

Finance

INDIA HOUSING MARKET

OCTOBER - DECEMBER 2025



1 FINANCE RESEARCH

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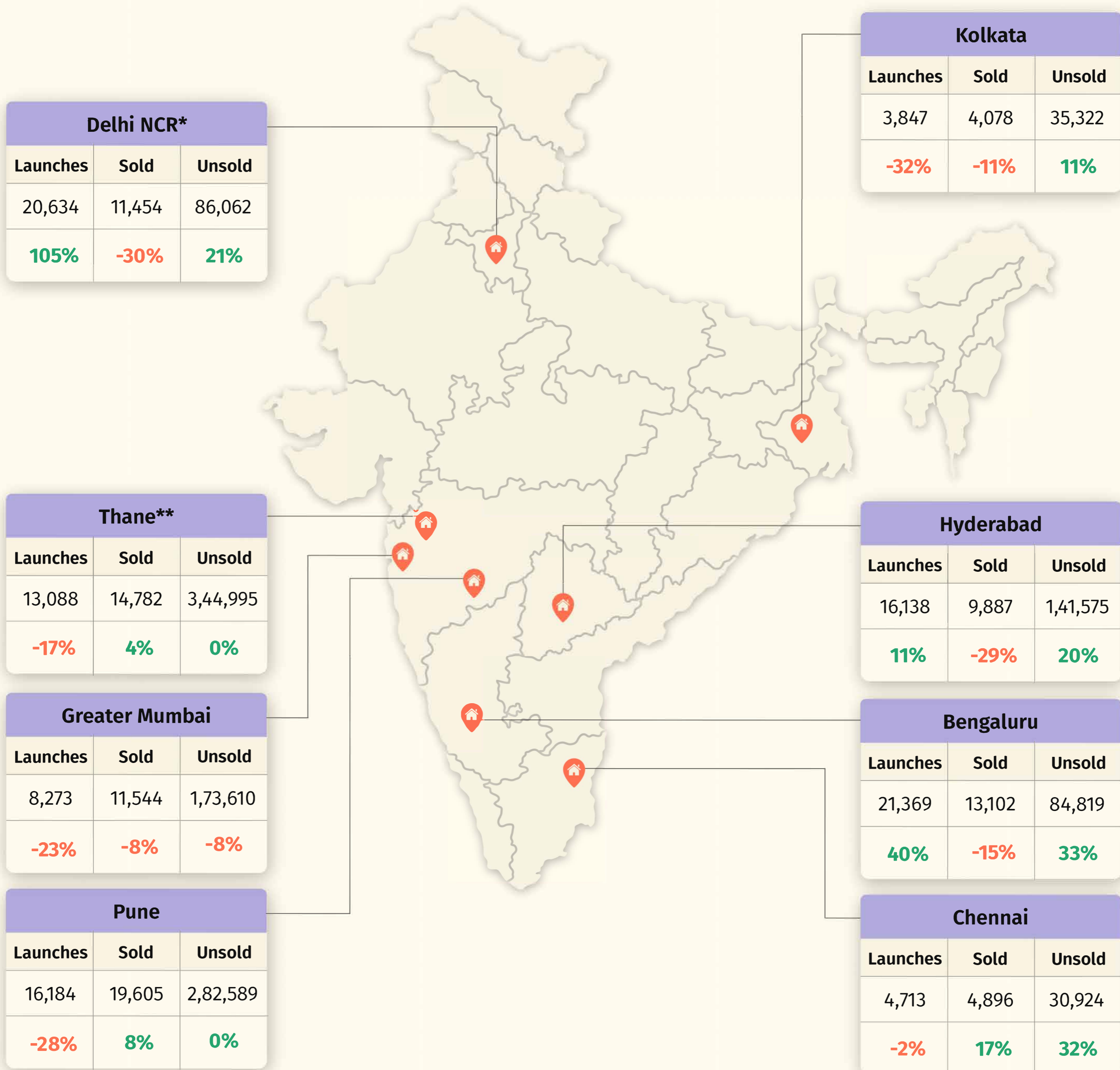
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India's Residential Real Estate

1 Finance Research - Q4 2025



Note:

