

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

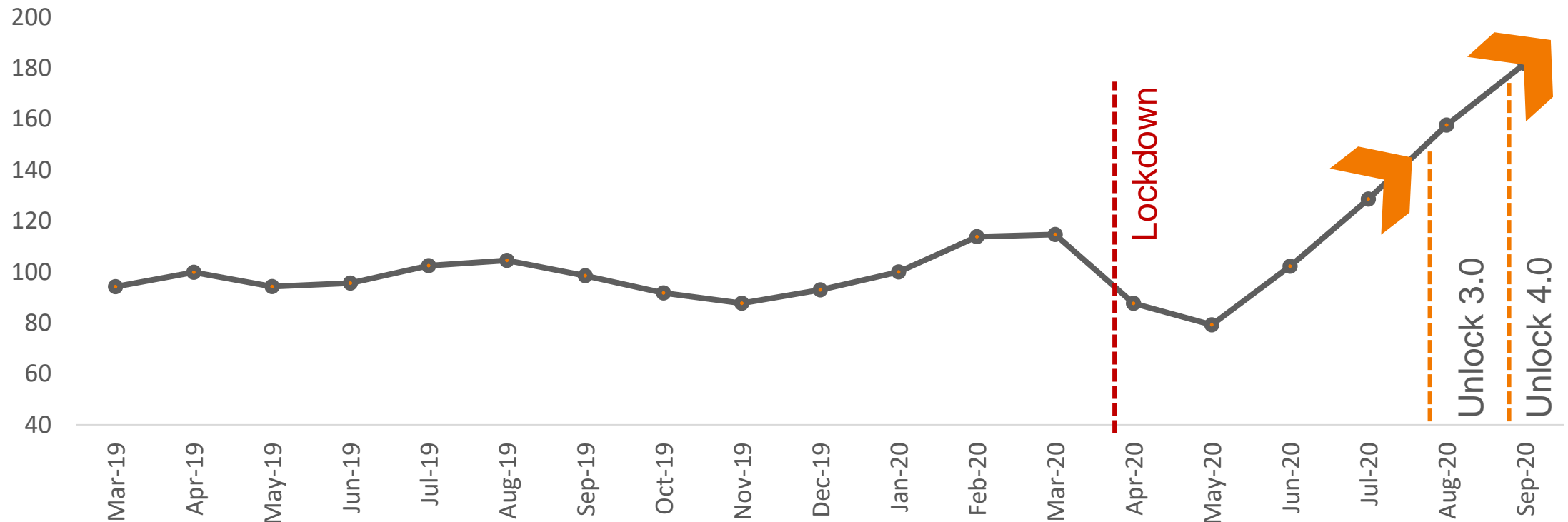
ease in movement improves freight earnings in August '20

