



PROPTIGER
RESEARCH

REAL INSIGHT

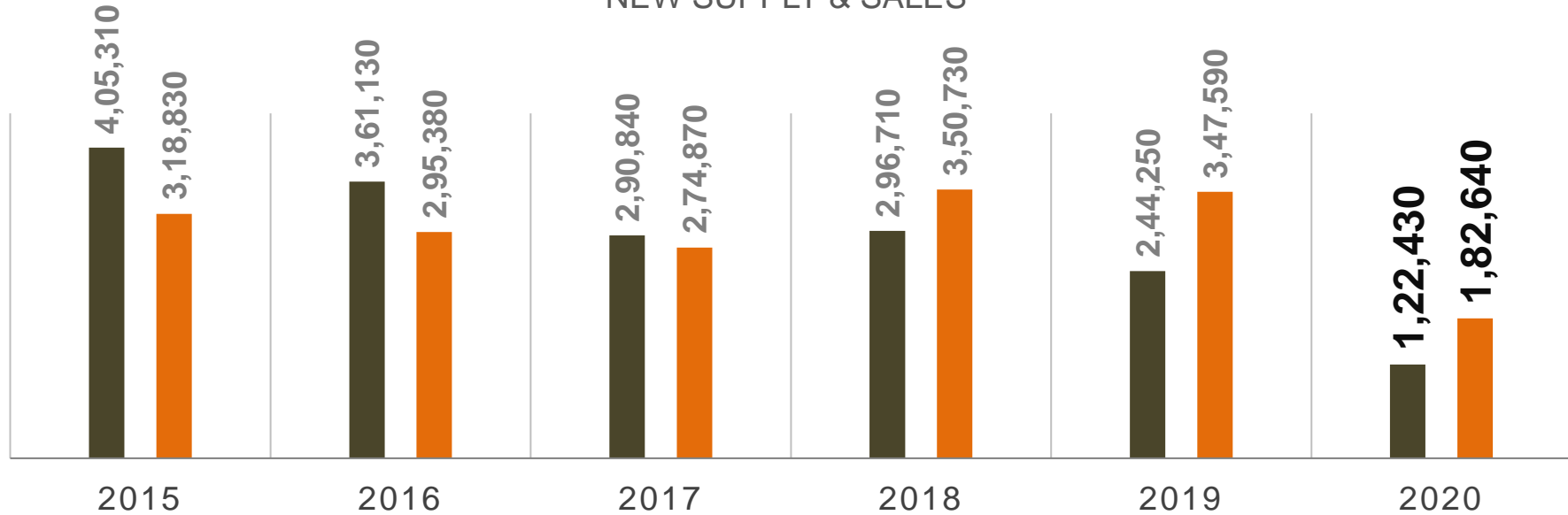
RESIDENTIAL

Annual Round-up 2020



2020 – A year like no other

NEW SUPPLY & SALES



Launches

Sales

YoY

50% ▼

47% ▼



RECAP 2020 NEW SUPPLY

Q1

Pre-COVID

35,670

50% ▼ YoY

27% ▼ QoQ

Q2

Lockdown
begins

12,560

81% ▼ YoY

65% ▼ QoQ

Q3

Warm-up for
festive season

19,860

66% ▼ YoY

58% ▲ QoQ



RECAP

2020 NEW SUPPLY

Q1

Pre-COVID

35,670

50% ▼ YoY

27% ▼ QoQ

Q2

 Lockdown
begins

12,560

81% ▼ YoY

65% ▼ QoQ

Q3

 Warm-up for
festive season

19,860

66% ▼ YoY

58% ▲ QoQ

Q4

 Festive season
begins

54,330

12% ▲ YoY

173% ▲ QoQ



RECAP 2020 SALES

Q1

Pre-COVID

69,560

25% ▼ YoY

13% ▼ QoQ

Q2

Lockdown
begins

19,040

79% ▼ YoY

73% ▼ QoQ

Q3

Warm-up for
festive season

35,130

57% ▼ YoY

85% ▲ QoQ



RECAP

2020 SALES

Q1

Pre-COVID

69,560

25% ▼ YoY

13% ▼ QoQ

Q2

 Lockdown
begins

19,040

79% ▼ YoY

73% ▼ QoQ

Q3

