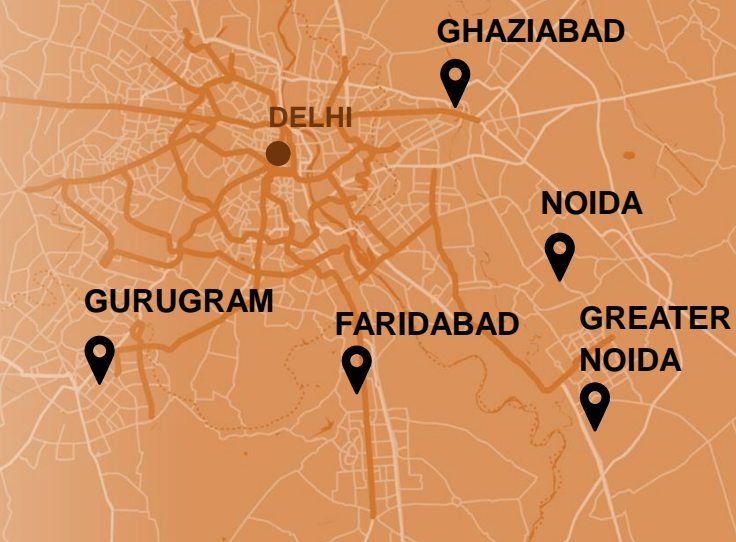


KEY PERFORMANCE INDICATORS

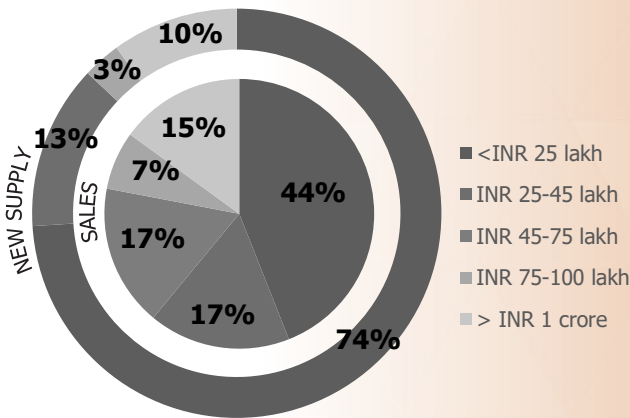
New supply **12,090** units
49% ▼ YoY

Sales **17,790** units
54% ▼ YoY

Inventory Overhang **72** months
(6.0 years)



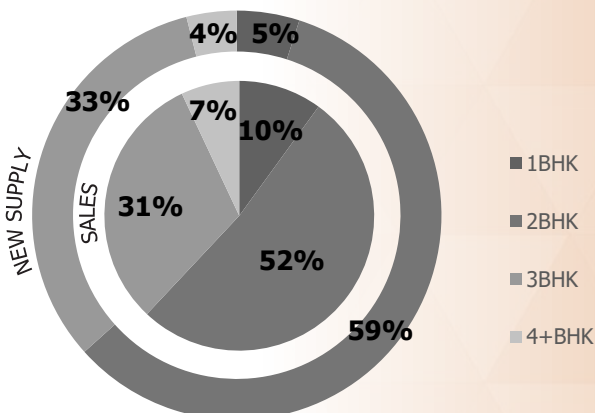
New Supply & Sales by Ticket Size



- New supply in Delhi NCR fell by 49 percent. Maximum (74 percent) units launched belong to less than INR 45 lakh price category

- On demand side, Gurugram took the lion's share (57 percent) in the sales. Noida and Greater Noida together accounted for 28 percent sales, while the remaining demand was scattered in localities of Ghaziabad and Faridabad

New Supply & Sales by Configuration



- Nearly 44 percent of demand is concentrated in the less than INR 45 lakh price bracket

- Buyers preferred 1BHK configuration which had 52 percent share in overall sales pie, followed by 2BHK with 31 percent share

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

PRICE TRENDS & UNSOLD INVENTORY

Weighted Average Price

4,270 4,276 4,293 4,232 4,268



0% ▼ YoY

Q4 2019 Q1 2020 Q2 2020 Q3 2020 Q4 2020

Unsold Inventory

38%



Ready-to-move-in

62%



Under-construction

TOP LOCALITIES

Top localities by supply

Name	Price (Rs./sq.ft.)
• Sector 95 (Gurugram)	3,300 – 3,500
• Sector 89 (Gurugram)	3,000 – 3,200
• Sector 37D (Gurugram)	4,500 – 4,700
• Sector 79 (Gurugram)	5,200 – 5,400
• Sector 59 (Gurugram)	9,000 – 9,200

Top localities by sales

Name	Price (Rs./sq.ft.)
• Sector 89 (Gurugram)	3,000 – 3,200
• Sector 79 (Gurugram)	5,200 – 5,400
• Sector 59 (Gurugram)	9,000 – 9,200
• Sector 63 (Gurugram)	8,800 – 9,000
• Sector 1 (Noida Extension)	3,300 – 3,500



Source: DataLabs, PropTiger Research