



12%

Q-o-Q DECLINE IN NEW
LAUNCHES (Q1 2021)

66%

SHARE OF MID-SEGMENT IN
LAUNCHES (Q1 2021)

72%

SHARE OF NH-4 BYPASS
SUBMARKET IN LAUNCHES (Q1 2021)

MARKET INDICATORS OVERALL Q1 2021

Y-O-Y
Change12-Months
Forecast

New Launches



Units Sold

Average Capital
Values (INR/sf)

Significant launches by established developers in Q1

Pune witnessed launch of nearly 8,359 units during the first quarter of 2021, a 12% decline over the previous quarter and a 13% rise y-o-y. The NH-4 Bypass (North) submarket continued to dominate quarterly launches with a 72% share in the new units launched, followed by the East and North-east submarkets with respective shares of 11% and 7%. Locations like Hinjewadi, Wakad, Bavdhan, and Tathawade within the NH-4 Bypass submarket were the major contributors to unit launches during the quarter. A major proportion of the units launched were in the mid segment accounting for a 66% share, while the affordable and high-end segments contributed 30% and 3% respectively. Re-sizing of apartments by developers, coupled with ongoing offers and discounts and lower home loan rates have attracted homebuyers to the mid segment. As a result, developers are prioritizing this segment in terms of both launches and completion of the ongoing projects. The quarter witnessed launches from established developers like Godrej Properties, Shapoorji Pallonji, Mahindra Lifespaces, Kolte Patil, VTP Group, and Nyati Group indicating revival in Pune residential market with an improvement in consumer sentiments. Going forward, majority of the upcoming project launches are likely to be witnessed in locations like Mahalunge, Hinjewadi, Marunji, and Manjari due to significant availability of large land parcels at these locations.

Residential sales maintain momentum during first quarter of 2021

Pune continued to witness improved sales momentum in Q1 backed by improving macroeconomic conditions, stamp duty reduction and various discounts and benefits offered by the developers. Under construction projects by established developers also saw significant interest, with many buyers intending to register properties before March 31 to take advantage of the stamp duty cut. For instance, newly launched project of Mahindra Lifespaces' - Happinest at Tathawade and Shapoorji Pallonji's Vanaha at Bavdhan received strong response from buyers during the launch phase. Furthermore, with work from home gaining momentum following the resurgence of Covid-19, developers are also focusing on redesigning their upcoming projects and launching apartments with a separate room which can be used while working from home, as well as other curated features and amenities targeted at the end-user segment. During the quarter, locations like Mahalunge, Tathawade, Bavdhan, Wakad & Wagholi saw higher sales velocity and we expect this trend to continue in the short-term, due to their proximity to key business districts in the city. However, we anticipate a slight slowdown in the sales activity in the second quarter of 2021 due to the withdrawal of the stamp duty cut. Demand will continue to remain largely for 1 BHK & 2 BHK typologies from end-users in suburban and peripheral locations with majority of the buyers likely to be skewed towards the INR 30-70 lakh price bracket.

Rentals and capital values to remain stable in the short-term

The rentals and capital values remained stable across the city during the quarter due to steady demand and the trend is likely to be observed across most of the micro-markets as well over the short-term. Significant supply coupled with strong demand in suburban and peripheral locations is likely to keep capital values range-bound. Though launch activity remained strong in Q1, we expect new launches to be affected in the upcoming quarters due to fresh lockdown-like restrictions imposed by the Maharashtra government. The ongoing construction activity for projects is also likely to be affected in the short-term due to the curbs in place.

SIGNIFICANT PROJECTS LAUNCHED IN Q1 2021

BUILDING	LOCATION	DEVELOPER	UNITS LAUNCHED	RATE*(INR/SF)
Vanaha (Phase 1)	Bavdhan	Shapoorji Pallonji	984	12,000-13,000
Happinest (Phase 1)	Tathawade	Mahindra Lifespaces	430	10,000-11,000
VTP Sierra (Phase 1)	Baner	VTP Group	508	12,000-13,000
Godrej Green Vista	Mahalunge	Godrej Properties	743	9,000-10,000
Nyati Ekaant 1	Dhayari	Nyati Group	360	10,000-11,000



RENTAL VALUES AS OF Q1 2021*

SUBMARKET	AVERAGE QUOTED RENT (INR/MONTH)	QoQ CHANGE (%)	YoY CHANGE (%)	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 Q1 2021*

SUBMARKET	AVERAGE QUOTED CAPITAL VALUE (INR/sf)	QoQ CHANGE (%)	YoY CHANGE (%)	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 Q1 2021

BUILDING	LOCATION	DEVELOPER	NO. OF UNITS	UNIT SIZE (SF)
Tinsel County	Hinjewadi	Kohinoor Group	190	333-513

SIGNIFICANT PROJECT UNDER CONSTRUCTION IN Q1 2021

BUILDING	LOCATION	DEVELOPER	UNITS LAUNCHED	EXPECTED COMPLETION
SP Residency - Ph 3	Phursungi	Shapoorji Pallonji	112	Q4 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

Ketan Bhingarde

Manager, Research Services

+91 22 67715555 / ketan.bhingarde@cushwake.com

Kapil Kanala

Senior Associate Director, Research Services

+91 40 40405555 / kapil.kanala@ap.cushwake.com

cushmanwakefield.com

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