

# Real Insight Residential

Q3 July-September 2020



# Q2 2020 A Recap

The 'Great Lockdown' hits the sector **hard**

12,560



New supply

81% ▼ YoY

65% ▼ QoQ

19,040



Sales

79% ▼ YoY

73% ▼ QoQ

102



Virtual Residential  
Demand Index

June 2020

7 pts ▲ YoY

12 pts ▼ QoQ

# **Q3 2020**

## **CUES OF REVIVAL**



# Q3 2020

## Cues of Revival

### GST

six-month growth in GST  
collection in August '20

### Virtual Residential Demand Index

at all-time high in September

### Manufacturing PMI

fastest growth in September '20



### Car Sales

for compact segment  
up in August '20

### Power Demand

surpassed September  
2019 levels

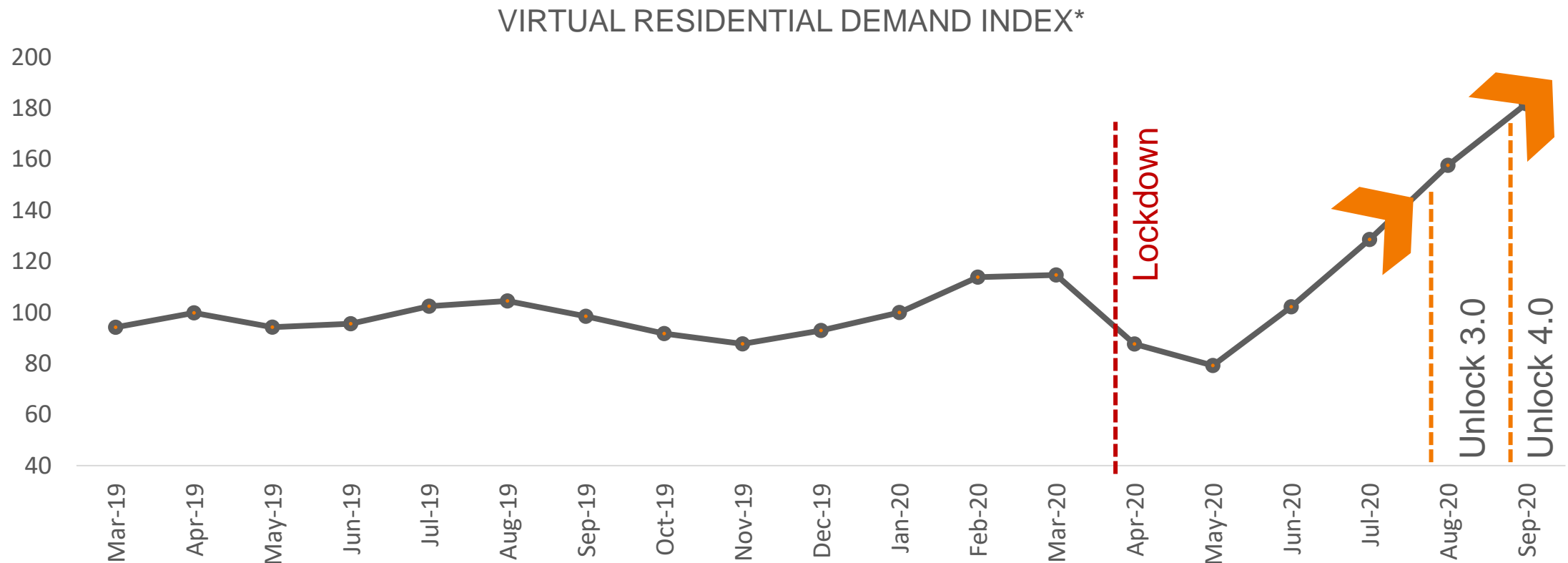
### Rail Freight

ease in movement  
improves freight  
