PROPTIGER RESEARCH

REAL INSIGHT

RESIDENTIAL

Annual Round-up 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS

2020 – A year like no other

	Launches	Sales
YoY	**50%** ▼	**47%** ▼

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

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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

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

RECAP 2020 NEW SUPPLY

Q1	Q2	Q3	Q4
Pre-COVID	Lockdown begins	Warm-up for festive season	Festive season begins
35,670	12,560	19,860	54,330
50% ▼ YoY	81% ▼ YoY	66% ▼ YoY	12% ▲ YoY
27% ▼ QoQ	65% ▼ QoQ	58% ▲ QoQ	173% ▲ QoQ

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

RECAP

2020 SALES

Q1	Q2	Q3
Pre-COVID	Lockdown begins	Warm-up for festive season
69,560	**19,040**	**35,130**
25% ▼ YoY	**79%** ▼ YoY	**57%** ▼ YoY
13% ▼ QoQ	**73%** ▼ QoQ	**85%** ▲ QoQ

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

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RECAP 2020 SALES

Q1	Q2	Q3	Q4
Pre-COVID	Lockdown begins	Warm-up for festive season	Festive season begins
69,560	**19,040**	**35,130**	**58,910**
25% ▼ YoY	79% ▼ YoY	57% ▼ YoY	27% ▼ YoY
13% ▼ QoQ	73% ▼ QoQ	85% ▲ QoQ	68% ▲ QoQ

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

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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

