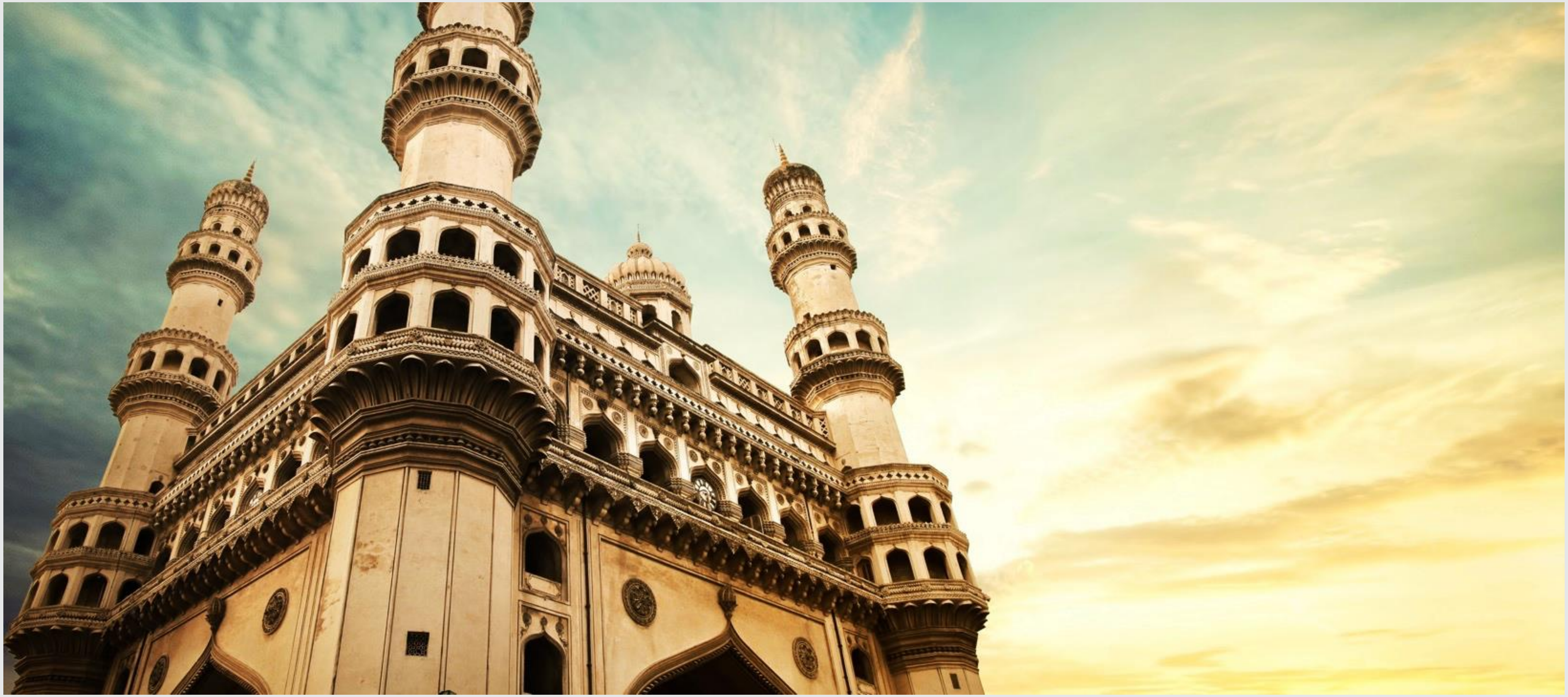
Residential Market Viewpoints

Hyderabad **Q3 2019**

ANAROCK
VALUES OVER VALUE



City Snapshot

Launches

2,050 Units
-51% Quarterly Change

Sales

3,280 Units
-26% Quarterly Change

Unsold Inventory

23,890 Units
-5% Quarterly Change

Average Quoted Basic Selling Price

INR 4,187 / sq ft

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A Bird's Eye View

Key Micro Markets	Rental Values: Avg. Quoted Rent (INR/month)	Rental Values: Quarterly Change (%)	Capital Values: Avg. Quoted Rate (INR/sq ft)	Capital Values: Quarterly Change (%)	Short-term Outlook
Gachibowli	17,000 - 25,000	Nil	4,775	Nil	Increase
Kondapur	16,000 - 24,000	Nil	4,600	Nil	Increase
Miyapur	13,000 - 20,000	Nil	4,190	Nil	Increase
LB Nagar	8,000 - 13,000	Nil	3,615	Nil	Increase
Adibatla	9,000 - 15,000	Nil	3,000	1%	Increase

Notes: Avg. quoted rent for 2 BHK apartment measuring 1,000 sq ft
Avg. quoted rate (base price) on built-up area

Increase Stable Decrease

Source: ANAROCK Research

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Launches declined significantly during the quarter

During Q3 2019, new launches declined by 51% (on-quarter) to 2,050 units.

Majority of launches were concentrated in North Hyderabad and accounted for 63% of the total.

Nearly 45% of the supply was in the mid-end. However, it declined by 16% from the previous quarter.

Sales continued to exceed launches despite quarterly decline

Sales declined by 26% in Q3 2019 over the previous quarter and stood at 3,280 units.

Majority of sales were concentrated in West Hyderabad, accounting for 65%.

Sales declined by 29% in West Hyderabad as compared to the previous quarter whereas North Hyderabad witnessed a fall of 19% over the same period.