 Warm-up for
festive season

35,130

57% ▼ YoY

85% ▲ QoQ

Q4

 Festive season
begins

58,910

27% ▼ YoY

68% ▲ QoQ



Q4 2020 ROAD TO RECOVERY



Green shoots of revival in economy



GST

recorded highest collections in December 2020 since inception



Manufacturing PMI

reached 56.4 in December 2020



Services PMI

above 50-mark, at 52.3 in December 2020



Personal Loans

continues to perform well, 10% YoY growth in November 2020



Power Consumption

6.1% increase YoY in December 2020



Virtual Residential Demand

at all time high in Q4 2020

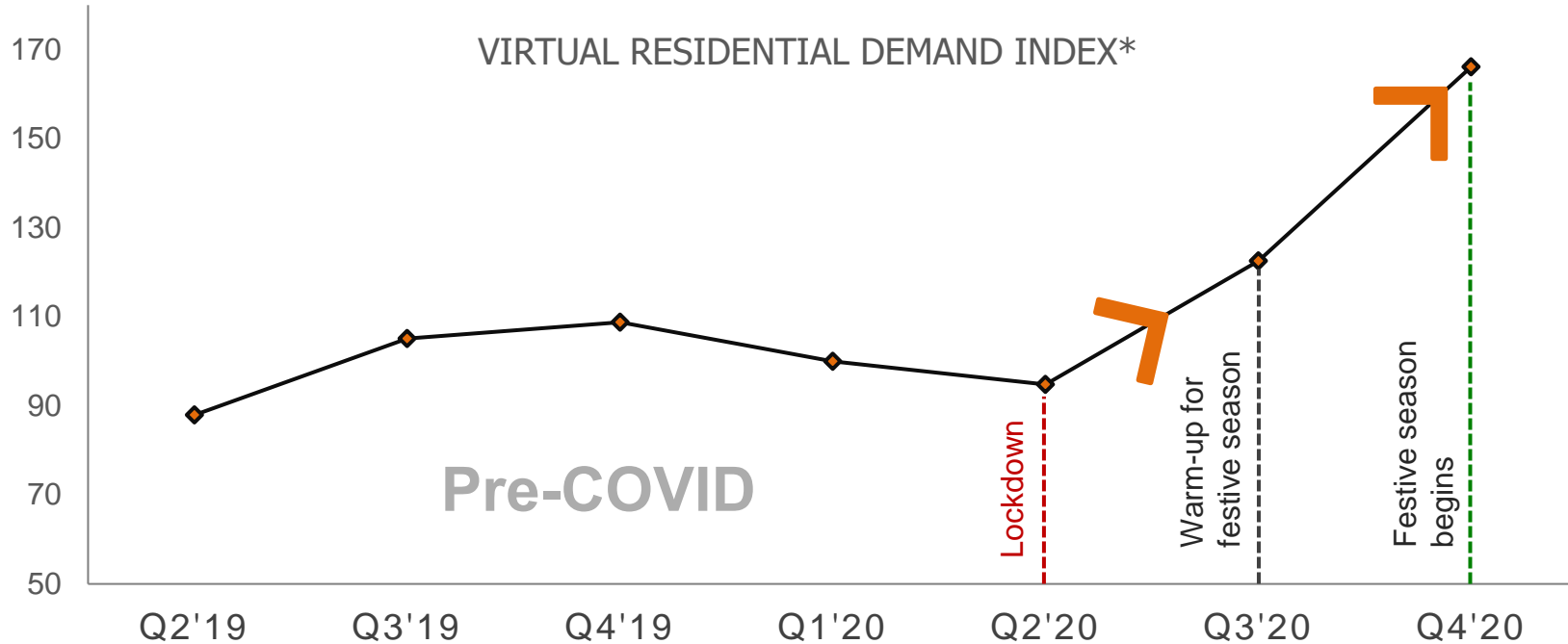


Passenger Vehicle Demand

12.7% YoY growth from pre-pandemic levels



Festive boost to virtual demand

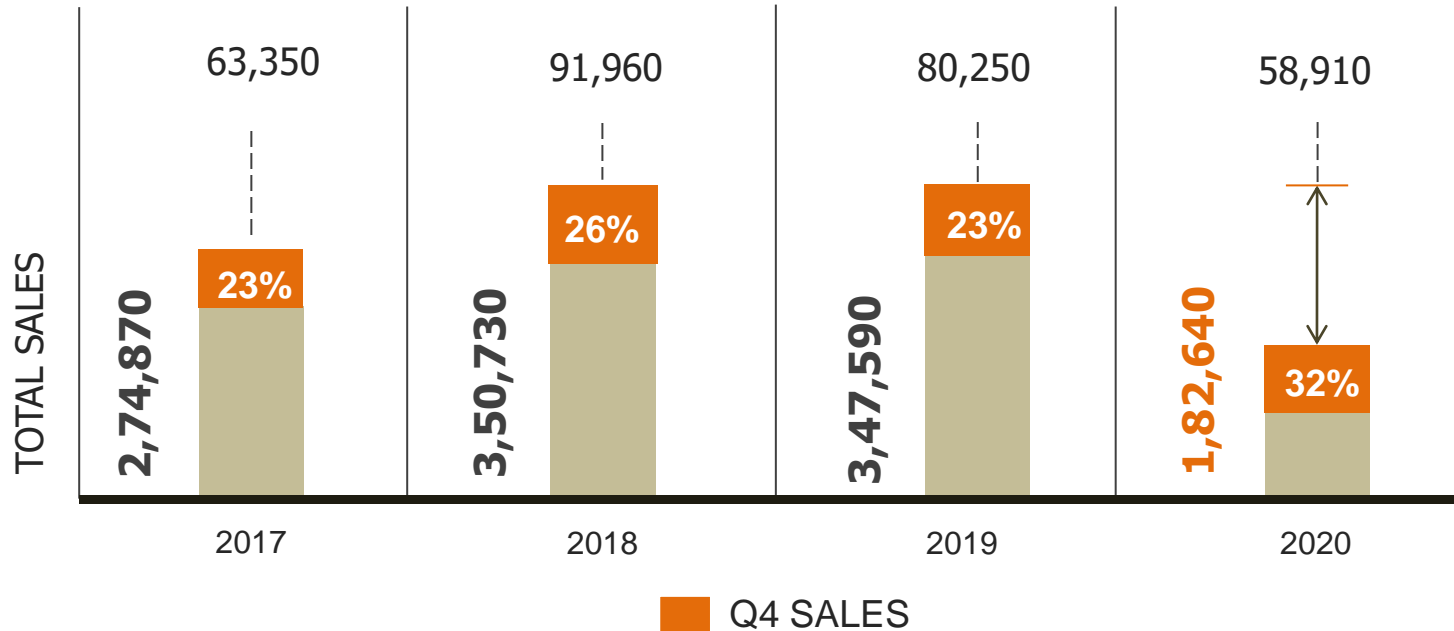


*Virtual Residential Demand Index is a barometer to gauge online consumer interest for residential properties for buying within a given period in the top eight cities. Base: Q1 2020