Source: DataLabs, PropTiger Research, RBI, Industry Sources

Q4 2020 – ROAD TO RECOVERY

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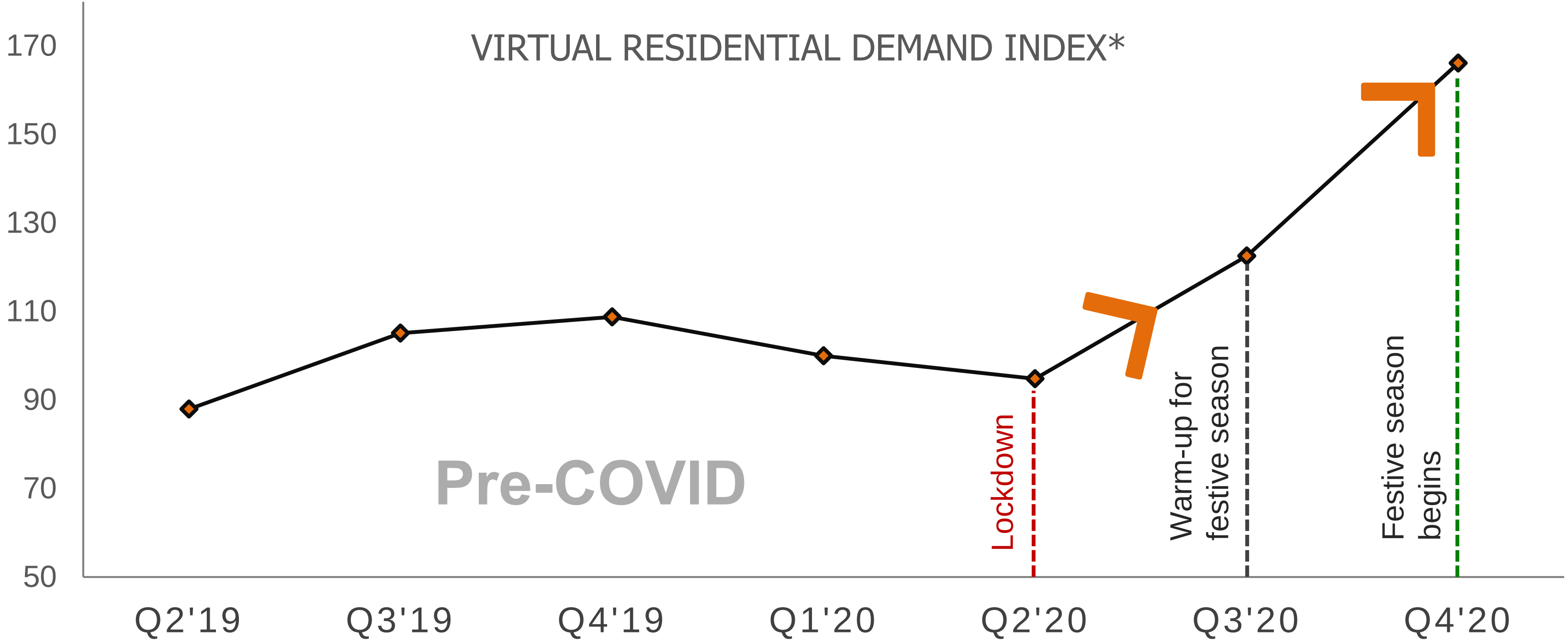
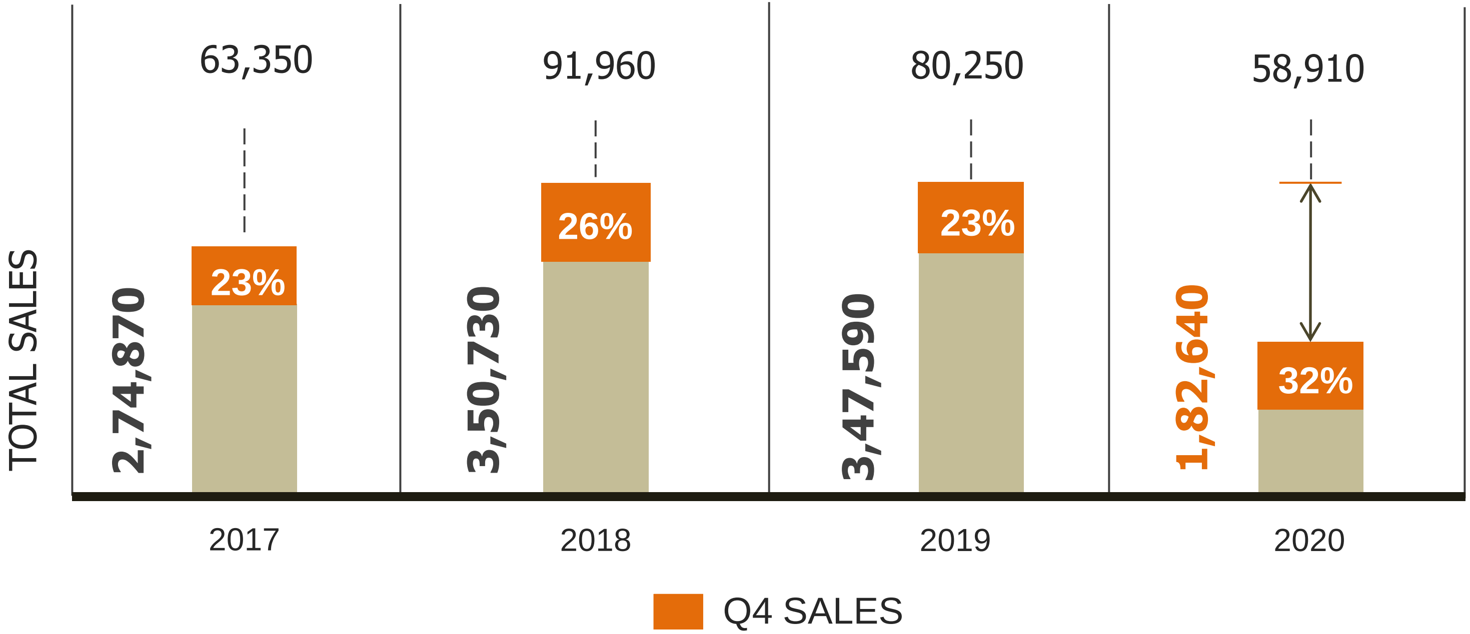
Festive boost to virtual demand



*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



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

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Q4 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS

