Thursday	August 21	Edited and formatted document.	Reporting	Presentation polish.
Friday	August 22	Submitted business case for review.	Strategy	Strategic analysis.

### Week 13

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	August 24	Prepared land valuation data.	Financial Modeling	Pricing estimation.
Monday	August 25	Plotted coordinates digitally.	GIS Mapping	Location accuracy.
Tuesday	August 26	Created valuation summary sheet.	Financial Analysis	Documentation.
Wednesday	August 27	Reviewed valuation results.	Financial Modeling	Verification.
Thursday	August 28	Presented valuation summary.	Communication	Professional speaking.
Friday	August 29	Updated valuation archive.	Data Management	Organization.

### Week 14

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	August 31	Attended negotiation meeting.	Negotiation	Observation.
Monday	September 1	Supported document preparation.	Negotiation	Detail orientation.
Tuesday	September 2	Communicated with brokers.	Stakeholder Comms	Communication.
Wednesday	September 3	Observed pricing discussion.	Negotiation	Analytical listening.
Thursday	September 4	Assisted in contract summary draft.	Legal Documentation	Summarizing.
Friday	September 5	Compiled negotiation notes.	Reporting	Structured writing.

### Week 15

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	September 7	Organized project presentation slides.	Presentation	Design layout.
Monday	September 8	Compiled annexes and supporting docs.	Documentation	Detail orientation.
Tuesday	September 9	Finalized presentation deck.	Presentation	Formatting.
Wednesday	September 10	Coordinated with supervisor for edits.	Communication	Collaboration.
Thursday	September 11	Practiced final presentation.	Presentation	Public speaking.
Friday	September 12	Delivered internal project presentation.	Communication	Professional delivery.

## Week 16

Day	Date	Key Activities	Focus Area	Skills Gained
Sunday	September 14	Started final internship report.	Reflection	Report organization.
Monday	September 15	Compiled all weekly records.	Reporting	Summarization.
Tuesday	September 16	Wrote key learnings and outcomes.	Reflection	Analytical review.
Wednesday	September 17	Supervisor review and discussion.	Feedback	Communication.
Thursday	September 18	Edited and formatted final report.	Reporting	Presentation polish.
Friday	September 19	Submitted report and completed internship.	Completion	Professional closure.

## Appendix B: Notable Images and Highlights



**Supervisor–Intern Discussion Session**



**Team Collaboration and Workplace Synergy**