



88

NEW UNIT LAUNCHES IN Q4 2020

3,728

NEW UNIT LAUNCHES IN Q4 2020 – AFFORDABLE HOUSING SCHEME

7,349

NEW UNIT LAUNCHES – 2020 – AFFORDABLE HOUSING SCHEME

## KEY INDICATORS Q4 2020

YoY  
Change12-Month  
Forecast

New Launches



Units Sold

Average Capital  
Values (INR/sf)

## Affordable segment continues to be on developers' radar in Delhi NCR

The city recorded launch of 3,728 units in Q4 in Gurugram under the Haryana Affordable Housing Scheme in sectors 76, 95, 37D, surpassing the number of launches cumulatively for the first three quarters in this category. This segment, which has got a huge thrust from the government, saw 7,349 units launched during the year. The quarter also saw the launch of 88 independent floors by DLF in DLF City Phase 3, all of which were sold out in a micro-market with limited supply. Two well known developers are also planning to launch their high-end segment projects across Noida and Gurugram, with one of them expected to launch upon completion. Customer preference for ready-to-move projects is making some developers with access to finance change their strategy to launch after completion; this model also helps developers to command a price premium. Some developers also launched plots (225 units) during the quarter in the micro-markets of Golf Course Extension Road and Dwarka Expressway, with a growing market demand for this residential format. Developers with no or limited land holdings in the city have increasingly resorted to joint development agreements (JDA) to expand their presence in Delhi NCR, with more such plans being announced by some large developers in the subsequent quarters. The operational capability and execution track record of reputed developers in a JDA aids in building customer confidence while putting a check on execution delays in a city with a large number of stalled projects. On an annual basis, Delhi NCR saw an 88% decline in new launches which stood at 1,452 units at the end of 2020 signaling the developers' focus on execution and offloading of their under-construction inventory. Noida Expressway constituted 35% of the annual launches, while Golf Course Extension Road, Southern Peripheral Road and Dwarka Expressway recorded launch activity within Gurugram.

## Central bank interventions to revive stalled projects and aid homebuyers

In continuation of the government measures to resolve problems of execution delays in the sector, the RBI has allowed commercial banks to restructure loans to real estate developers on project basis. This measure under the COVID-19 resolution framework will aid projects in Delhi NCR that are stuck due to liquidity issues and in turn also benefit the buyers of such projects. This scheme, among the other measures announced by RBI to boost the sector, is applicable on loans that have no defaults as of March 1, 2020. Further, the government-backed stress fund (SWAMIH) for providing last-mile funding to stalled projects in the affordable and mid-income category continues to deploy funds to revive such projects. These measures will play a significant role in changing buyer sentiments towards the overall sector and particularly stressed assets.

## Market prices stabilizing; schemes and incentives continue to be offered for serious buyers

Sales activity improved during the fourth quarter as the current festive season is quite opportune for home purchase. Even though developers did not introduce any change in headline prices, sweetening of deals with 5 – 8% discounts and incentives is attracting more end-use buyers to close purchase decisions. Banks transmitting the reduction in repo rate by RBI is evident from the low interest rates on home loans, another factor that is drawing homebuyers. Limited period schemes with developers sharing a part of the interest rate burden of homebuyers, stamp duty & maintenance charge waiver on select projects and assured penalty on delays from developer were among some of the festive period offers by developers to induce sale of their projects. Improved sales activity as a result of various measures coupled with limited new launches by developers is lightening the pile of unsold inventory in the city. Increasing of the permitted differential between circle rate and agreement value of property to 20% from 10% currently will also help in reducing the tax liability of buyers with tax being applicable on lower of the two rates. This measure by the central government to boost housing sales is applicable on property upto INR 2 crores till June 30, 2021. Rental demand in the city remained under pressure with continuation of remote working and many migrants having moved back to their hometowns, and the 5 – 7% softening in rents observed earlier prevailed across all major submarkets for both mid and high-end segments.

## SIGNIFICANT PROJECTS LAUNCHED IN Q4 2020

BUILDING	LOCATION	DEVELOPER	UNITS LAUNCHED	RATE (INR/SF)
DLF Siris Estate / Moulisari Enclave	Sector 24, Gurugram	DLF	88	11,360
The Millennia III	Sector 37D, Gurugram	Signature Global	1,256	4,000
Suncity Avenue 76	Sector 76, Gurugram	Suncity Group	1,464	4,000



## RENTAL VALUES AS OF Q4 2020

SUBMARKET	AVERAGE QUOTED RENT (INR/MONTH)	QoQ CHANGE (%)	YoY CHANGE (%)	SHORT TERM OUTLOOK
<b>High-end segment</b>				
South-west	213,900 – 437,100	0%	(7%)	—
South-east	116,250 – 232,500	0%	(7%)	—
South-central	171,000 – 294,500	0%	(5%)	—
Central	270,750 – 522,500	0%	(5%)	—
Gurugram High-end	60,450 – 195,300	0%	(7%)	—
Noida	47,500 – 95,000	0%	(5%)	—
<b>Mid segment</b>				
South-east	93,000 – 186,000	0%	(7%)	—
South-central	114,000 – 218,500	0%	(5%)	—
Gurugram	46,500 – 93,000	0%	(7%)	—
Noida	28,500 – 47,500	0%	(5%)	—

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

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

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

\*The quoted capital values across submarkets have recorded a 2 – 3% decline with adjustments within the respective price ranges.

## SIGNIFICANT PROJECTS UNDER CONSTRUCTION IN Q4 2020

BUILDING	LOCATION	DEVELOPER	UNITS LAUNCHED	COMPLETION
Mahindra Luminare Phase 2	Sector 59, Gurugram	Mahindra Lifespaces	120	Q1 2021
Ambience Creacions	Sector 22, Gurugram	Ambience Group	190	Q1 2021
Suncity Platinum Towers	Sector 28, Gurugram	Suncity Group	258	Q2 2021

## SIGNIFICANT CONSTRUCTION COMPLETIONS IN Q4 2020

BUILDING	LOCATION	DEVELOPER	UNITS LAUNCHED	UNIT SIZE
M3M The Marina	Sector 68, Gurugram	M3M Group	336	1,260 – 1,914
Stellar One	Sector 1, Greater Noida West	Stellar Group	480	895 – 1,412

**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 Sherghil 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 Q4 2020

SUBMARKET	AVERAGE QUOTED VALUE (INR psf)	QoQ CHANGE (%)	YoY CHANGE (%)	SHORT TERM OUTLOOK
<b>High-end segment</b>				
South-west	33,000 – 53,000	0%	(2%)	—
South-east	24,000 – 35,000	0%	(2%)	—
South-central	28,000 – 45,000	0%	(2%)	—
Central	63,000 – 98,000	0%	(3%)	—
Gurugram High-end	10,000 – 16,200	0%	(2%)	—
Noida	7,000 – 9,000	0%	(2%)	—
<b>Mid segment</b>				
South-east	20,000 – 27,000	0%	(3%)	—
South-central	24,000 – 35,000	0%	(3%)	—
Gurugram	4,500 – 9,000	0%	0%	—
Noida	4,000 – 6,500	0%	(2%)	—

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