PROPTIGER RESEARCH

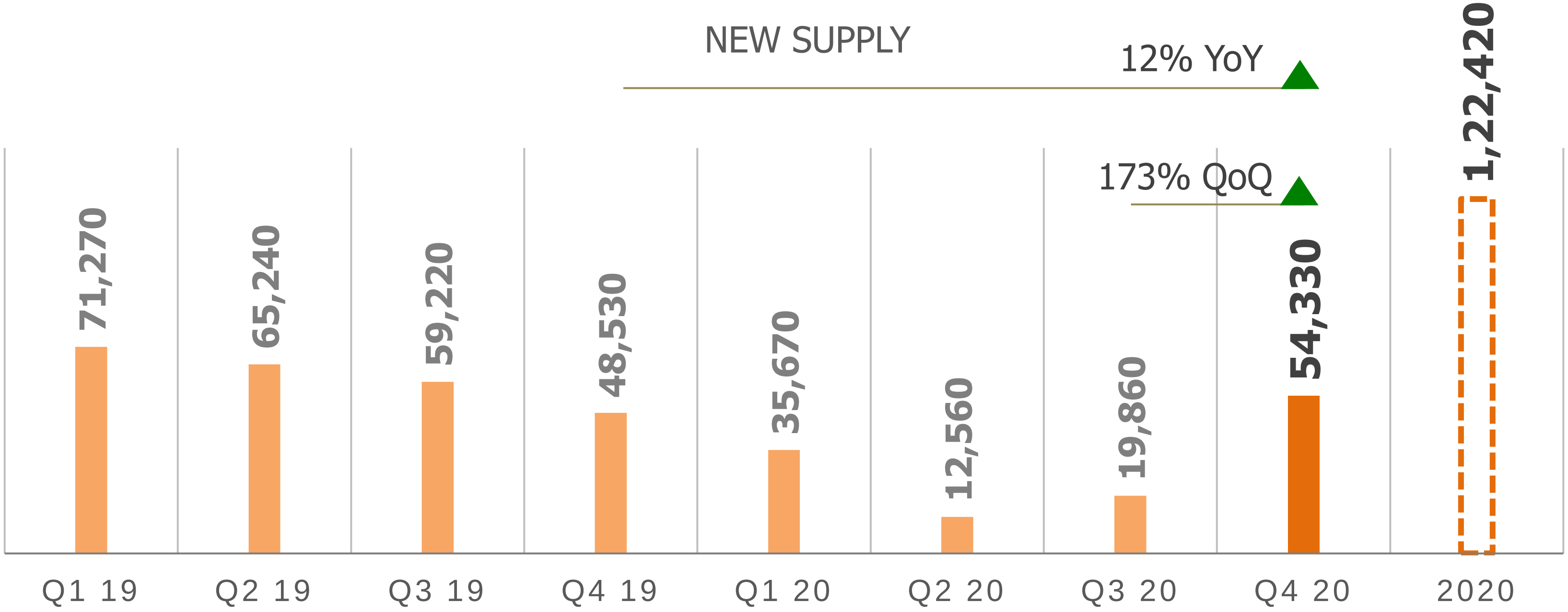
Q4 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS

NEW SUPPLY

NEW SUPPLY

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



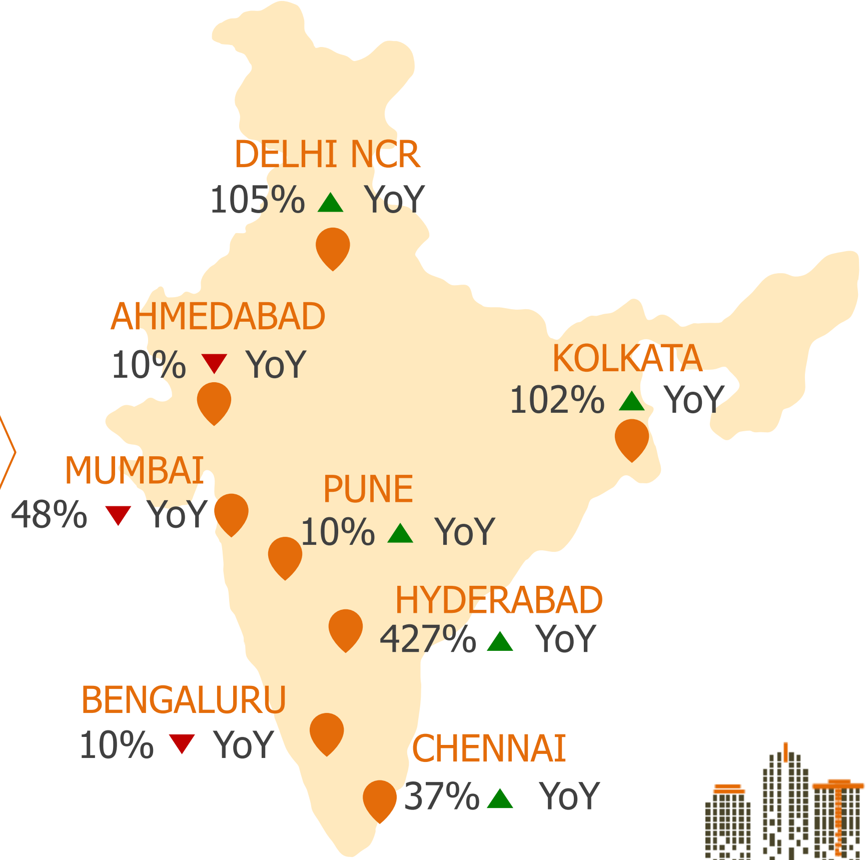
Source: DataLabs, PropTiger Research **Units converted to nearest thousands*

