

Hyderabad Q3 2020



City Snapshot



Launches
4,900 Units
145% Recovered*



Sales
1,650 Units
62% Recovered*



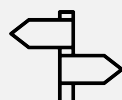
Unsold Inventory
27,510 Units
10% Changed*



Avg. Quoted
Basic Selling Price
INR 4,195/sf



A Bird's Eye View



Rental Values

Capital Values

Key Micro Markets	Avg. Quoted Rent (INR/month)	Q3 2020 vs Q1 2020 (%)	Avg. Quoted Rate (INR/sf)	Q3 2020 vs Q1 2020 (%)	Short-term Outlook
Gachibowli	15,000 - 25,000	Nil	4,790	Nil	Stable
Kondapur	16,000 - 22,000	Nil	4,620	Nil	Stable
Miyapur	13,000 - 20,000	Nil	4,240	Nil	Stable
LB Nagar	8,000 - 13,000	Nil	4,500	Nil	Stable
Adibatla	9,000 - 15,000	Nil	3,600	Nil	Stable



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

Launches surpassed the pre-Covid-19 levels of Q1 2020

During Q3 2020, new launches increased by 45% to 4,900 units compared to Q1 2020. The city recorded the highest recovery across the top 7 cities.

North Hyderabad accounted for 57% of the launches in Q3 2020 while the remaining addition was in West Hyderabad.

The affordable segment accounted for nearly 27% of the total launches. This has been the highest in the last few years. The mid-end segment accounted for nearly 61% of the launches.

Sales recovered by 62% in Q3 2020 compared to Q1 2020

The city witnessed a sale of 1,650 units in Q3 2020, a recovery of 62% compared to Q1 2020. Considering the ongoing pandemic, the comeback is surely motivating for the city that is driven by IT-ITeS sector.

Majority of sales were concentrated in West Hyderabad, accounting to 66%. North Hyderabad accounted for 26% of the sales in Q3 2020.

Unsold inventory increased by 10% in Q3 2020 compared to Q1 2020

Hyderabad is the only city which witnessed an increase in unsold inventory. Unsold inventory rose by 10% in Q3 2020 compared to Q1 2020. However, the city has the lowest unsold inventory amongst top 7 cities, with a 4% share.

As of Q3 2020, majority of the unsold inventory was in the mid-end and high-end segments, accounting for 67% of the total.

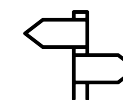
The city has an inventory overhang of 39 months as of Q3 2020, which increased from 22 months in Q1 2020.

Key Project Launches

Project Name	Developer Name	Micro Market	No. of Units	Avg. Basic Selling Price (INR/sf)
Aparna Kanopy Marigold	Aparna Constructions & Estates	Kompally	1,319	3,700
Mantoor Nandan Lakefront	Mantoor Infrastructure	Lakdaram	1,060	3,499
Ambience Courtyard	Koncept Ambience Group	Manikonda	585	5,350

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 Cr;
Luxury: INR 1.5 Cr - INR 2.5 Cr; Ultra-luxury: > INR 2.5 Cr

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 | Srisailem Highway

East

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

West

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



Outlook

The city has the lowest unsold inventory which may help to positively benefit the property prices in the coming quarters. New launches of the current quarter and in the upcoming festive season may help to garner some sales.

Development of physical infrastructure projects across the city may fuel fresh housing demand as accessibility improves to various parts of the city.

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