Source: PropTiger Research



Closing in on the gap in final quarter



Q4 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS



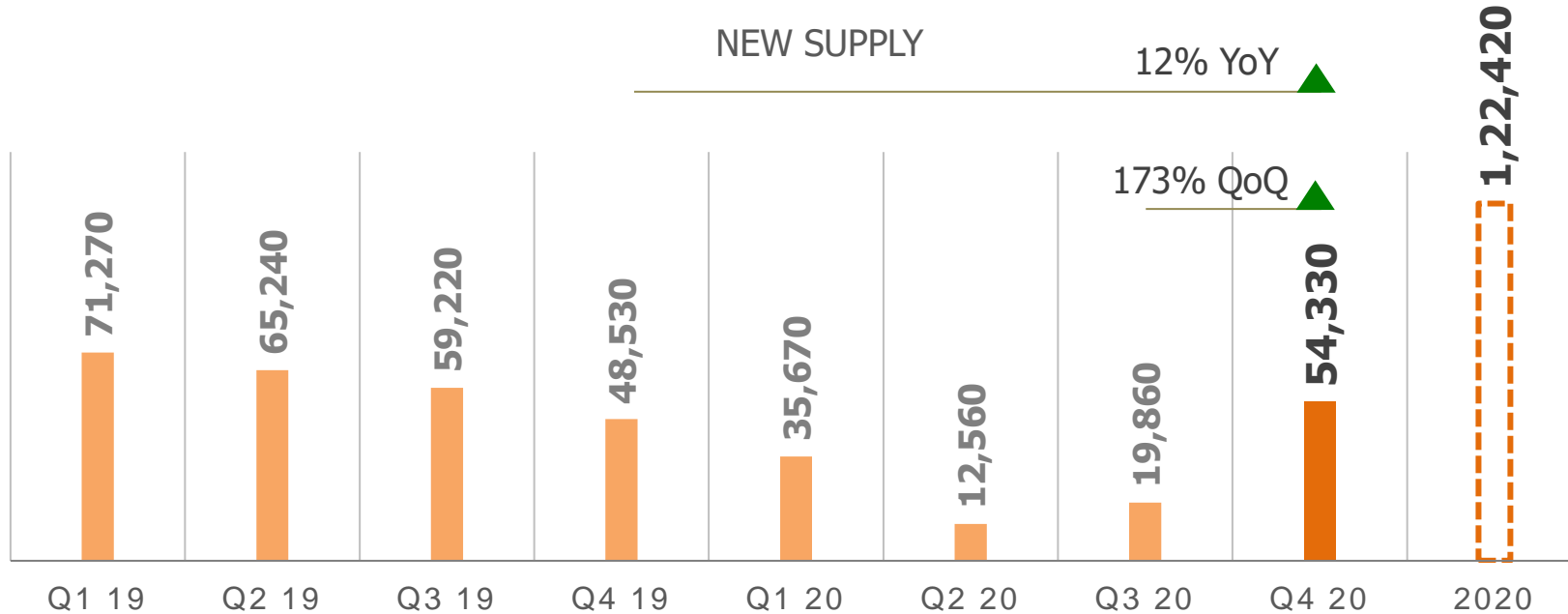


Q4 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS

NEW SUPPLY

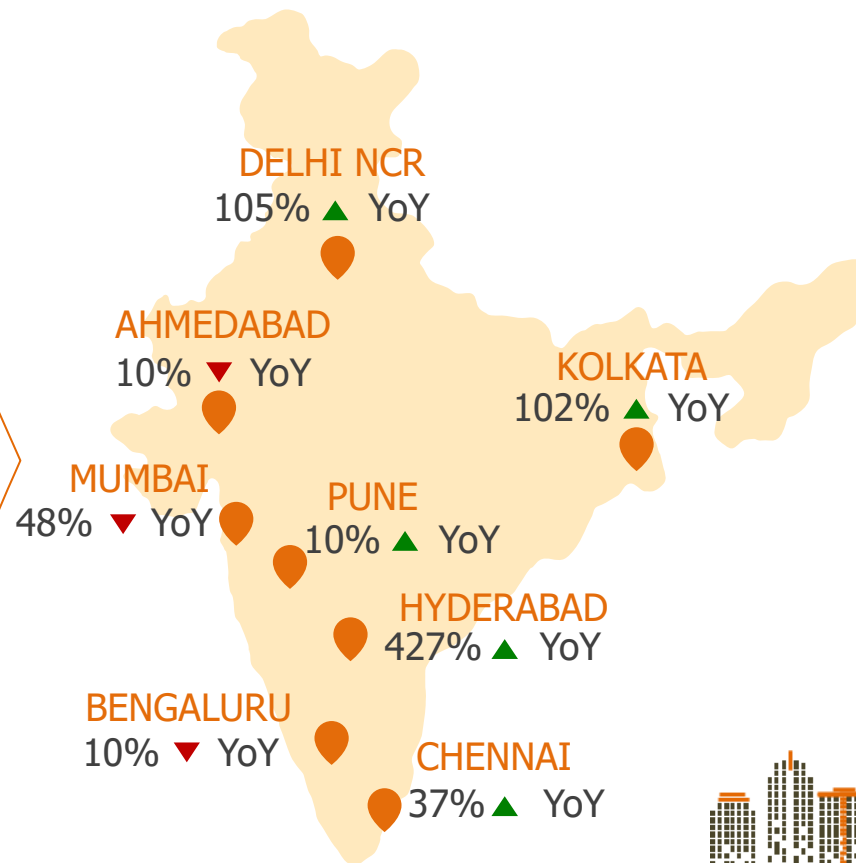
New launches in Q4 push the supply tally to pre-COVID levels



