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

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

Source: DataLabs, PropTiger Research, Industry Sources
Virtual Residential Demand Index catapults to 182

VIRTUAL RESIDENTIAL DEMAND INDEX*

*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
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

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

**NEW SUPPLY**

- Q1 19: 71,270
- Q2 19: 65,240
- Q3 19: 59,220
- Q4 19: 48,530
- Q1 20: 35,670
- Q2 20: 12,560
- Q3 20: 19,860
- YTD: 68,090

65% YTD

58% QoQ

66% YoY

Source: DataLabs, PropTiger Research

*Units converted to nearest thousands*
Pune and Hyderabad take lead

CITY-WISE SPLIT OF NEW SUPPLY

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

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

Units in < INR 75 lakh dominate supply

75%

Q3 2020
19,860
Q3 2019
59,220

KEY CITIES
Ahmedabad
Pune
Hyderabad
Mumbai
Mumbai

Q3 20

Ahmedabad
Pune
Hyderabad
Mumbai
Mumbai

KEY LOCALITIES
Vastral, Rayson
Wakad, Hinjewadi
Serilingampally, Manikonda
Thane West
Mulund West, Sewri

Source: DataLabs, PropTiger Research  *Units converted to nearest thousands
Q3 2020

All India Residential Real Estate Trends

Sales
Pent up demand resuscitates sales

Sales double in Q3 over Q2 2020

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

*Mumbai* and *Pune* continue to drive demand

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

*Source: DataLabs, PropTiger Research  *Units converted to nearest thousands
Affordability drives fence sitters

Source: DataLabs, PropTiger Research

*Units converted to nearest thousands

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<thead>
<tr>
<th>KEY CITIES Q3 20</th>
<th>Mumbai</th>
<th>Pune</th>
<th>Pune</th>
<th>Bengaluru</th>
<th>Mumbai</th>
</tr>
</thead>
<tbody>
<tr>
<td>KEY LOCALITIES</td>
<td>Neral,</td>
<td>Hinjewadi,</td>
<td>Hinjewadi,</td>
<td>Varthur,</td>
<td>Thane West,</td>
</tr>
<tr>
<td></td>
<td>Badlapur West</td>
<td>Manjari</td>
<td>Wagholi</td>
<td>Kannamangala</td>
<td>Mulund West</td>
</tr>
</tbody>
</table>

Q3 2020
- Mumbai: 35,130
- Pune: 91,880

Q3 2019
- Mumbai: 81,880
Key movers for demand

- Thane West, Mumbai: INR 10,000 - 10,400 / sq ft
- Hinjewadi, Pune: INR 5,500 - 5,600 / sq ft
- Dombivli, Mumbai: INR 5,900 - 6,100 sq ft
- Sector 89, Gurugram, Delhi NCR: INR 3,300 - 3,400 sq ft
- Varthur, Bengaluru: INR 5,200 - 5,300 sq ft
- Sector 79, Gurugram, Delhi NCR: INR 5,000 - 5,100 sq ft
- Wagholi, Pune: INR 4,000 - 4,100 sq ft
- Bavdhan, Pune: INR 6,000 - 6,200 sq ft
- Wakad, Pune: INR 6,100 - 6,300 sq ft
- Manjari, Pune: INR 5,100 - 5,200 sq ft

Source: DataLabs, PropTiger Research
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

Source: DataLabs, PropTiger Research
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

8,23,770  ↓  7,23,060
Q3 2019  Q3 2020

12% YoY

INVENTORY OVERHANG

ALL INDIA

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)

Source: DataLabs, PropTiger Research  *Units converted to nearest thousands
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
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 nor allowed without prior written approval of PropTiger.com to the form and content within which it appears.