

# Real Insight

## Residential

January-March 2023



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CEO-REA INDIA  
Housing.com | PropTiger.com | Makaan.com

# CEO'S TAKE

“In the past few years, the world has faced several challenges ranging from pandemic to geo-political disruptions. The impact of such an extensive period of uncertainty is being felt across countries, overshadowing the economic outlook. While the International Monetary Fund (IMF) has forecasted projected global growth to increase by 0.2 per cent in comparison to the October 2022 update, it still remains below the historical average of 3.8 per cent. Inflation, which is projected to be 6.6 per cent in 2023, is still higher than pre-pandemic levels.

As inflation continues to surpass nominal wage growth, weakness in consumption is expected to persist. However, despite the fragile global recovery, India remains in the bright spot, with the IMF predicting the Gross Domestic Product (GDP) to grow at the rate of 6.1 per cent in 2023, which far outpaces the second on the list, China's growth rate of 4.4 per cent.

The optimism is visible in India's leading indicators as well, which have sustained their growth momentum in Q1 2023. Both the services and manufacturing PMI have maintained the above 50-mark threshold. The inflation has eased to 5.6 per cent in March 2023, as compared to its peak surge of 7.8 per cent in April 2022. Mirroring the high-frequency indicators, the real estate market in India is displaying encouraging signs of growth in demand and investment activity across different asset classes.

In residential real estate, both new supply and sales have sustained upward momentum in the March 2023 quarter. However, new supply, which grew at an 86 per cent YoY, has superseded demand that increased at a relatively lower rate of 22 per cent YoY in Q1 2023. The slower sales velocity can be attributed to several factors, one of the most prominent being the unavailability of the right product in the market. As per our consumer and market insights, homebuyers are unable to find desired properties within their budget at the right location.

Additionally, property prices have been increasing at the fastest pace of 6-7 per cent in the past two years, and the central bank has cumulatively hiked the repo rate from 4 per cent to 6.50 per cent. Correspondingly, the home loan rates of major lending banks have now gone up to 8-9.5 per cent. It is important here to note that budget is the most important aspect in home buying decisions, as also seen from our consumer survey. Although, the recent pause on hike is a welcome move, as any further increase would have a substantial impact on consumer sentiments and impact the property demand as well in the near future.

Overall, the lack of the right product and inflationary pressures will have a bearing on the demand dynamics, overshadowing consumer sentiments to an extent in the ensuing quarters. Having said that, we believe both sales and supply will maintain an upward trajectory and continue to grow in close ranges.”







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## RESIDENTIAL LANDSCAPE Q1 2023

(YoY growth in new supply and demand in Q1 2023)



AHMEDABAD	
New supply	71%
Sales	31%
Inventory overhang	29 months

MUMBAI	
New supply	98%
Sales	39%
Inventory overhang	34 months

PUNE	
New supply	128%
Sales	16%
Inventory overhang	28 months

BENGALURU	
New supply	84%
Sales	-3%
Inventory overhang	33 months

INDIA	
New supply	86%
Sales	22%
Inventory overhang	34 months

DELHI NCR	
New supply	22%
Sales	-24%
Inventory overhang	66 months

KOLKATA	
New supply	170%
Sales	-22%
Inventory overhang	28 months

HYDERABAD	
New supply	23%
Sales	56%
Inventory overhang	37 months

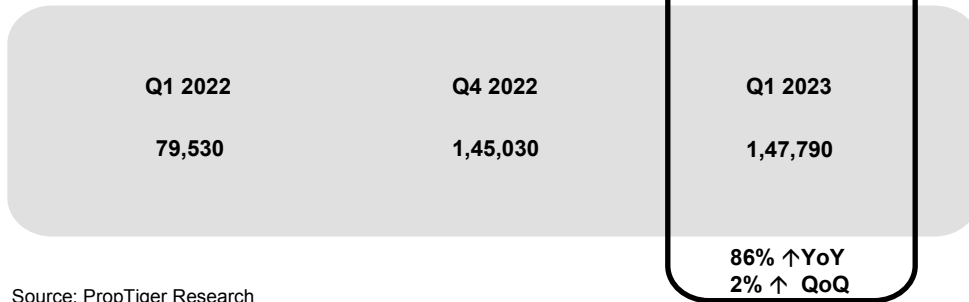
CHENNAI	
New supply	196%
Sales	10%
Inventory overhang	27 months

A construction site at sunset, featuring several tall cranes and a large, multi-story building under construction. The sky is a deep orange and yellow, and the building's facade is illuminated by the low sun, creating a grid-like pattern of light and shadow.

# ALL INDIA RESIDENTIAL REAL ESTATE TRENDS



# 1. New supply



Source: PropTiger Research

- New residential supply has sustained the above 1-lakh mark for four consecutive quarters reaching an all-time high of 1.47 lakh units in January-March 2023 quarter. The sustained demand on the back of strengthening homeownership sentiments has bolstered the confidence of developers who are launching their projects after the slowdown witnessed during the pandemic.

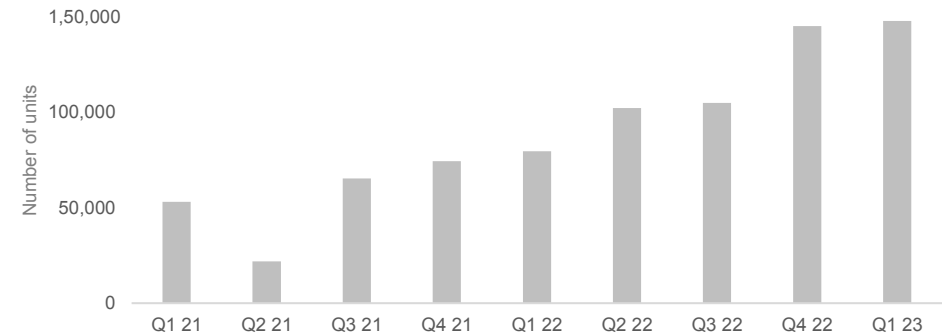
As compared to Q1 2022, the new launches have registered a robust 86 per cent YoY increase in January-March 2023 quarter. New supply has grown across all the top eight cities, with Chennai, Kolkata and Pune registering a triple-digit growth in the bygone quarter as compared to the same period the previous year.

Mumbai, Pune, and Hyderabad continue to lead the supply tally, accounting for a significant 77 per cent share in the overall new launches in the top eight cities in Q1 2023.

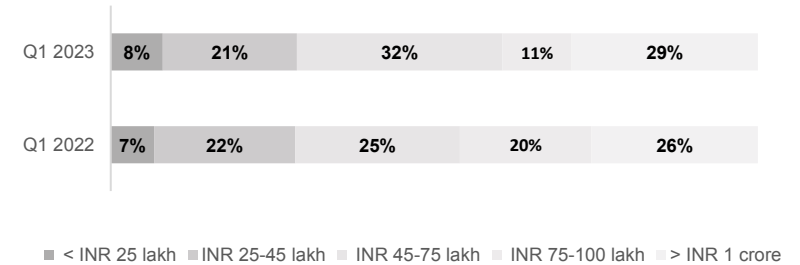
Of the total units launched in Q1 2023, INR 45-75 lakh price bracket took the highest share of 32 per cent. Notably, units in more than INR 1 crore price range have been consistently making up for more than 25 per cent share in the overall new supply. This can also be attributed to the fact that nearly half of the residential supply in Q1 2023 was concentrated in Mumbai, where the general residential appetite is concentrated in more than INR 1 crore price bracket. Developers across cities focused on the 2 BHK configuration, which took a 42 per cent share in the total new supply tally.

The overall trend suggests that there has been a shift towards launching homes in a higher price bracket in these past two years. Developers are focusing on amenities such as healthcare, safety and security, and open and recreational spaces amidst the changing consumer preferences post the pandemic.