Petrol Sales

on a year's high in September '20

Virtual Residential Demand Index catapults to 182

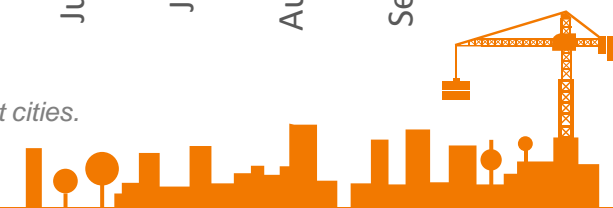
VIRTUAL RESIDENTIAL DEMAND INDEX*



*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

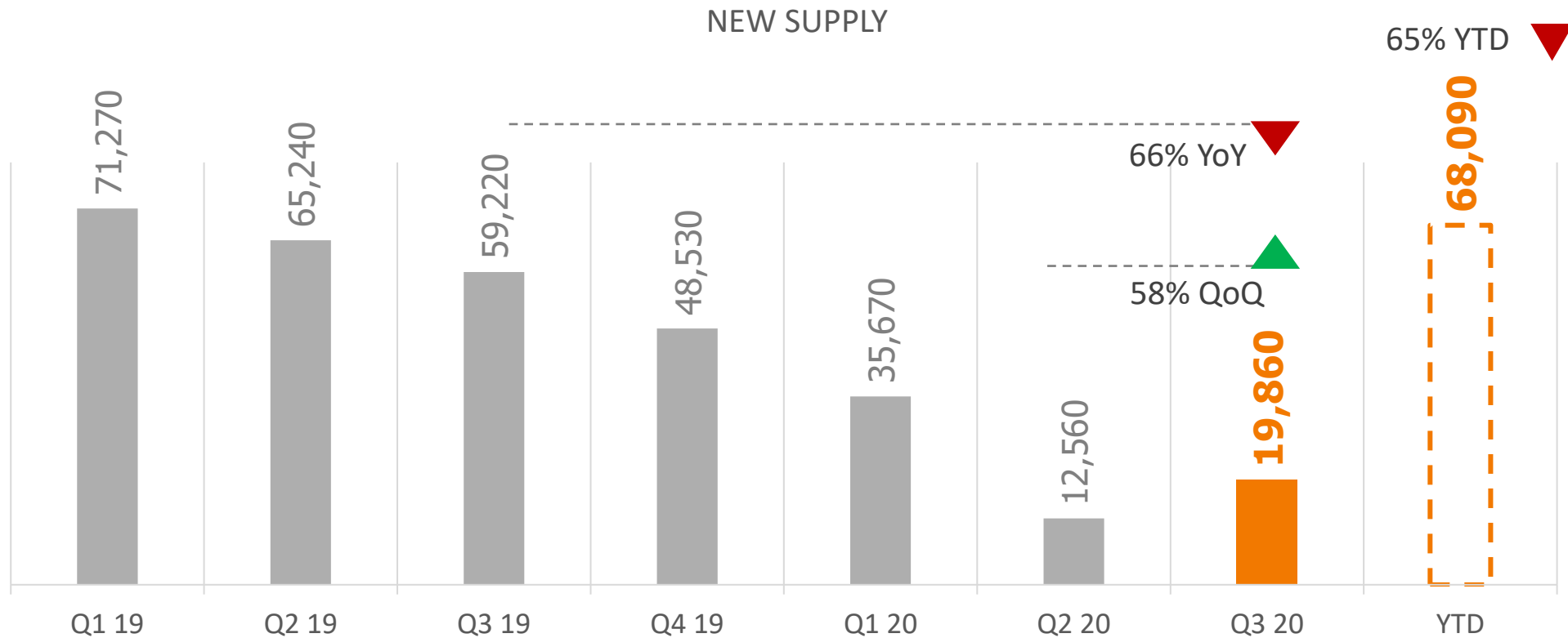
Q3 2020

All India Residential Real Estate Trends

New supply

Ease in movement, nudges supply

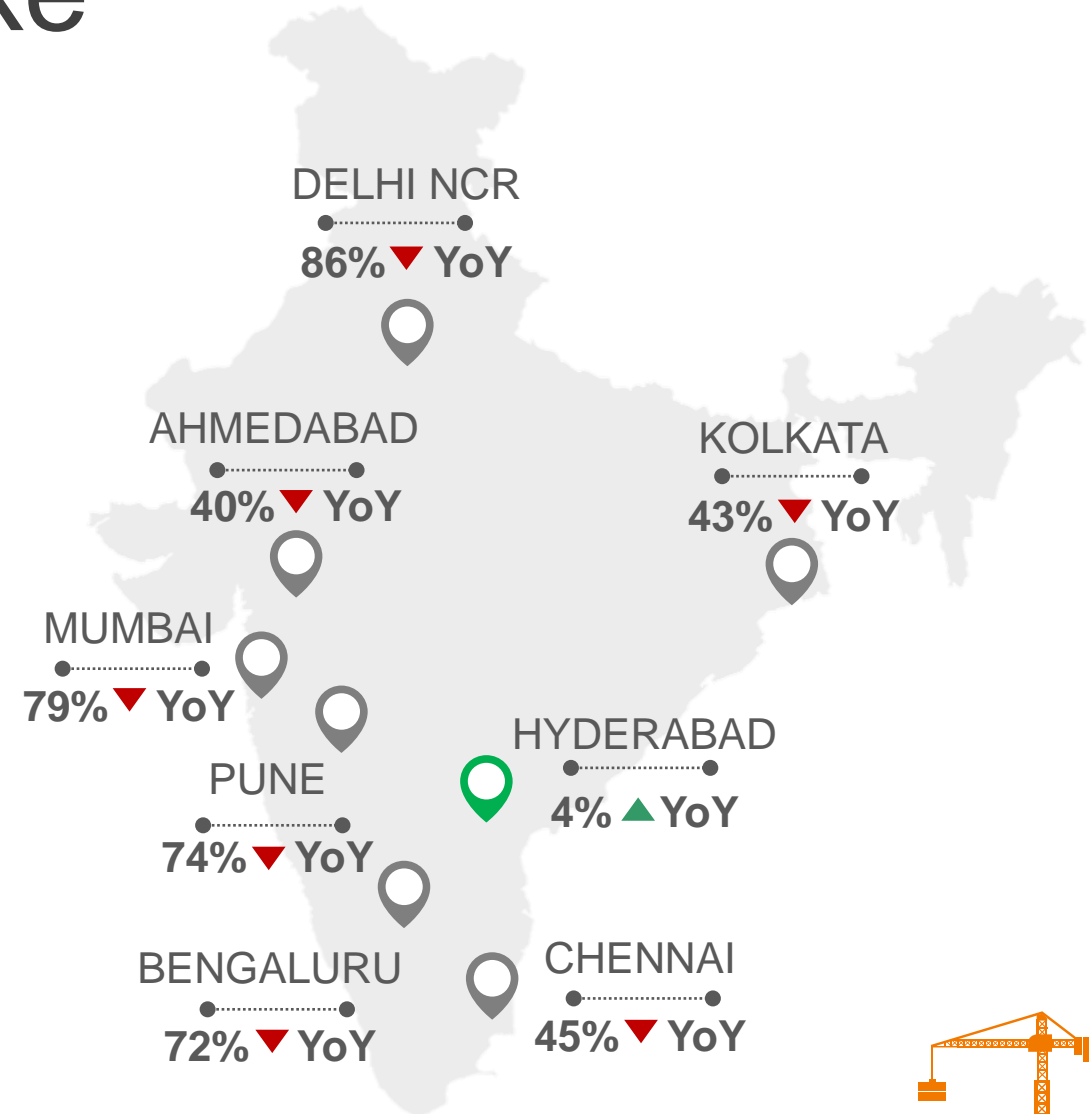
1.5 times more launches registered in Q3 2020 compared to previous quarter



