



City
Snapshot



Launches
7,890 Units
75% Recovered*



Sales
9,200 Units
66% Recovered*



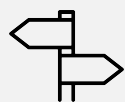
Unsold Inventory
208,250 Units
-2% Changed*



Avg. Quoted
Basic Selling Price
INR 10,610/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
Worli	65,000 - 95,000	Nil	38,560	Nil	Stable
Lower Parel	60,000 - 85,000	Nil	34,660	Nil	Stable
Andheri	38,000 - 55,000	Nil	20,600	Nil	Stable
Chembur	40,000 - 60,000	Nil	18,400	Nil	Stable
Mulund	32,000 - 46,000	Nil	16,600	Nil	Stable
Kolshet Road	19,000 - 25,000	Nil	10,360	Nil	Stable
Dombivli	8,500 - 10,500	Nil	6,625	Nil	Stable
Panvel	13,000 - 18,000	Nil	5,490	Nil	Stable
Virar	7,500 - 9,500	Nil	4,440	Nil	Stable



Increase



Stable



Decrease

Notes:
Avg. quoted rent for 2 BHK apartment measuring 700 sf
Avg. quoted rate (base price) on built-up area

Launches recovered 75% in Q3 2020 compared to pre-Covid-19 levels of Q1 2020

7,890 units were added to the city in Q3 2020; recovered 75% compared to Q1 2020.

Peripheral Central Suburbs recorded the highest new launch addition with a 28% share, followed by Thane at 20%.

The high-end segment accounted for nearly 28% of the overall launches, increasing from 14% in Q1 2020. The share of affordable segment declined sharply to 27% in Q3 2020 from 44% in Q1 2020.

Sales recovered 66% in Q3 2020 compared to pre-Covid-19 levels of Q1 2020

MMR witnessed a sale of 9,200 units in Q3 2020; recovered 66% compared to Q1 2020.

The sales were impacted due to the extended lockdown period to contain the spreading contagion.

Majority of sales were in the Peripheral Central Suburbs accounting for 30% of MMR. Thane and Navi Mumbai accounted for 17% and 15%, respectively.

Unsold inventory declined as absorption to supply ratio was >1

Unsold inventory decreased by 2% in Q3 2020 compared to Q1 2020 and was recorded at 208,250 units.

Affordable segment accounted for 32% of the unsold inventory, followed by luxury and mid-end segment at 23% and 22%, respectively.

Due to the slowdown in sales, MMR's inventory overhang as of Q3 2020 increased to 55 months from 36 months in Q1 2020.

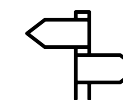
Property prices across MMR remained stable amid sluggish sales and limited launches.

Key Project Launches

Project Name	Developer Name	Micro Market	No. of Units	Avg. Basic Selling Price (INR/sf)
Dosti West County - Phase 4, Dosti Pine	Dosti Realty	Thane West	1,024	14,500
Happinest Palghar Project 2 - Phase 1	Mahindra Lifespace Developers	Boisar	485	6,000
Ten X Habitat Raymond Realty Tower J	Raymond	Thane West	320	19,300

Note: Above prices are on carpet 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 Suburbs

Chembur | Mulund | Powai | Kanjurmarg
 Ghatkopar | Wadala | Kurla
 Vikhroli | Sion

Western Suburbs

Andheri | Malad | Bandra
 BKC | Kandivali | Borivali | Dahisar
 Goregaon | Jogeshwari | Vile Parle

Navi Mumbai

Panvel | Ulwe | Taloja | Kharghar
 Karanjade | Ghansoli | Airoli
 Kalamboli | Kamothe | Vashi

Peripheral Central Suburbs

Badlapur | Dombivli | Kalyan | Neral
 Ambernath | Bhiwandi
 Vangani | Shahapur

Peripheral Western Suburbs

Mira Road | Virar | Palghar | Boisar
 Nayagaon | Nala Sopara | Bhayandar

South Central Mumbai

Byculla | Worli | Parel | Lower Parel
 Prabhadevi | Girgaon
 Tardeo | Mahalakshmi

Thane

Kolshet Road | Pokhran Road
 Kasarvadavali | Ghodbunder Road
 Thane (W) | Majiwada | Balkum Pada



Outlook

Being the most active real estate market in India, MMR is likely to recover faster than other cities. The upcoming quarter may witness traction in launches and sales due to the onset of festive season.

Property prices in the city are expected to be range bound due to sluggish sales and existing high unsold inventory levels.

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