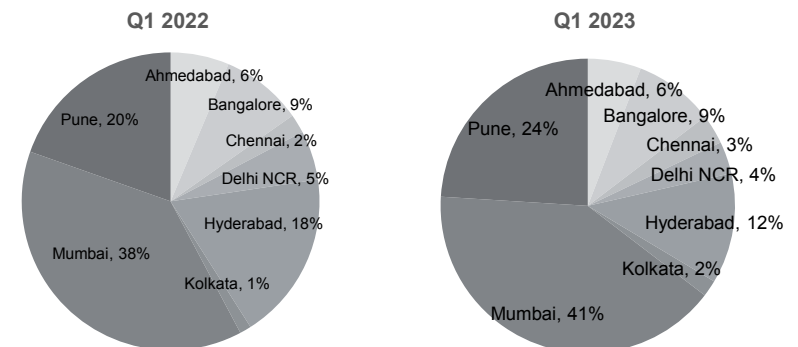
## New supply trend



## New Supply - Ticket-wise split

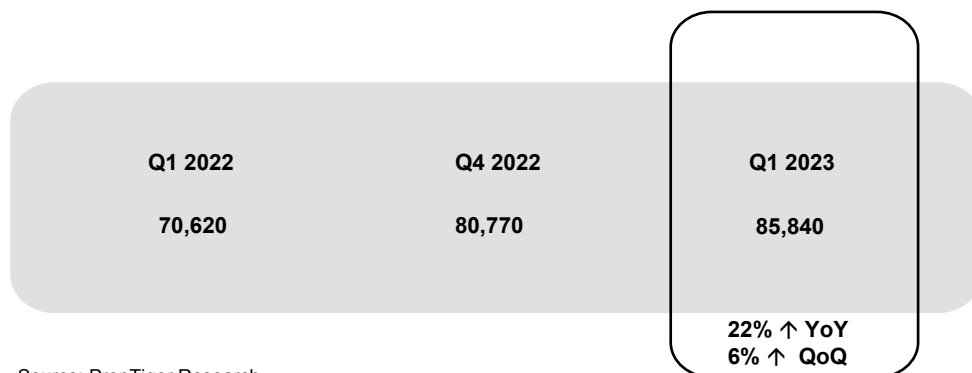


## New supply - City-wise share



Source: Housing Research

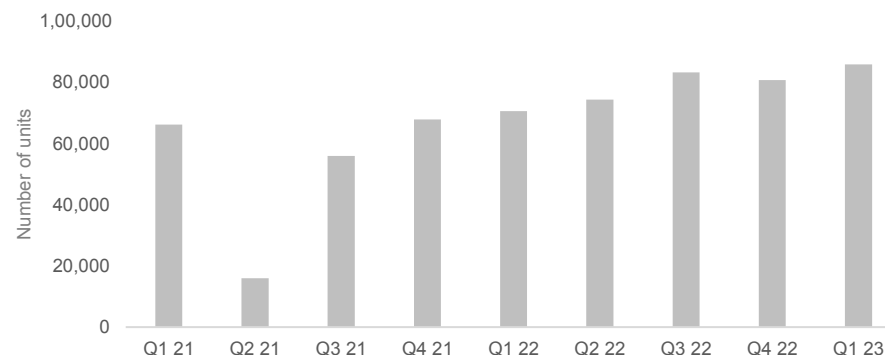
## 2. Sales



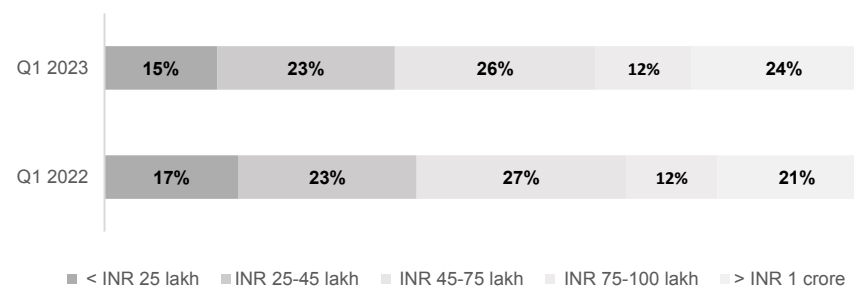
Source: PropTiger Research

- The property demand in Q1 2023 has been highest since third quarter of 2019, with 85,843 units sold during the period. The demand registered a double-digit growth of 22 per cent YoY in Q1 2023. Having said that, the sales have grown at a slower pace as compared to new supply that grew by 86 per cent YoY during the same period. Unavailability of the right product in the market is one of the most prominent factors that can be attributed to the stragglng sales velocity.
- As per our consumer and market insights, homebuyers are unable to find desired properties within their budget at the right location. Consumers are looking for ready-to-move-in homes which constitute 18 per cent of the total unsold inventory and is being sold at a premium. To add to this, the hike in repo rate of up to 6.50 percent from the all-time low of 4.0 per cent has pushed the home loan rates in the range of 8-9 percent of the major lenders overshadowing the consumer sentiments to an extent.
- Maximum (26 per cent) residential sales in Q1 2023 quarter were concentrated in the INR 45-75 lakh price bracket. Homebuyers preferred units with configurations such as the 2 BHK, which took a share of 42 per cent the in the national demand pie. Similar to new supply, Mumbai and Pune continued to take the highest combined share of 60 per cent share in the overall sales, followed by Hyderabad with 12 per cent share.
- The overall demand trend suggests that sales are lagging as compared to new supply. The lack of right product coupled with repo rate hikes pushing home loan rates and price rise have to an extent overshadowed the consumer sentiments. Paced completion of under construction inventory along with market stimuli such as discounts and tax waivers will act as sentiment boosters for the end-users to move closer towards home purchase.

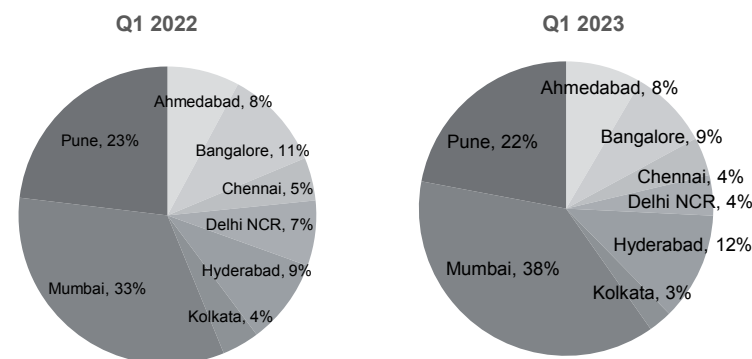
### Sales trend



### Sales - Ticket-wise split



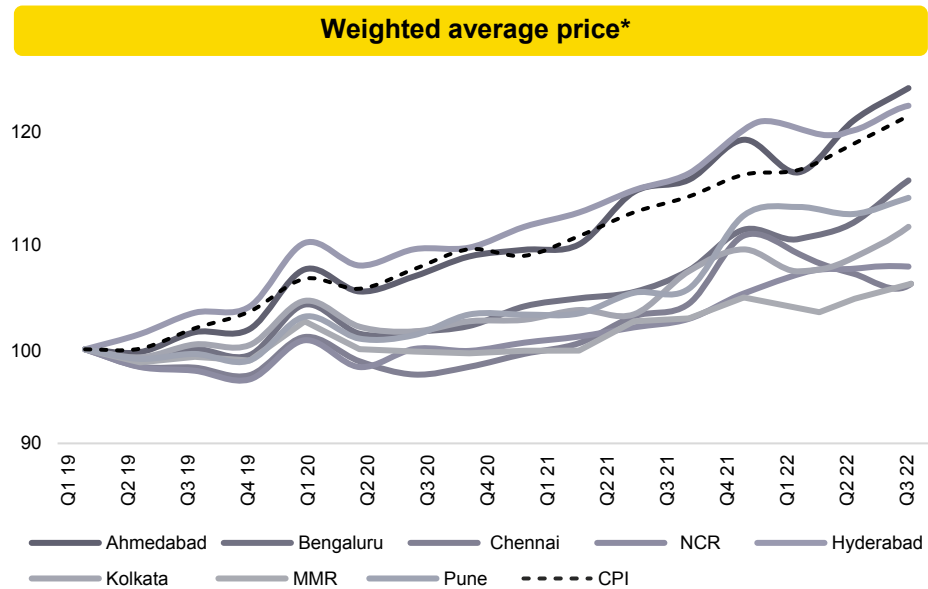
### Sales - City-wise share



Source: Housing Research



### 3. Price

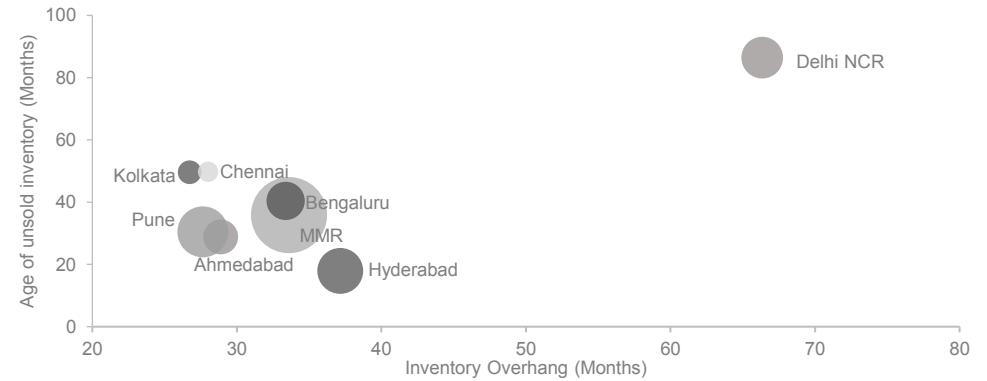


Note: Weighted average price as per new supply and inventory adjusted to CPI inflation. Base year for index is 2019.  
Source: Housing Research

- The property prices for new supply and available inventory across the top eight cities have recorded an uptick of 6 per cent YoY in Q1 2023, marginally lower as compared to 7 per cent YoY growth in Q1 2022.
- Apart from the premium being charged over the RTMI properties, the inflationary pressures and spike in input costs have also pushed the property prices, which have been growing in the range of 6-7 per cent since 2021 from the previous 1-3 per cent.
- All the major cities have seen an increase in property in the range of 1-13 per cent YoY in the January-March 2023 quarter, with Gurugram followed by Bengaluru recording the highest growth of 13 per cent and 10 per cent, respectively.

### 4. Unsold Inventory

**Unsold inventory vs inventory overhang in the top eight cities**



Note: Unsold inventory as of March 2023. Size of the bubble represents number of unsold units.  
Source: Housing Research

- The unsold inventory in the top eight cities at the end of March 2023 stood at 9.11 lakh units, registering a whopping 24 per cent YoY increase as compared to Q1 2022.
- Both demand and supply across the top eight cities have registered double-digit growth, with the new launches growing at a much faster pace as compared to the sales pushing the unsold inventory levels to a three-year high.
- Amongst the top eight cities, Mumbai and Pune together accounted for 53 per cent share, followed by Hyderabad and Delhi NCR, with 13 per cent and 11 per cent share, respectively, in the overall 9.11 lakh unsold units.
- Hyderabad registered the highest YoY increase of 64 per cent in the unsold inventory levels in Q1 2023 as compared to the same period the previous year.
- The inventory overhang across the top eight cities has positively declined to 34 months at the end of Q1 2023 from 42 months in the same period the previous year. At the current sales velocity, it will take at least 2.8 years to offload the current unsold

A photograph of a construction site at sunset. Several tall cranes are silhouetted against a bright orange and yellow sky. In the foreground, the skeletal frames of several high-rise buildings are visible, with some windows reflecting the light. A dark horizontal bar is overlaid across the middle of the image, containing the title text.