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

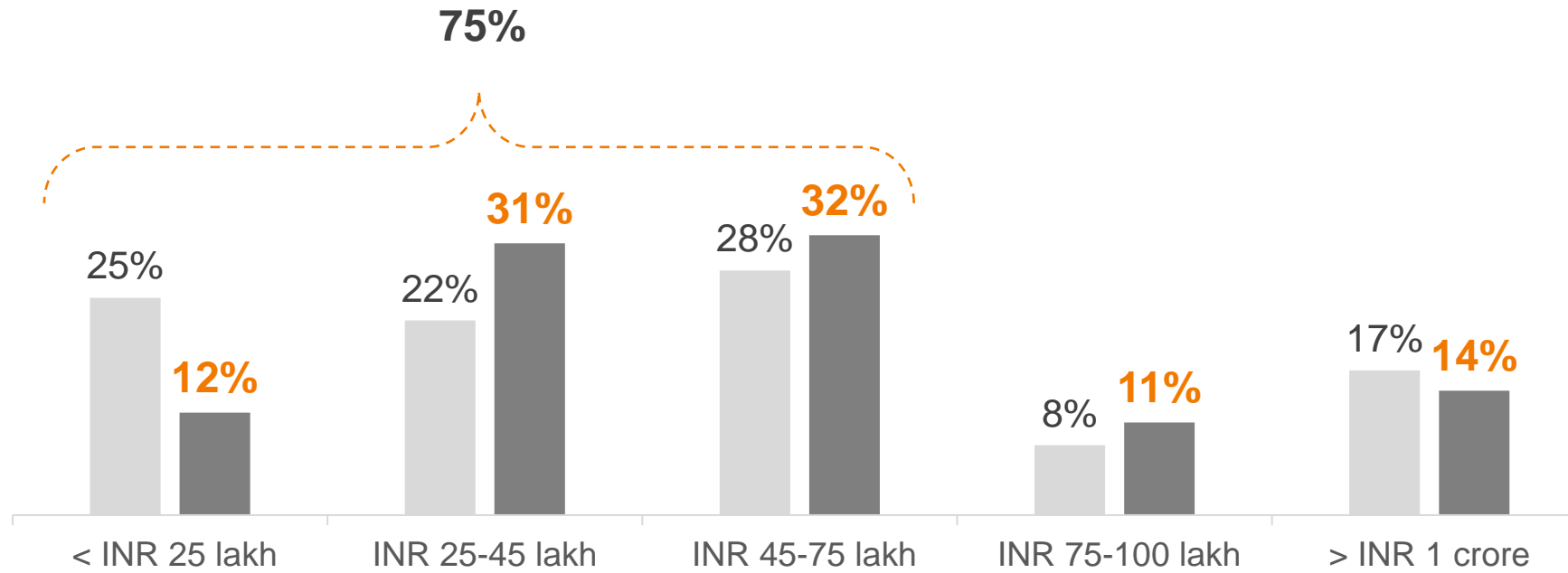


Source: DataLabs, PropTiger Research *Units converted to nearest thousands



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