- "Launches" and "Sold" indicates new unit launches and units sold in Q4 2025
- *Delhi NCR includes Noida, Gurugram, Greater Noida, Ghaziabad, Faridabad, Delhi
- **Thane includes Thane City, Navi Mumbai, Mira-Bhayandar, Badlapur-Ambernath, Bhiwandi, Greater Thane, Kalyan-Dombivli, Shahpur-Asangaon
- Unsold indicates total inventory left as of Dec-2025
- % values indicate YoY change (Q4 2024 - Q4 2025)

1 Finance Housing Market Index

1 Finance Research - Q4 2025

8

Top Cities in India

11%

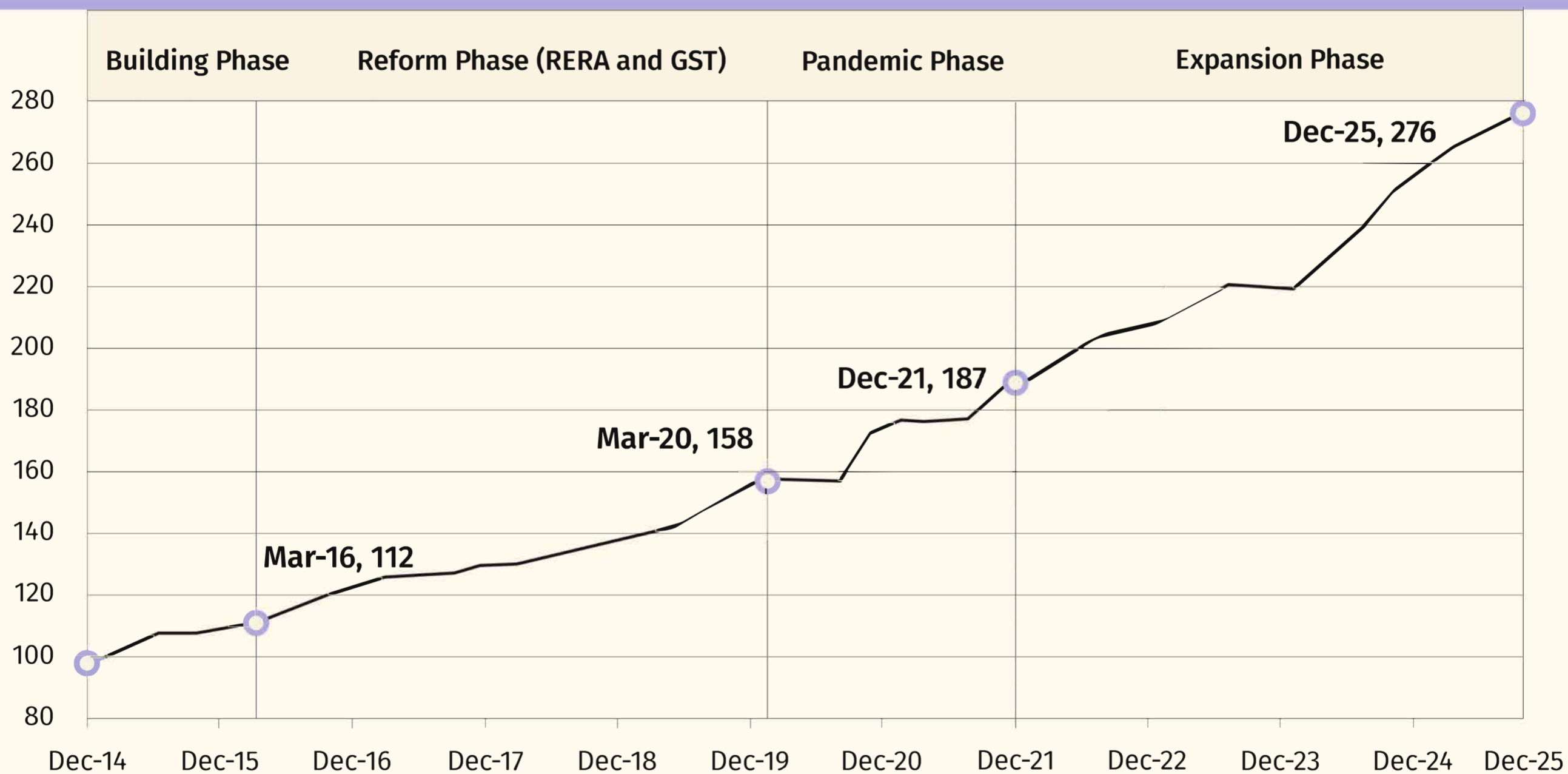
YoY Growth in 1 Finance Housing Total Return Index

₹1,50,030 Cr

Total Sales Value Q4 2025

The **1 Finance Housing Market Index** recorded a **10% CAGR over 5 years**, reflecting consistent performance of India's top cities' residential real estate.

