



PROPTIGER  
RESEARCH

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# REAL INSIGHT

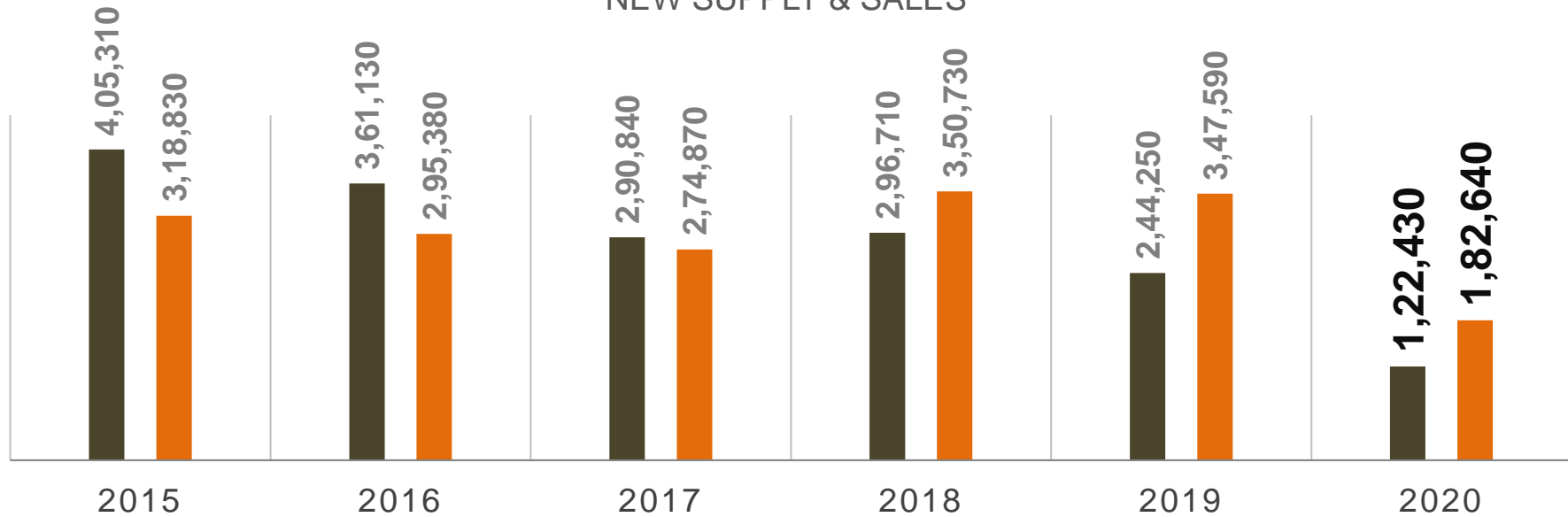
## RESIDENTIAL

Annual Round-up 2020



# 2020 – A year like no other

NEW SUPPLY & SALES



Launches Sales

YoY **50%** ▼ **47%** ▼



# RECAP

# 2020

# NEW SUPPLY

Q1

Pre-COVID

**35,670**

50% ▼ YoY

27% ▼ QoQ

Q2

Lockdown  
begins

**12,560**

81% ▼ YoY

65% ▼ QoQ

Q3

Warm-up for  
festive season

**19,860**

66% ▼ YoY

58% ▲ QoQ



RECAP

# 2020 NEW SUPPLY

Q1

Pre-COVID

**35,670**

50% ▼ YoY

27% ▼ QoQ

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 Lockdown  
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Q3