# CITY SNAPSHOT



# AHMEDABAD

## Residential Landscape Q1 2023

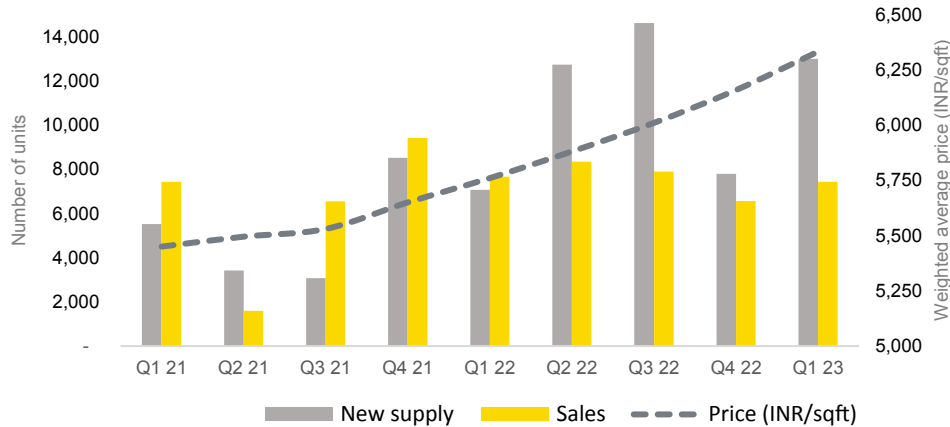
<b>New Supply</b>	<b>8,650</b> 71% ↑ YoY 13% ↓ QoQ
<b>Sales</b>	<b>7,250</b> 31% ↑ YoY 9% ↑ QoQ
<b>Price</b>	INR <b>3,700-3,900</b> /sqft 7% ↑ YoY
<b>Unsold Inventory</b>	<b>69,840</b> 12% ↑ YoY



Note: Top localities by residential demand in Q1 2023

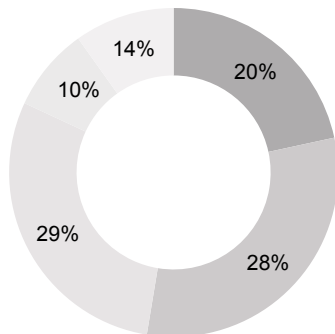
## Ahmedabad Residential Market Insights Q1 2023

### Market Activity



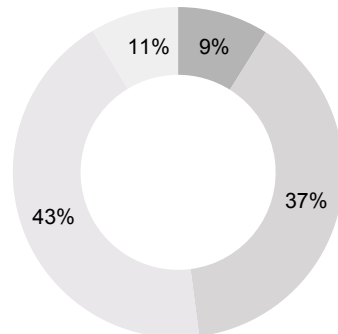
Source: Housing Research

### Sales - Ticket-wise split



■ < INR 25 lakh ■ INR 25-45 lakh  
 ■ INR 45-75 lakh ■ INR 75-100 lakh  
 ■ > INR 1 Crore

### Sales - Configuration-wise



■ 1BHK ■ 2BHK ■ 3BHK ■ 4+BHK

Source: Housing Research

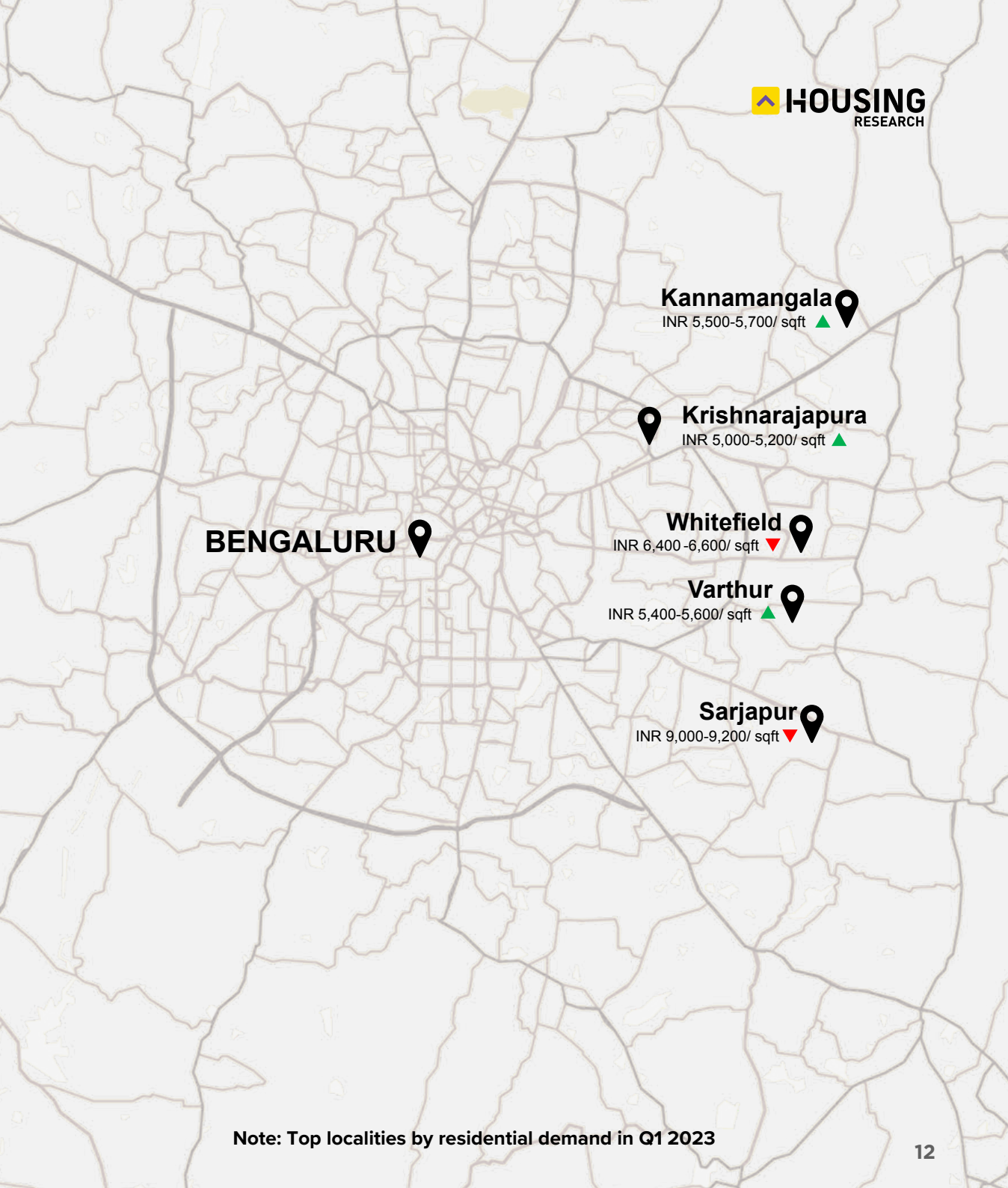
- New supply in Ahmedabad recorded a growth of 71 per cent with 8,650 units launched in Q1 2023, compared to new launches in the same period a year ago. However, the new supply in January-March 2023 still remained above the quarterly average of 4,000 units seen during the pre-pandemic period of 2019.
- The majority (33 per cent) of new supply in Q1 2023 was concentrated in the INR 45-75 lakh price bracket, followed by the INR 25-45 lakh price bracket, which took a share of 23 per cent in the overall supply. The developer focus was on units with a 3 BHK configuration, which had a total of 47 per cent share in the overall new supply.
- The majority of this new supply (33 per cent) was concentrated in the locales of Sarkhej, Vastral, Ognaj, Nava Vadaj and Vasna.
- Sales in Q1 2023 witnessed an uptick of 31 per cent YoY, with a total of 7,250 units sold between January-March 2023 as compared to 5,050 units sold in Q1 2022.
- Homebuyers preferred to buy properties in the INR 45-75 lakh price bracket, which accounted for the highest share (29 per cent) in the overall sales in the city. Following the lead was the INR 25-45 lakh price bracket, which took a 28 per cent share in the total residential demand in Q1 2023.
- Homebuyers in Ahmedabad preferred 3BHK configurations, which took a share of 43 per cent each in the total sales in the first quarter of 2023.
- Micro markets, such as Nava Naroda, Gota, Vatva, Shela and Chandkheda, witnessed maximum traction and took a 24 per cent share in the overall sales in Q1 2023.
- The influx of new supply since the preceding two quarters and relatively slow sales velocity have significantly pushed the unsold inventory levels, which grew by 12 per cent YoY in Q1 2023 and stood at 69,840 units by the end of the quarter.
- The inventory overhang stood at 29 months in Q1 2023, which means that at the current sales velocity, it will take a minimum of 2.4 years to offload the current unsold residential inventory.
- Regarding prices for new supply and available inventory, the city has witnessed an uptick of 7 per cent YoY in Q1 2023 on the back of firming up property values in key localities and rising construction costs.



# BENGALURU

## Residential Landscape Q1 2023

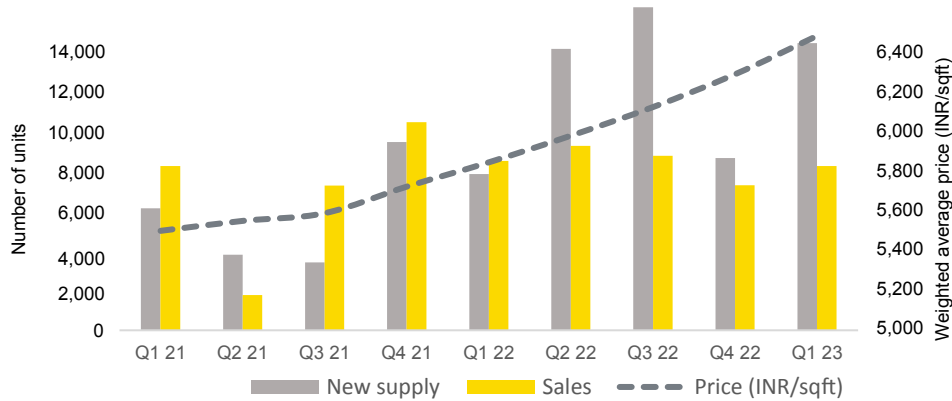
New Supply	<b>12,990</b> 84% ↑ YoY 67% ↑ QoQ
Sales	<b>7,440</b> 3% ↓ YoY 13% ↑ QoQ
Price	<b>INR 6,200-6,400 /sq ft</b> 10% ↑ YoY
Unsold Inventory	<b>84,060</b> 27% ↑ YoY



Note: Top localities by residential demand in Q1 2023

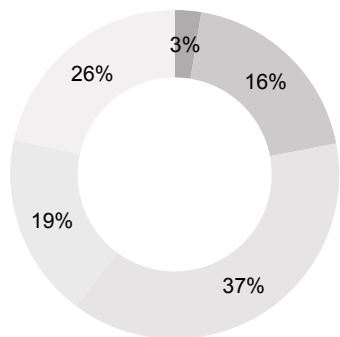
## Bengaluru Residential Market Insights Q1 2023