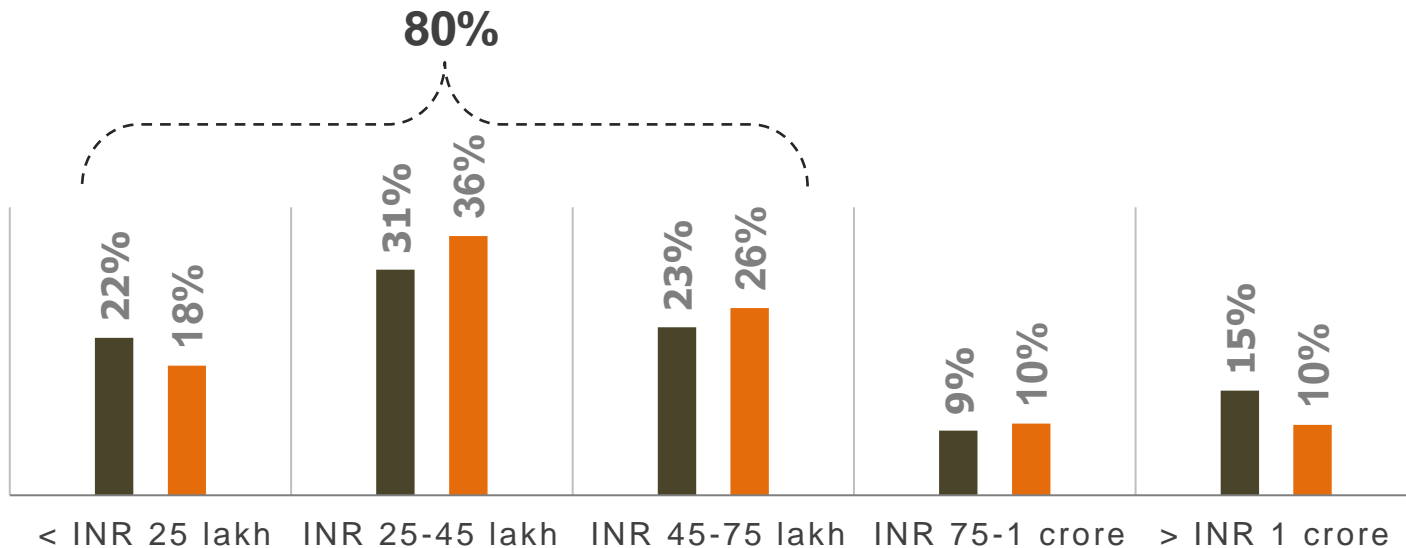
Hyderabad leads in new launches for the quarter

CITY-WISE SPLIT OF NEW SUPPLY

| City | Q4 2019 | Q4 2020 |
|------------------|---------------|---------------|
| Hyderabad | 2,410 | 12,720 |
| Pune | 9,770 | 10,770 |
| Mumbai | 19,300 | 10,070 |
| Bengaluru | 6,820 | 6,100 |
| Delhi NCR | 2,500 | 5,120 |
| Chennai | 3,560 | 4,890 |
| Ahmedabad | 3,350 | 3,000 |
| Kolkata | 820 | 1,660 |
| All India | 48,530 | 54,330 |



< INR 75 lakh segment drives supply



Q4 2020
54,330

Q4 2019
48,530

| Key Cities Q4 20 | Delhi NCR | Pune | Pune | Hyderabad | Hyderabad |
|------------------|----------------------------------|-------------------|---------------------|--------------------|--------------------|
| Key Localities | Sector 95, Sector 37D (Gurugram) | Manjari Tathawade | Tathawade Hinjewadi | Miyapur Sangareddy | Kokapet Malkajgiri |