NEW SUPPLY

Hyderabad leads in new launches for the quarter

CITY-WISE SPLIT OF NEW SUPPLY

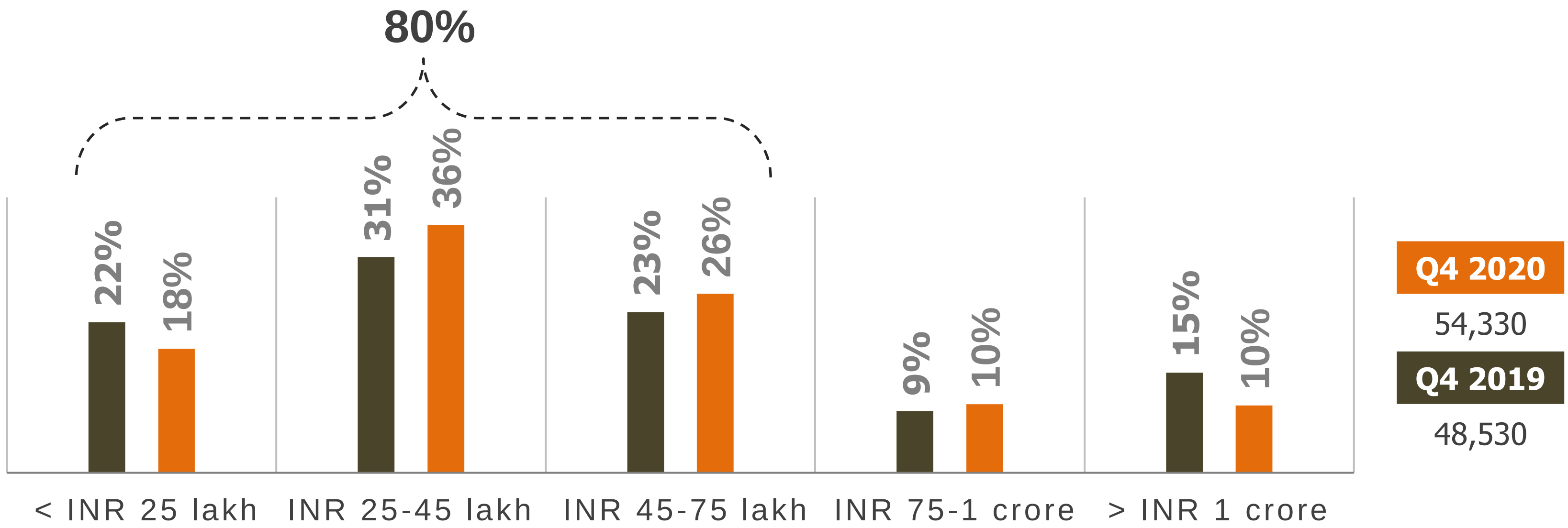
City	Q4 2019	Q4 2020
Hyderabad	2,410	12,720
Pune	9,770	10,770
Mumbai	19,300	10,070
Bengaluru	6,820	6,100
Delhi NCR	2,500	5,120
Chennai	3,560	4,890
Ahmedabad	3,350	3,000
Kolkata	820	1,660
All India	**48,530**	**54,330**



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

NEW SUPPLY

< INR 75 lakh segment drives supply



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

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

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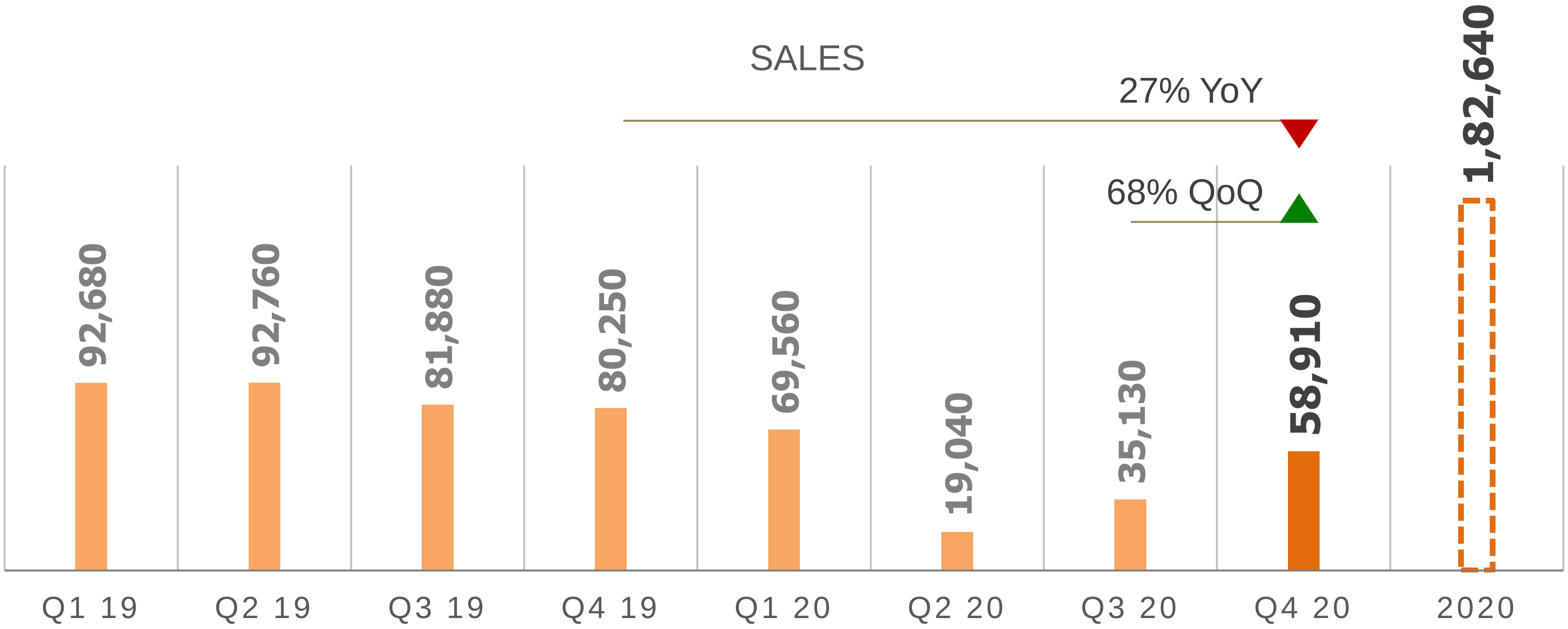
Q4 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS

SALES

SALES

Demand inching back to pre-COVID level



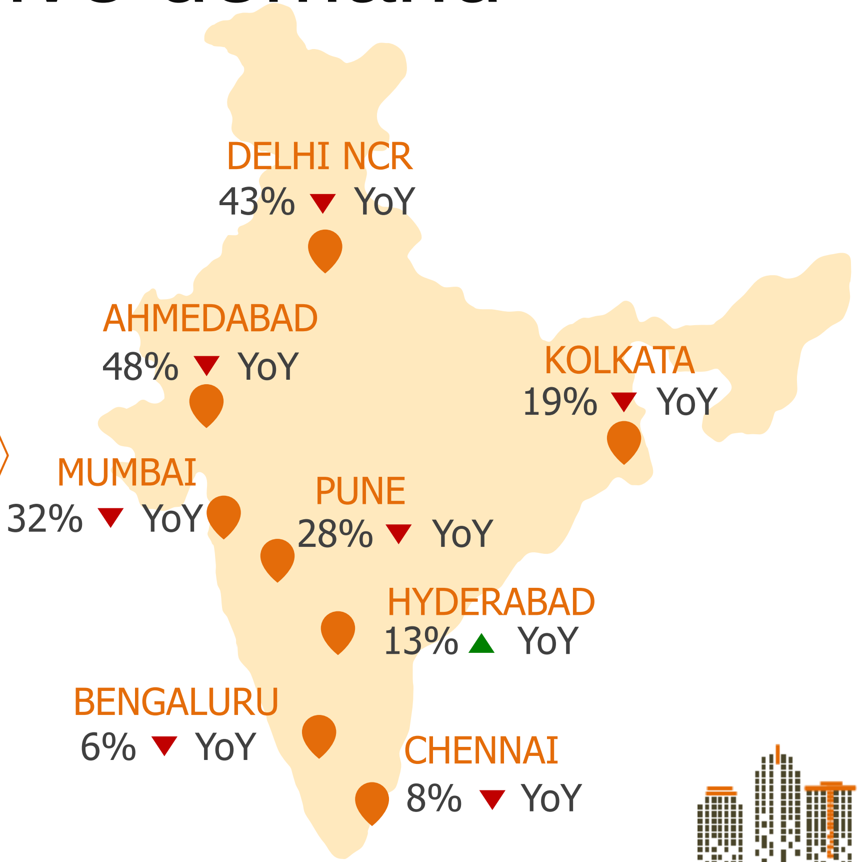
Source: DataLabs, PropTiger Research **Units converted to nearest thousands*