### Market Activity



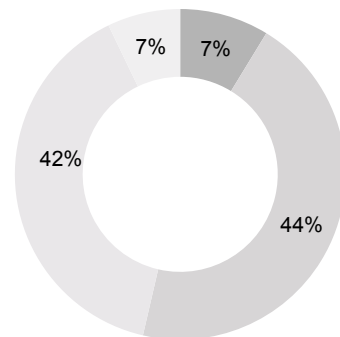
Source: Housing Research

### Sales - Ticket-wise split



< INR 25 lakh
  INR 25-45 lakh  
 INR 45-75 lakh
  INR 75-100 lakh  
 > INR 1 Crore

### Sales - Configuration-wise



1BHK
  2BHK
  3BHK
  4+BHK

Source: Housing Research

- Bengaluru recorded an increase of 84 per cent YoY in new residential supply, with 12,990 units launched in Q1 2023 compared to the same period in the previous year. While the supply also registered growth sequentially, it remains above the quarterly average of 7,500 units in the pre-pandemic period of 2019.
- The majority of the new launches for apartments in Q1 2023 were concentrated in micro markets of Krishnarajapura, Anekal City, Kannamangala, Bommasandra and Bellahalli, which took the maximum share of 32 per cent of the overall supply in the city.
- In terms of the price bracket, it is to be noted that supply in Bengaluru was concentrated in the above INR 1 crore price bracket, followed by INR 45-75 lakh price range with 37 per cent and 34 per cent share respectively in the overall new supply.
- In terms of configuration, 3 BHK, followed by 2 BHK apartments, had significant shares of 48 per cent and 41 per cent, respectively, in the total new supply.
- Sales in Bengaluru witnessed a marginal degrowth of 3 per cent in Q1 2023, with 7,440 units sold as compared to 7,670 units sold in the same period in 2022.
- The majority (37 per cent) of the demand was concentrated in the INR 45-75 lakh price bracket. Units launched in the INR 75 lakh-1 crore and more than INR 1 crore price bracket took a combined share of 44 per cent each in the overall sales in the first quarter of 2023.
- Bengaluru homebuyers preferred the 2 BHK and 3 BHK configurations and accounted for a 44 per cent and 42 per cent share in overall residential demand in Q1 2023.
- Maximum sales took place in the micro-markets of Varthur, Krishnarajapura, Whitefield Hope Farm Junction, Sarjapur and Kannamangala.
- Unsold inventory in Bengaluru registered a growth of 27 per cent YoY and stood at 84,060 units in Q1 2023, of which 18 per cent fell in the RTMI category. The inventory overhang has registered growth and reached 33 months at the end of Q1 2023 compared to 31 months in the same period of the previous year. The rise in inventory comes on the back of sustained growth in new supply in the IT capital.
- Weighted average prices for new supply and inventory in Bengaluru registered an uptick of 10 per cent YoY - the highest than its southern counterparts of Mumbai, Hyderabad and Chennai.



# CHENNAI

## Residential Landscape Q1 2023

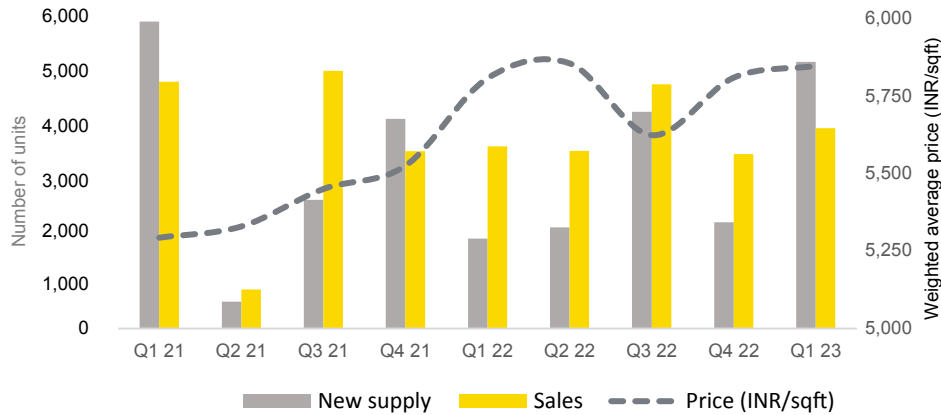
<b>New Supply</b>	<b>4,830</b> 196% ↑ YoY 150% ↑ QoQ
<b>Sales</b>	<b>3,630</b> 10% ↑ YoY 15% ↑ QoQ
<b>Price</b>	<b>INR 5,700-5,900 /sq ft</b> 1% ↑ YoY
<b>Unsold Inventory</b>	<b>32,130</b> 6% ↓ YoY



Note: Top localities by residential demand in Q1 2023

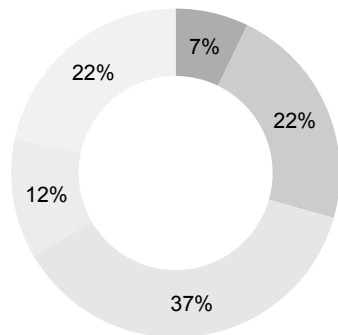
## Chennai Residential Market Insights Q1 2023

### Market Activity



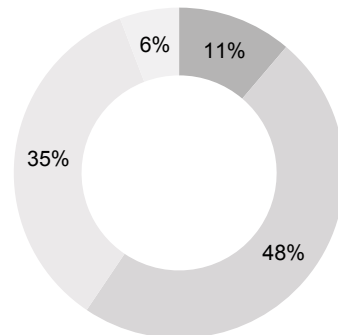
Source: Housing Research

### Sales - Ticket-wise split



< INR 25 lakh
  INR 25-45 lakh  
 INR 45-75 lakh
  INR 75-100 lakh  
 > INR 1 Crore

### Sales - Configuration-wise



1BHK
  2BHK
  3BHK
  4+BHK

Source: Housing Research

- Chennai registered a triple-digit growth of 196 per cent YoY in new supply, with 4,830 units launched in Q1 2023, while registering a sequential quarterly growth of 150 per cent compared to the preceding quarter.
- Most of the (38 per cent) new supply in Q1 2023 was concentrated in the INR 45-75 lakh price bracket, followed by INR 25-45 lakh price bracket, taking a share of 29 per cent in the overall launches.
- Developers focused on the 2BHK configuration, which took the lion's share of 56 per cent, followed by the 3BHK configuration, accounting for 31 per cent in the new supply.
- Localities such as Pallikaranai, Kelambakkam, Ramapuram, Sholinganallur and Manimangalam in Q1 2023 led Chennai in the overall new supply.
- Sales in Chennai registered a comparatively slower growth of 10 per cent compared to the same period in the preceding year, although on a sequential basis, the demand was higher by 15 per cent than in the preceding quarter.
- Pallikaranai, Thiruverkadu, Medavakkam, Sholinganallur and Perumbakkamdi witnessed maximum traction in Q1 2023 and led the cities' demand momentum.
- The majority of the demand in Q1 2023 was concentrated in the INR 45-75 lakh price bracket (37 per cent), followed by INR 25-45 lakh price bracket and above 1 crore price bracket, each taking a share of 22 per cent in the overall sales pie.
- Homebuyers in Chennai continued to prefer the 2BHK configuration, with almost half of the overall sales taking place in this segment.
- Chennai has the second-lowest unsold inventory amongst the top eight cities. The city's unsold inventory stood at 32,130 units at the end of Q1 2023, recording a decline of 6 per cent compared to the same period a year ago. At current sales velocity, it will take 27 months or 2.2 years to offload the current unsold stock.
- The city saw a slight YoY appreciation in weighted average prices for new supply and the available inventory in Q1 2023, however, the prices have risen significantly in the last few quarters. Our analysis suggests that this stability comes on the back of stabilising input costs, as typically, the city sees appreciation in a lower range of 2-3 per cent.



# DELHI NCR

## Residential Landscape Q1 2023

<b>New Supply</b>	<b>5,210</b> 22% ↑ YoY 189% ↑ QoQ
<b>Sales</b>	<b>3,800</b> 24% ↓ YoY 11% ↓ QoQ
<b>Price</b>	<b>INR 4,700-4,900 /sq ft</b> 6% ↑ YoY
<b>Unsold Inventory</b>	<b>99,690</b> 2% ↓ YoY

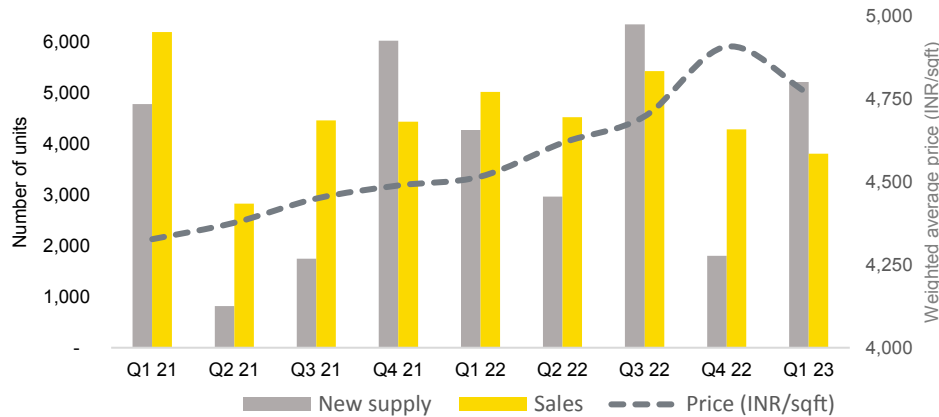


Note: Top localities by residential demand in Q1 2023



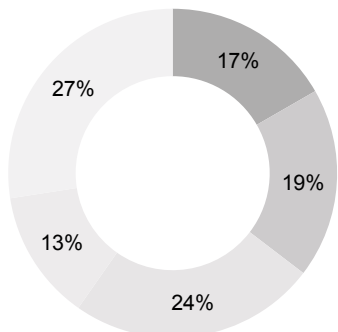
## Delhi NCR Residential Market Insights Q1 2023

### Market Activity



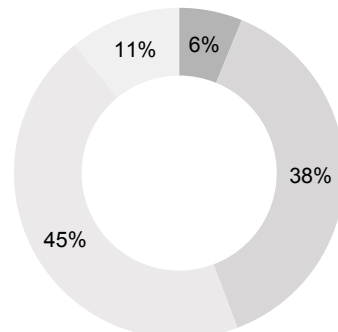
Source: Housing Research

### Sales - Ticket-wise split



< INR 25 lakh
  INR 25-45 lakh  
 INR 45-75 lakh
  INR 75-100 lakh  
 > INR 1 Crore