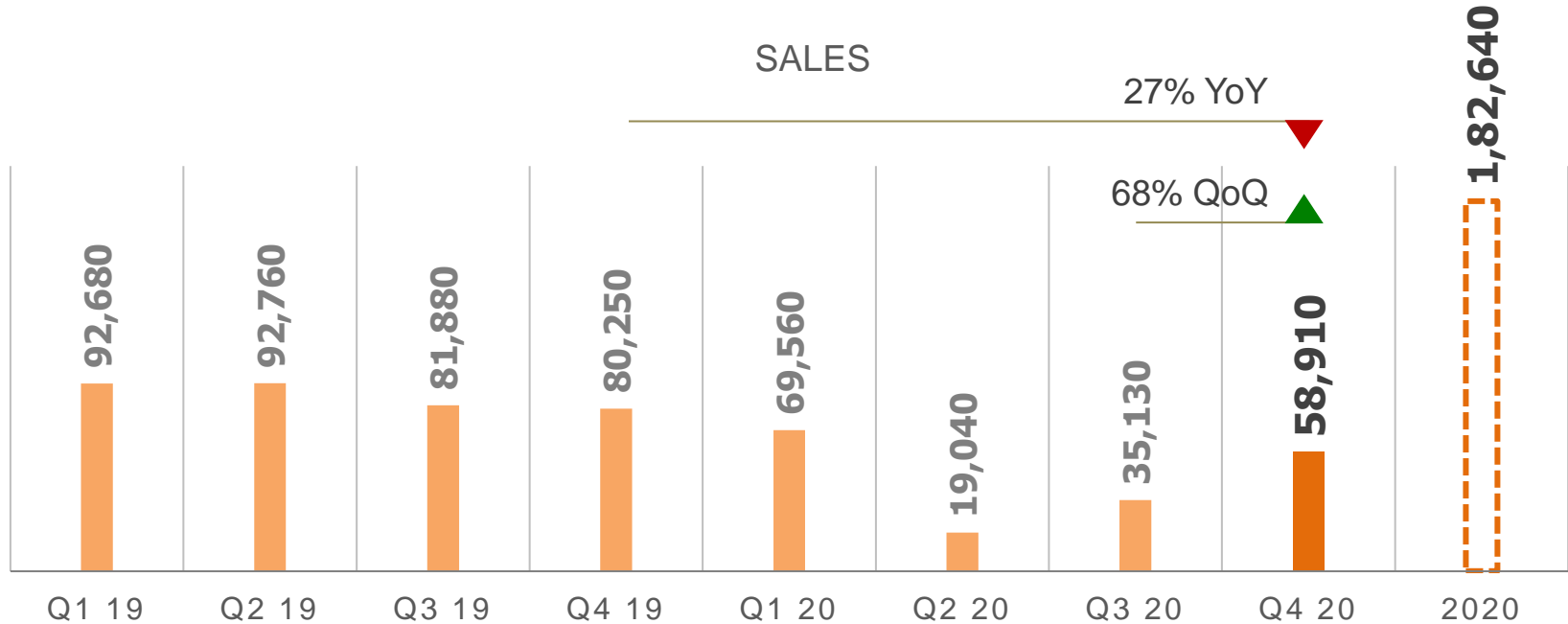


Q4 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS

SALES

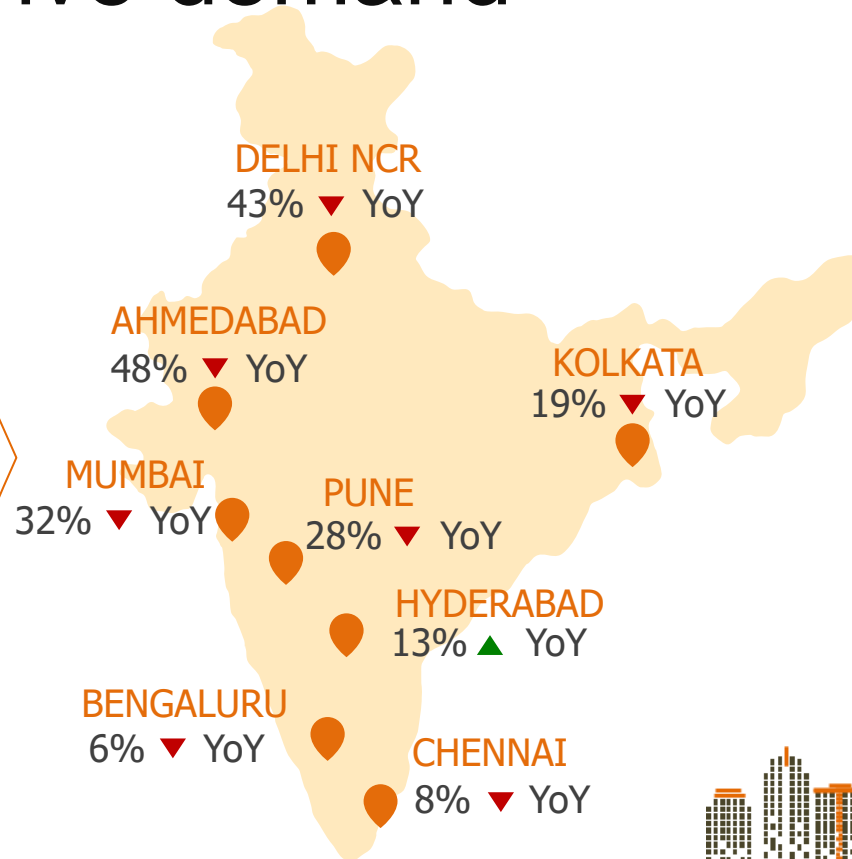
Demand inching back to pre-COVID level



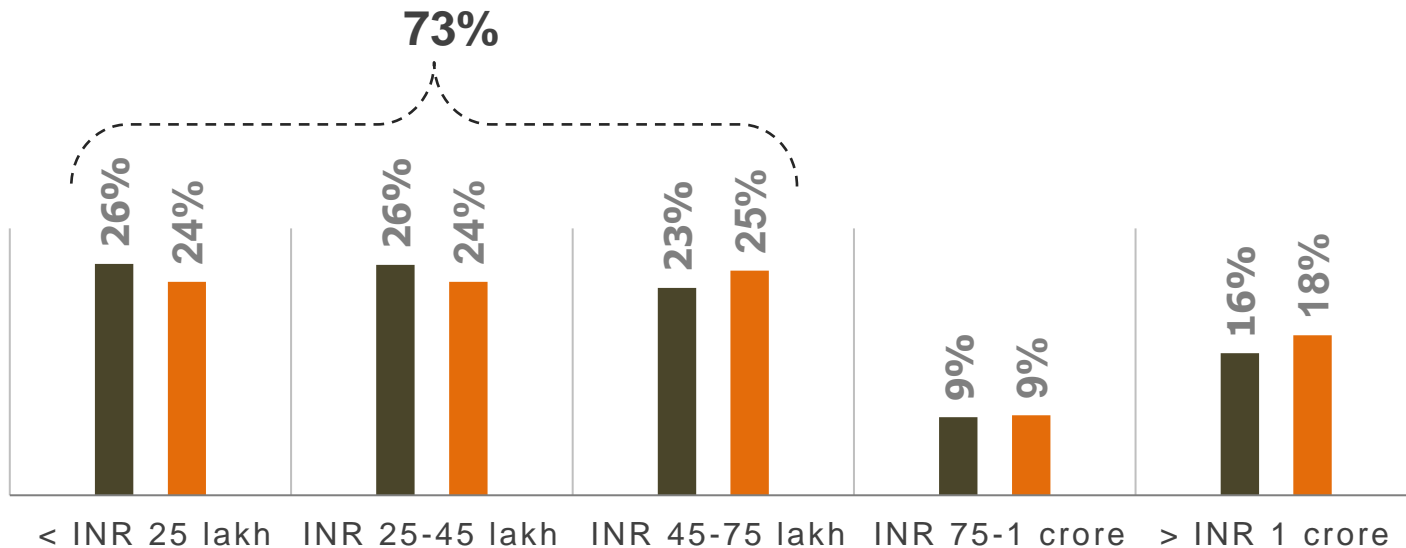
Mumbai and Pune drive demand

CITY-WISE SPLIT OF SALES

| City | Q4 2019 | Q4 2020 |
|------------------|---------------|---------------|
| Mumbai | 27,070 | 18,330 |
| Pune | 16,070 | 11,550 |
| Bengaluru | 8,140 | 7,660 |
| Hyderabad | 5,720 | 6,490 |
| Delhi NCR | 10,690 | 6,060 |
| Chennai | 3,470 | 3,180 |
| Ahmedabad | 5,980 | 3,120 |
| Kolkata | 3,110 | 2,520 |
| All India | 80,250 | 58,910 |



Demand concentrated in < INR 75 lakh



Q4 2020
58,910

Q4 2019
80,250

| Key Cities Q4 20 | Mumbai | Pune | Pune | Pune | Pune |
|------------------|----------------|-------------------|-------------------|-----------------|---------------|
| Key Localities | Bhiwandi Neral | Manjari Hinjewadi | Manjari Hinjewadi | Baner Chinchwad | Baner Kothrud |