 Warm-up for  
festive season

**19,860**

66% ▼ YoY

58% ▲ QoQ

Q4

 Festive season  
begins

**54,330**

12% ▲ YoY

173% ▲ QoQ



# RECAP 2020 SALES

Q1

Pre-COVID

**69,560**

25% ▼ YoY

13% ▼ QoQ

Q2

Lockdown  
begins

**19,040**

79% ▼ YoY

73% ▼ QoQ

Q3

Warm-up for  
festive season

**35,130**

57% ▼ YoY

85% ▲ QoQ



RECAP

# 2020 SALES

Q1

Pre-COVID

**69,560**

25% ▼ YoY

13% ▼ QoQ

Q2

Lockdown  
begins**19,040**

79% ▼ YoY

73% ▼ QoQ

Q3

Warm-up for  
festive season**35,130**

57% ▼ YoY

85% ▲ QoQ

Q4

Festive season  
begins**58,910**

27% ▼ YoY

68% ▲ QoQ



# Q4 2020 ROAD TO RECOVERY



# Green shoots of revival in economy



## GST

recorded highest collections in December 2020 since inception



## Manufacturing PMI

reached 56.4 in December 2020



## Services PMI

above 50-mark, at 52.3 in December 2020



## Personal Loans

continues to perform well, 10% YoY growth in November 2020



## Power Consumption

6.1% increase YoY in December 2020



## Virtual Residential Demand

at all time high in Q4 2020



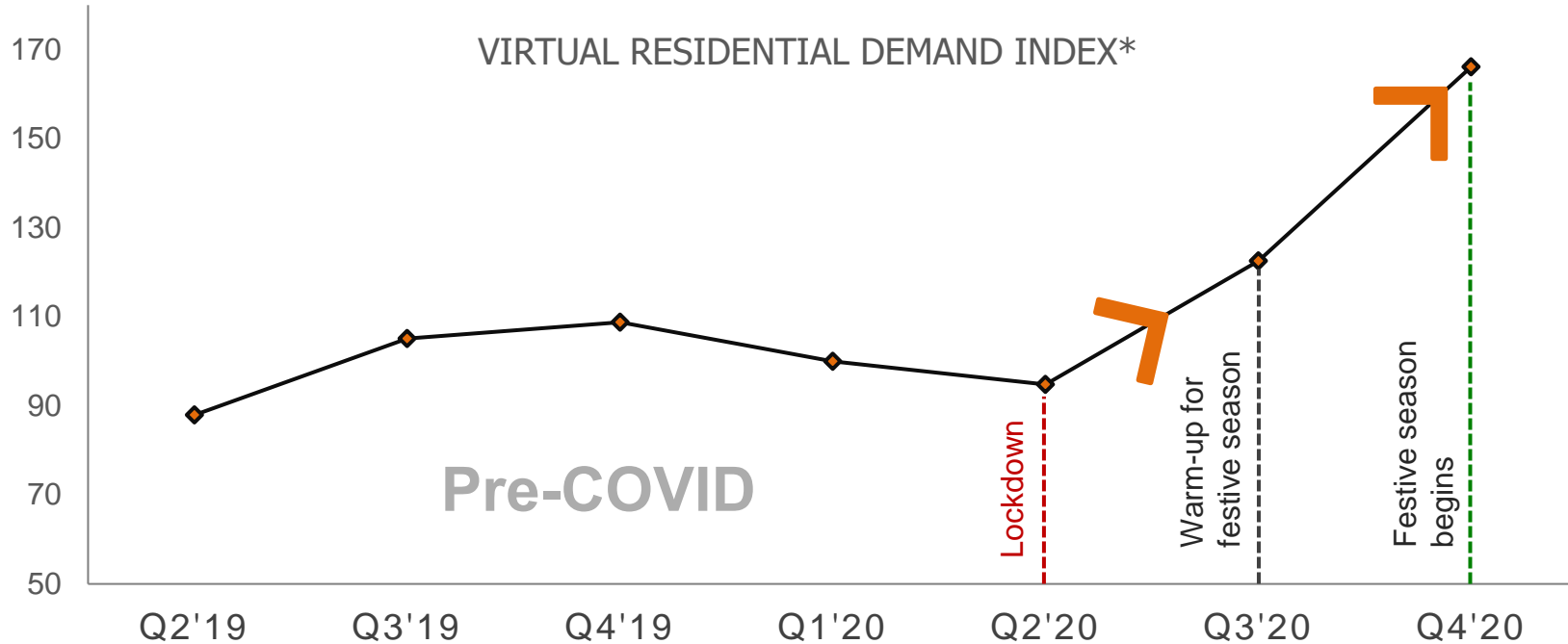
## Passenger Vehicle Demand

12.7% YoY growth from pre-pandemic levels





## Festive boost to virtual demand

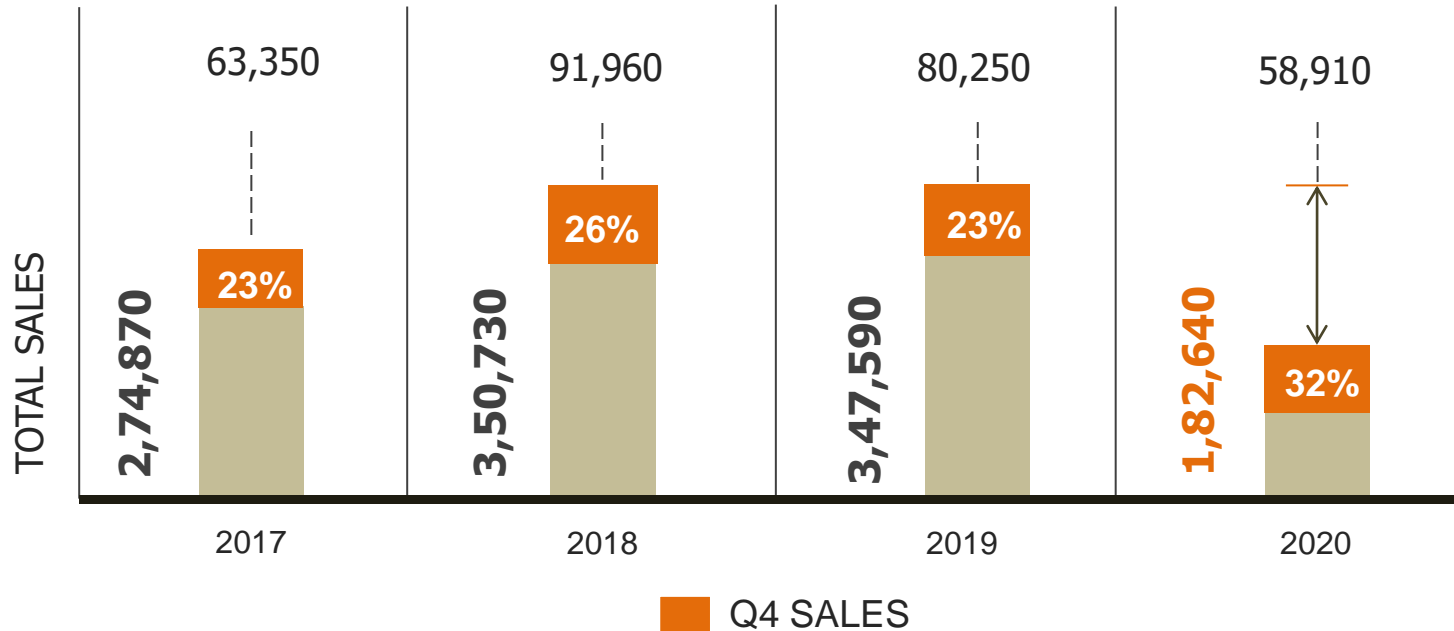


\*Virtual Residential Demand Index is a barometer to gauge online consumer interest for residential properties for buying within a given period in the top eight cities. Base: Q1 2020