SALES

Mumbai and Pune drive demand

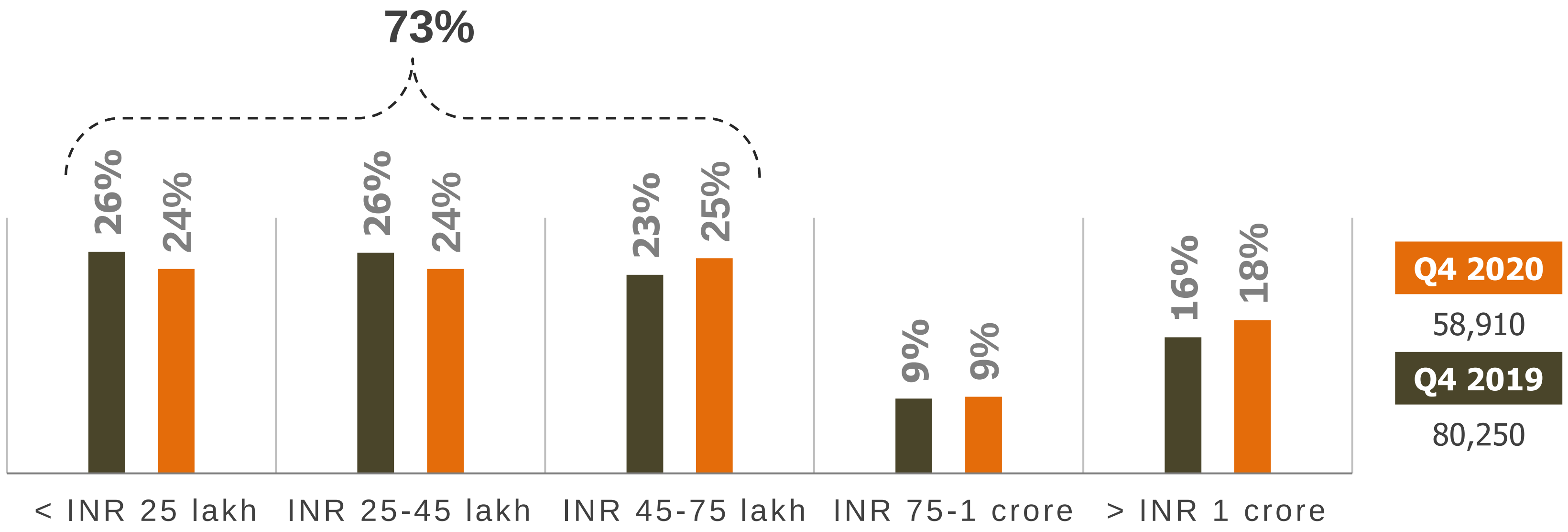
CITY-WISE SPLIT OF SALES

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**



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

Demand concentrated in < INR 75 lakh



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
INR 10,300-10,700 / sq ft

Dombivli
Mumbai
INR 5,900-6,100 / sq ft

Hinjewadi
Pune
INR 5,500-5,700 / sq ft

Bhiwandi
Mumbai
INR 4,300-4,700 / sq ft

Panvel
Mumbai
INR 6,000-6,200 / sq ft

Wagholi
Pune
INR 4,000-4,200 / sq ft

Tathawade
Pune
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

Source: DataLabs, PropTiger Research

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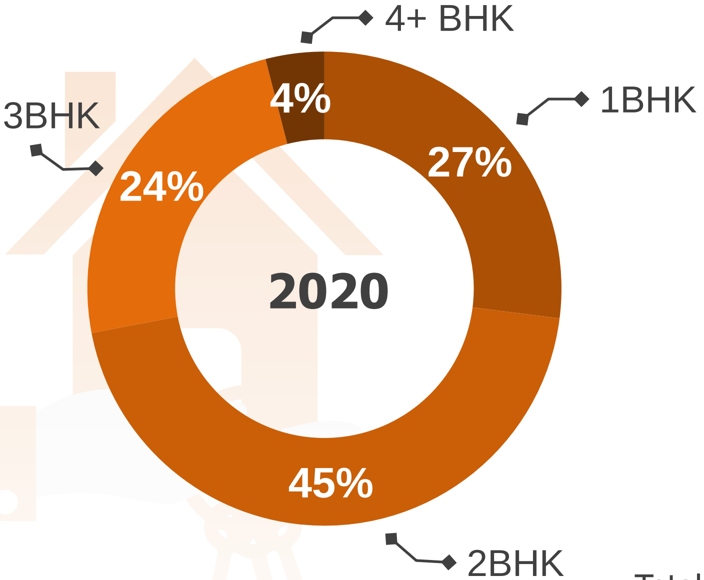
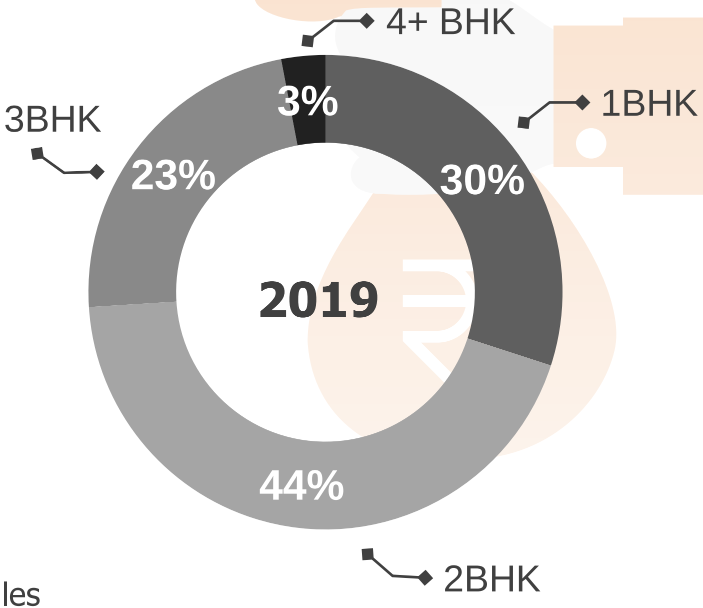
SALES