Source: DataLabs, PropTiger Research *Units converted to nearest thousands

2020

TOP LOCALITIES DRIVING SALES

Thane West
Mumbai

Dombivli
Mumbai

INR 10,300-
10,700 / sq ft

Hinjewadi
Pune

INR 5,900-
6,100 / sq ft

Bhiwandi
Mumbai

INR 5,500-
5,700 / sq ft

Panvel
Mumbai

INR 4,300-
4,700 / sq ft

Wagholi
Pune

INR 6,000-
6,200 / sq ft

Tathawade
Pune

INR 4,000-
4,200 / sq ft

INR 5,500-
5,700 / sq ft

Ravet
Pune

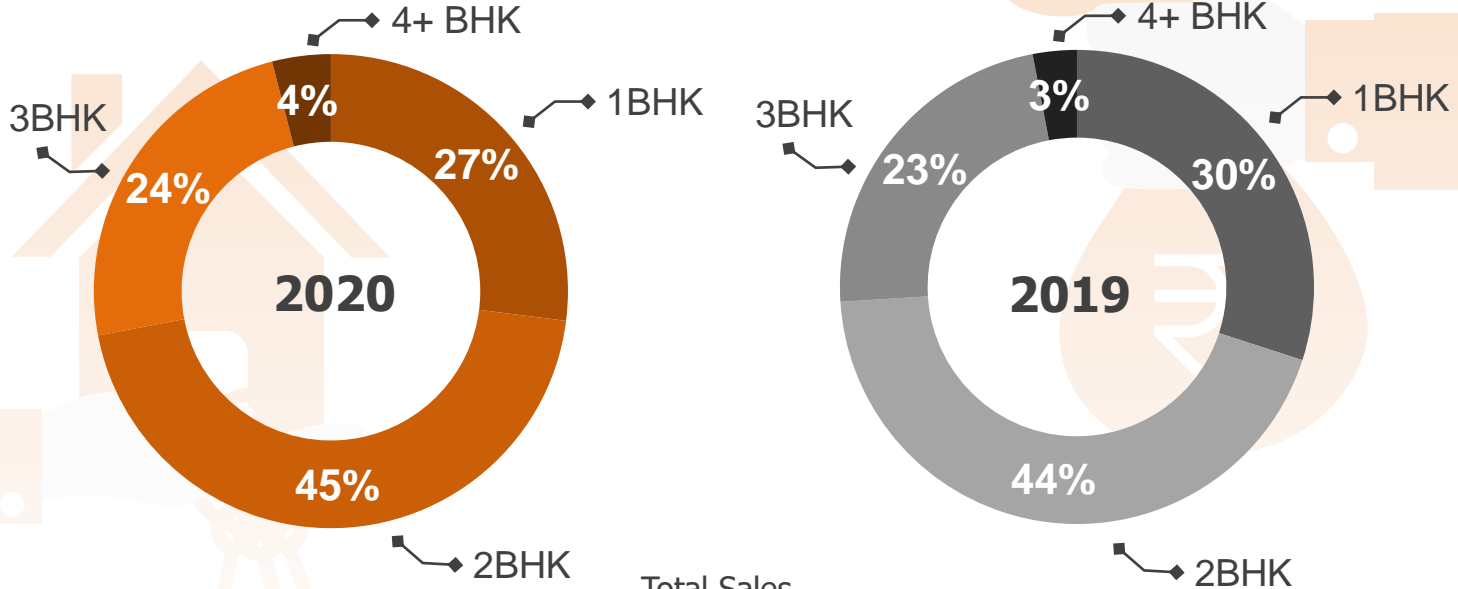
INR 5,100-
5,300 / sq ft

Wakad
Pune

INR 6,200-
6,500 / sq ft

Manjari
Pune
INR 5,300-
5,500 / sq ft

2BHK spearheads demand

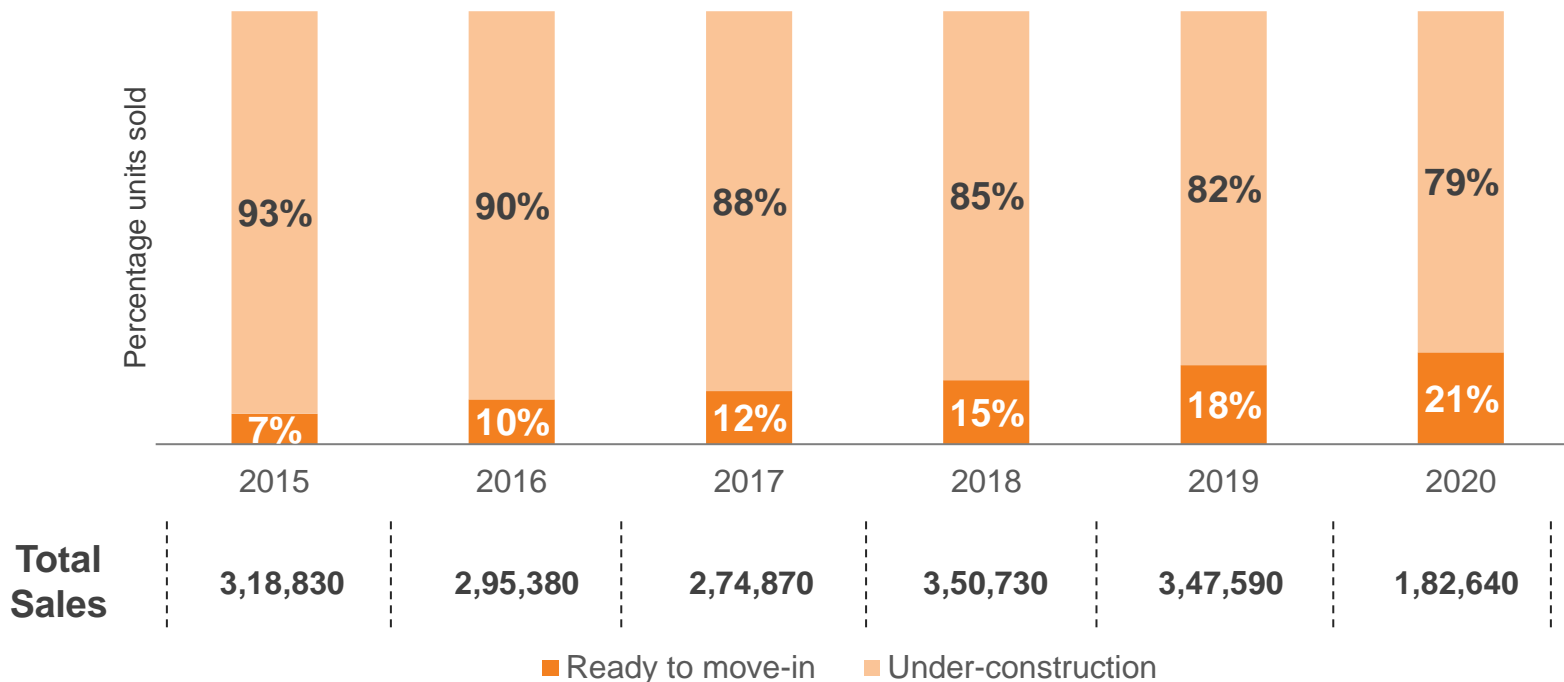


| Total Sales | |
|-------------|----------|
| 2020 | 2019 |
| 1,82,640 | 3,47,590 |



Demand for RTMI units on the rise

SALES – RTMI VS UNDER CONSTRUCTION

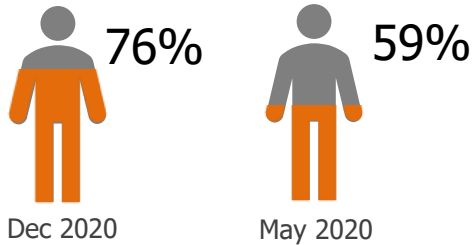


Source: DataLabs, PropTiger Research



HOMEBUYERS SENTIMENTS - 2020

Economic outlook improves,