Source: PropTiger Research



## Closing in on the gap in final quarter



# Q4 2020

# ALL INDIA RESIDENTIAL REAL ESTATE TRENDS



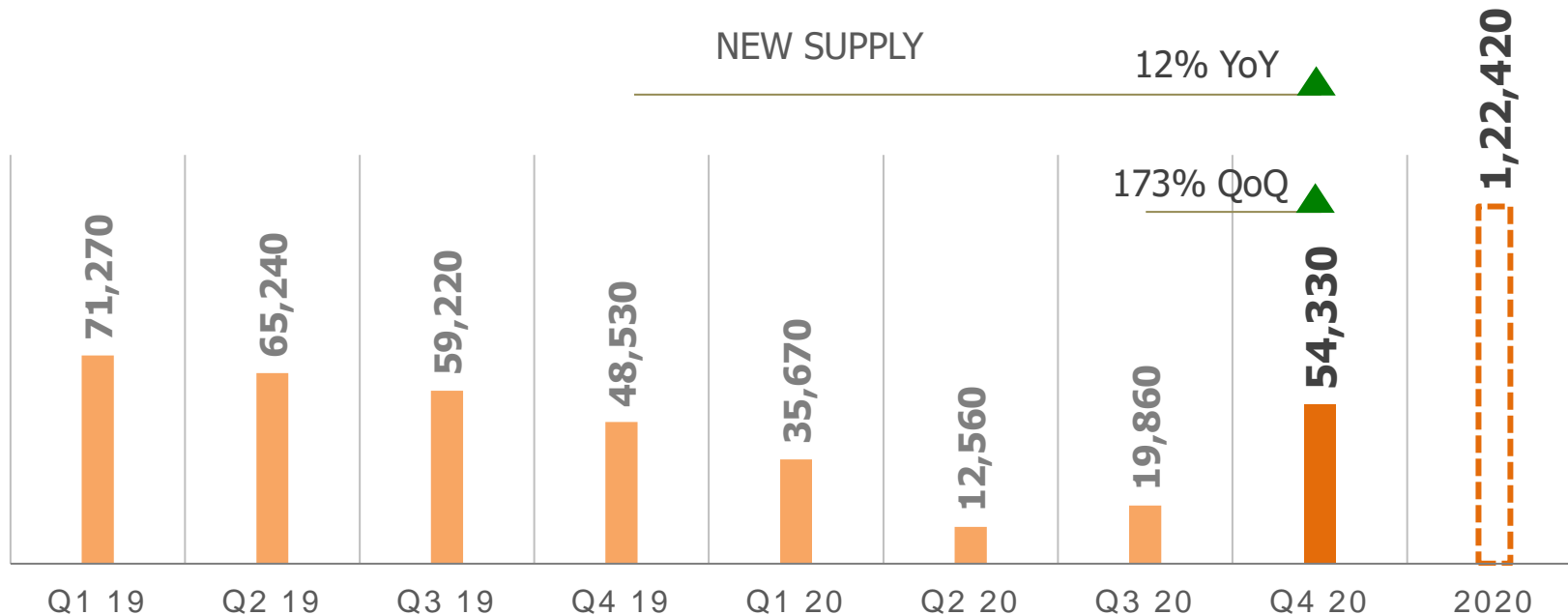


Q4 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS

**NEW SUPPLY**

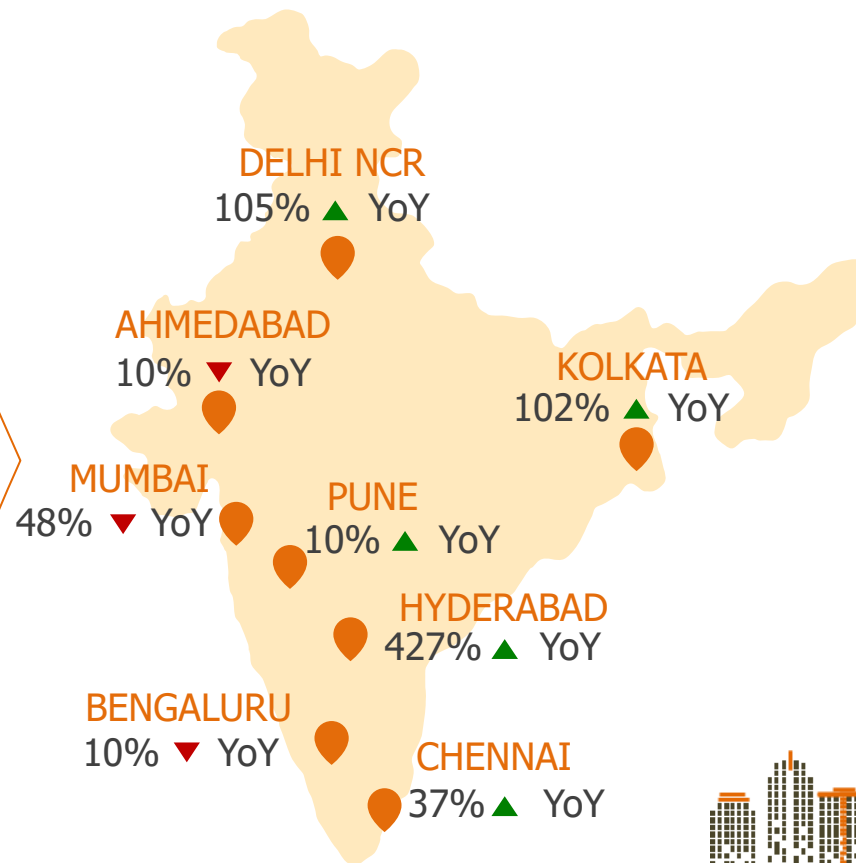
# New launches in Q4 push the supply tally to pre-COVID levels