1 Finance Housing Market Index



Source: CRE Matrix, 1 Finance Research

- India's housing market is still active, but the way it is growing has changed. New supply is increasing across major cities, especially in peripheral and infrastructure-linked areas, while sales are becoming slower and more sensitive to rising inventory. Pune and parts of Greater Mumbai and Thane remain relatively stable. However, Delhi NCR, Hyderabad, and Bengaluru are adjusting to higher unsold inventory and weaker same-quarter sales of new launches.
- The gap between localities is widening. Demand and price stability are now concentrated in well-connected, job-driven corridors, while supply-heavy or weaker-demand areas are moving into consolidation instead of seeing widespread growth.

Greater Mumbai Real Estate

1 Finance Research - Q4 2025

3%

YoY Growth in Per Sq. Ft (PSF) Rates

₹35,602

Avg PSF rate in Greater Mumbai

₹27,857 Cr

Total Sales Value Q4 2025

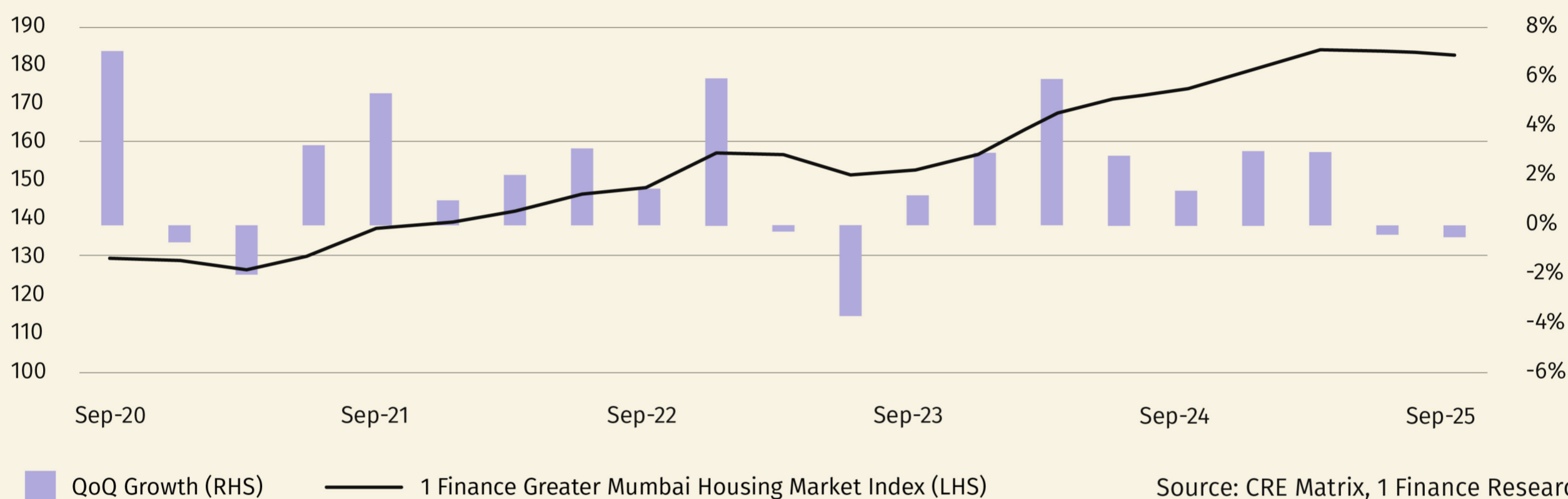
Central Suburbs

9% YoY

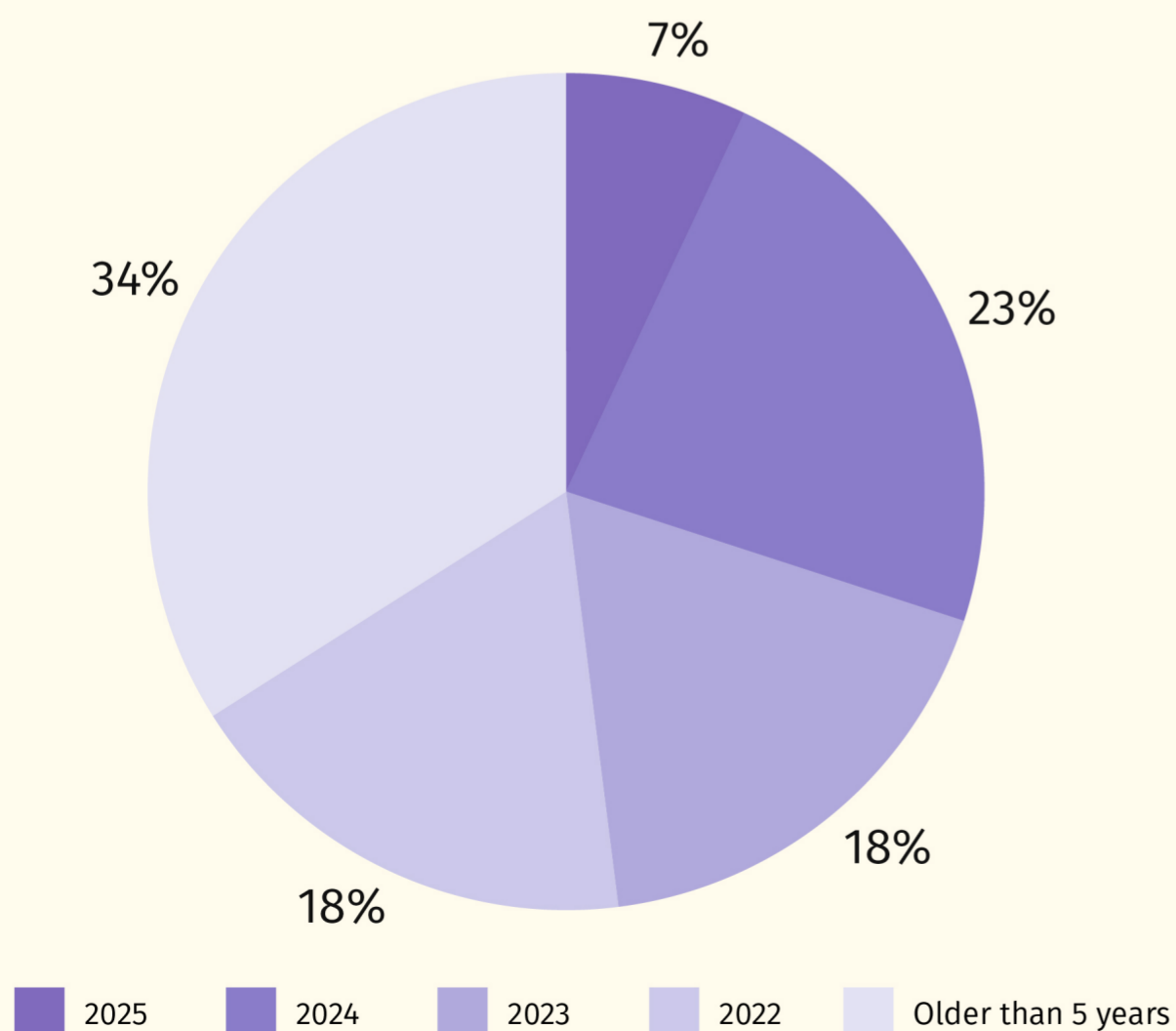
Top Performing Area

The **1 Finance Greater Mumbai Housing Market Index** rose at **7% CAGR over 5 years**, reflecting stable price appreciation and consistent absorption across central and suburban corridors.

