

QUARTERLY REPORT

Q1

FY 19-20

PUNE

Jump in Demand

FOREWORD

Pune Real Estate is going strength to strength, as the residential uptake has jumped by over 40% on a quarterly basis- as revealed by 360 Realtors Quarterly Research Report (Q1 FY 2019-20).

In Q1 FY 20, a record transaction of around 16,000 units has been registered. Maximum demand has been recorded in the affordable (around 40 lacs) & mid-income segment (40-80 lacs).

Monumental growth has been witnessed in numerous emerging micro-markets such as Wakad, Hinjewadi, Chakan, Wagholi, etc. As demand is soaring high, new launches are also coming fast in the emerging hot-spots of the city.

Property prices have inched up around 0.3% on a Q/Q basis. As prices will remain stable, buyers will continue to get drawn towards the market in big volume. Pune's spurt in residential demand is rooted in multiple factors.

The IT/ ITeS segments are expanding fast, which is feeding into demand. Average prices are manageable, especially in the upcoming corridors of the Western & Eastern parts of the city.

Pune is also making notable progress to reinvent its infrastructure under the Smart City program. Social facilities such as water supply, electricity supply, sewage systems have been improved to ensure the general well being of the residents. Likewise, new transit lines, flyovers, sporting complexes, entertainment hubs, & road networks are being deployed at an unprecedented pace.

In the times ahead, Pune will continue to showcase healthy growth rooted in demand expansion, viable property options & infrastructure development.

Ankit Kansal
Founder & MD, 360 Realtors



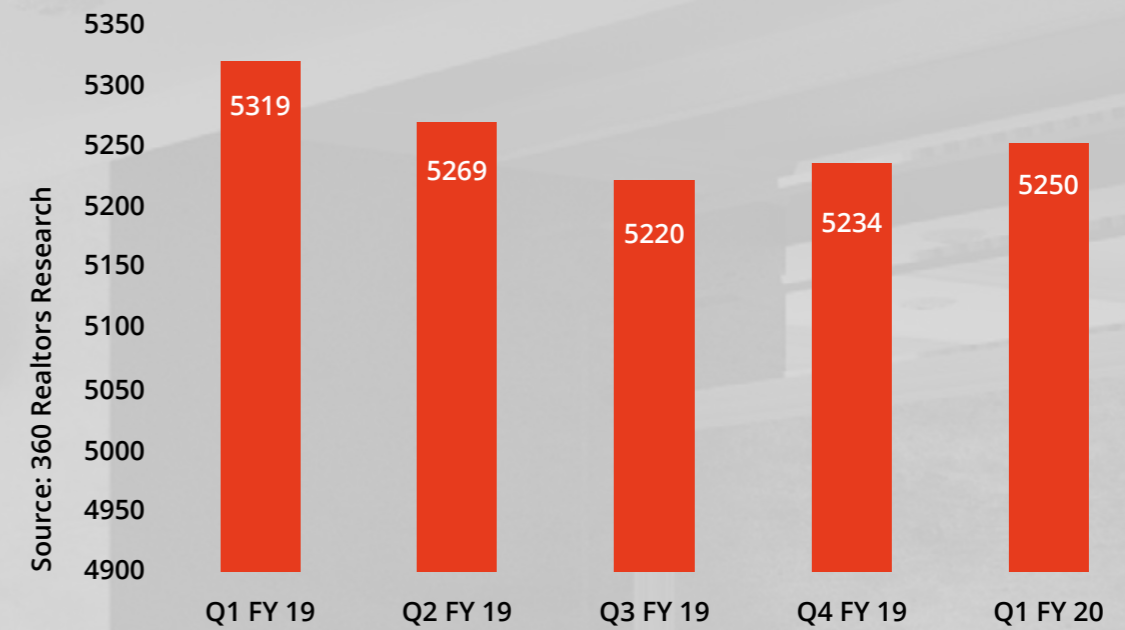
PUNE REAL ESTATE MARKET

Key Markets: Hinjewadi, Wakad, Viman Nagar, Wagholi

The Pune Real Estate industry continues to thrive in Q1 FY 20 on the back of notable growth in transaction volumes. Property transactions have grown by 40% on a Q/Q basis reaching slightly less than 16,000 units. The prevailing positivity in the Pune market is also rooted in its inherent resilience. It is noteworthy that Pune mostly remained unperturbed even in recent years when numerous major metros suffered a decline in sentiments.