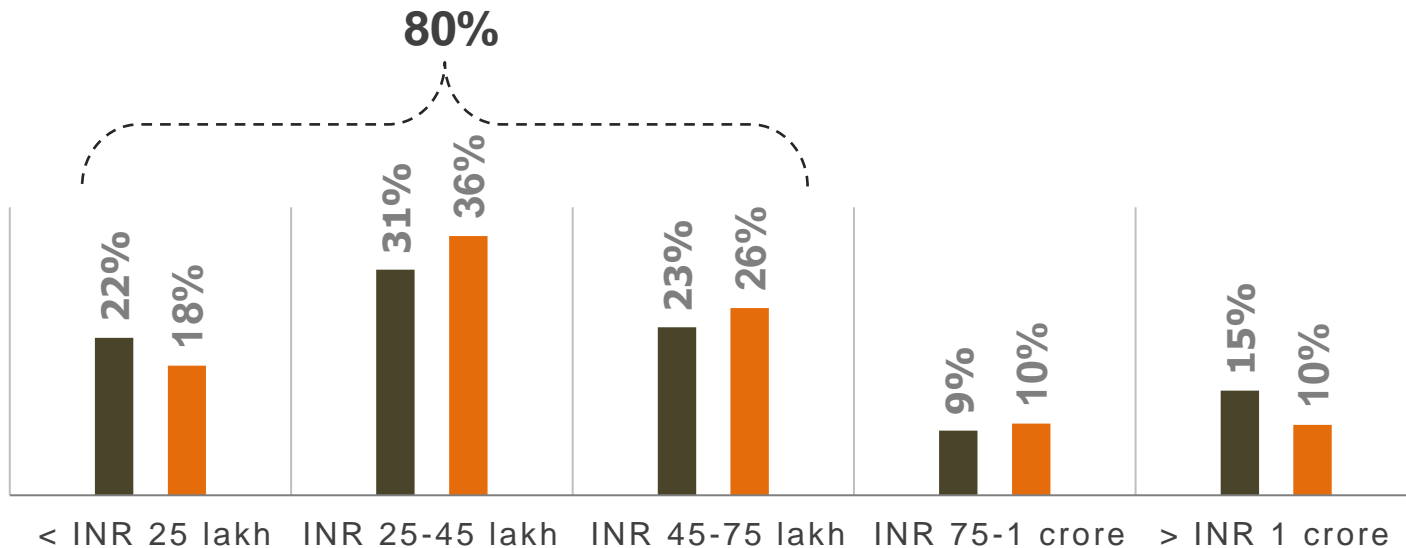
# Hyderabad leads in new launches for the quarter

CITY-WISE SPLIT OF NEW SUPPLY

City	Q4 2019	Q4 2020
Hyderabad	2,410	12,720
Pune	9,770	10,770
Mumbai	19,300	10,070
Bengaluru	6,820	6,100
Delhi NCR	2,500	5,120
Chennai	3,560	4,890
Ahmedabad	3,350	3,000
Kolkata	820	1,660
<b>All India</b>	<b>48,530</b>	<b>54,330</b>



# < INR 75 lakh segment drives supply



**Q4 2020**  
54,330

**Q4 2019**  
48,530

Key Cities Q4 20	Delhi NCR	Pune	Pune	Hyderabad	Hyderabad
Key Localities	Sector 95, Sector 37D (Gurugram)	Manjari Tathawade	Tathawade Hinjewadi	Miyapur Sangareddy	Kokapet Malkajgiri





