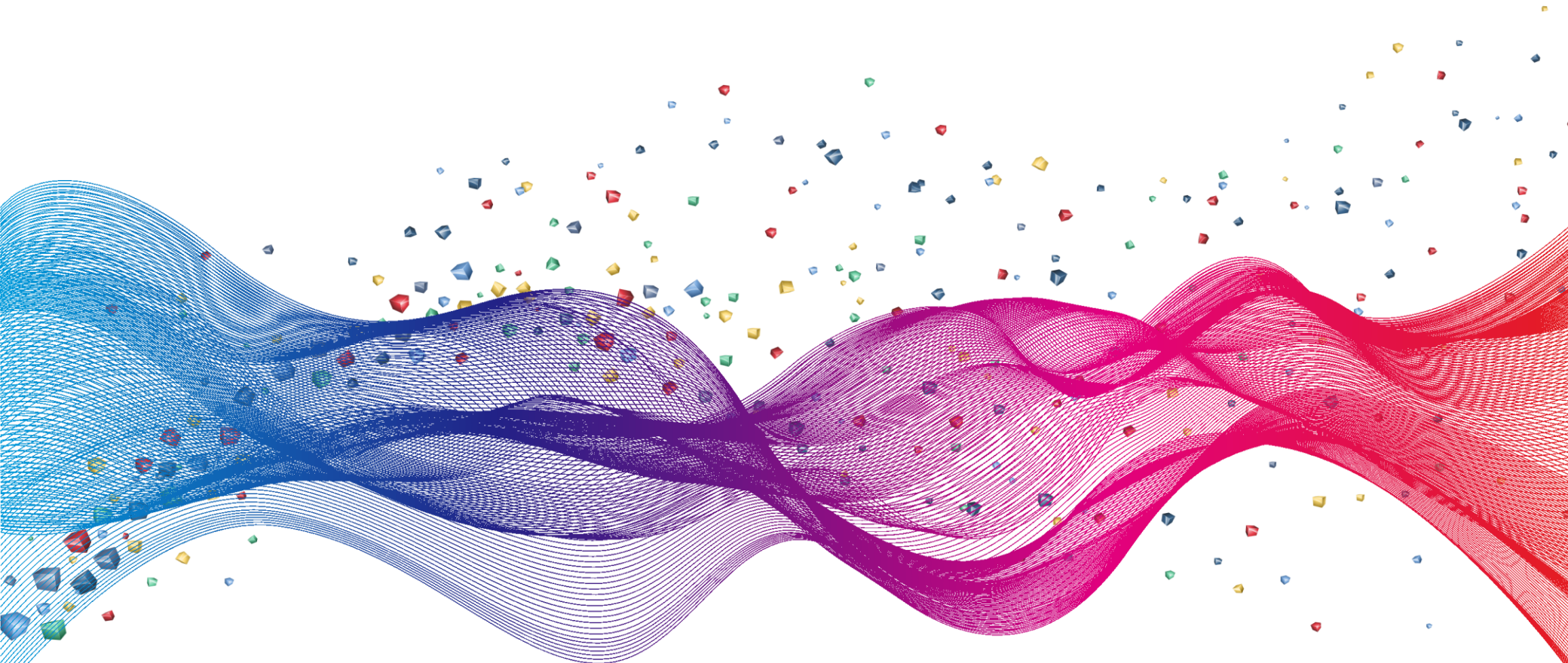




Independent Non-brokerage  
Realty Research Company

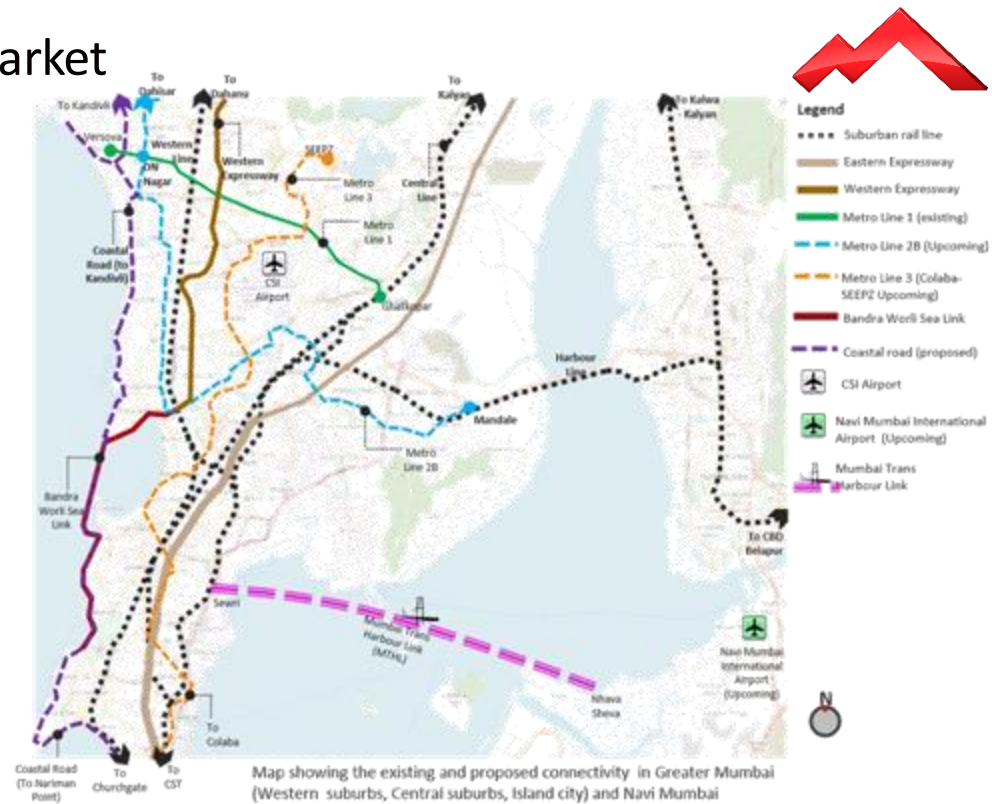
Strategic Partner : **dmg** information



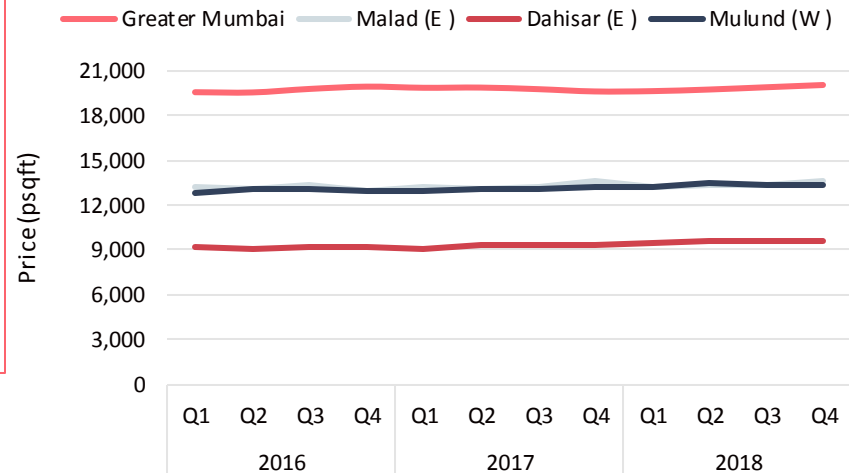
# GREATER MUMBAI RESIDENTIAL REAL ESTATE MARKET

# Greater Mumbai- Residential Real Estate Market

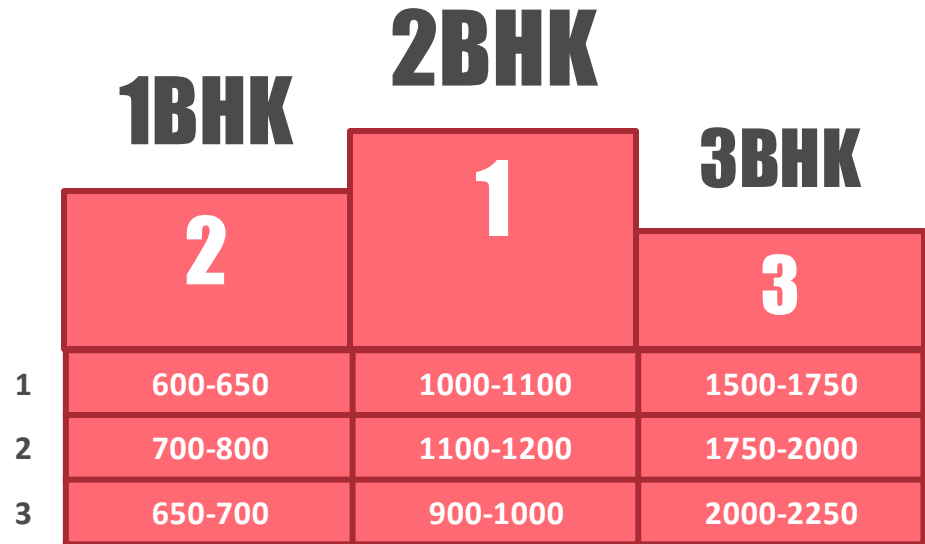
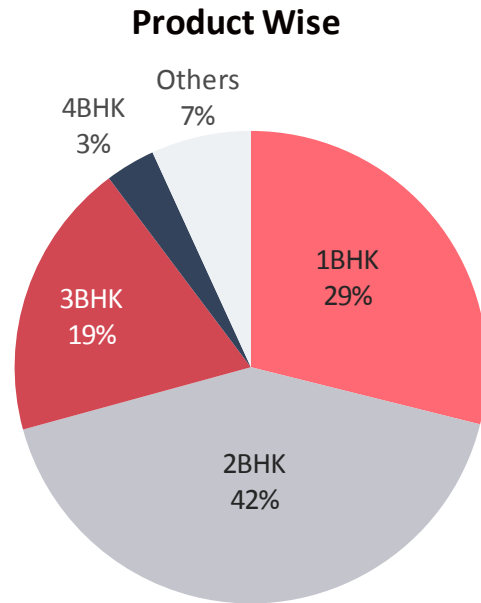
- ✓ Demand in the main city Mumbai has seen an upward swing with 10% CAGR in last two years while the unsold inventory has witnessed a muted growth of 2.3% annually.
- ✓ Due to higher entry price and slowdown of investor participation, the average prices in Greater Mumbai have remained almost stagnant in last three years around Rs. 19,500-20,000 per sqft of saleable area.
- ✓ The city is undergoing vast infrastructure development which will lead to boost in demand in city and suburbs. Work on at least four metro lines is in progress.
- ✓ Additionally other major projects like Coastal Road from Marine Lines to Kandivali, Mumbai Trans Harbour Link (MTHL) connecting Sewri to Navi Mumbai and others are in progress to make the city more convenient.
- ✓ Malad East, Dahisar East and Mulund West have been the most preferred locations among the buyers in last 12 months.