2BHK spearheads demand





Total Sales

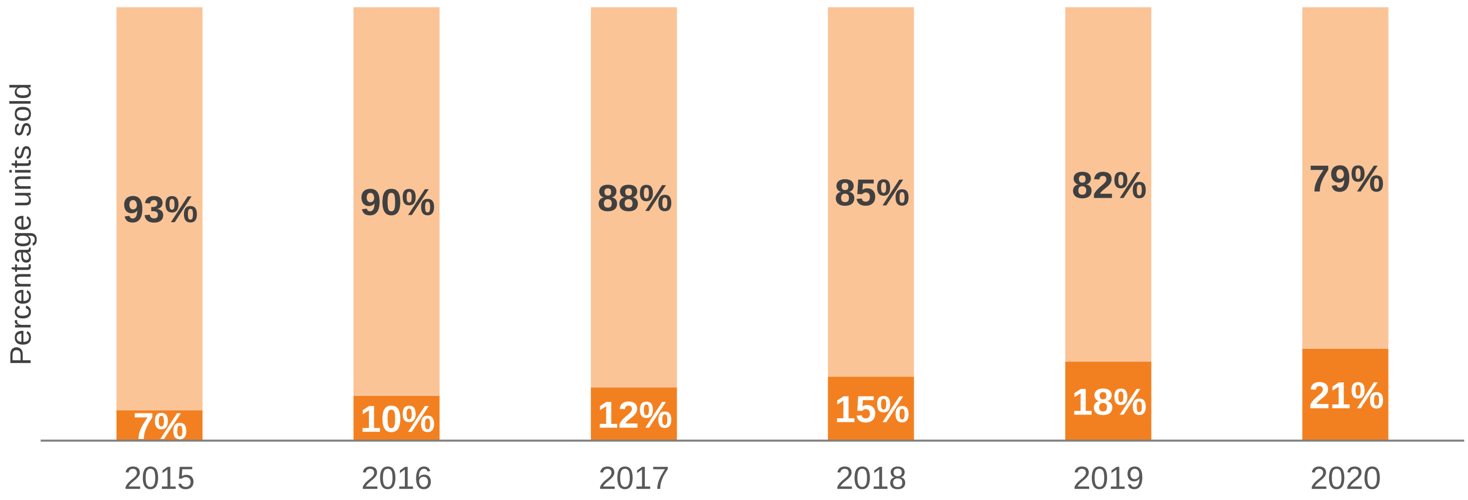
2020	2019
1,82,640	3,47,590

Source: DataLabs, PropTiger Research

SALES

Demand for RTMI units on the rise

SALES – RTMI VS UNDER CONSTRUCTION



	2015	2016	2017	2018	2019	2020
Total Sales	3,18,830	2,95,380	2,74,870	3,50,730	3,47,590	1,82,640

Ready to move-in   Under-construction

Source: DataLabs, PropTiger Research

HOMEBUYERS SENTIMENTS - 2020

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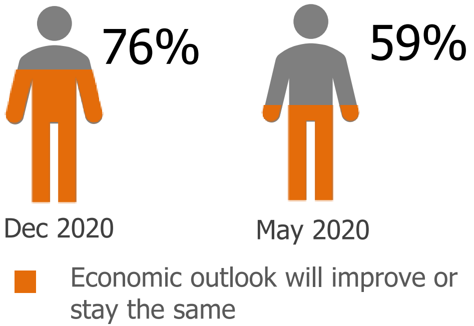
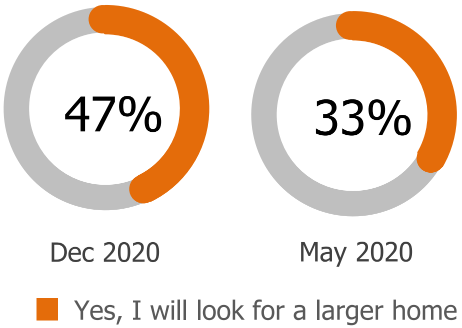
Economic outlook improves, income outlook still cautious



