

**1,104** NEW UNIT LAUNCHES IN Q1 2020

**682** NEW UNIT LAUNCHES IN Q1 2020 – AFFORDABLE HOUSING SCHEME

**54%** SHARE OF GURUGRAM IN NEW UNIT LAUNCHES IN Q1 2020

### New launches see a sharp fall in Q1 2020

New unit launches recorded a significant decline of 51% q-o-q in the first quarter of the year. A total of 1,104 units were launched across 5 projects with one project in Gurugram being launched after completion. Additionally, 682 units were launched in Sector 89, Gurugram under the Haryana Affordable Housing Scheme. Within Gurugram, Golf Course Extension Road, Sector 77 and Dwarka Expressway recorded new launches in Q1 2020 and cumulatively constituted 54% of the new launches. Sectors 144 and 150 in Noida recorded new launches with one of them being a senior living project by Max Group. Birla Estates made its foray in the National Capital Region with the launch of low-rise floors project in Sector 63 A, Gurugram. The quarter was highlighted by launch of some projects in the high-end segment with majority of the activity by large and renowned developers in the market. We expect launches to remain muted in the upcoming months too as approvals get delayed and slower sales momentum would mean developers focusing more on offloading the existing unsold inventory and completing ongoing projects. A shortage of labour and raw materials would also adversely impact project completions. Most developers are likely to take a pause for a bit and going forward we expect large developers with strong balance sheets and adequate liquidity to venture into the market in the next few quarters. The sector might move towards greater consolidation as smaller developers will find it increasingly difficult to sustain in the current market scenario.

### Under-construction projects and stalled inventory to take the hit of the pandemic

Amidst an already tight liquidity environment for several developers, the ongoing pandemic will be another blow especially for under-construction as well as stalled projects. Remobilizing resources for these projects and resuming normal operations will further delay the under-construction projects and adversely affect those homebuyers who are paying both EMIs on home loans and rent for their current accommodation. There will be delays in implementation of the Special Window Fund to revive stalled projects, though this will be an important source of liquidity for such projects once operations resume. A slowdown in sales as buyers look to address their liquidity concerns may undercut the repo rate fillip that the RBI has given to home loans though the resultant credit offtake to the residential sector by banks would offer renewed support to tackle working capital issues.

### Capital and rental values remain stable

During the quarter, prices remained largely unchanged across all segments amidst slow sales and sustained high unsold inventory levels. While developers will be circumspect in new launch activity in the short term, we expect more incentives and discounts to be offered to serious buyers to push sales. Sales are likely to remain sluggish in the short to medium term due to the prevailing uncertainty when income preservation will be a key priority for buyers, thereby posing significant challenges for operating cash flows, particularly for smaller developers.

#### MARKET INDICATORS OVERALL Q1 2020

	YoY Change	12-Month Forecast
New Launches	▼	▼
Units Sold	▲	▼
Average Capital Values (INR/sf)	■	■

#### SIGNIFICANT PROJECTS LAUNCHED IN Q1 2020

BUILDING	LOCATION	DEVELOPER	UNITS LAUNCHED	RATE*(INR/SF)
Birla Navya Phase I	Sector 63 A, Gurugram	Birla Estates	300	INR 1.30 – 2.57 crores
Antara Noida Phase I (Senior Living)	Sector 150, Noida	Max Group	300	7,370 – 7,440
Godrej Prive	Sector 106, Gurugram	Godrej Properties	234	8,785 – 9,900
Gulshan Dynasty	Sector 144, Noida	Gulshan Homz	204	9,400
Emaar Palm Select	Sector 77, Gurugram	Emaar India	66	6,300

\*Inclusive price

## RENTAL VALUES AS OF Q1 2020

SUBMARKET	AVERAGE QUOTED RENT (INR/MONTH)	QoQ CHANGE (%)	YoY (%)	SHORT TERM OUTLOOK
<b>High-end segment</b>				
South-west	230,000 – 470,000	0%	0%	■
South-east	125,000 – 250,000	0%	0%	■
South-central	180,000 – 310,000	0%	0%	■
Central	285,000 – 550,000	0%	0%	■
Gurugram High-end	65,000 – 210,000	0%	0%	■
Noida	50,000 – 100,000	0%	0%	■
<b>Mid segment</b>				
South-east	100,000 – 200,000	0%	0%	■
South-central	120,000 – 230,000	0%	0%	■
Gurugram	50,000 – 100,000	0%	0%	■
Noida	30,000 – 50,000	0%	0%	■