earnings in August '20

### Petrol Sales

on a year's high  
in September '20

# Virtual Residential Demand Index catapults to 182



\*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: January 2020

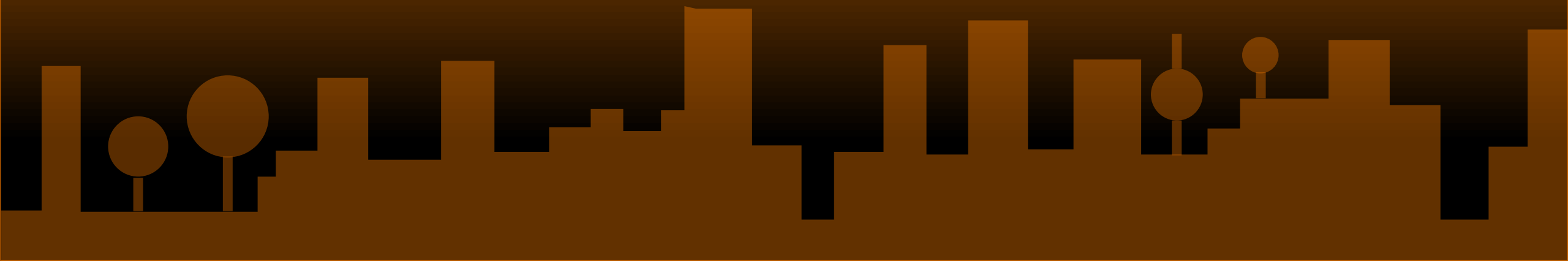
Source: PropTiger Research



PROPTIGER  
RESEARCH

# Q3 2020

## All India Residential Real Estate Trends



# Q3 2020 Snapshot

Residential market **warms** up for festive season

**19,860**



**New supply**

**66%** ▼ YoY

**58%** ▲ QoQ

**35,130**



**Sales**

**57%** ▼ YoY

**85%** ▲ QoQ

**182**



**Virtual Residential  
Demand Index**

September 2020

**83 pts** ▲ YoY

**80 pts** ▲ QoQ



# Q3 2020

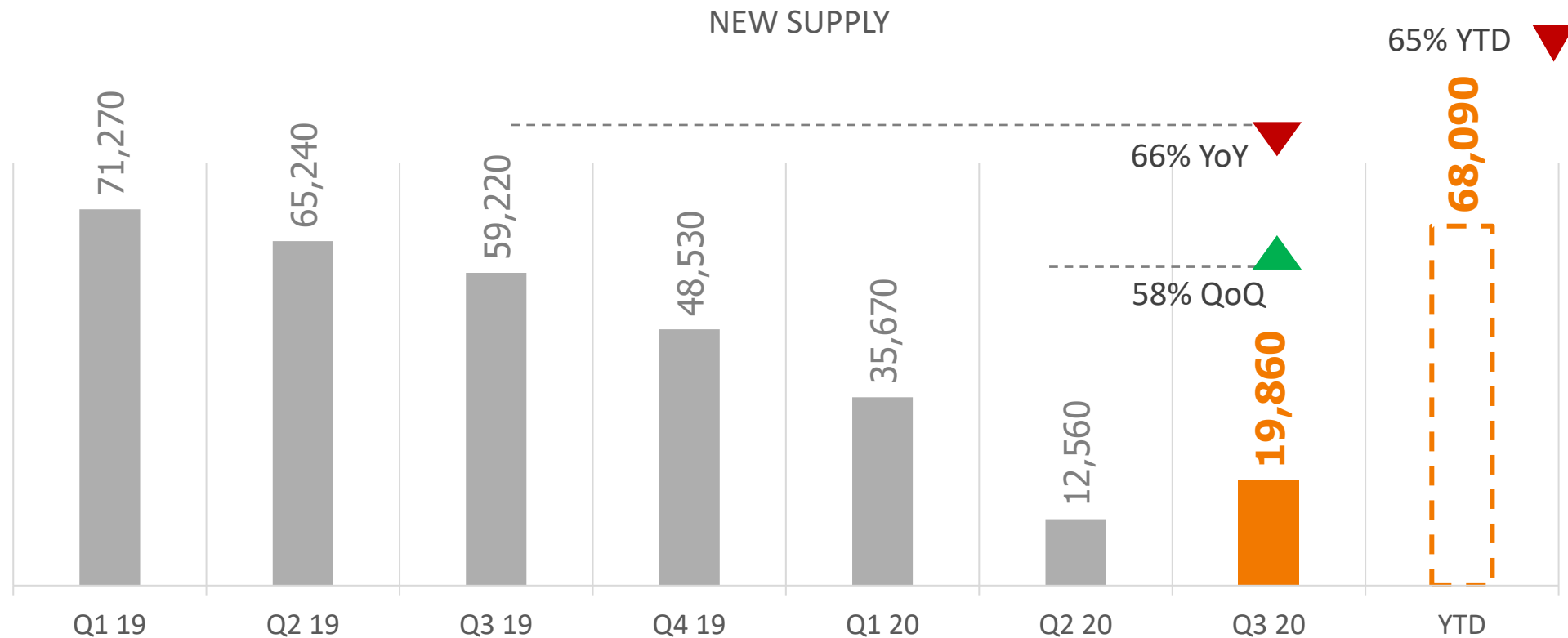
All India Residential Real Estate Trends