Vastral,
Rayson

Wakad,
Hinjewadi

Serilingampally,
Manikonda

Thane West

Mulund West,
Sewri



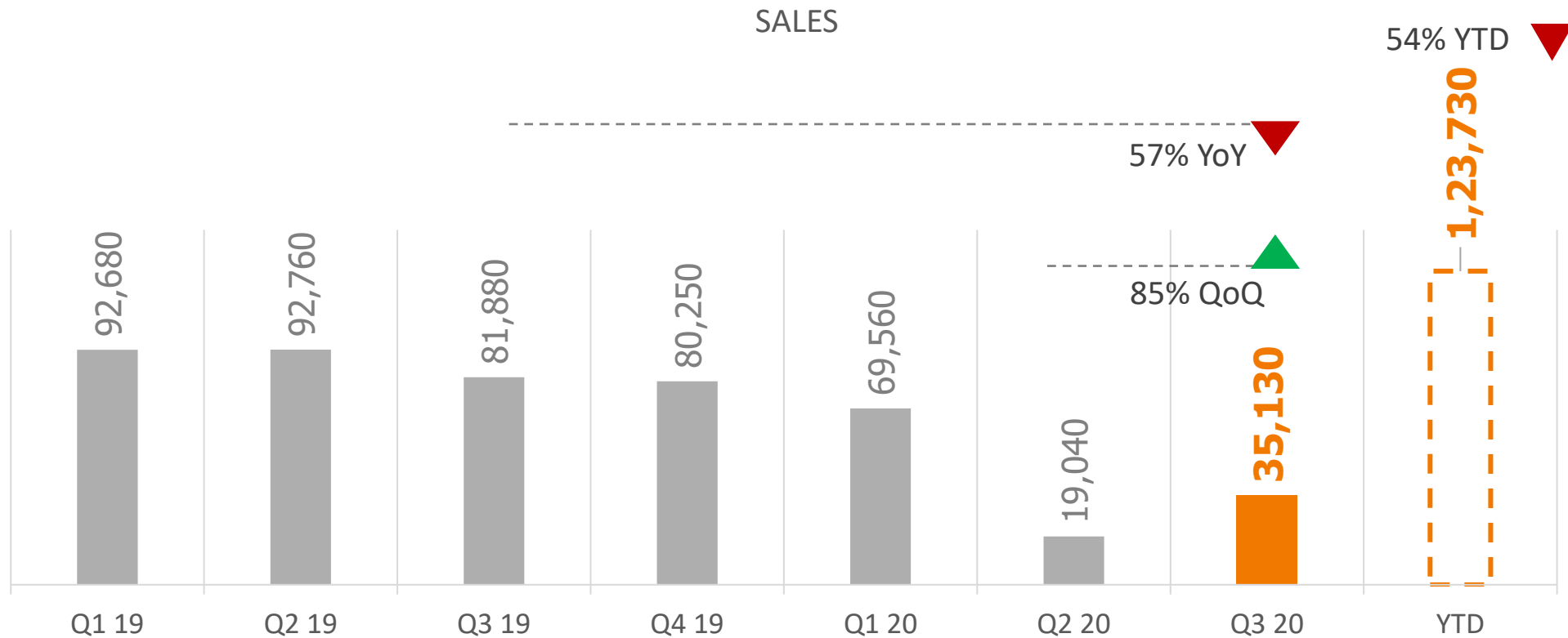
Q3 2020

All India Residential Real Estate Trends