### Sales - Configuration-wise



1BHK
  2BHK
  3BHK
  4+BHK

Source: Housing Research

- Delhi NCR residential market remained subdued in the first quarter of 2023 as the demand has dipped on both yearly and on a sequential basis. As compared to other top eight cities, it still hasn't been able to inch back to the pre-pandemic levels.
- The region, which is an agglomeration of Gurugram, Faridabad, Noida, Greater Noida, and Ghaziabad, has been riddled with several issues impacting the homebuyer sentiment. Although initiatives like the Real Estate (Regulation and Development) Act, which has been in effect since 2017, have provided some relief to homebuyers by regulating the industry, the lack of trust created in the pre-RERA era still overshadows the property markets in these cities.
- Although demand has dropped by 24 per cent YoY in the January-March 2023 quarter, the new supply has witnessed a growth of 22 per cent during the same period. Notably, it also grew sequentially by 189 per cent, with 5,210 units launched in Q1 2023 compared to the previous quarter.
- Gurugram took the highest share of 63 per cent in the overall launches in the quarter, followed by Noida and Greater Noida with a combined share of 31 per cent.
- Localities such as Sector 63, Sector 92 and Sector 93 in Gurgaon and Sector 1 Noida Extension and Phase 2 Noida Extension from Greater Noida led Delhi NCR in the overall new supply in Q1 2023.
- The majority (50 per cent) of the newly launched units in the region in Q1 2023 are concentrated in the more than INR 1 crore price bracket.
- On the demand side, out of the total 3,800 units sold in the quarter, the majority (27 per cent) belonged to the more than INR 1 crore price bracket, closely followed by the INR 45-75 lakh price bracket with 24 per cent share in the overall demand.
- Homebuyers in Delhi NCR mainly preferred units with 3 BHK and 2BHK configurations, which took a share of 45 per cent and 38 per cent, respectively, in total demand.
- Although there has been a slight degrowth in the total unsold inventory levels compared to a year ago, the unsold units stand at a total of 99,690 units, while the sales remain muted in the region. Additionally, the increasing age of this inventory (5.6-7.9 years) is the highest compared to the other top eight cities.
- The agglomeration continues to have the highest inventory overhang of 66 months amongst the top eight cities, which means that at the average four-quarter sales velocity, it will take around 5.5 years to offload the current unsold stock in Delhi-NCR.

## Gurugram

- Gurugram continues to lead Delhi NCR demand and supply in Q1 2023 with 35 per cent and 63 per cent share, respectively.
- The city saw 3,284 new units being launched in Q1 2023, which were mainly concentrated in the locales of Sector 92 and 93 in New Gurgaon and Sector 62, respectively.
- A total of 1,326 units were sold in Q1 2023 in Gurugram, with micro-markets such as Sector 86, followed by Sector 92 and Sector 93, witnessing maximum traction of homebuyers.
- The majority (43 per cent) of the demand was concentrated in the more than INR 1 crore price bracket in localities such as Sector 106 and Sector 37D. Following the lead were sales in the less than INR 25 lakh price bracket (26 per cent), of which Sector 86 saw maximum buyer interest. Most of the residential sales took place in the 3BHK configuration (48 per cent), followed by 2BHK, which took a 41 per cent share, respectively.

## Noida and Greater Noida

- Noida and Greater Noida took a share of 13 per cent and 18 per cent, respectively, and overall, 5,210 units were sold in Delhi NCR.
- In Noida, the majority (40 per cent) of the demand was concentrated in the INR 1-3 crore price bracket in localities such as Sector 150 and Sector 75. Homebuyers preferred 3 BHK units, which took a share of 56 per cent in the overall sales in Noida.
- In Greater Noida, Sector 1 Noida Extension, Techzone 4 and Sector 10 Noida Extension witnessed maximum traction. Most (41 per cent) of the sales were concentrated in the INR 45-75 lakh price bracket. Units with a 3BHK configuration took the highest share of 42 per cent in the total demand pie, closely followed by 2BHK configuration with a share of 41 per cent, respectively.
- Only 666 new units were launched in Noida, while Greater Noida had 949 units of new supply in Q1 2023, and currently, these two cities together take a share of 41 per cent of the 0.98 lakhs unsold stock in Delhi NCR.

## Faridabad and Ghaziabad

- Faridabad and Ghaziabad have been laggards in terms of residential activity compared to the rest of the cities in Delhi NCR. The relatively muted demand and supply can be attributed to the projects being stalled due to litigation and the high age of available inventory (6.5-7.7 years).
- In Q1 2023, Faridabad saw less than three hundred units being sold in the quarter, with one-third of this demand being concentrated in Sector 64 and Sector 85 around the Faridabad Bypass Road. Currently, this area is witnessing traction in the city due to infrastructure development and proximity and connectivity to Delhi and the rest of the cities in NCR via metro and road. The city saw less than ten new launches in Q1 2023.
- In Ghaziabad, less than a thousand units were sold in Q1 2023, despite it being a relatively affordable market in the region. The subdued demand can be ascribed to the muted new supply coupled with the high age of available inventory. Localities such as Raj Nagar Extension, Lal Kuan and Dasna saw the majority of the homebuyer demand in the quarter.





# HYDERABAD

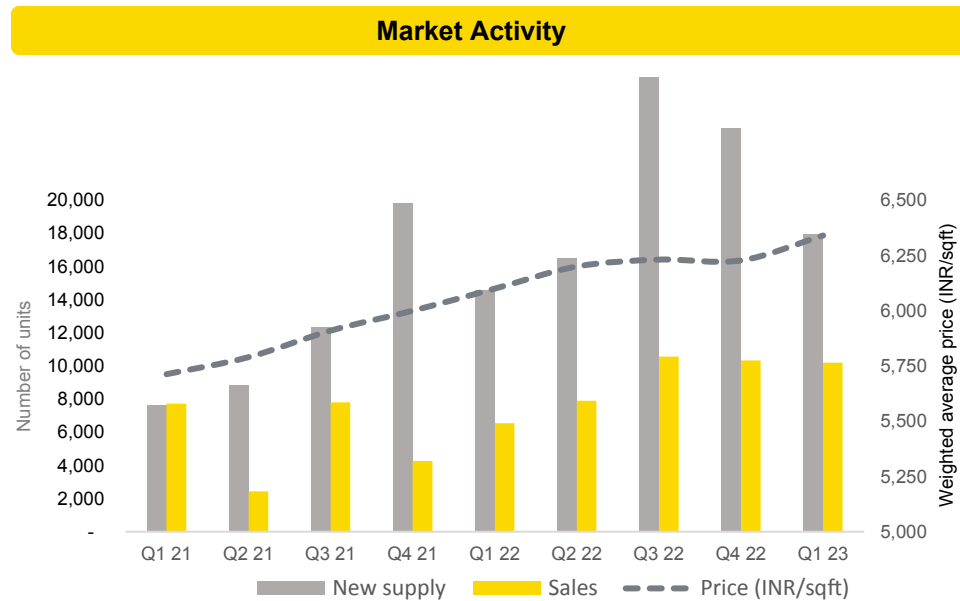
## Residential Landscape Q1 2023

<b>New Supply</b>	<b>17,930</b> 23% ↑ YoY 26% ↓ QoQ
<b>Sales</b>	<b>10,200</b> 55% ↑ YoY 1% ↓ QoQ
<b>Price</b>	<b>INR 6,200-6,400 /sqft</b> 4% ↑ YoY
<b>Unsold Inventory</b>	<b>120,800</b> 64% ↑ YoY



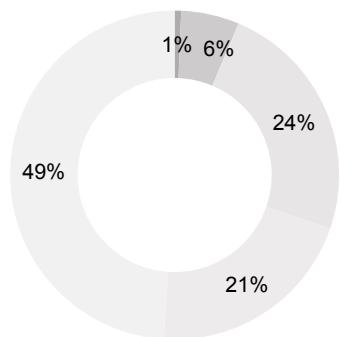
Note: Top localities by residential demand in Q1 2023

## Hyderabad Residential Market Insights Q1 2023



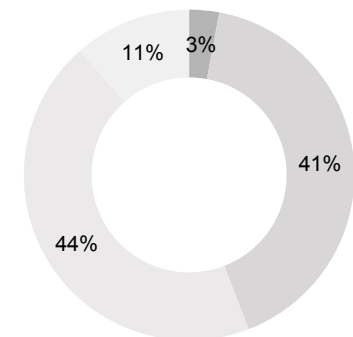
Source: Housing Research

**Sales - Ticket-wise split**



< INR 25 lakh  
 INR 25-45 lakh  
 INR 45-75 lakh  
 INR 75-100 lakh  
 > INR 1 Crore

**Sales - Configuration-wise**



1BHK  
 2BHK  
 3BHK  
 4+BHK

Source: Housing Research

- Hyderabad's property market has experienced consistent growth due to its favourable business policies, coupled with economic and infrastructure growth.
- New residential supply in the city has remained buoyant as its growth momentum continued in Q1 2023, where 17,930 new units were launched, registering a growth of 23 per cent over the year-ago period.
- Of the total new supply in March 2023 quarter, 82 per cent of units were in the more than the INR 1 crore price bracket. Maximum new units were launched in the locales of Nanakramguda, Tukkuguda and Patancheru.
- Developers focused on units with 3BHK configuration, which took a share of 41 per cent in the overall new supply.
- While supply has remained resilient, the demand has also grown, registering an uptick of 55 per cent YoY, with 10,200 units sold in Q1 2023.
- Of the total demand in Q1 2023, 49 per cent of units belonged in the more than INR 1 crore price bracket. Homebuyers in Hyderabad preferred apartments with a 3BHK configuration, which took a share of 44 per cent in the overall sales.
- The western suburbs in Hyderabad continue to see maximum traction compared to other regions, with micro-markets such as Kollur, Patancheru, Ameenpur, Bachupally and Kompally accounting for maximum demand in Q1 2023, taking more than 20 per cent share in the overall sales.
- In terms of prices for new supply and available inventory, the city has witnessed a growth in the range of 4 per cent compared to a year ago on the back of firming up end-user demand. However, our analysis indicates that the growth in prices in Q1 2023 can mainly be attributed to the rise in construction costs throughout 2022, which are pushing up the weighted average prices.
- Surplus new supply and muted sales velocity have pushed unsold inventory levels by a significant 64 per cent YoY, which stood at 120,800 units at the end of Q1 2023. At the current sales velocity, developers in the city would take nearly 37 months to offload the existing unsold stock compared to 42 months at the end of Q1 2023. A rise in the sales velocity has significantly reduced the inventory overhang for the city.