income outlook still **cautious**



■ Economic outlook will improve or stay the same

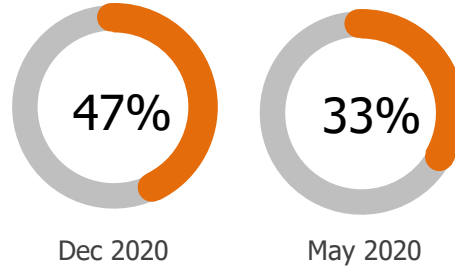
76%

homebuyers opine economic scenario will improve or stay same

1/3rd

respondents still not confident about their income

Work from home pushes
more people to look for
larger homes

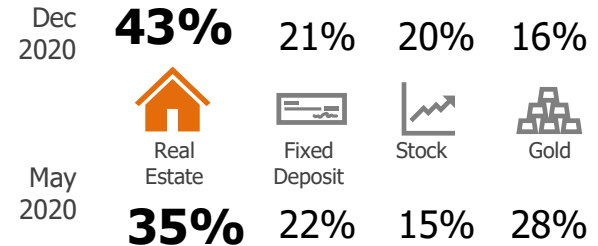


■ Yes, I will look for a larger home

47%

homebuyers want to look for larger homes

Real Estate remains the
preferred investment
asset class



63%

respondents prefer RTMI

Flexible payment plans, discounts and **low mortgage rates** important to drive demand for the coming year

*The survey was undertaken by PropTiger Research and was conducted between April to May 2020 and September to December 2020, through stratified random sampling for fair representation across top eight cities. The insights presented entirely represent the view of more than thousand potential homebuyers during each period.