Sales

Pent up demand resuscitates sales

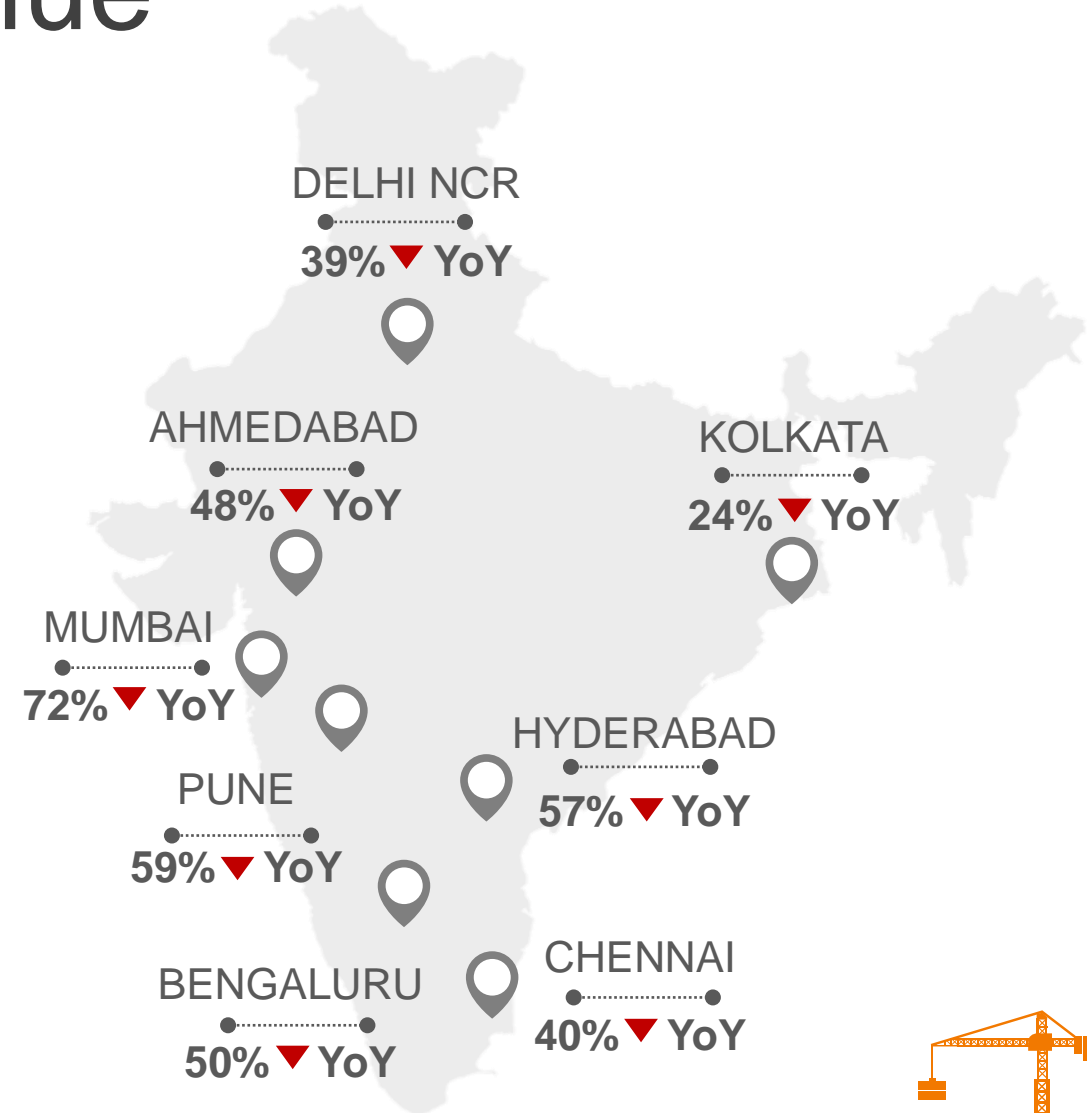
Sales **double** in Q3 over Q2 2020



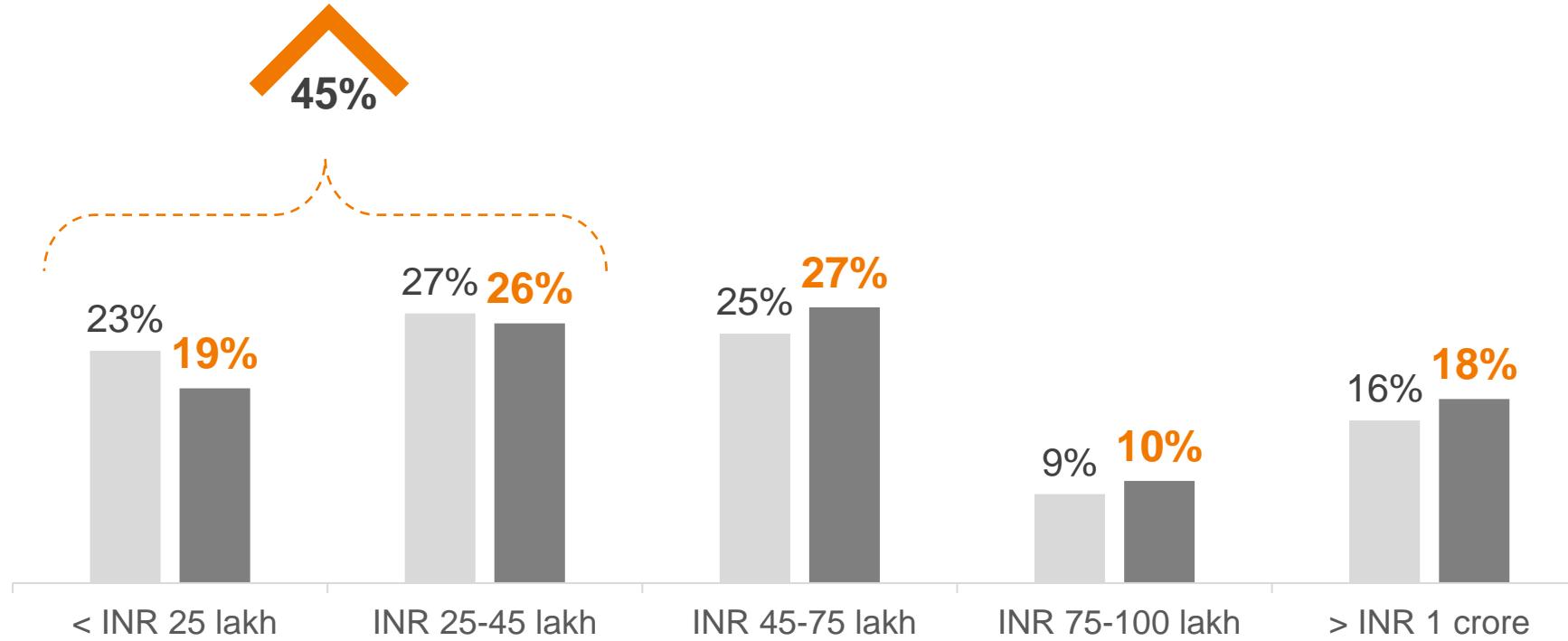
Mumbai and Pune continue to drive demand

