



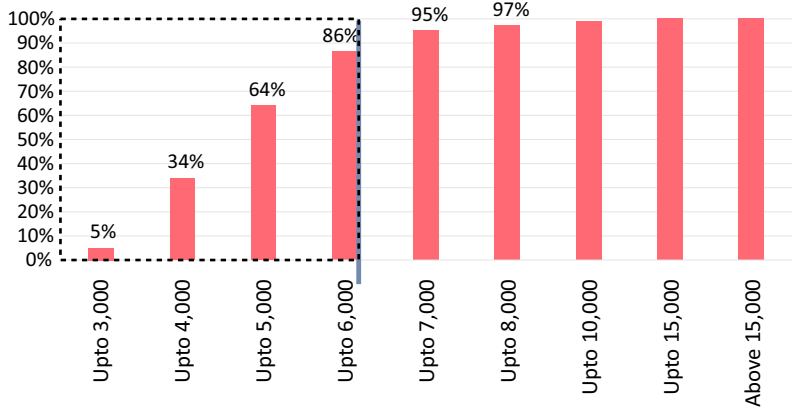
PUNE

Prices remain stable, sales volume go up

ANNUAL SALES: 42.96 million sqft ▲ 18% Increase

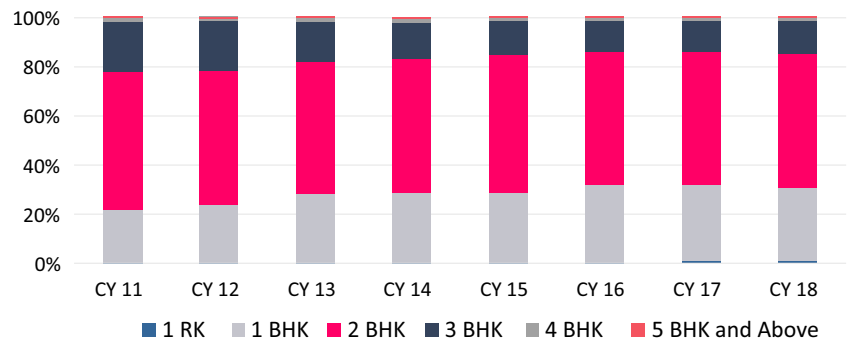
MONTHS INVENTORY: 33 months ▲ 6% Decrease

CUMULATIVE SALES AS PER PRICE BRACKET

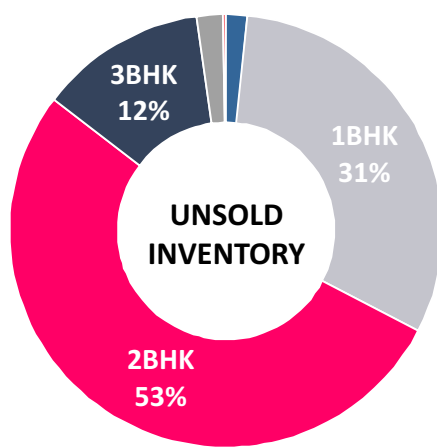
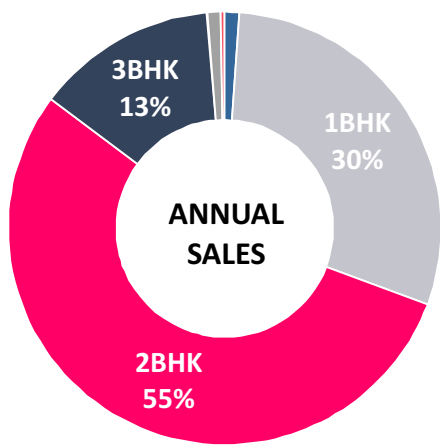


86% of the annual sales has been within Rs 6,000 PSF bracket

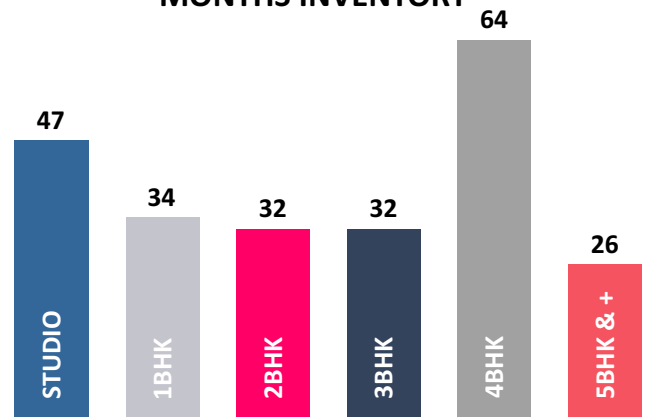
PRODUCT SHIFT (SALES)