Q4 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS

UNSOLD INVENTORY & PRICE TREND

Unsold inventory continues to reduce



**INVENTORY
OVERHANG**

Hyderabad
29 (2.4)

Bengaluru
36 (3.0)

Ahmedabad
38 (3.2)

Pune
40 (3.3)

ALL INDIA

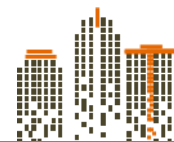
47 (3.9)
months (years)

Kolkata
40 (3.3)

Chennai
42 (3.5)

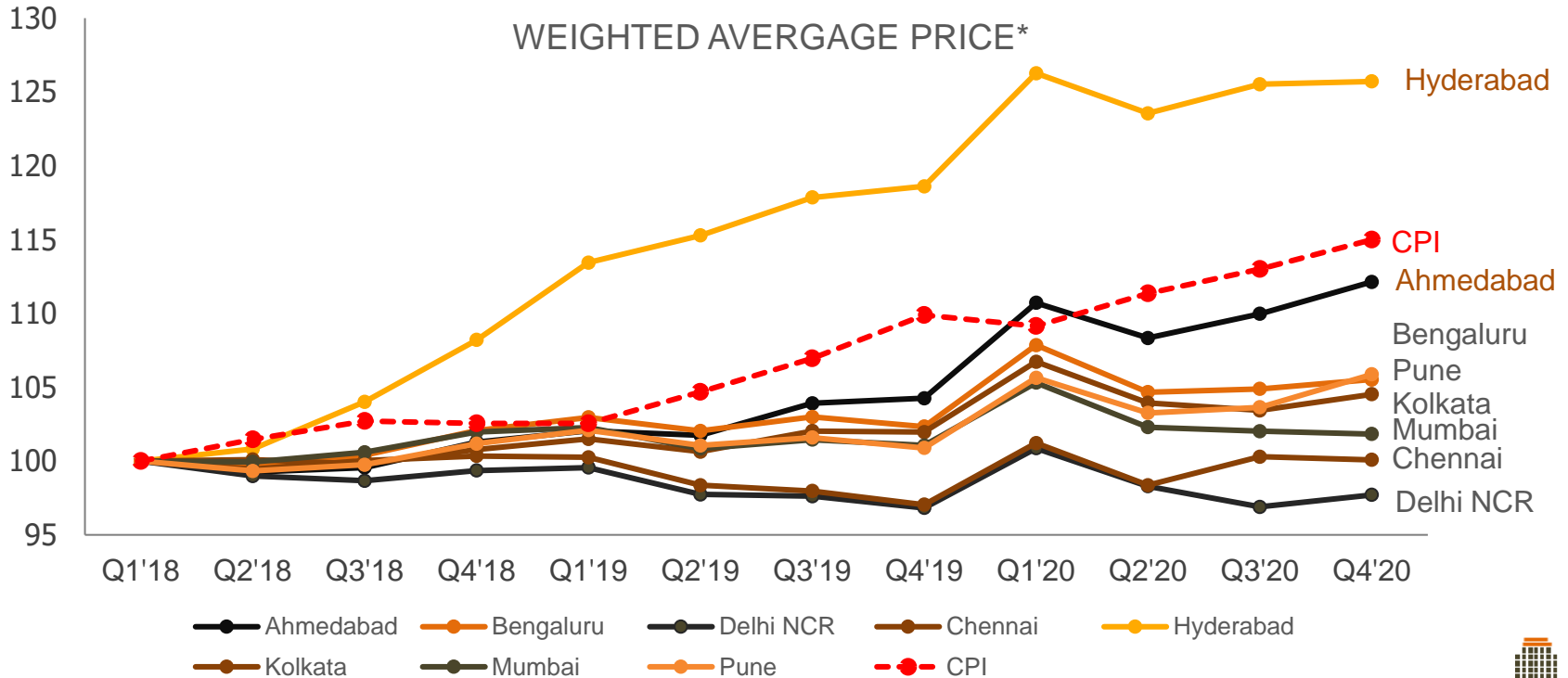
Mumbai
58 (4.8)

Delhi NCR
72 (6.0)



Muted price growth across cities

Ahmedabad (7%) and Hyderabad (5%) show maximum price appreciation in Q4 2020



Source: DataLabs, PropTiger Research *Indexed as per CPI Inflation, Weighted Average Price is for new supply



Key Highlights

- **New supply and sales inching back to pre-COVID levels**
- Hyderabad dominates **new supply**
- Units in **<INR 75 lakh** continue to drive fresh supply
- **Pune** and **Mumbai** contribute most (51%) to sales
- Demand concentrated in **< INR 75 lakh** price bracket
- End user interest invigorates prices in **Ahmedabad** and **Hyderabad**
- Unsold Inventory continues to **decline**
- **Festive boost, relief measures and pent-up demand set residential real estate market on revival path**





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REAL INSIGHT

RESIDENTIAL

Annual Round-up 2020



Disclaimer: The analysis presented on real estate trends in India are indicative of market trends. The data has been tracked and collected across eight cities for nearly 20,000 projects. Utmost care has been taken to provide the complete market picture however these trends present estimates and should not be relied upon in anyway. The data for sales is collected through primary survey carried out by our field agents and the data for new launches is as per the projects registered under the Real Estate Regulatory Act (RERA). The report published is for general information only. Although high standards have been used for analysis in this report, no responsibility or liability whatsoever can be accepted by PropTiger.com for any loss or damage resulting from any use of, reliance on or reference to the content of this document. As a general report, this material does not necessarily represent the views of PropTiger.com in relation to particular properties or projects. Reproduction of this report in whole or in part is not allowed without prior written approval of PropTiger.com to the form and content within which it appears.