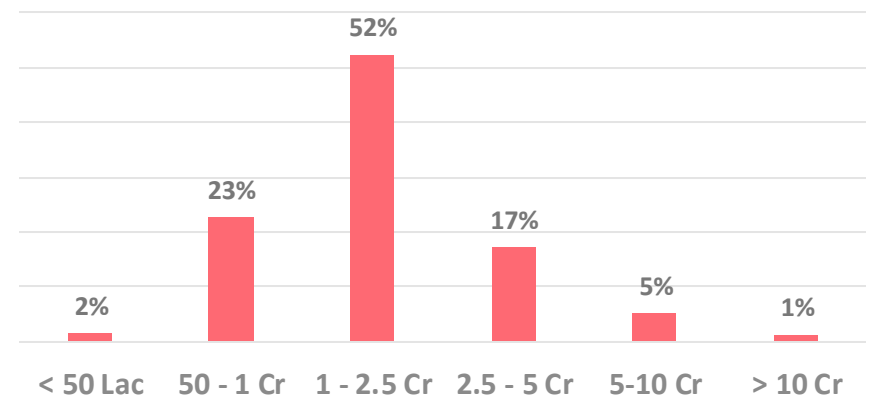
Source: Liases Foras



# Product Typology



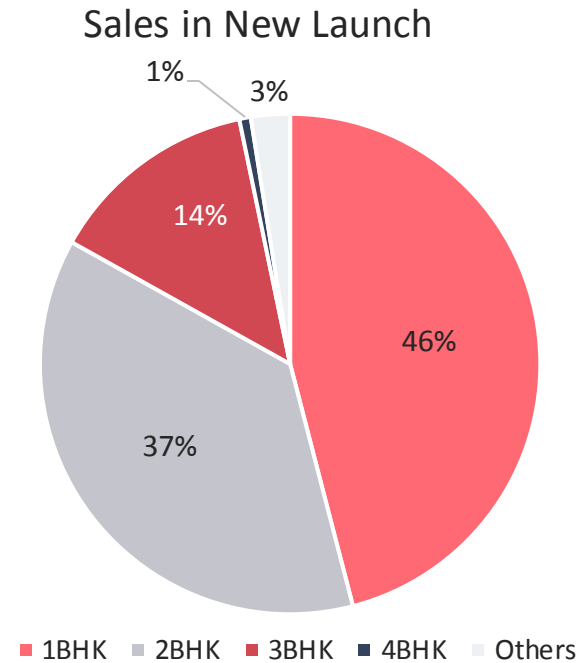
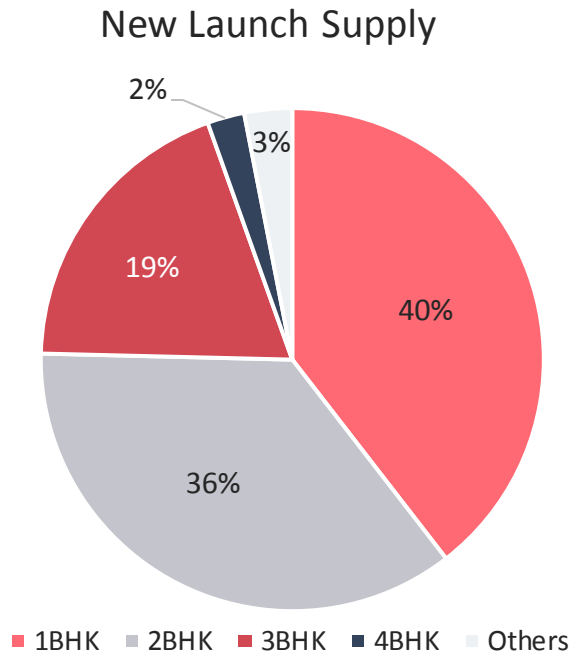
- ✓ Based on the last 12 months' sales, 2BHK flats are the most preferred product among buyers, followed by 1BHK and 3BHKs.
- ✓ Buyers mostly picked up units between 1000-1100 sq.ft. (2BHK), 600-650 sq.ft. (1 BHK) and 1500-1750 sq. ft.(3 BHK).
- ✓ Cost range of Rs. 50 Lacs to 1.5 Crores has the maximum demand compared to all other segments.



Cost range wise percentage share of Sales



## Trend in New Launches



- ✓ Powai is the top gainer in terms of maximum new launches in the last 12 months followed by Malad East and Mulund West.
- ✓ Maximum new launches are in the cost range of Rs. 1 crore- 2.5 crore.
- ✓ Amongst the new launches, 1 BHK is the most preferred product as can be seen by sales and supply distribution.