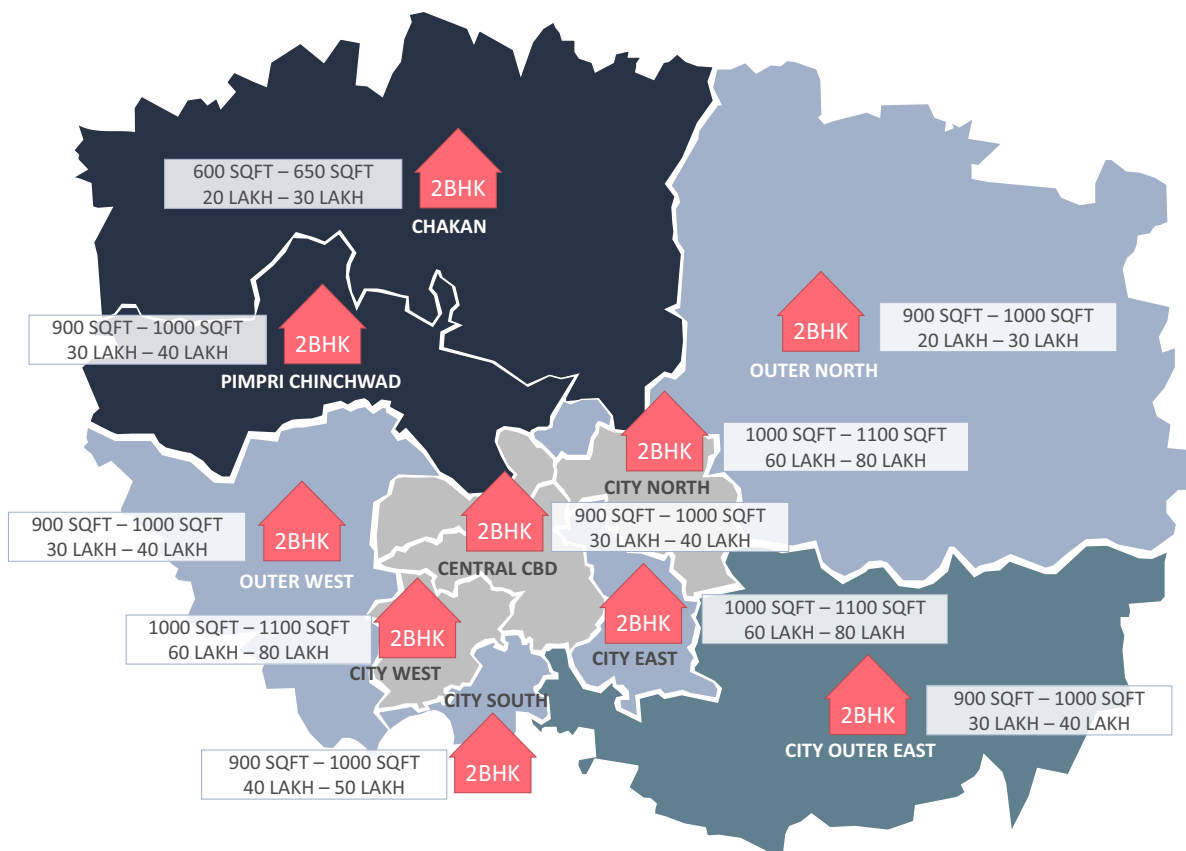
2 BHK has been the most preferred product over the years, followed by 1BHK



MONTHS INVENTORY



2 BHK is the best performing segment with low months inventory, followed by 1 BHK, together they contribute up to 85% of yearly sales



KNOW YOUR SUBURBS

Pimpri - Chinchwad and Chakan account for highest sales in the city (47%). Hinjewadi, Wakad, Wagholi, Talegaon and Moshi altogether have emerged as top performing micro-markets having contributed 30% of yearly sales

ANNUAL SALES (UNITS)

ABOVE 10K	PIMPRI - CHINCHWAD, CHAKAN
5K – 10K	CITY OUTER EAST
1K – 5K	OUTER NORTH, OUTER WEST, CITY EAST, CITY SOUTH
BELOW 1K	CENTRAL CBD, CITY NORTH, CITY WEST

INDICATION OF VARIATION IN PRICES
 ▲ INCREASE ▼ DECREASE ■ CONSTANT
 MI: Months Inventory (months)

Graphic shows various suburbs in Pune, their best performing unit type and specification