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

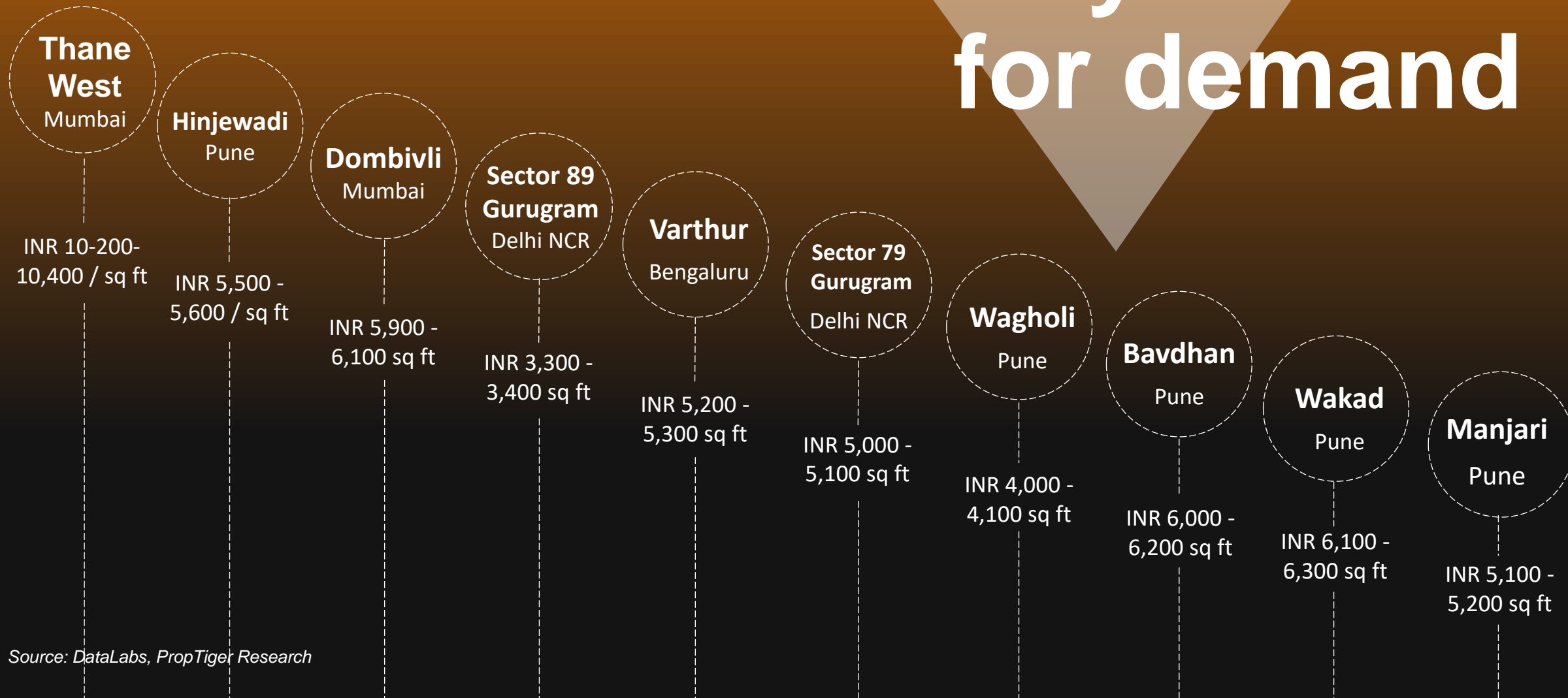
KEY CITIES Q3 20	Mumbai	Pune	Pune	Bengaluru	Mumbai
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KEY LOCALITIES	Neral, Badlapur West	Hinjewadi, Manjari	Hinjewadi, Wagholi	Varthur, Kannamangala	Thane West, Mulund West
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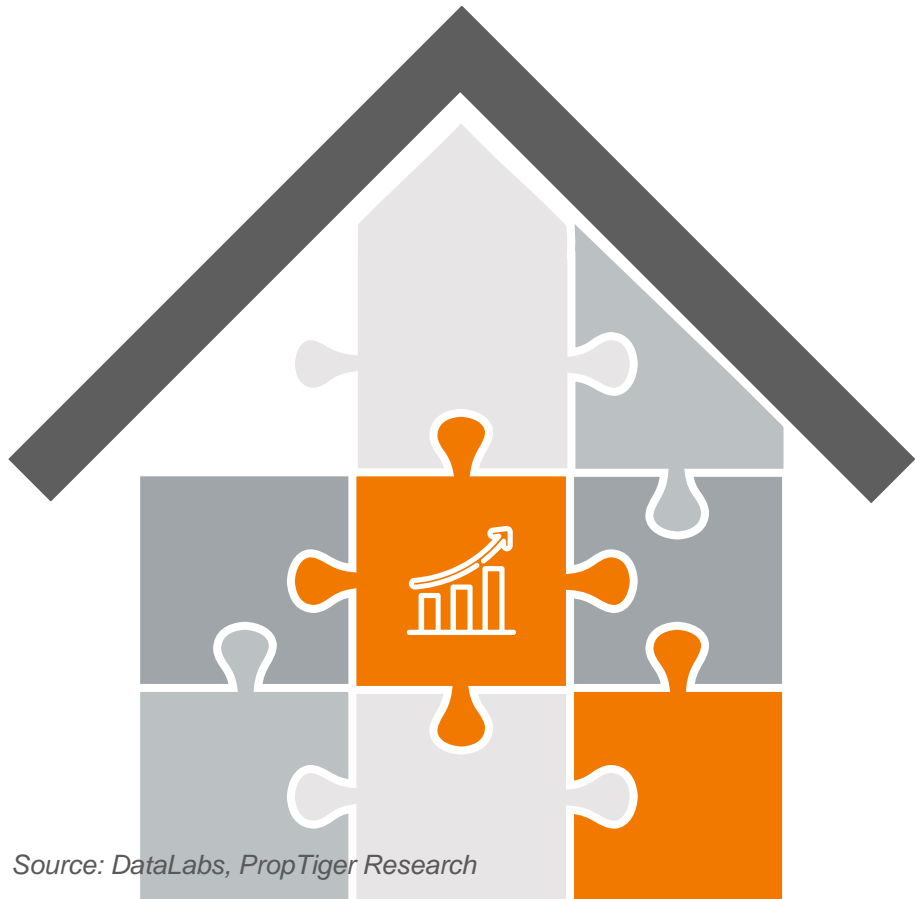
Source: DataLabs, PropTiger Research *Units converted to nearest thousands



