



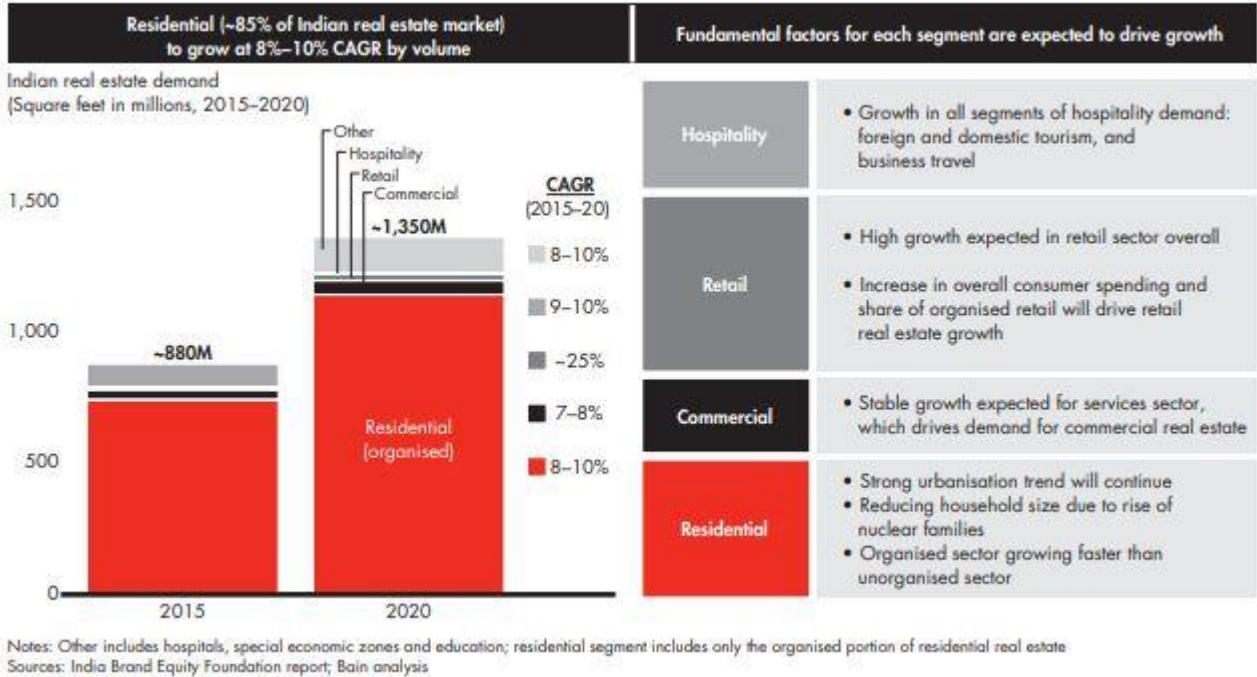
# Residential Real Estate Report 2020

Indian context

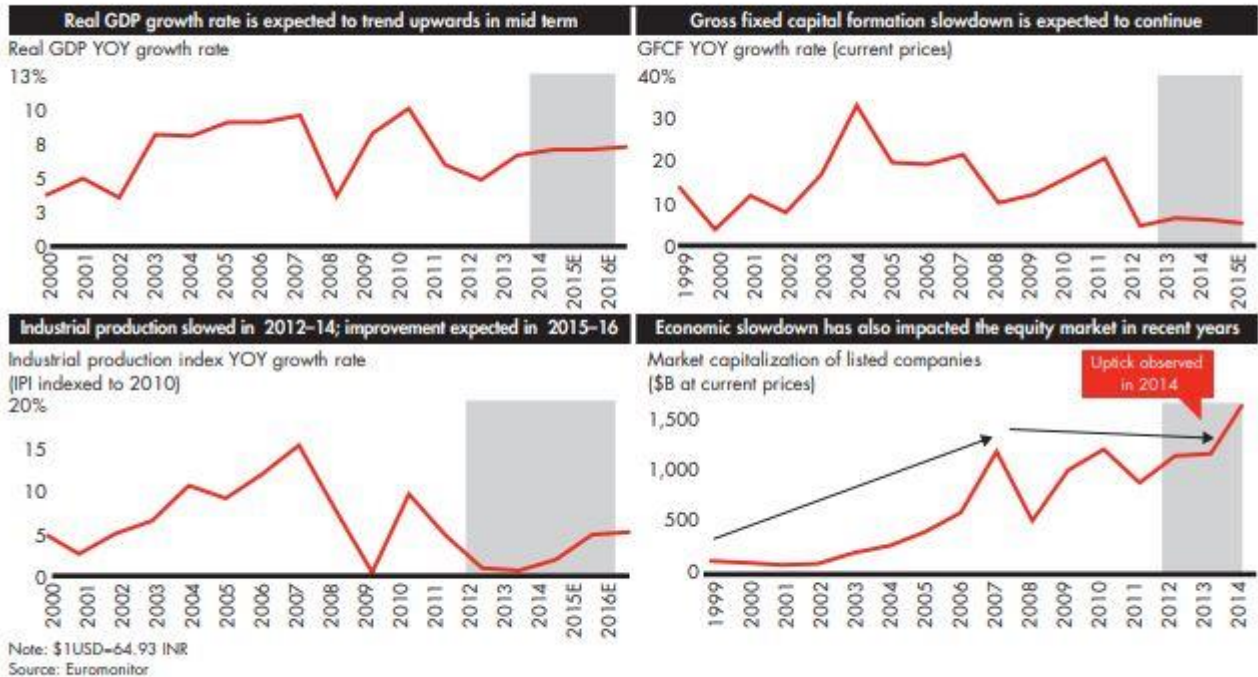


# Residential Real Estate Market

- Residential projects make up 85% of the Indian real estate market. In year 2015-2020 demand has increased by 880million square feet to 1.35 billion square feet approximately. While demand for other sectors were also increased such as hospitality, retail, and commercial real estate.
- Launches across the top 7 cities increased by 21% over the past year. The significant rise in supply was due to an increase in launches during Q4 2019 as supply revived due to various initiatives taken by the government to revive the sector.
- Sales increased by nearly 5% across top cities in 2019 which includes cities like Bangalore, Pune, Delhi etc.
- Affordable segment counted for 40% of the total supply chain, while the segment is constantly growing at a steady pace.
- Continuous urbanization and reduced household sizes due to nuclearization of families lead to increased demand for this sector.
- It is estimated that by 2040, the residential real estate sector will grow by Rs. 65,000 crores from Rs. 12,000 crores. Indian real estate sector will reach 1 trillion USD by the year 2030. The compounded annual growth rate is expected at 19.5% from 2017-2028.
- The RBI has also taken initiatives to encourage builders to provide innovative pricing schemes to the buyers such as 80:20 scheme wherein buyer initially pays only 20% of the price of the property and the rest is funded by banks.
- With a decrease in housing loan interest rates and amidst pandemic, there will be huge price cuts and negotiations for buying residential properties. Experts have been saying that perhaps, this is the ideal time for one to invest/buy a property.



### Organized real estate demand in 2020



### Economic fluctuations over the past few year

## TOP 7 Cities



	 New Launch Units	 Sold Units	 Unsold Inventory	 Average Price (INR/sq ft)
NCR	35,280	46,920	1,75,079	4,580
MMR	77,990	80,870	2,16,603	10,610
Bengaluru	39,930	50,450	62,816	4,975
Pune	46,100	40,790	92,721	5,510
Hyderabad	14,840	16,590	24,205	4,195
Chennai	13,000	11,820	32,019	4,935
Kolkata	9,420	13,930	44,957	4,385

Note: Average Price in INR/sq ft as quoted on Built-up Area

# Key Players



**BRIGADE**



# Summing Up



## Some of The Key Insights

### Robust Demand

- increasing incomes, urbanization and economic growth are driving residential reality demand in India

### Attractive Opportunities

- grwoing co-living market size and growing requirements of spaces

### Policy Support

- government has allowed FDI upto 100% for township settlements and settlement development projects.

### Increasing Investments

- driven by increasing investments and returns private investment in the sector have surged.

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