

Independent Non-brokerage Realty Research Company

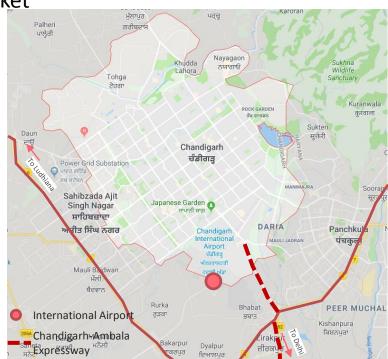
Strategic Partner: **dmg::information**



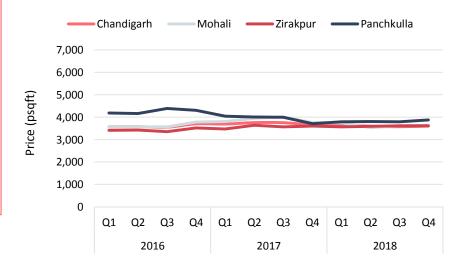


Chandigarh Tri-City—Residential Real Estate Market

- ✓ Demand in Chandigarh witnessed a drop with 7.8% CAGR in the last two years. Furthermore, during the same time period unsold inventory dipped by 2.3%.
- ✓ Prices witnessed some initial spurt in early FY17-18, but have remained stagnant in the range of Rs. 3500-3600 for the last five quarters.
- ✓ Chandigarh is slated to undergo an ambitious mass transit project connecting Chandigarh to its satellite cites, however the administration is shuttling between the viability of a Metro rail project vs a Monorail project.
- ✓ The development authority has planned an airport link road that will shorten the distance from the old terminal in Chandigarh by at least three kilometres.
- ✓ Mohali, Zirakpur and Panchkulla have been the most preferred locations among the buyers in last 12 months.



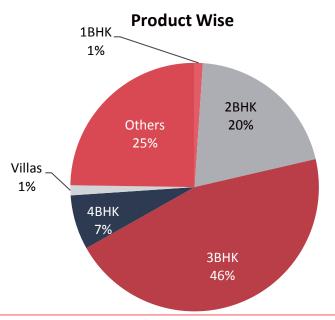
Chandigarh Infra Map





Product Typology





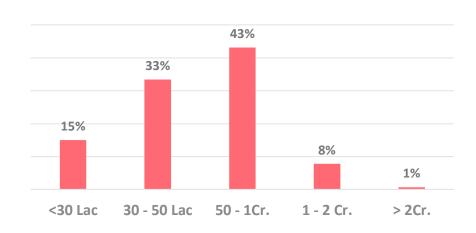
2BHK	3BHK	Independent Floor 3BHK
		11001 ODIIK
2		3
1100-1200	1500-1750	1500-1750
1000-1100	1750-2000	1400-1500
900-1000	1400-1500	2000-2250

1

2

3

- ✓ Based on the last 12 months' sales, 3BHK flats are the most preferred product among buyers, followed by other typologies like independent floors & larger flats and 2BHKs.
- ✓ Buyers mostly picked up units between 1500-1750 sq.ft. (3BHK), 1100- 1200 sq. ft. (2BHK) and 1500-1750 sq.ft. (Independent Floor 3BHK).
- ✓ Cost range of Rs. 50 Lacs- 1 Cr has the maximum sales compared to all other segments.



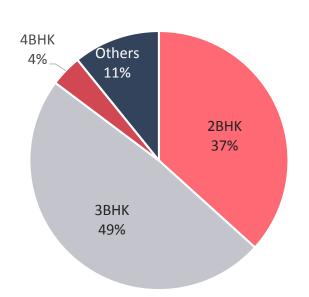
Cost range wise percentage share of Sales



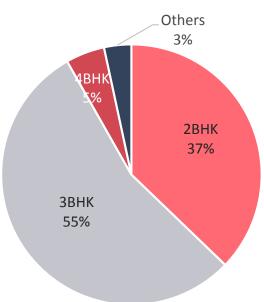
Trend in New Launches



New Launch Supply



Sales in New Launch



- ✓ Mullanpur is the top gainer in terms of maximum new launches in the last 12 months followed by Zirakpur and Mohali.
- ✓ Maximum new launches are in the cost range of Rs.30 Lacs 50 Lacs.
- ✓ Buyers' preference in the region has been shifting towards smaller flats. While earlier only large bungalows/independent houses were sold, then the independent floors with 3BHK & larger units were preferred, now 2BHK is emerging as the 2nd most preferred typology after 3BHKs.



About Us

Segments, Services and Key Clients

Liases Foras: The pioneer in scientific research in real estate

Founded in 1998, Liases Foras is a non-brokerage research centric firm that offers data and advisory services. Our works on industry and scientific prognosis of the local market is highly regarded. We have an organized and structured data source on real estate and property trends in India, which is updated on quarterly basis by primary market survey.

With a team of MBAs, urban planners, architects, chartered accountants and statisticians, Liaises Foras' forte lies in the field of valuation, risk assessment, future forecasting & price behaviour and best use studies. Our clientele includes leading mortgage companies such as HDFC Ltd, Axis Bank, among others, real estate funds, developers, government bodies and leading international research organisations. We are also research partner for CNBC Awaaz real estate awards from 2012 onwards.

Banks/ Housing Finance Companies

Data Services

- Quarterly updated data on residential, commercial & retail
- Online Project Interface

Analytical Services

- Quarterly presentation on each city
- Developer Performance Rating
- Ad-hoc Due Diligence
- Project Reports

Key Clients

HDFC, Axis Bank, SBI, Standard Chartered Bank, Kotak Mahindra Bank, Mannapuram, Bajaj HFL

Developers

Research Advisory

- Best Use Analysis
- Feasibility Studies
- Valuations

Data Services

Online Project interface

Key Clients

Godrej Properties, Shapoorji Paloonji, Tata Realty, L&T Realty, K Raheja Universal, Hiranandani Group, Peninsula Land, Embassy Group, Mahindra Lifespaces

Funds/NBFCs

Research Advisory

- Feasibility Advisory
- Investment Analysis
- Valuations
- Customized Reports

Data Services

• Online Data interface

Key Clients

TCG, Edelweiss, Brookfield Asset Management, Axis AMC, Indiareit, HDFC Fund, Red Fort, Sun Apollo, Aditya Birla Real Estate Fund. Avenue Ventures

