

# MW MARKET WATCH

Q2 2016 - 17



## Key Residential Trends - Pune

### Sentiments, New launches and Enquiries

- Real estate market in Pune fared better during the quarter in terms of enquiry inflow as compared to the previous quarter. The month of September saw a marginal increase in site visits owing to the onset of festival season and retreating monsoon.
- Demand mostly revolved around affordable 2 BHK units priced around Rs 20-25 lakh. Significant number of enquiries were also registered for 2 BHK units priced between Rs.50-70 lakh, located in commercially important areas. Demand for larger, 3BHK, units priced between 70 lakh to 1 crore also remained consistent.
- Localities such as Magarpatta, Hadapsar, Kharadi, Pimple Saudagar, Wakad and Viman Nagar remained the most enquired micro markets in Pune owing to their commercial importance and better connectivity.
- The quarter witnessed marginal new supply addition as developers chose to hold their new launches until the end of monsoon season.

### Sales Volumes, Inventory and Price Trends

- As opposed to the surge in enquiry inflow, sales trend continued to remain straight lined as noted in the previous quarter.
- 2-BHK apartments in the price range of Rs 60-85 lakh per unit and 3-BHK units priced between Rs 85-100 lakh per unit witnessed relatively higher movement.
- Average property prices across Pune largely remained unchanged as developers held on to their prices despite a subdued market.
- The level of offers and discounts also remained low as developers chose to scale down their marketing activities on account of the monsoon affected market.

### Expected Likely trends during the Q3 2016-17

- The market is expected to see considerable improvement as the monsoon clears up. Buyers are expected to increase their visits to projects sites.
- Pune metro rail is one of the key infrastructure projects planned in the city. The metro network will have two corridors-Pimpri Chinchwad Municipal Corporation and Swargate and Vanaz to Ramwadi-covering a total length of 31.51 km. Work is expected to begin once the projects receive the Cabinet approval. The project will have a significant impact on the city's real estate prices.



## Key new launches during the quarter

Developer	Project	Location	Additional Details
Belmac group	Belmac Residence	Kalyani Nagar, Pune	Spread over 6 acre, the project consist of 240 apartments across 6 towers of G+15 storeys. The apartments will be available in 2 and 3 BHK formats with area ranging between 1,400 sq ft and 3,200 sq ft and base price of `8,000 per sq ft. The first two towers comprising 90 apartments are expected to be completed by June 2018.
K Raheja Corp	'Viva'	Pune.	Spread over 77 acre, the project will consist of independent bungalows, twin villas, townhouses and plots in the 1st phase. The base price for 2 BHK town house (1,050 sq ft onwards) is `72 lakh, 3 BHK town house (1,268 sq ft onwards) is `1 crore, 3 BHK twin villa (1,600 sq ft onward) is `1.60 crore, 3 BHK independent villa (2,615 sq ft onwards) is `2.25 crore and NA plot (4,000 to 9,000 sq ft) is `1.25 crore.

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