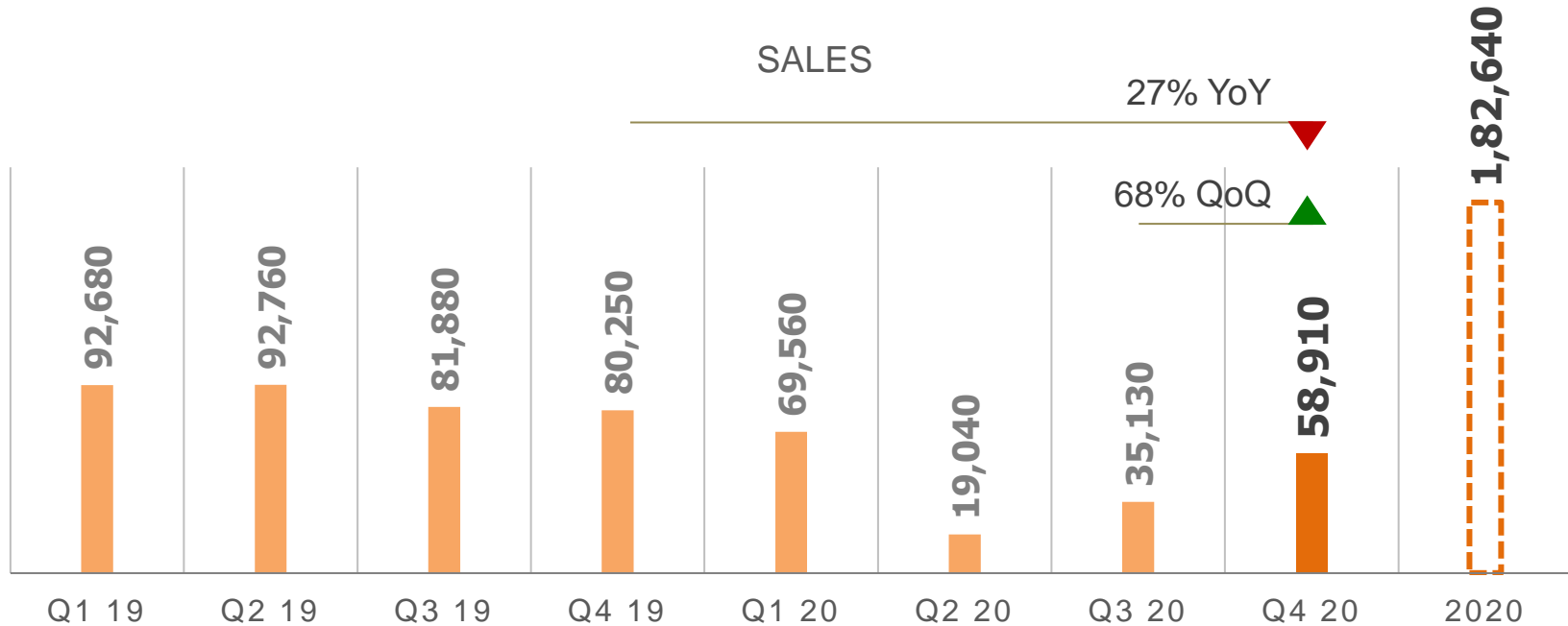
# Q4 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS

# SALES



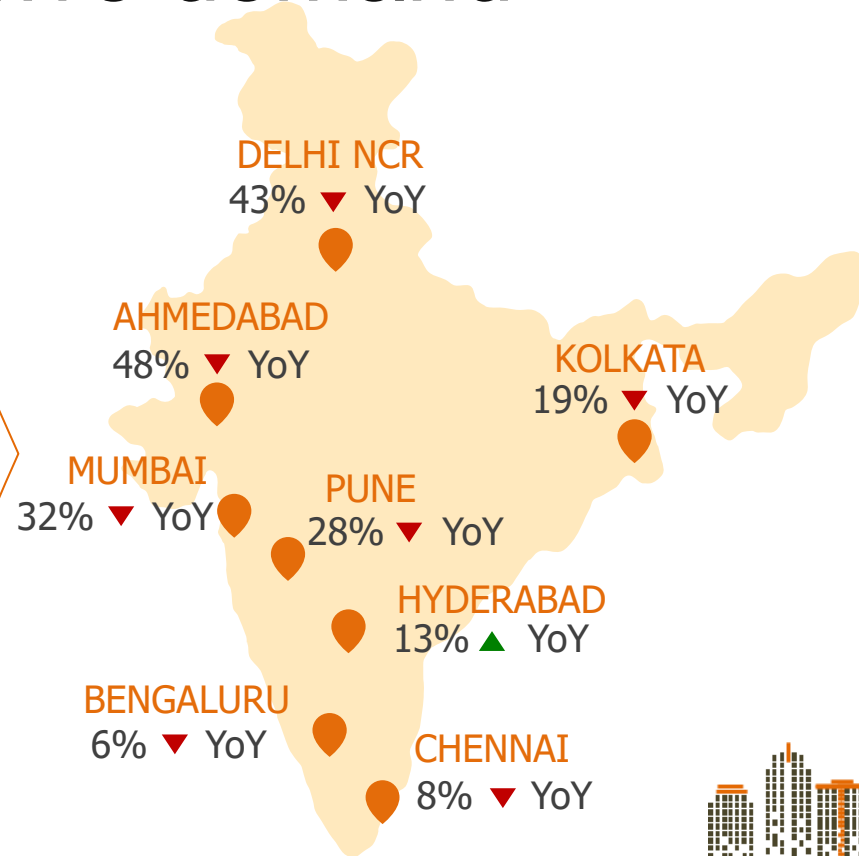
# Demand inching back to pre-COVID level



