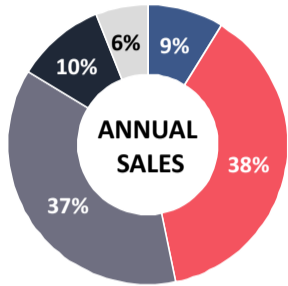


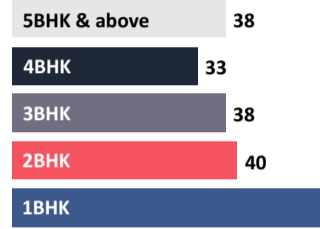


NCR: Upswing for ready-to-move apartments amidst apprehension

ANNUAL SALES: 87.20 million sqft ▲ 12% Increase
MONTHS INVENTORY: 40 months ▲ 26% Improvement

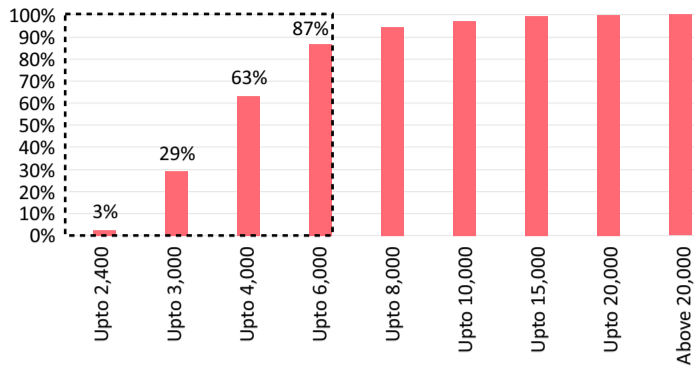


MONTHS INVENTORY

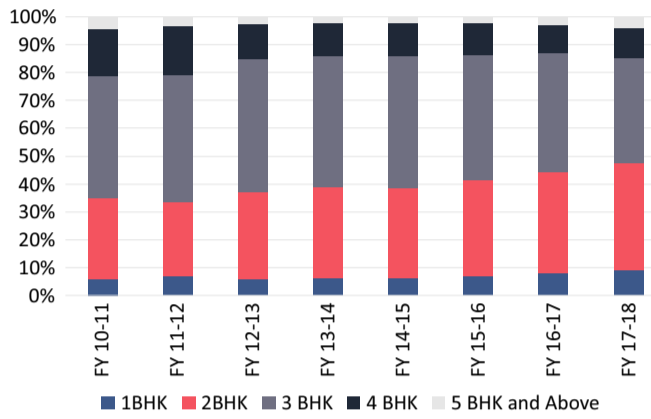


- Apartment type 2BHK and 3BHK account for 77% of the total sales.
- Buying preference for 2BHK has been growing over the years.
- The highest sales have been in the price bracket of Rs 3,000 – Rs 4,000/sqft.

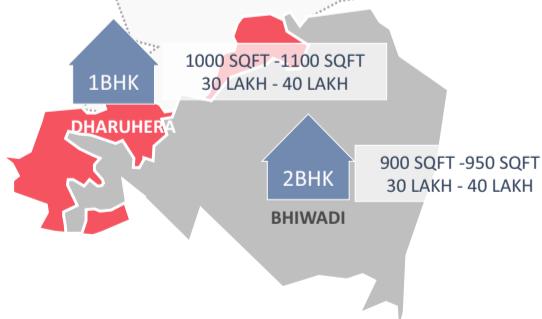
CUMULATIVE SALES AS PER PRICE BRACKET



PRODUCT SHIFT (SALES)



WHAT'S TRENDING?



ANNUAL SALES (UNITS)

Graphic shows various suburbs in NCR, their best performing unit type and its specification.

ABOVE 15K	GURUGRAM, GREATER NOIDA
10K-15K	GHAZIABAD
5K-10K	NOIDA
1K - 5K	BHIWADI, FARIDABAD
BELOW 1K	DHARUHERA, SONEPAT, DELHI, KUNDLI

- Gurugram dominates the annual sales with 28.7 million sqft sold. Rock Bottom of the pyramid stands Kundli with a meagre 46,000 sqft sold.
- Locations that performed well are Noida Extension (Greater Noida), Raj Nagar Extension (Ghaziabad) and Bhiwadi.

GURUGRAM

ANNUAL SALES: 28.70 million sqft
AVERAGE PRICE: ₹ 7,067 PSF ▼ 6% DECREASE
MI 26

GREATER NOIDA

ANNUAL SALES: 24.99 million sqft
AVERAGE PRICE: ₹ 3,588 PSF ▲ 2% INCREASE
MI 54

GHAZIABAD

ANNUAL SALES: 13.44 million sqft
AVERAGE PRICE: ₹ 3,476 PSF ▼ 1% DECREASE
MI 41

NOIDA

ANNUAL SALES: 12.37 million sqft
AVERAGE PRICE: ₹ 6,469 PSF ▲ 3% INCREASE
MI 49

INDICATION OF VARIATION IN PRICE OF NEW SUPPLY
▲ INCREASE ▼ DECREASE
MI: Months Inventory(months)

KNOW YOUR CITY

BHIWADI

ANNUAL SALES: 3.30 million sqft
AVERAGE PRICE: ₹ 2,915 PSF ▲ 4% INCREASE
MI 31

FARIDABAD

ANNUAL SALES: 2.45 million sqft
AVERAGE PRICE: ₹ 3,451 PSF ▼ 15% DECREASE
MI 27

SONEPAT

ANNUAL SALES: 0.67 million sqft
AVERAGE PRICE: ₹ 2,521PSF ▼ 5% DECREASE
MI 51

DHARUHERA

ANNUAL SALES: 0.62 million sqft
AVERAGE PRICE: ₹ 2,892 PSF ▼ 3% DECREASE
MI 26

DELHI

ANNUAL SALES: 0.61 million sqft
AVERAGE PRICE: ₹ 15,634PSF ▲ 19% INCREASE
MI 51