## New supply



# Ease in movement, nudges supply

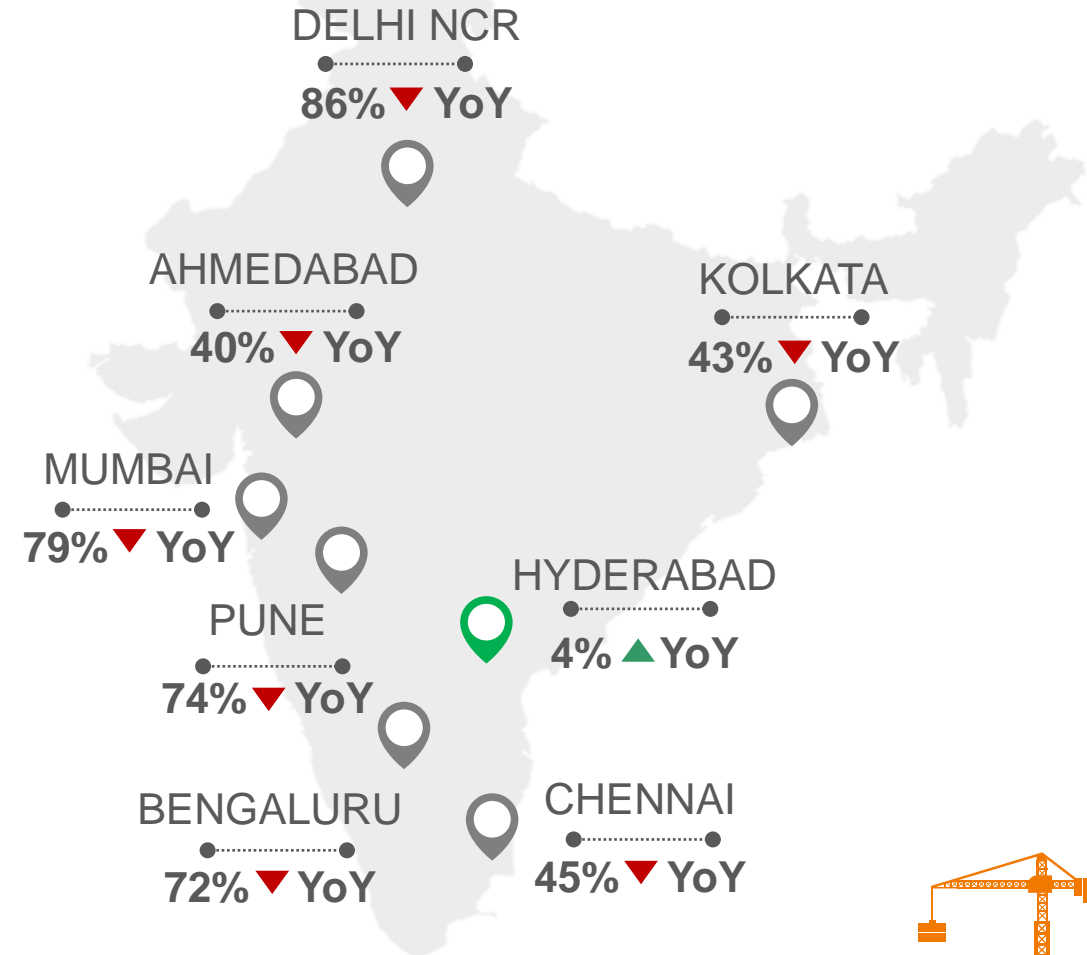
1.5 times more launches registered in Q3 2020 compared to previous quarter



# Pune and Hyderabad take lead

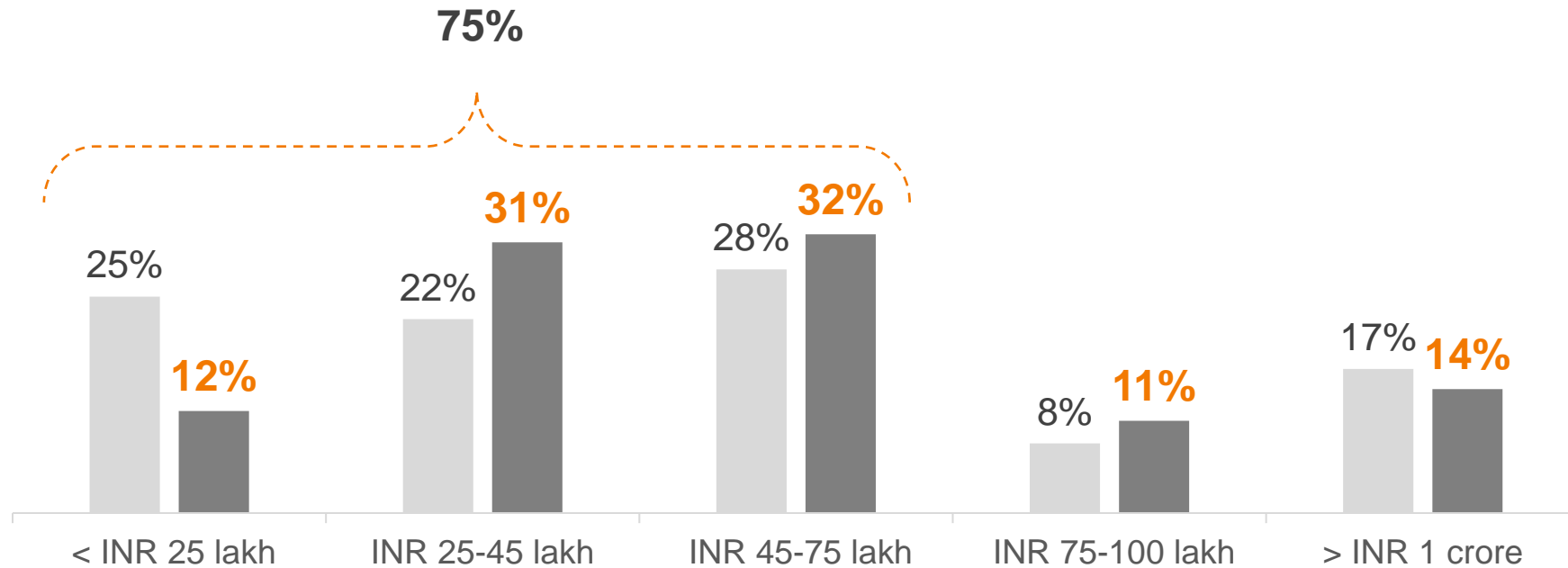
CITY-WISE SPLIT OF NEW SUPPLY

City	Q3 2019	Q3 2020
Pune	17,530	4,630
Hyderabad	4,080	4,260
Ahmedabad	5,250	3,140
Mumbai	15,110	3,130
Bengaluru	7,430	2,090
Chennai	1,720	950
Delhi NCR	6,840	940
Kolkata	1,260	720
All India	59,220	19,860