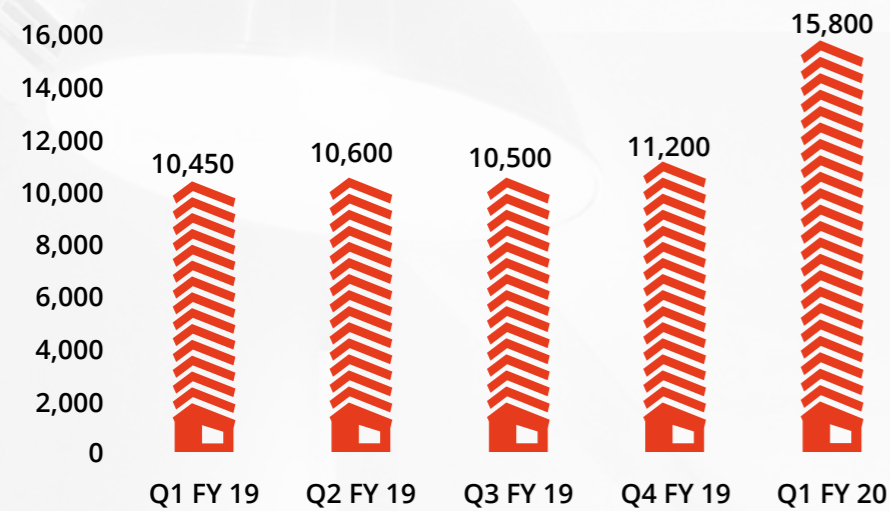
Average Property Prices in Pune (INR/ Sq. Ft)



Pune's upbeat Real Estate is backed by relatively affordable property prices, thriving IT & automobile industry, developed social amenities (retail, education & healthcare facilities) & quality physical infrastructure (roadways, water supply, etc.).

The city has also topped the Ease of Living List amongst 111 other Indian cities in 2018. The exhaustive rankings procedure which has been conceived by the Ministry of Housing & Urban Affairs, ranks cities across crucial parameters such as employment opportunities, social infrastructure, physical infrastructure, etc.

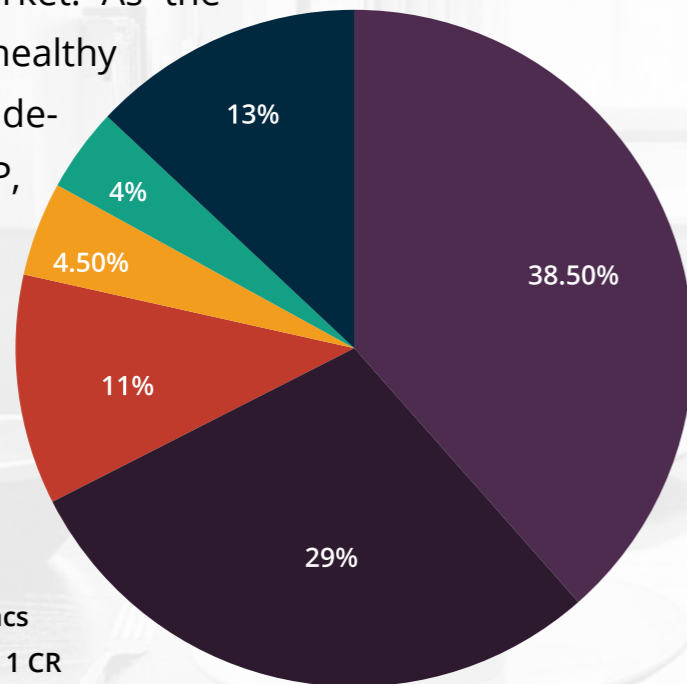
Quarterly Intake Trends in Pune



Source: 360 Realtors Research

The property market in Pune is also drawing strength from near stable house prices. Average property prices have inched up by 0.3% Q/Q, reaching INR 5250/ sq. ft.

As prices are attractive, buyers are pivoting in big numbers to the market. As the market is marked by healthy sentiments, major developers such as VTP, Godrej, Rohan, etc. are coming up with new launches, primarily in the western parts of the city.



- 20-40 Lacs
- 40-60 Lacs
- 60-80 Lacs
- 80 Lacs- 1 CR
- 1-1.5 CR
- Others

Budget wise Market split (Q1 FY 2020)

Source: 360 Realtors Research



A sizable part of the market is run by affordable properties ranged from 20-40 lacs, which is followed by the 40-60 lacs segment.

There is relatively less demand for higher priced projects (> 1 crore & above) as a majority of the buyers primarily come from middle-income groups & are mostly employed in the IT/ ITeS & manufacturing sector.

As the property prices are attractive, investment into Real Estate is also gradually moving up the curve. In comparison to other cities, Pune has a healthy end user to investor ratio, as the latter comprises roughly a fifth of the market.

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