# KOLKATA

## Residential Landscape Q1 2023

<b>New Supply</b>	<b>2,690</b> 172% ↑ YoY 3% ↓ QoQ
<b>Sales</b>	<b>2,230</b> 22% ↓ YoY 5% ↑ QoQ
<b>Price</b>	INR 4,600-4,800/sqft 6% ↑ YoY
<b>Unsold Inventory</b>	<b>23,610</b> 1% ↓ YoY

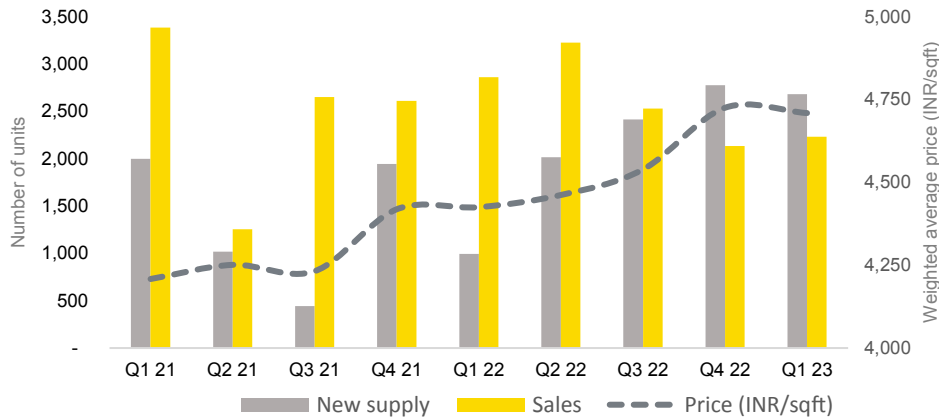


Note: Top localities by residential demand in Q1 2023



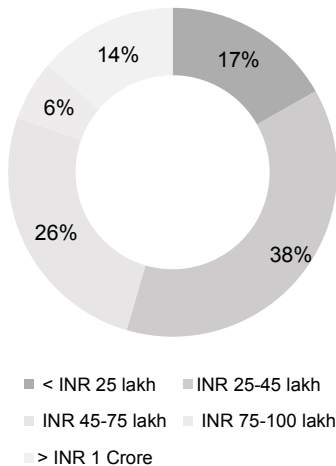
## Kolkata Residential Market Insights Q1 2023

### Market Activity

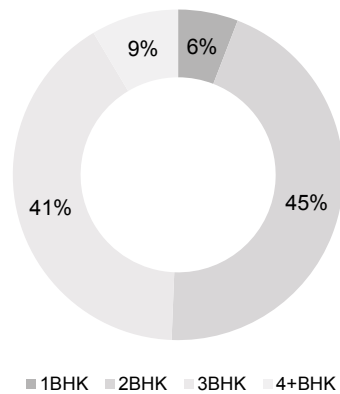


Source: Housing Research

### Sales - Ticket-wise split



### Sales - Configuration-wise



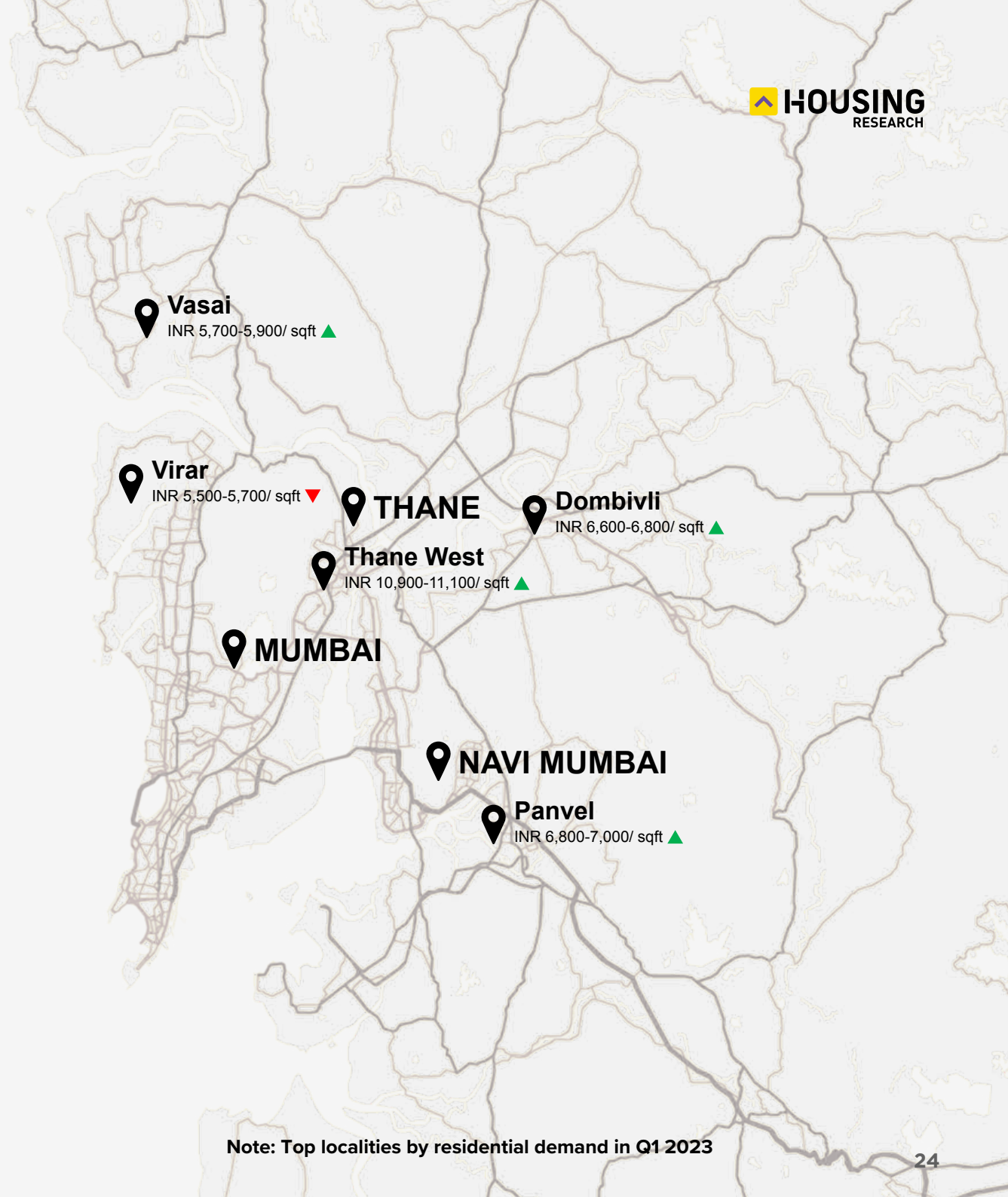
Source: Housing Research

- Kolkata has been witnessing muted supply since the second half of 2021, mainly due to the delay in adopting RERA post West Bengal Housing Industry Regulatory Authority (HIRA) being declared unconstitutional. However, the city has registered a significant growth of 170 per cent YoY in new supply in Q1 2023, with 2690 units launched in Q1 2023.
- Following the historical trends, the majority of supply in Kolkata was concentrated in the INR 25-45 lakh (34 per cent) price range in Q1 2023, followed by the INR 45-75 lakh price bracket, which took a share of 29 per cent in the total new units launched in the quarter.
- The maximum new units in Kolkata were launched in the micro-markets of Tollygunge, New Town, Barasat and Narendrapur in Q1 2023.
- Residential sales in Kolkata witnessed a slowdown during the quarter compared to the same period a year ago. Although the sales have slightly picked up since the last quarter, Kolkata still registered a 22 per cent YoY degrowth in residential demand in the first quarter of 2023. While the city used to witness high NRI interest in buying a property before the pandemic, the demand from such buyers has remained muted since 2020. Our analysis indicates that currently, the majority of homebuyers in Kolkata are bona fide end-users.
- The majority of the demand in Q1 2023 was concentrated in the INR 25-45 lakh price bracket, which took a share of 38 per cent in the overall sales tally.
- Homebuyers in Kolkata continued to prefer units with a 2BHK configuration, which took a share of 45 per cent in the overall sales pie, closely followed by 3BHK, with a 41 per cent share.
- Localities of New Town, Rajarhat, Joka, Narendrapur and Dum Dum witnessed maximum traction in Q1 2023.
- Kolkata has the lowest unsold inventory in the top eight cities. The city's unsold inventory stood at 23,616 units at the end of Q1 2023. Moderate new supply has reduced the city's inventory overhang to 28 months compared to 31 months in Q1 2022, despite the dip in sales in 2022.
- On the price front, the city saw a 6 per cent YoY weighted average price appreciation in Q1 2023, mainly due to the inflationary pressures and rise in input costs at the beginning of the last year.