New supply

# Units in < INR 75 lakh dominate supply



Q3 2020

19,860

Q3 2019

59,220

KEY CITIES  
Q3 20

Ahmedabad

Pune

Hyderabad

Mumbai

Mumbai

KEY  
LOCALITIES

Vastrapada,  
Rayson

Wakad,  
Hinjewadi

Serilingampally,  
Manikonda

Thane West

Mulund West,  
Sewri



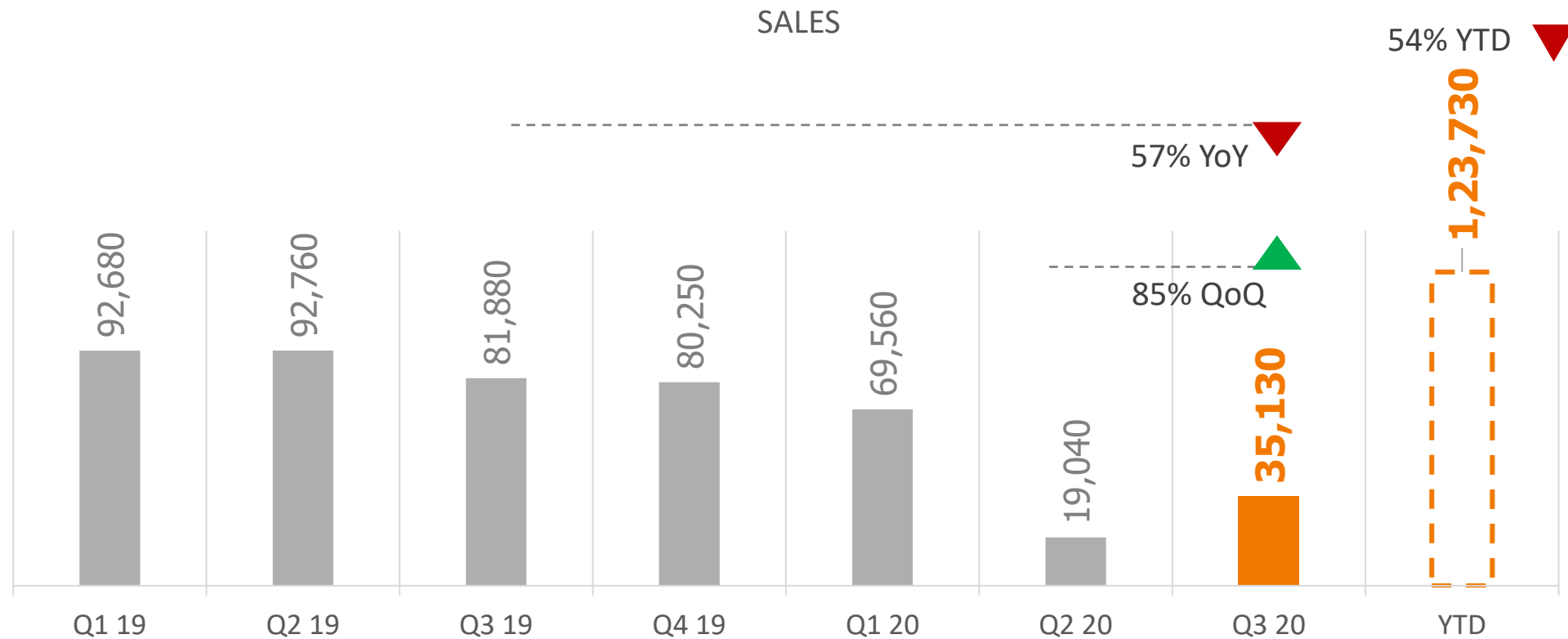
# Q3 2020

All India Residential Real Estate Trends

