REAL INSIGHT
Residential
Q2 2020
Residential real estate
H1 2020

NEW LAUNCHES

H1'19 | H1'20
---|---
1,36,510 | 48,230
- 65% YTD

SALES

H1'19 | H1'20
---|---
1,85,440 | 88,600
- 52% YTD

Source: DataLabs, PropTiger Research
*Units converted to nearest thousands
Recap
Q1 2020

New Launches: 35,670 (50% YoY)
Sales: 69,560 (25% YoY)
Online Traffic (Cumulative): 30% YoY
Credit Growth in Housing: 15% (Mar 2020)
Repo Rate: 4.4% (27th March 2020)

*Units converted to nearest thousands
Credit growth in Housing includes priority sector

Source: RBI, MOSPI (CSO), PropTiger Research
25\textsuperscript{th} March 2020

India goes into the ‘Great lockdown’
Residential real estate hit new lows
Q2 2020

New Launches: 12,560 (81% YoY)
Sales: 19,040 (79% YoY)
Online Traffic (Cumulative): 25%
Credit Growth in Housing: 13% (May 2020)
Repo Rate: 4% (June 2020)

Source: RBI, MOSPI (CSO), PropTiger Research
*Units converted to nearest thousands  Credit growth in Housing includes priority sector
Real Insight – Q2 2020

All India Trends

New Launches
Launches remain muted

Source: DataLabs, PropTiger Research
*Units converted to nearest thousands
Bengaluru witnesses majority new supply

<table>
<thead>
<tr>
<th>City</th>
<th>Q2 2019</th>
<th>Q2 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bengaluru</td>
<td>6,840</td>
<td>3,270</td>
</tr>
<tr>
<td>Hyderabad</td>
<td>5,320</td>
<td>2,050</td>
</tr>
<tr>
<td>Delhi NCR</td>
<td>7,920</td>
<td>2,010</td>
</tr>
<tr>
<td>Mumbai</td>
<td>21,250</td>
<td>1,820</td>
</tr>
<tr>
<td>Ahmedabad</td>
<td>2,370</td>
<td>1,340</td>
</tr>
<tr>
<td>Pune</td>
<td>16,130</td>
<td>1,250</td>
</tr>
<tr>
<td>Chennai</td>
<td>2,540</td>
<td>640</td>
</tr>
<tr>
<td>Kolkata</td>
<td>2,870</td>
<td>180</td>
</tr>
<tr>
<td><strong>All India</strong></td>
<td><strong>65,240</strong></td>
<td><strong>12,560</strong></td>
</tr>
</tbody>
</table>

Source: DataLabs, PropTiger Research

*Units converted to nearest thousands*
61% new launches recorded in less <75 lakh

TICKET WISE SPLIT OF LAUNCHES

<table>
<thead>
<tr>
<th>Price Range</th>
<th>Q2'20</th>
<th>Q2'19</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt; INR 1 crore</td>
<td>17%</td>
<td>24%</td>
</tr>
<tr>
<td>INR 75-1 crore</td>
<td>7%</td>
<td>15%</td>
</tr>
<tr>
<td>INR 45-75 lakh</td>
<td>23%</td>
<td>33%</td>
</tr>
<tr>
<td>INR 25-45 lakh</td>
<td>10%</td>
<td>25%</td>
</tr>
<tr>
<td>&lt; INR 25 lakh</td>
<td>18%</td>
<td>28%</td>
</tr>
</tbody>
</table>

KEY CITIES (Q2 2020)

- Hyderabad
- Pune
- Bengaluru
- Bengaluru
- Delhi NCR

Source: DataLabs, PropTiger Research
All India Trends
Sales
Buyers put decisions on hold

Source: DataLabs, PropTiger Research
*Units converted to nearest thousands
Mumbai and Pune lead sales despite lockdown

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<tr>
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<th>Q2 2019</th>
<th>Q2 2020</th>
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<tr>
<td>Pune</td>
<td>18,580</td>
<td>4,910</td>
</tr>
<tr>
<td>Mumbai</td>
<td>29,640</td>
<td>4,560</td>
</tr>
<tr>
<td>Bengaluru</td>
<td>10,250</td>
<td>2,780</td>
</tr>
<tr>
<td>Delhi NCR</td>
<td>9,760</td>
<td>1,880</td>
</tr>
<tr>
<td>Kolkata</td>
<td>5,270</td>
<td>1,320</td>
</tr>
<tr>
<td>Chennai</td>
<td>4,360</td>
<td>1,310</td>
</tr>
<tr>
<td>Ahmedabad</td>
<td>6,780</td>
<td>1,180</td>
</tr>
<tr>
<td>Hyderabad</td>
<td>8,120</td>
<td>1,100</td>
</tr>
<tr>
<td>All India</td>
<td>92,760</td>
<td>19,040</td>
</tr>
</tbody>
</table>

YoY Growth:

- Delhi NCR: 81%
- Ahmedabad: 83%
- Mumbai: 85%
- Pune: 74%
- Hyderabad: 86%
- Chennai: 73%
- Bengaluru: 85%
- Kolkata: 75%

Source: DataLabs, PropTiger Research
*Units converted to nearest thousands
Bulk of the demand continues to remain in < 75 lakh price bracket

TICKET WISE SPLIT OF SALES

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KEY CITIES (Q2 2020)

- Mumbai
- Bengaluru
- Pune

Source: DataLabs, PropTiger Research
Increasing use of online platform amidst the lockdown

Online traffic is on the increase despite the effects of lockdown in Q1 and Q2 of 2020

Source: DataLabs, PropTiger Research

*Indexed as per online traffic data of June 2020
Real Insight – Q2 2020

All India Trends

Price trends
Price appreciation not significant

Hyderabad and Ahmedabad price growth outpaces CPI
NCR and Chennai see maximum diversion

WEIGHTED AVERAGE PRICE*

Source: DataLabs, PropTiger Research
*Indexed as per CPI Inflation
Inventory overhang continues to reduce

56% of unsold stock concentrated in **Mumbai** (37%) and **Pune** (19%).
20% of the unsold inventory lies in the ready-to-move-in category.

**8,46,460** → **7,38,340**

Q2 2019 → Q2 2020

Source: DataLabs, PropTiger Research

*Units converted to nearest thousands*
Key Takeaways

• New launches and sales **nosedive** amid global economic uncertainty induced by **COVID-19**

• **Bengaluru** contributes most to **new launches**

• **Supply** increases in **less than INR 75 lakh** price bracket

• **Pune and Mumbai**, dominate **sales** despite severely impacted by **COVID-19**

• **Bulk of the demand** continues to remain in **less than INR 75 lakh** price bracket

• **Hyderabad and Ahmedabad** prices firm up on back of end-user interest

• **Inventory overhang continues to reduce**
REAL INSIGHT

Residential

Q2 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 18,000 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.