# MUMBAI

## Residential Landscape Q1 2023

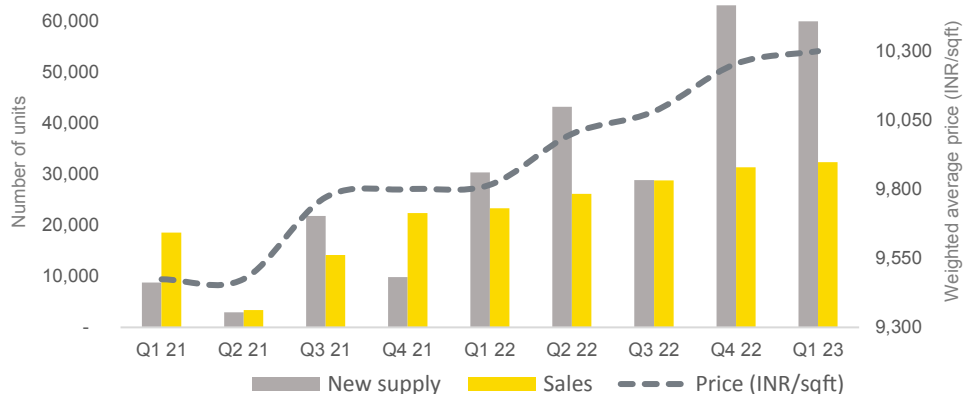
<b>New Supply</b>	<b>60,000</b> 98% ↑ YoY 5% ↓ QoQ
<b>Sales</b>	<b>32,380</b> 39% ↑ YoY 3% ↑ QoQ
<b>Price</b>	INR 10,200-10,400 /sqft 5% ↑ YoY
<b>Unsold Inventory</b>	<b>3,32,400</b> 30% ↑ YoY



Note: Top localities by residential demand in Q1 2023

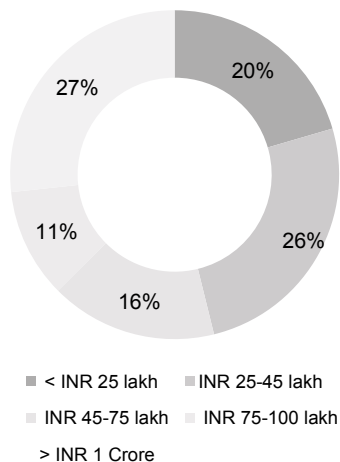
## Mumbai Residential Market Insights Q1 2023

### Market Activity

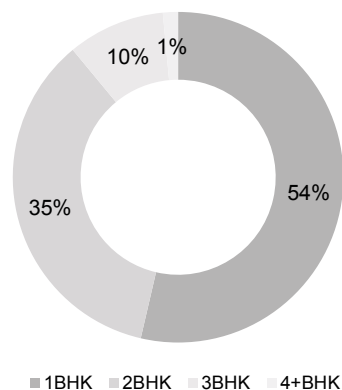


Source: Housing Research

### Sales - Ticket-wise split



### Sales - Configuration-wise



Source: Housing Research

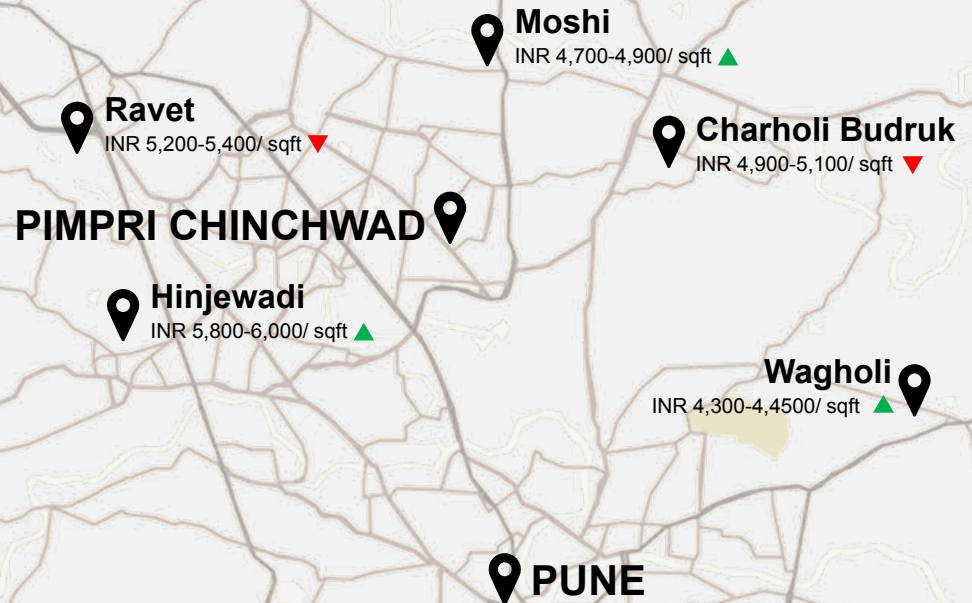
- Mumbai’s residential market has gathered momentum during the last year post bottoming out in 2021. The investor as well as homebuyers’ interest is returning to the market, which is evident from the fact that the city accounts for the highest new supply and sales across the eight cities.
- The city’s new supply doubled in Q1 2023 compared to a year ago, with 60,000 units launched in the quarter. Our market research suggests that strong growth can also be attributed to the pent-up launches and developers preponing the launches due to the closing of the financial year.
- Mumbai saw maximum new residential launches by notable developers in micro-markets such as Dombivali, Bhiwandi, Vasai, Thane West and Panvel. The majority of the new projects launched in Bhiwandi and Thane West were located in the peripheral areas and were concentrated in the INR 25-45 lakh price bracket. Whereas, in the case of Dombivli and Panvel, it was concentrated in the INR 45-75 lakh and 75 lakh – 1 crore price ranges. Developers focused on the 1BHK and 2BHK configuration, which took a 55 per cent and 35 per cent share in the overall new supply.
- While the demand in the other top eight cities has remained muted due to a low RTMI inventory, Mumbai presents a different picture. Even though only 12 per cent of the region’s unsold stock of 3.32 lakh units falls in the RTMI category, the residential sales in Mumbai MMR grew by 39 per cent YoY. The sales figures were the highest as compared to the other top eight cities in Q1 2023. This divergent trend can be attributed to the fact that the region is one of the most expensive residential markets in the country, where buying an under-construction property, which comes with discounts and flexible payments, becomes a relatively economical option as compared to RTMI units, which are sold at a premium where one is also required to pay the significant amount upfront along with GST.
- Micro-markets such as Dombivali, Thane West, Panvel, Vasai and Virar recorded the region’s highest sales, accounting for a 25 per cent share in the overall sales in Mumbai in this quarter.
- Properties priced below INR 45 lakh price bracket saw maximum (46 per cent) traction, with the highest sales in this category taking place in Dombivli. Following the lead was the INR 1-3 crore price bracket, which accounted for a 22 per cent share in sales in Q1 2023. The majority of sales in this price range were concentrated in Thane West.
- Of the total demand, 1BHK was the preferred configuration amongst the homebuyers taking the highest share of 54 per cent.
- Mumbai holds the largest unsold stock amongst the top eight cities, taking a share of 35 per cent with an unsold inventory of 3,32,400 units at the end of Q1 2023.
- As the sales velocity is gathering momentum, the inventory overhang has positively declined to 34 months at the end of March 2023, compared to 48 months in the same period the previous year.



# PUNE

## Residential Landscape Q1 2023

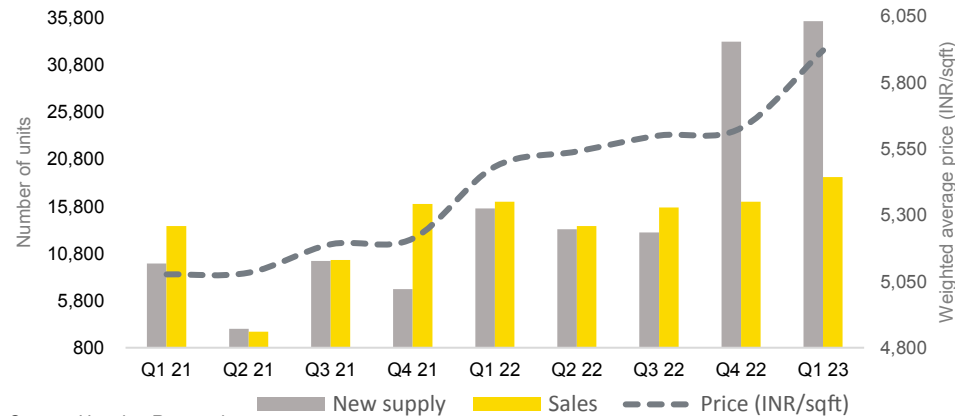
<b>New Supply</b>	<b>35,480</b> 128% ↑ YoY 6% ↑ QoQ
<b>Sales</b>	<b>18,920</b> 16% ↑ YoY 16% ↑ QoQ
<b>Price</b>	INR 5,800-6,000 /sqft 8% ↑ YoY
<b>Unsold Inventory</b>	<b>1,48,900</b> 26% ↑ YoY



Note: Top localities by residential demand in Q1 2023

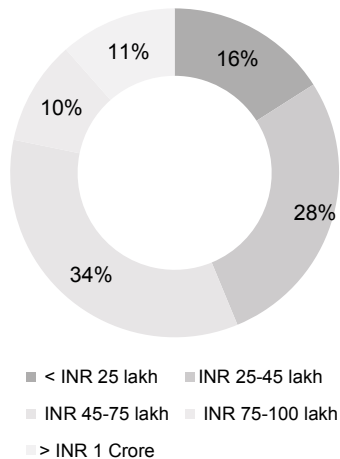
## Pune Residential Market Insights Q1 2023

### Market Activity

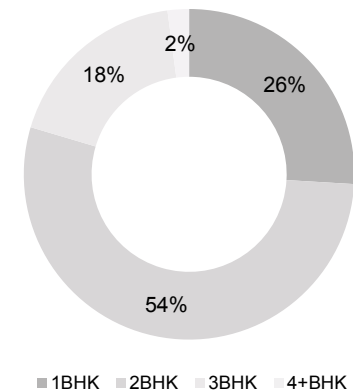


Source: Housing Research

### Sales - Ticket-wise split



### Sales - Configuration-wise



Source: Housing Research

- Pune, like its western counterpart Mumbai, has recorded growth in both new supply (128 per cent) and sales (16 per cent) in Q1 2023, compared to the same period the previous year.
- In Pune, 35,480 new units were launched in Q1 2023, with the majority (59 per cent) of them being concentrated in the INR 45-75 lakh price bracket. Of the total new units launched, 52 per cent belonged to the 2BHK configuration in Q1 2023.
- Maximum new supply in Pune was concentrated in the micro-markets Charholi Budruk, Hinjewadi, Punawale, Moshi and Manjari, which took a 32 per cent share in overall launches in Q1 2023.
- A total of 18,920 units were sold in the first quarter of 2023, which is 16 per cent up from the preceding quarter. The growth momentum of the sales in Pune has also witnessed a growth of 16 per cent sequentially compared to the last quarter.
- Also, as per our homebuyer survey, more than half of the potential homebuyers in Pune prefer ready-to-move-in inventory. The steady growth in demand can also be ascribed to the availability of the right product mix for the homebuyer in the market as well as end-user trust in the market.
- Most of the demand in Q1 2023 was concentrated in the INR 45-75 lakh price bracket, which took a share of 34 per cent in the overall sales tally, followed by the INR 25-45 lakh price bracket, which took a share of 28 per cent in the total demand.
- Homebuyers in Pune continued to prefer units in the 2BHK configuration, which took a share of 54 per cent in the overall sales of Pune micro-markets such as Charholi Budruk, Hinjewadi, Moshi, Wagholi, and Ravet. These areas witnessed the maximum traction in Q1 2023.
- The city's unsold inventory stood at 1,48,900 units at the end of Q1 2023, and it will take developers 28 months or 2.3 years to offload the current stock at the four-quarter average sales velocity.
- On the price front, the city saw an 8 per cent YoY weighted average price appreciation in January-March 2023 quarter, mainly on the back of a rise in input costs apart from the organic price hike by notable developers.