## SIGNIFICANT PROJECTS UNDER CONSTRUCTION IN Q1 2020

BUILDING	LOCATION	DEVELOPER	UNITS LAUNCHED	COMPLETION
Gurgaon Hills	Gurugram - Faridabad Road	IREQ	288	Q4 2020
Provence Estate	Gurugram - Faridabad Road	Krish Group	170	Q3 2020
Logix Blossom Greens Phase II	Sector 143, Noida	Logix Group	1,621	Q3 2020

## SIGNIFICANT CONSTRUCTION COMPLETIONS IN Q1 2020

BUILDING	LOCATION	DEVELOPER	UNITS LAUNCHED	UNIT SIZE
Imperial Gardens Phase II	Sector 102, Gurugram	Emaar India	345	2,000 – 2,025
Emerald Bay Phase II	Sector 104, Gurugram	Puri Constructions	324	1,550 – 2,450
Mahagun Mezzaria Phase II	Sector 78, Noida	Mahagun Group	340	2,500 – 6,000

Data collated from primary and secondary resources. Estimations are subject to change

The above values for high-end segment are for units typically of 2,000-4,000 sq ft

The above values for mid segment are for units typically of 1,600-2,000 sq ft

Faridabad & Ghaziabad are not included in the new unit launches in Delhi NCR

Affordable housing has been defined as units with a carpet area of 60 sq.mt in metros / 90 sq.mt in non-metros and value up to INR 45 lakhs

## High-end Segment

South-west: Shanti Niketan, Westend, Anand Niketan, Vasant Vihar

South-east: Friends Colony East, Friends Colony West, Maharani Bagh, Greater Kailash – I, Greater Kailash – II

South-central: Defence Colony, Anand Lok, Niti Bagh, Gulmohar Park, Hauz Khas Enclave, Safdarjung Development Area, Mayfair Gardens, Panchsheel Park, Soami Nagar, Sarvaodaya Enclave

Central: Jorbagh, Golf Links, Amrita Shergil Marg, Aurangzeb Road, Prithviraj Road, Sikandara Road, Tilak Marg, Ferozshah Road, Mann Singh Road, Sunder Nagar, Nizamuddin, Tees January Marg, Chanakyapuri

Gurugram-Luxury: Golf Course Road

## Mid Segment

South-east: New Friends Colony, Kalindi Colony, Ishwar Nagar, Sukhdev Vihar, Kailash Colony, Pamposh Enclave

South-central: Uday Park, Green Park, Saket, Asiad Village, Geetanjali Enclave, Safdarjung Enclave, Sarvapriya Vihar, Panchsheel Enclave, Navjeevan Vihar

Gurugram: Sohna Road (Sectors 38, 47-49), Southern Peripheral Road, New Gurugram, Dwarka Expressway and Sohna

Noida: Sectors 50, 74-79, 82, 83, 110, 112, 115-121, 134, 135, 137, 143, 150, 151 and 168), Greater Noida and Yamuna Expressway

## CAPITAL VALUES AS OF Q1 2020

SUBMARKET	AVERAGE QUOTED CAPITAL VALUES (INR/MONTH)	QoQ CHANGE (%)	YoY (%)	SHORT TERM OUTLOOK
<b>High-end segment</b>				
South-west	33,000 – 53,000	0%	0%	■
South-east	24,000 – 35,000	0%	0%	■
South-central	28,000 – 45,000	0%	0%	■
Central	63,000 – 98,000	0%	0%	■
Gurugram High-end	10,000 – 16,200	0%	0%	■
Noida	7,000 – 9,000	0%	0%	■
<b>Mid segment</b>				
South-east	20,000 – 27,000	0%	0%	■
South-central	24,000 – 35,000	0%	0%	■
Gurugram	4,500 – 9,000	0%	0%	■
Noida	4,000 – 6,500	0%	0%	■

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