## Sales

# Pent up demand resuscitates sales

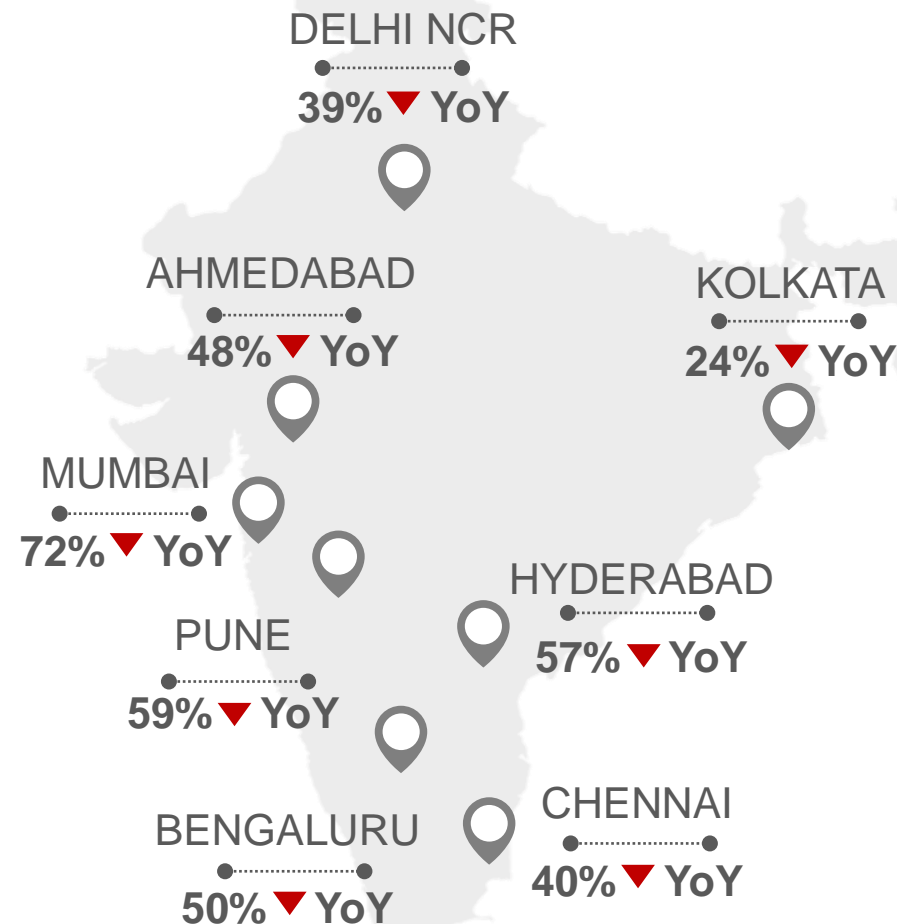
Sales **double** in Q3 over Q2 2020



# Mumbai and Pune continue to drive demand

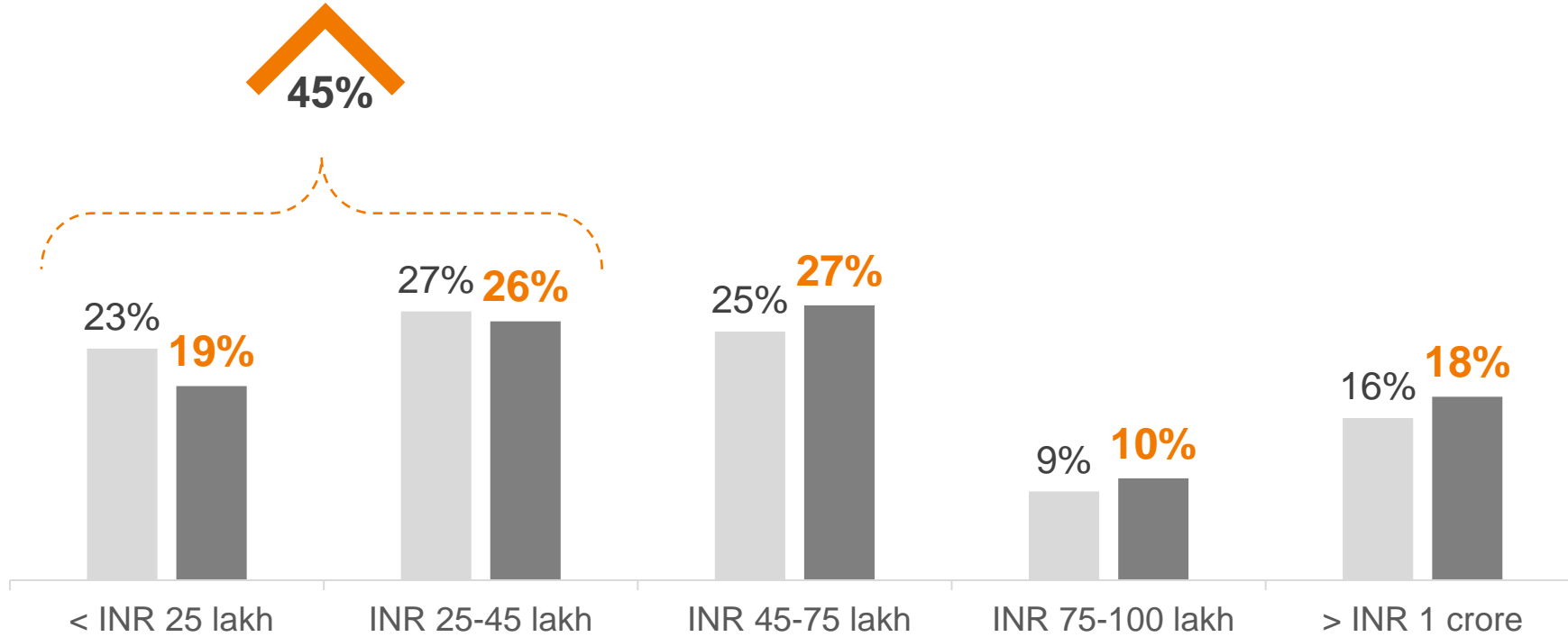
CITY-WISE SPLIT OF SALES

City	Q3 2019	Q3 2020
Mumbai	26,470	7,380
Pune	17,270	7,110
Bengaluru	9,610	4,820
Delhi NCR	7,290	4,430
Ahmedabad	6,470	3,340
Hyderabad	7,660	3,260
Kolkata	3,280	2,480
Chennai	3,830	2,310
All India	81,880	35,130