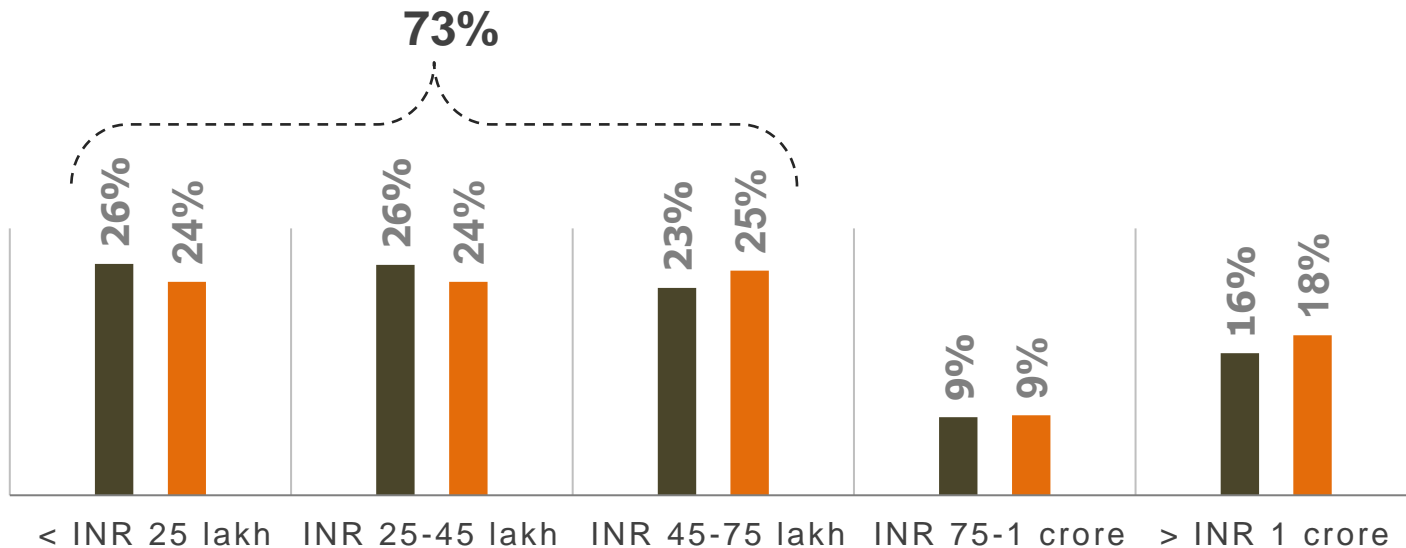
# Mumbai and Pune drive demand

CITY-WISE SPLIT OF SALES

City	Q4 2019	Q4 2020
Mumbai	27,070	18,330
Pune	16,070	11,550
Bengaluru	8,140	7,660
Hyderabad	5,720	6,490
Delhi NCR	10,690	6,060
Chennai	3,470	3,180
Ahmedabad	5,980	3,120
Kolkata	3,110	2,520
<b>All India</b>	<b>80,250</b>	<b>58,910</b>



# Demand concentrated in < INR 75 lakh



**Q4 2020**  
58,910

**Q4 2019**  
80,250

Key Cities Q4 20	Mumbai	Pune	Pune	Pune	Pune
Key Localities	Bhiwandi Neral	Manjari Hinjewadi	Manjari Hinjewadi	Baner Chinchwad	Baner Kothrud



