



35%

Q-o-Q DECLINE IN NEW LAUNCHES IN Q3 2020

49%

SHARE OF MID-SEGMENT IN Q3 2020 LAUNCHES

53%

SHARE OF NH4 BYPASS SUBMARKET IN Q3 LAUNCHES

MARKET INDICATORS OVERALL Q3 2020

Y-O-Y Change 12-Months Forecast

New Launches



Units Sold



Average Capital Values (INR/sf)



Developers focus mainly on affordable/mid segment; launches seen primarily in NH4 Bypass

Pune witnessed launch of about 2,965 units during the third quarter of 2020, registering a quarter-on-quarter (q-o-q) decrease of 35%. The decline in launch activity was observed even as developers remained cautious towards new launches due to the uncertain economic environment and were more focused on completing under-construction projects and clearing older, unsold inventory. The NH4 Bypass submarket accounted for a 53% share of the quarterly launches with locations like Balewadi, Hinjewadi, Sus, Tathawade & Wakad contributing the major share, followed by South East - I & North east submarkets with share of 19% & 11%, respectively. Upcoming infrastructure like the Hinjewadi- Shivajinagar metro & proximity to key commercial districts like Hinjewadi, Baner and Balewadi are major drivers which has pushed developers to focus more in recent times in NH4 Bypass submarket. Almost half of the total unit launches (49%) in Q3 catered to the mid segment, closely followed by affordable segment with a 46% share. Accordingly, 2 BHK and 1 RK units together accounted for a 77% share in the total units launched this quarter. It is reflection of developers keeping ticket sizes low to push affordability as maximum buyers are looking within a specified price range where price sensitivity is high. Prominent developers active during the quarter were Pride Group, Goel Ganga Developments, Kumar Properties etc.

Increased sales momentum led by end user demand

The Maharashtra government's announcement of reduction on stamp duty by 3% for a limited period, coupled with low home loan interest rates has led to some improved sales activity during the quarter. Besides the above aspects, the developers also continued to offer certain benefits like subvention schemes, zero floor rise, waiver of premium view charges, waiver of stamp duty etc. The sales momentum visible during the quarter was mainly driven by the affordable and mid segment units, owing to availability of compact residential units in established locations in East and West Pune. During the quarter, the demand was largely driven by end users and was directed towards ready to move and nearing completion projects. The construction activity which was earlier facing problems due to labour and raw material shortages has also gained momentum over the last couple of months signifying rising momentum in the Pune residential market. The quoted capital and rental values across all submarkets were largely range-bound during the quarter.

Capital values expected to remain stable in the short term

We expect capital values & rentals to remain stable in the short-term, except for high-end locations like Kothrud, Kalyani Nagar, Aundh, Koregaon Park etc., where a marginal decline in transacted values is anticipated. Locations like Mahalunge, Tathawade & Wakad in the NH4 Bypass submarket and Wagholi & Kharadi in the North East submarket may witness increased traction during the upcoming quarters due to their proximity to key business districts. The fourth quarter of 2020 is expected to witness healthier launch activity as developers are expected to capitalize on the festive season and may launch new projects. The current environment of low housing loan rates, stamp duty reductions, payment schemes and attractive offers by developers is expected to aid in rising sales momentum in the upcoming quarters as well.

SIGNIFICANT PROJECT LAUNCHED IN Q3 2020

BUILDING	LOCATION	DEVELOPER	UNITS LAUNCHED	RATE**(INR/SF)
Ganga Millennia	Undri	Goel Ganga Group	332	7,000-8,000
Majestique Ephelia - Phase 1	Wanowrie	Majestique Landmarks	81	11,000-12,000
ANP Deck 88	Wakad	ANP Corp	520	10,500-11,500
Yashwin Orrizonte – Phase 1	Kharadi	Vilas Javdekar	315	10,000-11,000
Ganga Florentina - Phase 2	Mohammedwadi	Goel Ganga Developments	474	10,500-11,500



RENTAL VALUES AS OF Q3 2020*

SUBMARKET	AVERAGE QUOTED RENT (INR/MONTH)	QoQ CHANGE (%)	YoY (%)	SHORT TERM OUTLOOK
High-end segment				
Aundh – Baner	75,000 – 130,000	0%	0%	■
East	55,000 – 140,000	0%	0%	■
Nagar Road	70,000 – 140,000	0%	0%	■
Koregaon Park – Boat Club Road	100,000 – 220,000	0%	0%	■
Mid segment				
Aundh – Baner	17,000 – 32,000	0%	0%	■
NH4 Bypass (North)	11,000 – 18,500	0%	0%	■
North – East	12,000 – 20,500	0%	0%	■

CAPITAL VALUES AS OF Q3 2020*

SUBMARKET	AVERAGE QUOTED RATE (INR/sf)	QoQ CHANGE (%)	YoY (%)	SHORT TERM OUTLOOK
High-end segment				
Koregaon Park - Boat Club Road	14,000 – 19,000	0%	0%	▼
Aundh-Baner	8,500 – 13,000	0%	0%	▼
Nagar Road	9,500 – 14,500	0%	0%	▼
East	8,500 – 13,000	0%	0%	▼
Mid segment				
North-East	3,500 – 6,400	0%	0%	■
South-East – II	3,750 – 5,500	0%	0%	■
NH4 Bypass (North)	4,000 – 6,300	0%	0%	■

SIGNIFICANT PROJECT COMPLETED IN Q3 2020

BUILDING	LOCATION	DEVELOPER	NO. OF UNITS	UNIT SIZE (SF)
Eternia	BT Kawade Road	Kundan Spaces	176	650-1,120

SIGNIFICANT PROJECTS UNDER CONSTRUCTION – TO BE COMPLETED IN NEXT 12 MONTHS

BUILDING	LOCATION	DEVELOPER	UNITS LAUNCHED	EXPECTED COMPLETION
Megapolis Springs	Hinjewadi	Pegasus Properties	156	Q1 2021
VTP Celesta	Mohammedwadi	VTP Group	76	Q2 2021

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

* Rental and capital values have been depicted only for key submarkets

** Quoted base capital value is on carpet area and also includes other charges like external Development Charges, internal Development Charges, etc.

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

Mid segment is defined as units having ticket size between INR 4.5 million to INR 10 million

High end segment is defined as units having ticket size above INR 10 million

KEY TO SUBMARKETS

High-end Segment

Koregaon Park-Boat Club: Koregaon Park, Bund Garden Rd, Boat Club Rd, Mangaldas Rd

Aundh-Baner: Aundh, Baner

Nagar Road: Kalyani Nagar, Viman Nagar

East: Sopan Baug, Uday Baug, Hadapsar

West: Deccan Gymkhana, Model Colony, Prabhat Road, Erandwane, Bhosale Nagar

Mid Segment

Aundh-Baner: Baner, Baner Road

Kothrud: Kothrud

Nagar Road: Kalyani Nagar, Yerwade, Shashtri Nagar, Viman Nagar, Old Airport Rd, Vishrantwadi

North-East: Kharadi, Wagholi, Wadgaon Sheri

East: Hadapsar, Manjri, Mundhwa, Keshavnagar

South-East - I: Wanowrie, NIBM Road, Lulla Nagar

South-East - II: Undri, Kondhwa, Pisoli

NH4 Bypass (North): Balewadi, Mahalunge, Wakad, Hinjewadi, Punawale, Kiwale, Ravet, Tathawade, Bhugaon, Bavdhan, Pashan, Sus

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