# Affordability drives fence sitters



Q3 2020

35,130

Q3 2019

81,880

**KEY CITIES**  
Q3 20
**Mumbai****Pune****Pune****Bengaluru****Mumbai**
**KEY LOCALITIES**

 Neral,  
Badlapur West

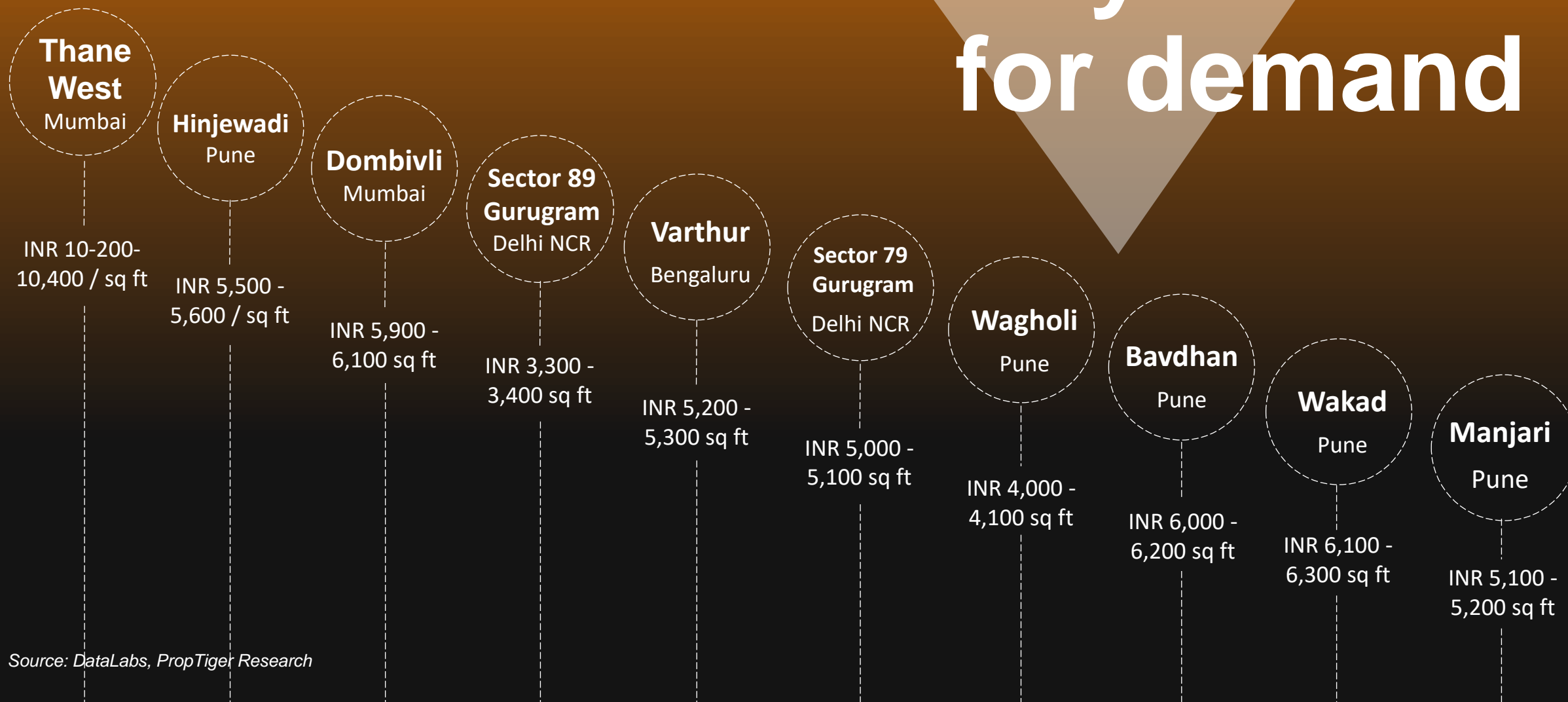
 Hinjewadi,  
Manjari

 Hinjewadi,  
Wagholi

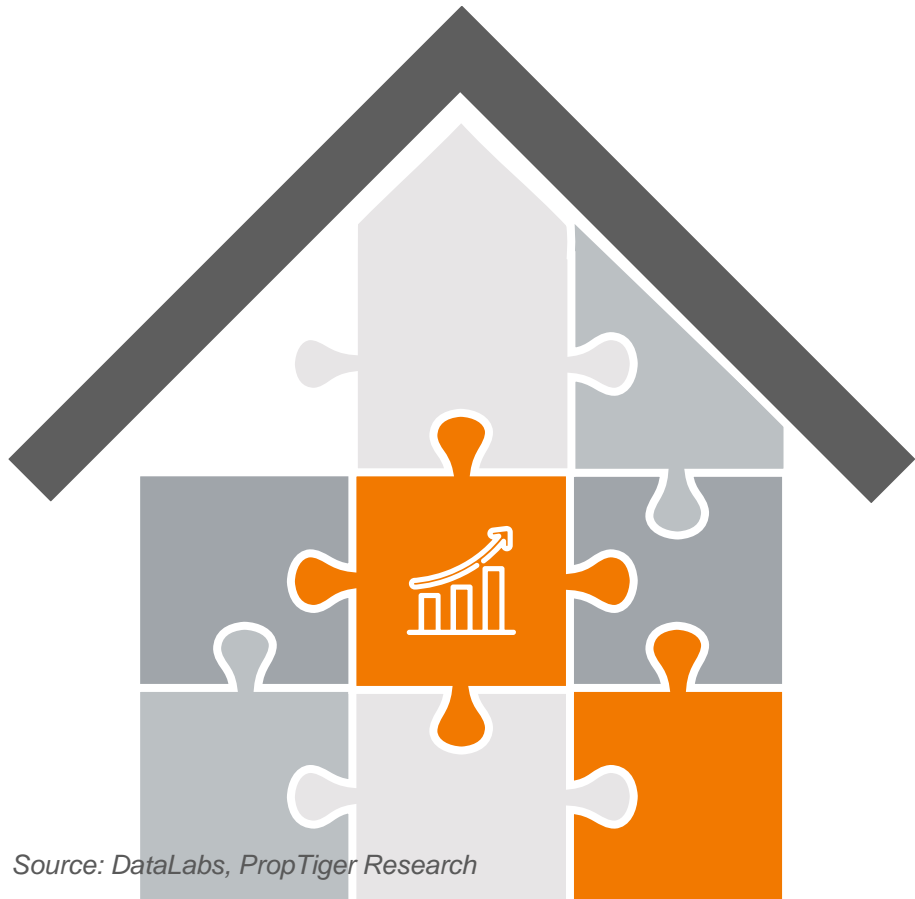
 Varthur,  
Kannamangala

 Thane West,  
Mulund West


# Key movers for demand



# 2BHK – A homebuyers' choice



**46%** units sold are of **2BHK** configuration

**28%** sales recorded in **3BHK** configuration

**30%** sales recorded in **ready-to-move-in** category





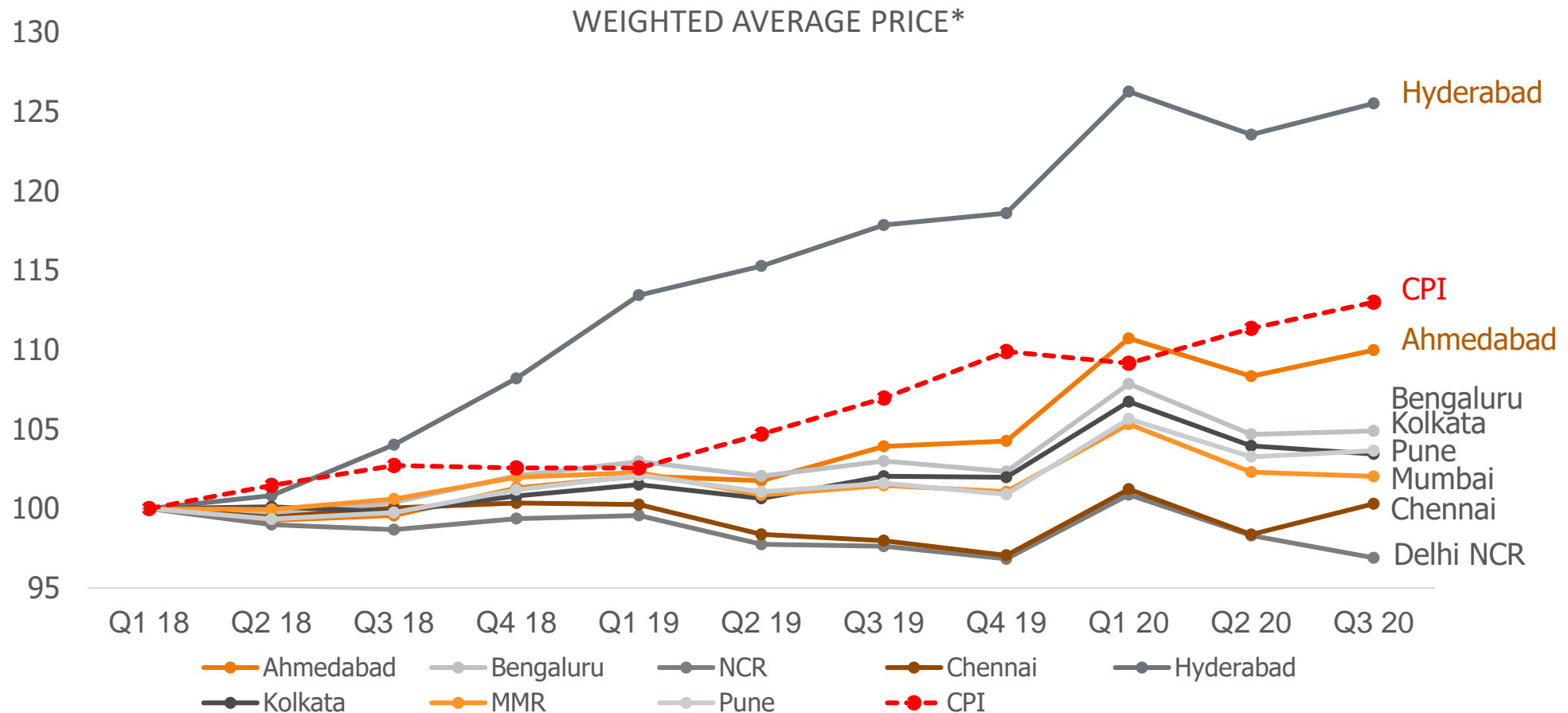
# Q3 2020

All India Residential Real Estate Trends

## **Price Trend & Unsold Inventory**

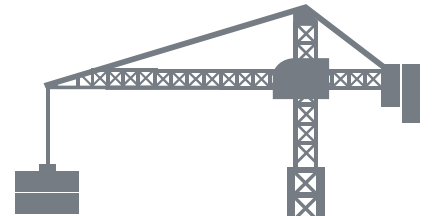
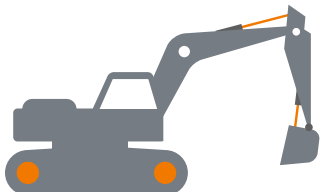
# Headwinds arrest major price movement

End user demand strengthens prices in **Hyderabad** and **Ahmedabad** (6%)



# Positive decline in inventory

12% YoY  
**8,23,770** **7,23,060**  
 Q3 2019 Q3 2020



## INVENTORY OVERHANG

### ALL INDIA

**43 (3.5)**  
 months (years)

Hyderabad  
 25 (2.1)