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

# 2020

## TOP LOCALITIES DRIVING SALES

**Thane West**  
Mumbai

INR 10,300-10,700 / sq ft

**Dombivli**  
Mumbai

INR 5,900-6,100 / sq ft

**Hinjewadi**  
Pune

INR 5,500-5,700 / sq ft

**Bhiwandi**  
Mumbai

INR 4,300-4,700 / sq ft

**Panvel**  
Mumbai

INR 6,000-6,200 / sq ft

**Wagholi**  
Pune

INR 4,000-4,200 / sq ft

**Tathawade**  
Pune

INR 5,500-5,700 / sq ft

**Ravet**  
Pune

INR 5,100-5,300 / sq ft

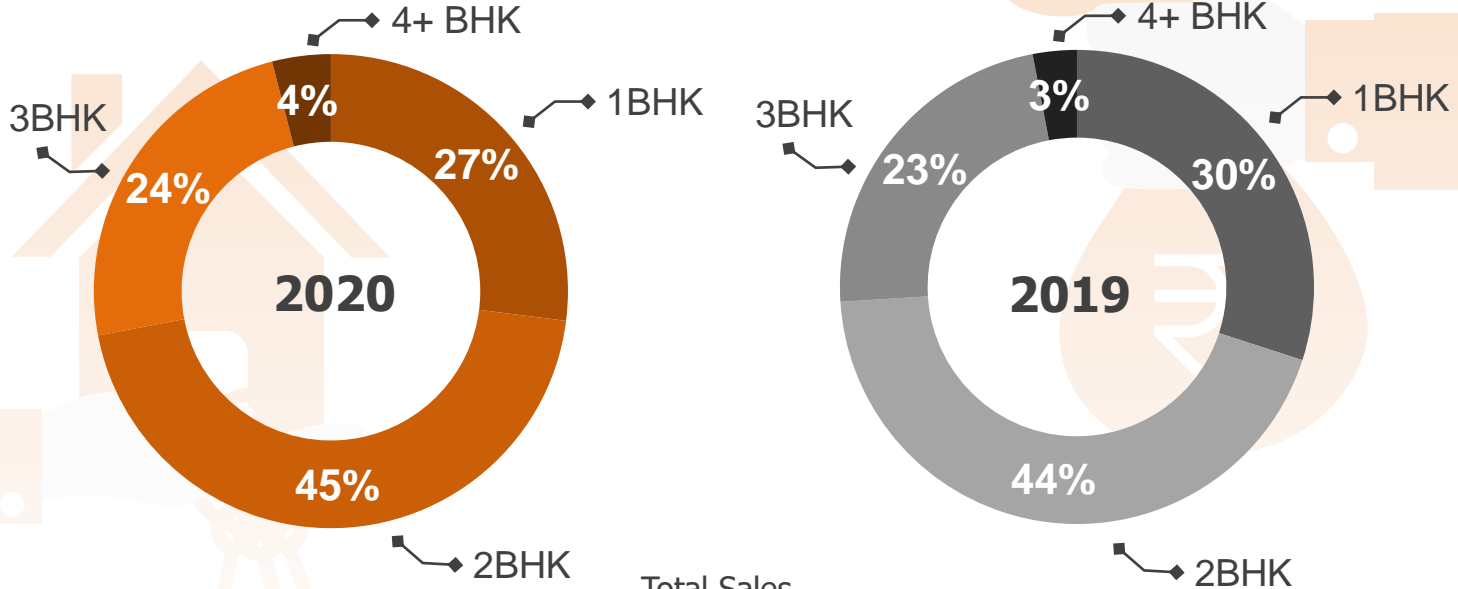
**Wakad**  
Pune

INR 6,200-6,500 / sq ft

**Manjari**  
Pune

INR 5,300-5,500 / sq ft

# 2BHK spearheads demand

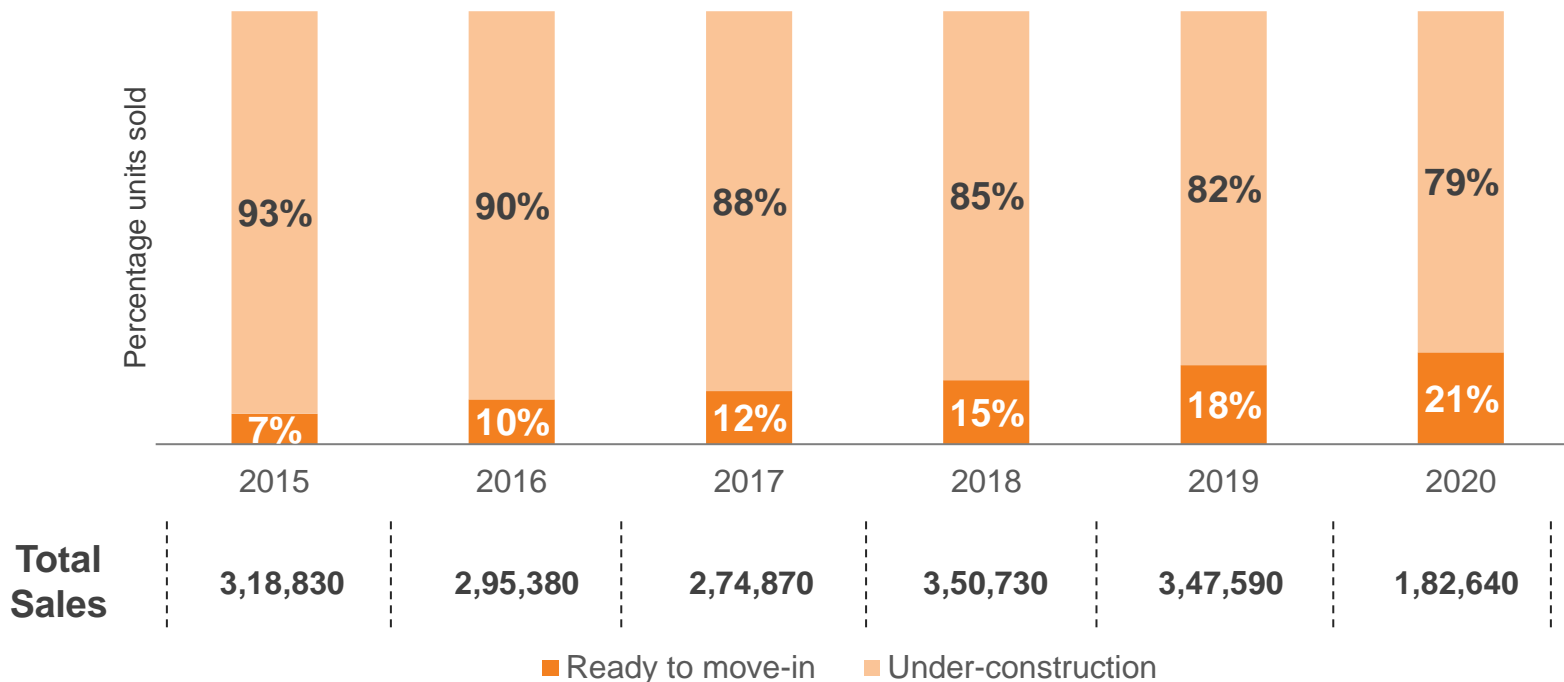


Total Sales	
2020	2019
1,82,640	3,47,590



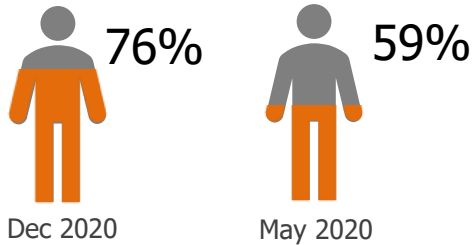
# Demand for RTMI units on the rise

## SALES – RTMI VS UNDER CONSTRUCTION



# HOMEBUYERS SENTIMENTS - 2020

**Economic outlook improves,**  
income outlook still **cautious**



■ Economic outlook will improve or stay the same

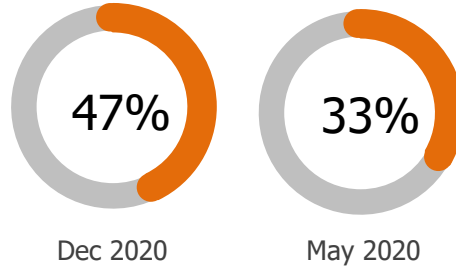
**76%**

homebuyers opine economic scenario will improve or stay same

**1/3<sup>rd</sup>**

respondents still not confident about their income

**Work from home** pushes more people to look for larger homes

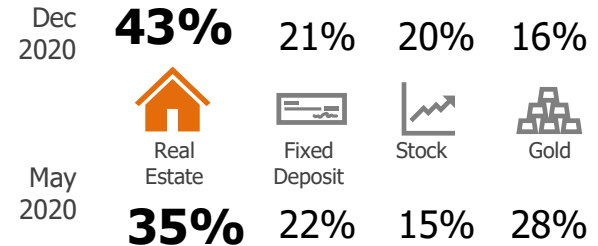


■ Yes, I will look for a larger home

**47%**

homebuyers want to look for larger homes

**Real Estate** remains the preferred investment asset class



**63%**

respondents prefer RTMI

**Flexible payment plans, discounts** and **low mortgage rates** important to drive demand for the coming year

\*The survey was undertaken by PropTiger Research and was conducted between April to May 2020 and September to December 2020, through stratified random sampling for fair representation across top eight cities. The insights presented entirely represent the view of more than thousand potential homebuyers during each period.