## ANNEXURE - I

### Glossary

#### New supply:

It includes the new units launched in a new project or an already launched project during the quarter or the mentioned duration.

#### Sales:

It includes the units sold in all the available projects (including newly launched projects) during the quarter or the mentioned duration.

#### Unsold inventory:

It is the closing stock at the end of the quarter or the mentioned duration.

#### Inventory overhang:

It represents the number of months required to offload the existing stock in the market.

#### Sales velocity:

It is calculated as the ratio of monthly sales to the total supply.

#### Price:

It is the weighted average price of the total supply.

#### Note:

Analysis in the report includes apartments and villas only. RERA registration date is considered as day zero for recording new supply and sales.

## ANNEXURE - II

### Geographical spread of report

City	Micro market	Prominent localities
Ahmedabad	Ahmedabad Central	Ellisbridge, Paldi, Saraspur, Vasna
	Ahmedabad East	Bapu Nagar, Nava Naroda, New Maninagar, Nikol, Odhav, Vastral
	Ahmedabad North	Chandkhera, Gota, Motera, Nana Chiloda, Ranip, Vadsar
	Ahmedabad South	Vatva, Narol, Narolgam, Isanpur, Changodar
	Ahmedabad West	Bopal, Ghuma, Shela, Sarkhej, Shilaj, Sanand, Vastrapura
	SG Highway	Near Nirma University On SG Highway, Near Vaishno Devi circle on SG Highway, Thaltej, Chanakyapuri
Gandhinagar	Urjanagar, Sargaasan, Gift City, Zundal, Rayson	
Bengaluru	Central Bengaluru	Ashok Nagar, Richmond Town, Marathahalli, Bellandur, Frazer Town, Koramangala,
	East Bengaluru	Whitefield Hope Farm Junction, CV Raman Nagar, KR Puram, Mahadevapura, Harlur, Sarjapur, ITPL, Varthur, Budigere Cross
	North Bengaluru	Yelahanka, Doddaballapur, Hebbal, Thanisandra, Jakkur, Kodigehalli, Kannur
	North East Bengaluru	Horamavu, Devanahalli, Narayanapura, Hennur, Banaswadi, Kalyan Nagar
	North West Bengaluru	Jalahalli, Yeshwantpur, Nelamangala Town, Rajaji Nagar, Near Peenya Industrial Area
	South Bengaluru	Begur, JP Nagar, Bommanahalli, Gottigere, Hosa Road, Padmanabha Nagar, Hulimavu
	South East Bengaluru	Electronics City, Hosur, Anekal City, Jigani, Chandapura, Attibele, Bommasandra, Narayanaghatta, Avalahalli
West Bengaluru	Kumbalgeodu, Kengeri, Nagarbhavi	
Chennai	Chennai Central	Anna Nagar, Alwarpet, Guindy, Raja Annamalai Puram, Vadapalani
	Chennai North	Perembur, Madhavaram, Kolathur, Ponneri
	Chennai South	Perrumbakkam, Mambakkam, Thiruporur
	Chennai West	Avadi, Koyembedu, Manapakkam, Mangadu, Mogappair, Vanagram, Thirumazhisai, Mevalurkuppam, Ambattur
	ECR	Injambakkam, Thiruvanimiyur, Kanathur Reddikuppam
	GST	Guduvancheri, Perungalathur, Singaperumal Koil, Orgadam, Maraimalai Nagar, Tambaram, Chromepet
	OMR	Padur, Perungudi, Sholinganallur, Siruseri, Thalambur, Medavakkam, Kelambakkam, Tiruporur Near Kelambakkam Vandalur Kelambakkam Road Moolacheri, Nallambakkam
Delhi-NCR	Faridabad	Ballabhgarh, Greater Faridabad, Hodal, NH2, Surajkund
	Ghaziabad	Ghaziabad Central, Indirapuram, Kaushambi, NH 24, NH57, NH58, Sahibabad, Vaishali, Vasundhara, Bhopura
	Greater Noida	Noida Extension, Yamuna Expressway (Chi 5, TechZone), Bodaki, Eta, Beta, Knowledge Park, Omnicron, Pi, Surajpur, Swarn nagari, Zeta
	Gurugram	Dwarka Expressway (Sector 35-37,84, 88, 89, 99,102-113), Golf Course Extension Road (Gwal pahari, sector 59 - 63, 65), Gold Course Road (Sector 28, 42, 54), Gurgaon Central, Manesar, New Gurgaon (Sector 76-82,85-93, 95), Old Gurgaon, Sohna & Sohna Road (Sector 48,67,68), Southern Peripheral Road (Sector 69 - 72)
	Noida	Noida Expressway (Sector 45, 94, 104, 108, 110, 128, 135, 143,144, 150 - 152, 168), Yamuna Expressway (Sector 17, 19, 22A 22D,25) ; FNG Expressway (Sector 113, 118, 119, 121), Dadri Road (Sector 80, 107), Near City Center (Sector 32, 43, 50, 73 - 79)

City	Micro market	Prominent localities
Hyderabad	Hyderabad West	Hitec City, Gachibowli, Manikonda, Narsingi, Serilingampally, Nallagandla Gachibowli, Kondapur, Chandanagar, Hafeezpet, Bachupally, Miyapur
	Hyderabad North	Kompally, Tellapur, Kukatpally, Nizampet, Bolarum, Bahadurpally, Shamirpet
	Hyderabad South	Saidabad, Kismatpur, Maheshwaram, Shadnagar, Rajendra Nagar
	Hyderabad East	LB Nagar, Nagole, Hayathnagar, Vanasthalipuram, Uppal Kalan, Saroor Nagar
	ORR South	Bongloor, Shamshabad, Adibatla, Pocharam
	Secunderabad	Mallapur, Yapral, Sainikpuri, Alwal, AS Rao Nagar
Hyderabad Central	Somajiguda, Ameerpet, Himayat nagar, Jubilee Hills, Begumpet, Banjara Hills	
Kolkata	Kolkata East	New Town, Rajarhat, Salt Lake city, Tangra, Beliaghata
	Kolkata North	Dum Dum, Madhyamgram, Barasat, Barrackpore, Lake Town, Rishra
	Kolkata South	Baruipur, Behala, Joka, Garia, Narendrapur, Sonarpur, Uttar Gauripur, Tollygunge, New Alipore, Mukundapur
	Kolkata West	Serampore, Howrah, Uttarpara Kotrung, konnagar
	Kolkata Central	Sealdah
Mumbai Metropolitan Region	Andheri to Dahisar	Andheri, Borivali, Dahisar, Goregaon, Jogeshwari, Kandivali, Malad
	Met/Worli to Andheri	Bandra, Dharavi, Juhu, Khar, Mahim, Santacruz, Vile Parle
	Central Mumbai	Bandra Kurla Complex, Bhand up, Ghatkopar, Kanjurmarg, Kurla, Matunga, Mulund, Powai, Sion, Vikhroli
	Mumbai South	Colaba, Narimat Point, Dadar, Worli, Byculla, Mahalaxmi, Parel, Lower Parel, Girgaon, Prabhadevi
	Mumbai Harbour	Sewri, Wadala, Chembur, Mazegaon, Mira Road and Beyond Mira Road, Vasai, Virar, Nala Sopara, Bhayandar, Boisar, Naigaon East, Palghar
	Navi Mumbai	Airoli, Belapur, Kharghar, Talaja, Dronagiri, Ghansoli, Karanjade, Ulwe, Vashi, Warai
	Thane	Thane East & Thane West
	Beyond Thane	Ambarnath, Badlapur, Bhiwandi, Dombivali, Kalyan, Karjat, Neral, Vangani, Ambivali, Anjurdive, Ulhas Nagar, Shil phata
Panvel and Beyond	Panvel, Khopoli, Rasayani, Khalapur, Kewale, Umroli, Pen, Chowk	
Pune	PCMC	Chikhali, Ravet, Wakad, Tathawade, Moshi, Mamurdi, Jambhul, Pimpri, Rahatani, Gahunje, Chinchwad
	Pune South	Dhayari, Kondhwa, Undri, Ambegaon Budruk, Phursungi, NIBM Annex Mohammadwadi, Handewadi, Shirwal, Shivapur, Baramati, Nasrapur, Katraj, Bibwewadi
	Pune West	Hinjewadi, Pirangut, Bavdhan, Mahalunge, Baner, Mugawade, Balewadi, Bhukum, Kothrud, Kamshet, Bhugaon
	Pune North	Talegaon Dabhade, Alandi, Chakan, Dhanori, Rajgurunagar, Dehu
	Nagar Road	Wagholi, Kharadi, Lohegaon, Lonikand, Sanaswadi
	Pune Solapur Highway	Hadapsar, Manjari, Uruli Kanchan, Loni Kalbhor
	Mumbai Pune Bypass	Vadgaon Budruk, Sus, Waije, Shivane, Karve Nagar
	Pune East	Mundhwa, Bakhori, Kedagaon, Daund
Pune Center	Sopan Baug, Deccan Gymkhana, Parvati Darshan, Shivaji Nagar	

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 Sentiment Outlook H1 2022



The Silver Economy -  
 A perspective on senior  
 living in India 2022



Investment Check -  
 Land Vs Built-up 2022



Residential Realty Consumer  
 Sentiment Outlook H2 2021



Real Insight (Residential)  
 Q3 2022



Housing Price Index  
 2021



PropTech - The future of  
 Real Estate in India 2021



Time for Internal  
 Globalisation 2020



IRIS Index  
 JUNE 2021 Edition



Bricks to Clicks: Smart Homes  
 in India - A Luxury No More



Real Insight  
 (Residential) Q4 2020

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