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



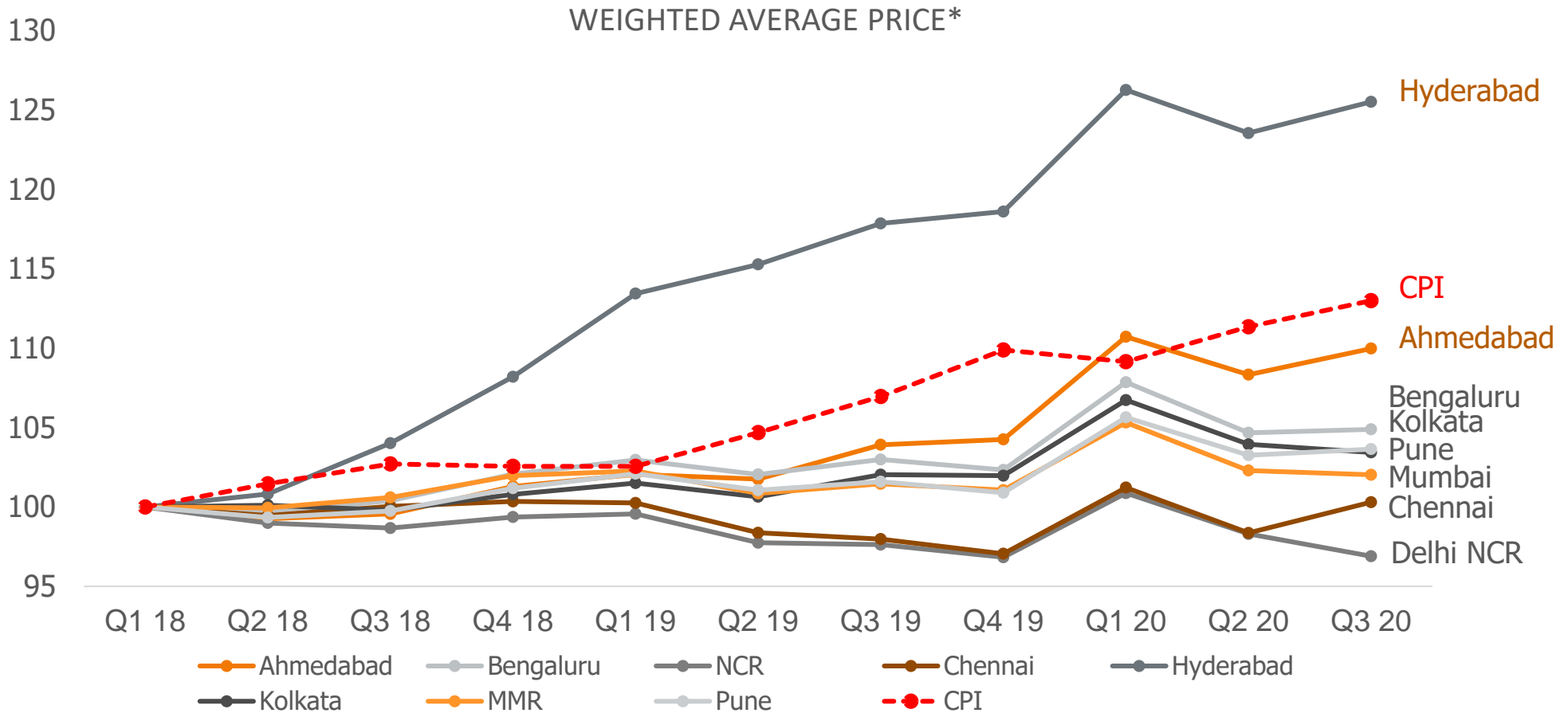
Q3 2020

All India Residential Real Estate Trends

**Price Trend
&
Unsold Inventory**

Headwinds arrest major price movement

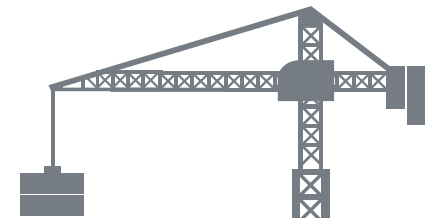
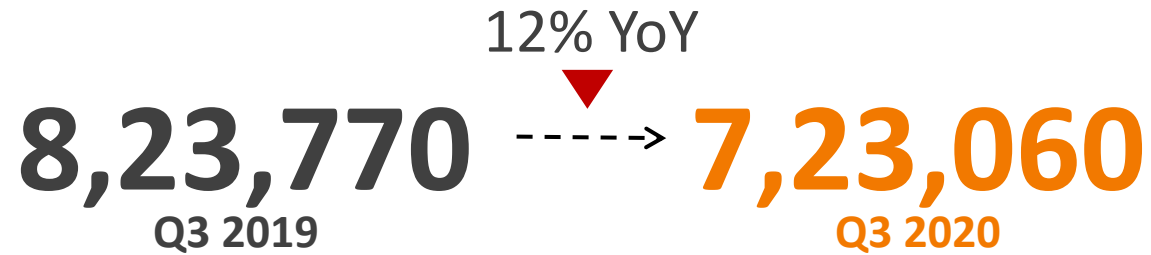
End user demand strengthens prices in Hyderabad and Ahmedabad (6%)