# Q4 2020

ALL INDIA RESIDENTIAL REAL ESTATE TRENDS

# UNSOLD INVENTORY & PRICE TREND



# Unsold inventory continues to reduce



**INVENTORY  
OVERHANG**

**Hyderabad**

29 (2.4)

**Bengaluru**

36 (3.0)

**Ahmedabad**

38 (3.2)

**Pune**

40 (3.3)

**ALL INDIA**

47 (3.9)

months (years)

**Kolkata**

40 (3.3)

**Chennai**

42 (3.5)

**Mumbai**

58 (4.8)

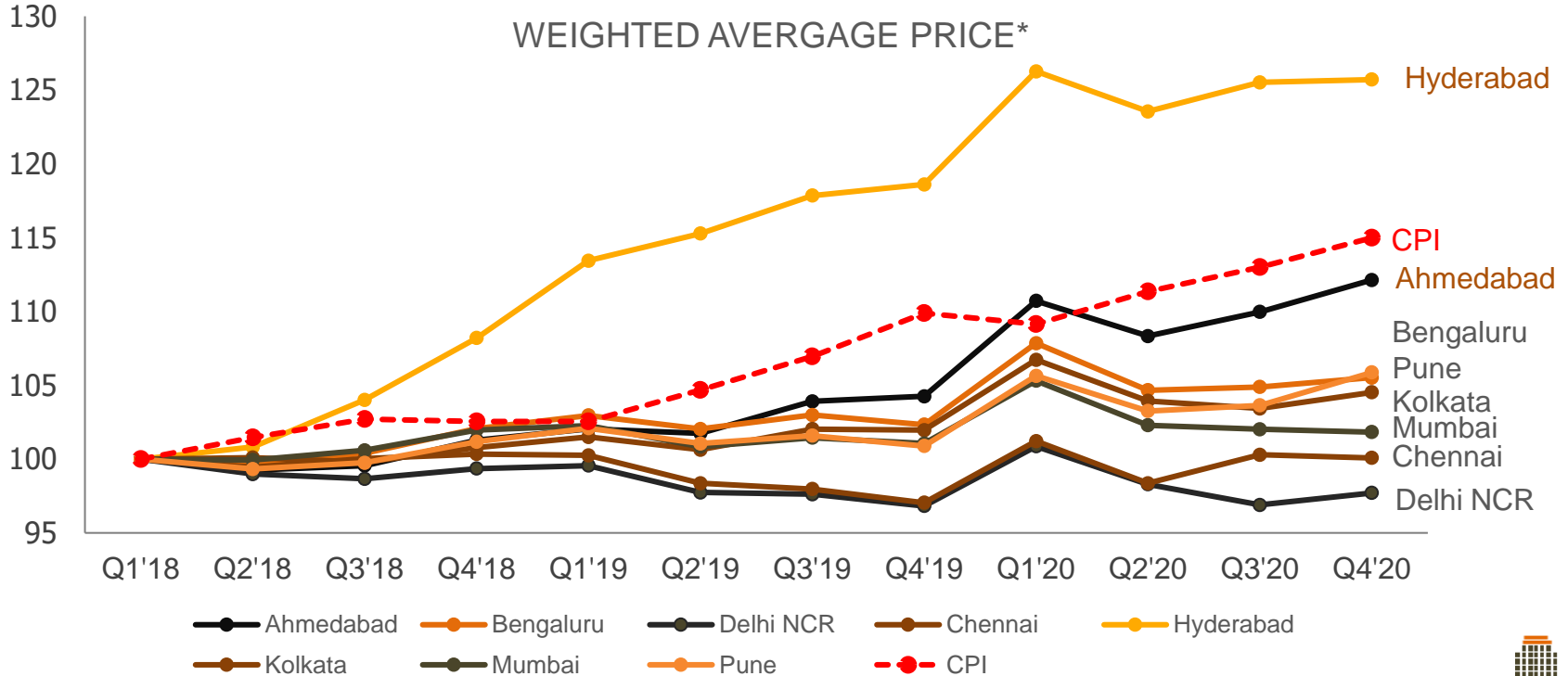
**Delhi NCR**

72 (6.0)



# Muted price growth across cities

Ahmedabad (7%) and Hyderabad (5%) show maximum price appreciation in Q4 2020



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



## Key Highlights

- **New supply and sales inching back to pre-COVID levels**
- Hyderabad dominates **new supply**
- Units in **<INR 75 lakh** continue to drive fresh supply
- **Pune** and **Mumbai** contribute most (51%) to sales
- Demand concentrated in **< INR 75 lakh** price bracket
- End user interest invigorates prices in **Ahmedabad** and **Hyderabad**
- Unsold Inventory continues to **decline**
- **Festive boost, relief measures and pent-up demand set residential real estate market on revival path**





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# REAL INSIGHT

## RESIDENTIAL

Annual Round-up 2020



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.