Lowest unsold inventory amongst other metro cities

The city's unsold inventory as of Q3 2019 was 23,890 units, 5% lower than the previous quarter.

As of Q3 2019, majority of the unsold inventory was in the mid-segment and accounted for 37% of the total.

The city's inventory overhang as of Q3 2019 remained stable and was recorded at 16 months.

Prices remained largely range-bound during the quarter.

Key Project Launches

Project Name	Developer Name	Micro Market	No. of Units	Avg. Basic Selling Price (INR/sq ft)
Praneeth APR Town Square	Praneeth Group	Bachupally	515	4,500
Risinia Trendilla	Risinia Builder	Bachupally	318	4,000
Niharika Landmark	Niharika Projects	Gachibowli	97	5,500

Note: Above prices are on built-up area
Budget segmentation: **Affordable**: < INR 40 Lakh **Mid-end**: INR 40 Lakh - INR 80 Lakh **High-end**: INR 80 Lakh - INR 1.5 Crore **Luxury**: INR 1.5 Crore - INR 2.5 Crore **Ultra-luxury**: > INR 2.5 Crore

Source: ANAROCK Research

Zonal Classification

Central

Ameerpet | Punjagutta
Somajiguda | Himayatnagar
Kachiguda | Khairtabad

North

Miyapur | Pocharam | Bachupally
Nizampet | Bollaram | Yepral
Shamirpet

South

Shamshabad | Adibatla
Maheshwaram | Shadnagar
Rajendranagar | Srisailam Highway

East

LB Nagar | Nagole | Uppal
Habsiguda | Ghatkesar
Nacharam | Peerzadiguda
Vanasthalipuram

West

Gachibowli | Kondapur | Tellapur
Manikonda | Kukatpalli | Attapur
Kokapet | Patancheru
Madhapur | Appa Junction

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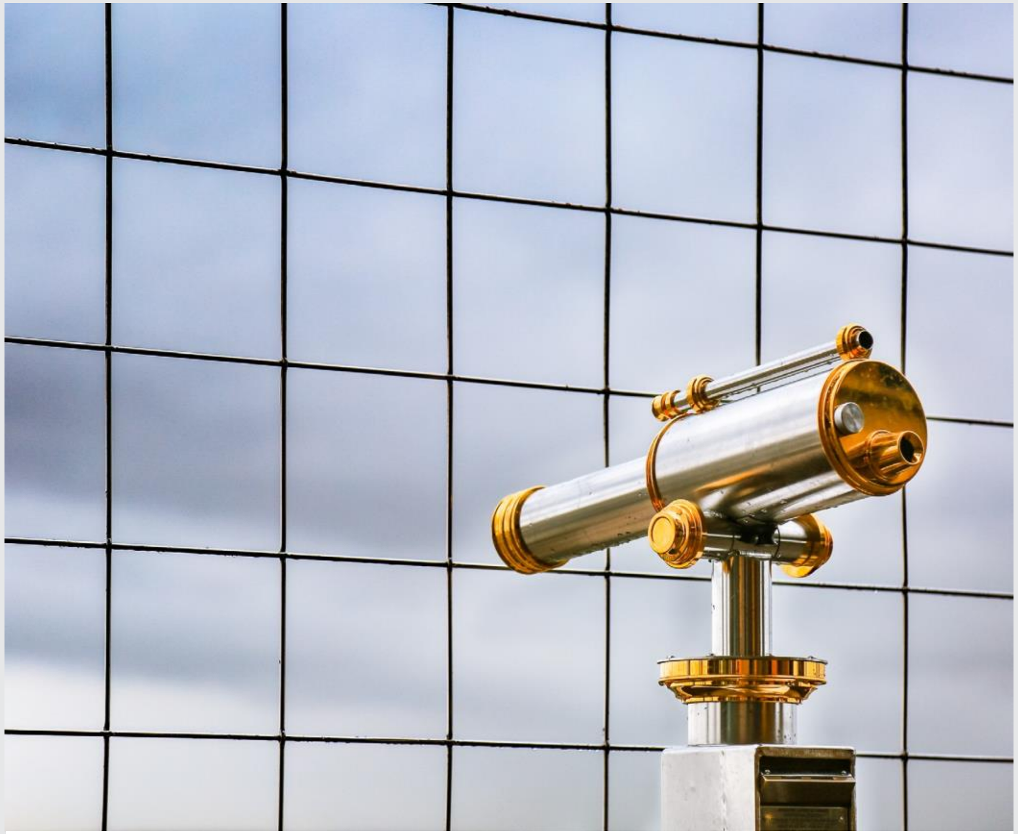

Outlook

New launches are expected to rise in the coming quarters due to low levels of unsold inventory prevailing in the city.

As unsold inventory diminishes, prices may appreciate in the short term.

About ANAROCK

ANAROCK is India's leading independent real estate services company with a presence across India and the Middle East. The Chairman, Mr. Anuj Puri, is a highly respected industry veteran and India's most prominent real estate thought leader.

The Company has diversified interests across the real estate lifecycle and deploys its proprietary technology platform to accelerate marketing and sales. ANAROCK's services include Residential Broking and Technology, Retail, Investment Banking, Hospitality (via HVS ANAROCK), Land Services, Warehousing and Logistics, Investment Management, Research and Strategic Consulting.

The Company has a unique business model, which is an amalgamation of traditional product sales supported by a modern technology platform with automated analytical and reporting tools. This offers timely solutions to its clients, while delivering financially favourable and efficient results.

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