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



Positive decline in inventory



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)

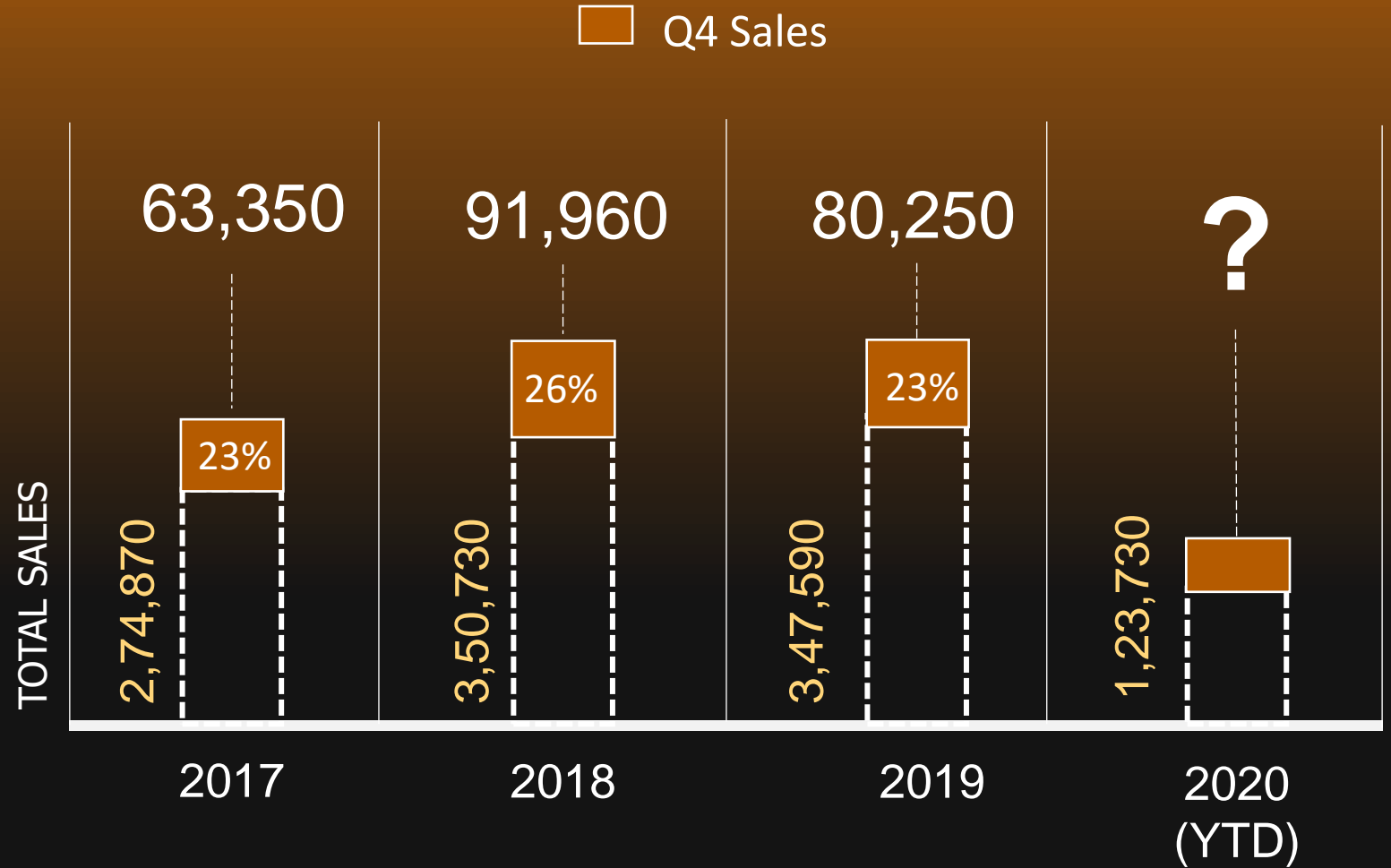
Chennai
39 (3.2)

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

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 nor allowed without prior written approval of PropTiger.com to the form and content within which it appears.