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



47% homebuyers want to look for larger homes

Real Estate remains the preferred investment asset class

	Real Estate	Fixed Deposit	Stock	Gold
Dec 2020	43%	21%	20%	16%
May 2020	35%	22%	15%	28%

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.*

Source: PropTiger Research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Q4 2020
ALL INDIA RESIDENTIAL REAL ESTATE TRENDS
UNSOLD INVENTORY &
PRICE TREND

UNSOLD INVENTORY

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Unsold inventory continues to reduce

7,91,730 — 9% ▼ → 7,18,480

2019 — 2020

INVENTORY OVERHANG

ALL INDIA

47 (3.9) months (years)

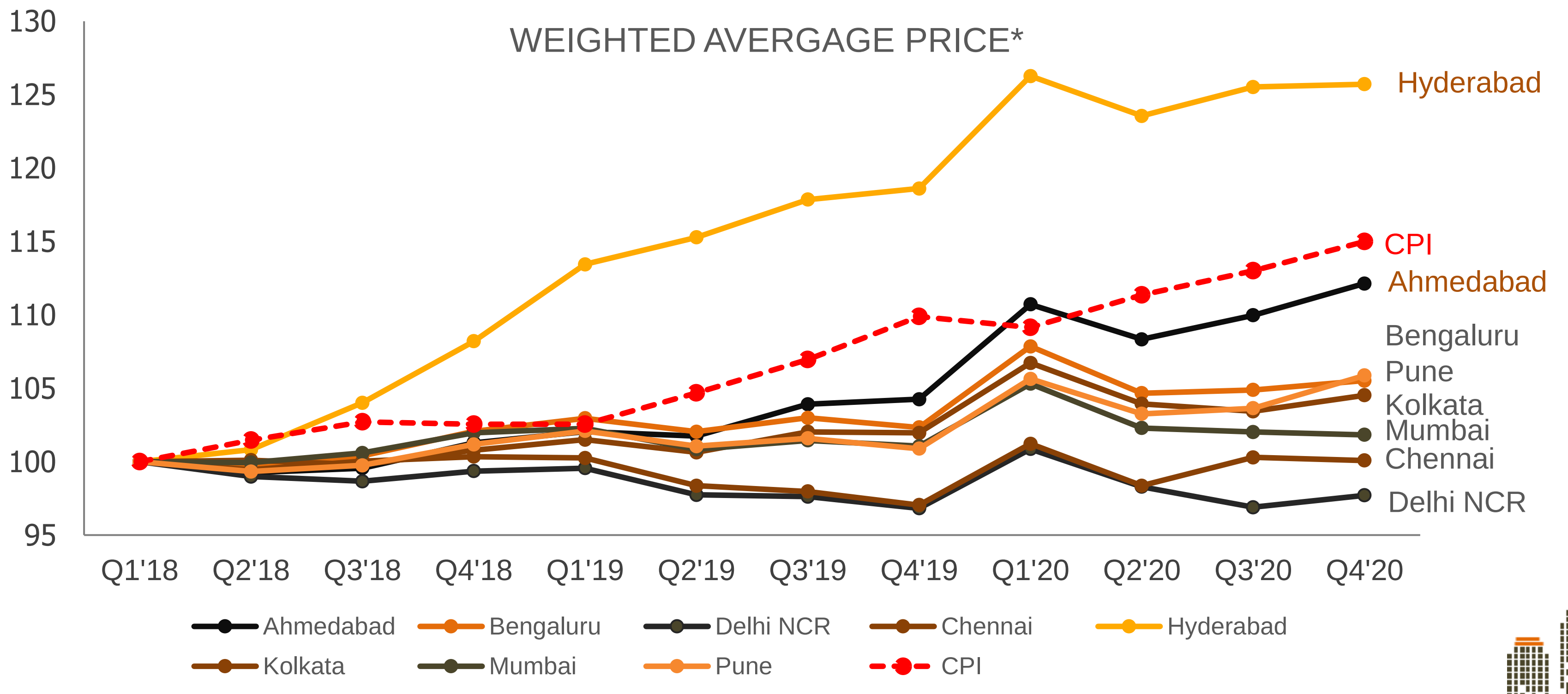
City	Inventory overhang
Hyderabad	**29** (2.4)
Bengaluru	**36** (3.0)
Ahmedabad	**38** (3.2)
Pune	**40** (3.3)
Kolkata	**40** (3.3)
Chennai	**42** (3.5)
Mumbai	**58** (4.8)
Delhi NCR	**72** (6.0)

Source: DataLabs, PropTiger Research

PRICE TREND

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*

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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**

For more research insights contact
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