Ahmedabad  
 31 (2.5)

Bengaluru  
 36 (3.0)

Pune  
 37 (3.1)

Kolkata  
 39 (3.2)

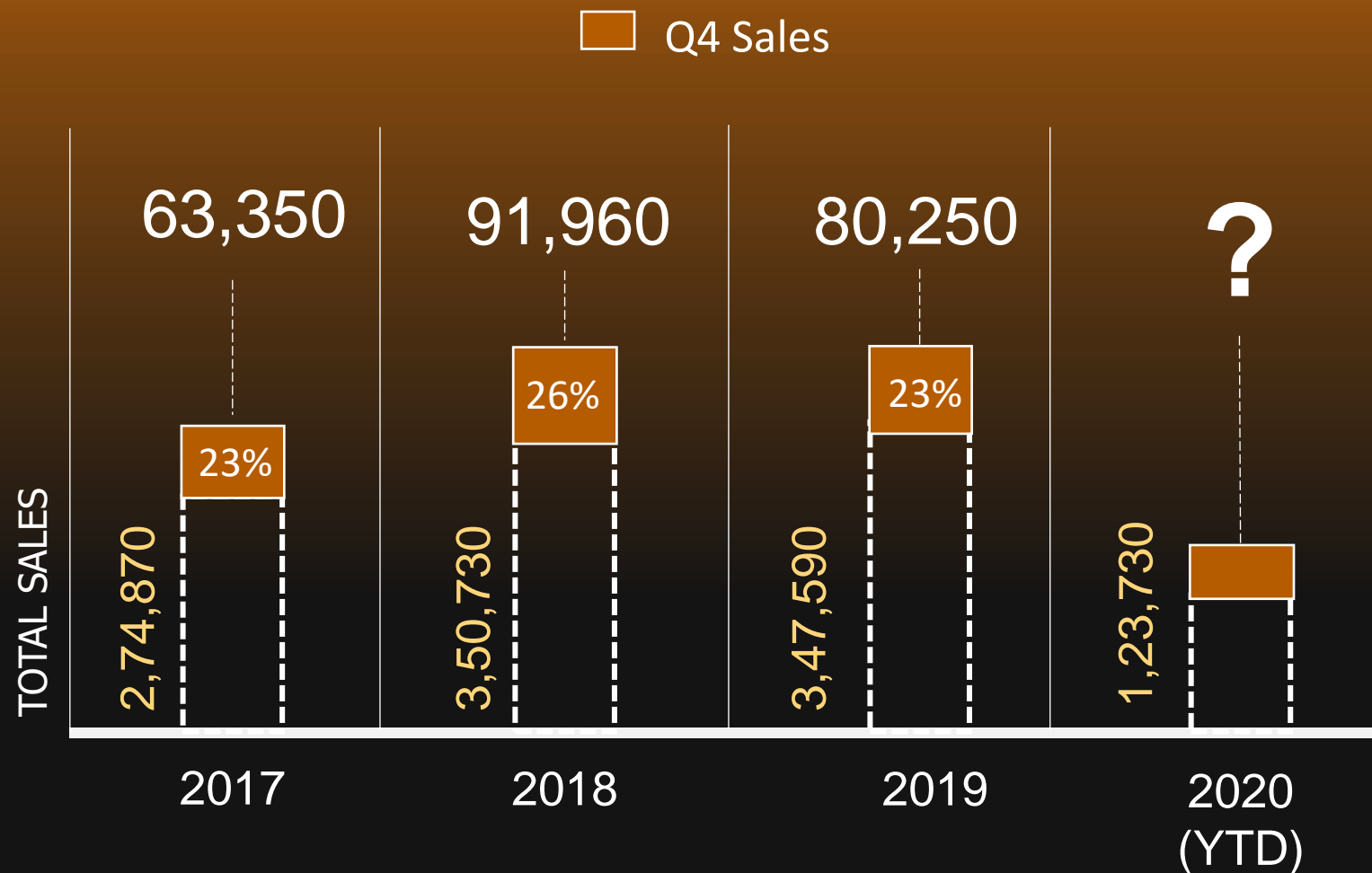
Chennai  
 39 (3.2)

Mumbai  
 52 (4.3)

Delhi NCR  
 58 (4.8)

# Will Q4 2020 ease the shortfall?

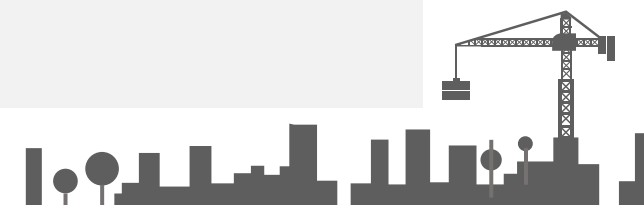
All eyes on the  
festive  
season





# Key Takeaways

- **New supply and sales pick up in Q3 2020, as compared to previous quarter**
- **Pune** and Hyderabad contribute most to **fresh supply**
- **New supply** is concentrated in **less than INR 75 lakh** price bracket
- **Mumbai and Pune**, continue to dominate **sales**
- Units in **< INR 45 lakh** price bracket drive demand
- **End user demand** strengthens prices in **Hyderabad** and **Ahmedabad**
- **Unsold inventory** positively reduces by **12 percent**
- With phased opening of economy and upcoming festive season, the momentum of recovery, although slow, is expected to continue



# Real Insight

## Residential

July-September 2020

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For more research insights contact  
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### 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.