1 Finance Greater Mumbai Housing Market Index



Share of 2025 Unit Sales by Launch Year



Key Highlights

- The steepest contraction in supply was observed in the Eastern Suburbs, the most affordable macro-market, where launches fell year-on-year to 7,242 units from 16,374 in the previous year
- Despite the sharp slowdown in new launches, sales remained steady across macromarkets, leading to a gradual reduction in leftover inventory
- A key driver of this trend has been pricing dynamics. Older inventory remains affordable, priced 15–35% lower than new launches. As a result, demand is skewed toward older projects, keeping PSF growth stagnant

Pune Real Estate

1 Finance Research - Q4 2025

3%

YoY Growth in Per Sq. Ft (PSF) Rates

₹11,491

Avg PSF rate in Pune

₹15,683 Cr

Total Sales Value Q4 2025

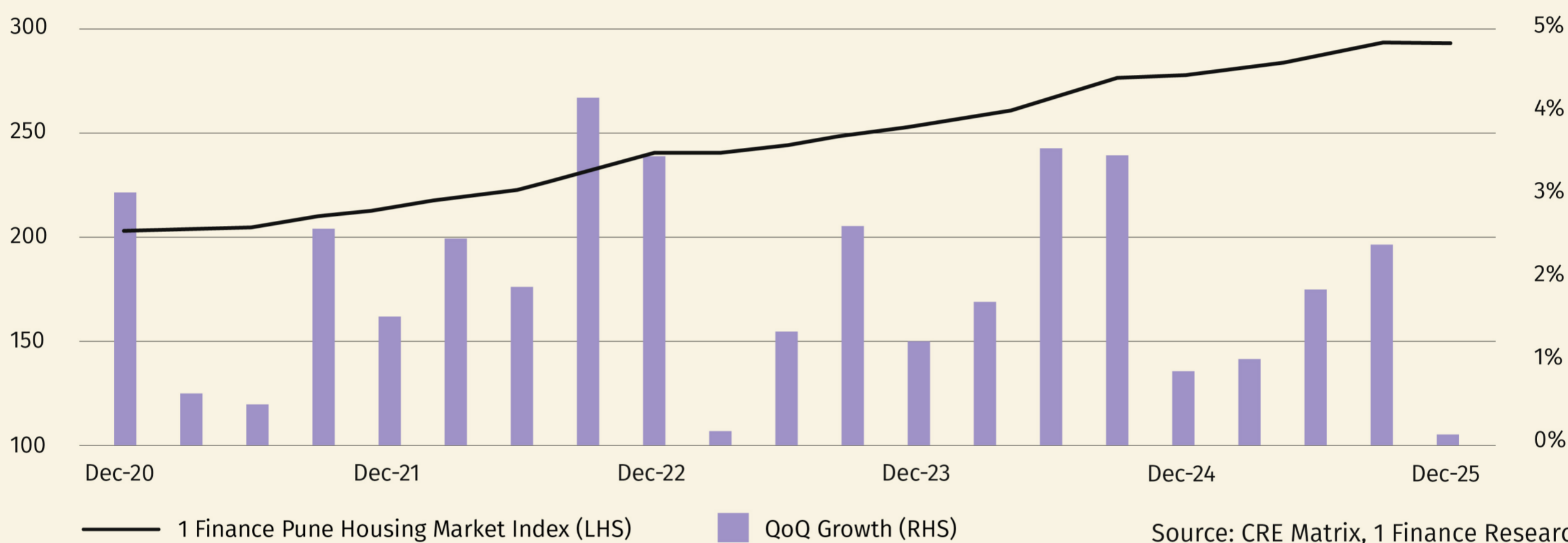
North West Pune

7% YoY

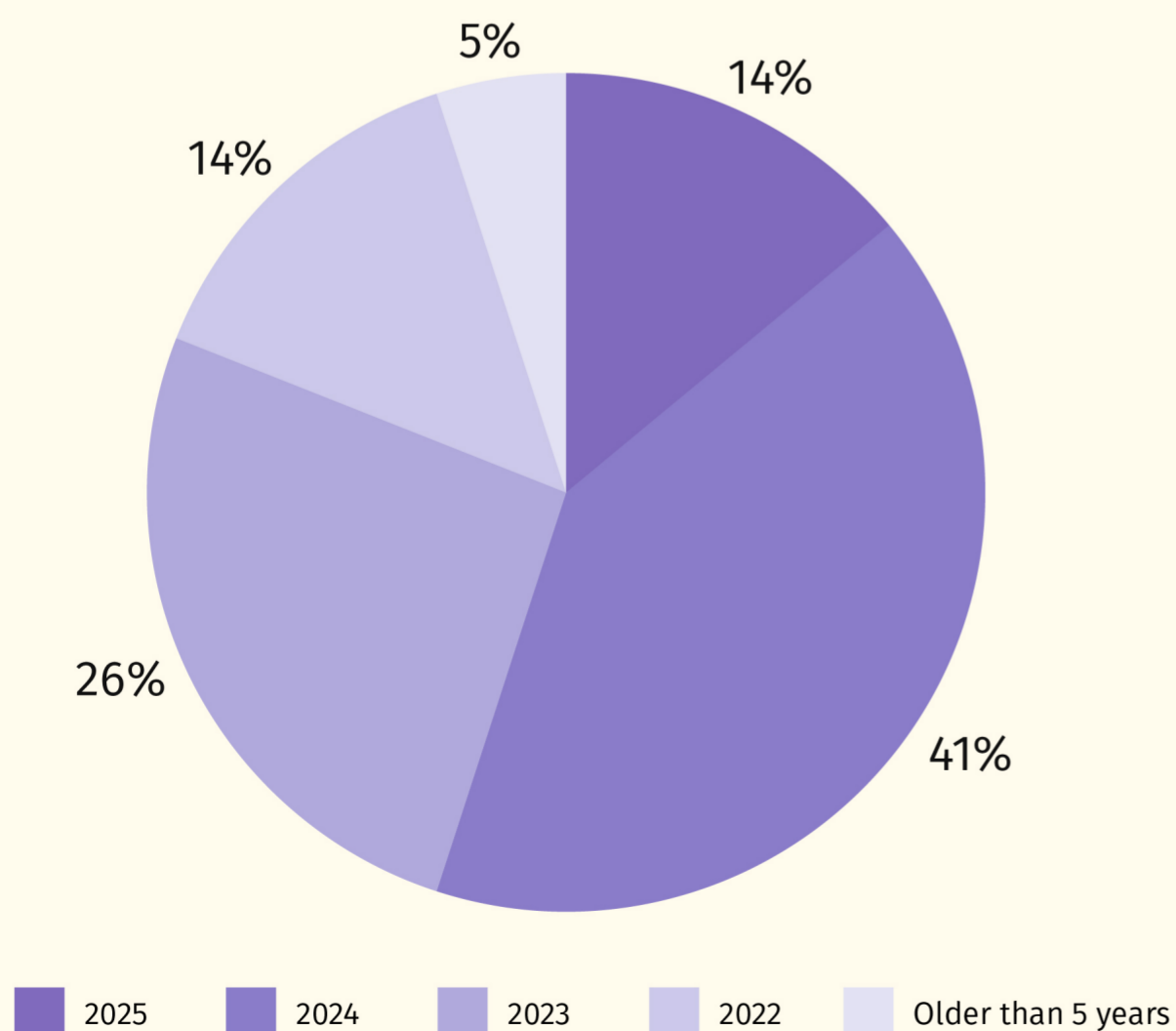
Top Performing Area

The **1 Finance Pune Housing Market Index** delivered **8% CAGR** over five years, supported by strong IT workforce, affordability and steady mid-income buyer demand.

1 Finance Pune Housing Market Index



Share of 2025 Unit Sales by Launch Year



Key Highlights

- Sales in Pune have consistently outpaced new supply over the past year. As a result, overall unsold inventory declined to 2.83 lakh units, down from 2.88 lakh units in Q1 2025
- Despite PSF growth rates being flat at the city level, peripheral regions of North-West and South-East Pune continued to witness QoQ price appreciation
- The demand profile in Pune remains skewed towards newer developments. Over 80% of inventory sold during the year was launched within the last 36 months

Thane Real Estate

1 Finance Research - Q4 2025

6%

YoY Growth in Per Sq. Ft (PSF) Rates

₹14,418

Avg PSF rate in Thane

₹10,371 Cr

Total Sales Value Q4 2025

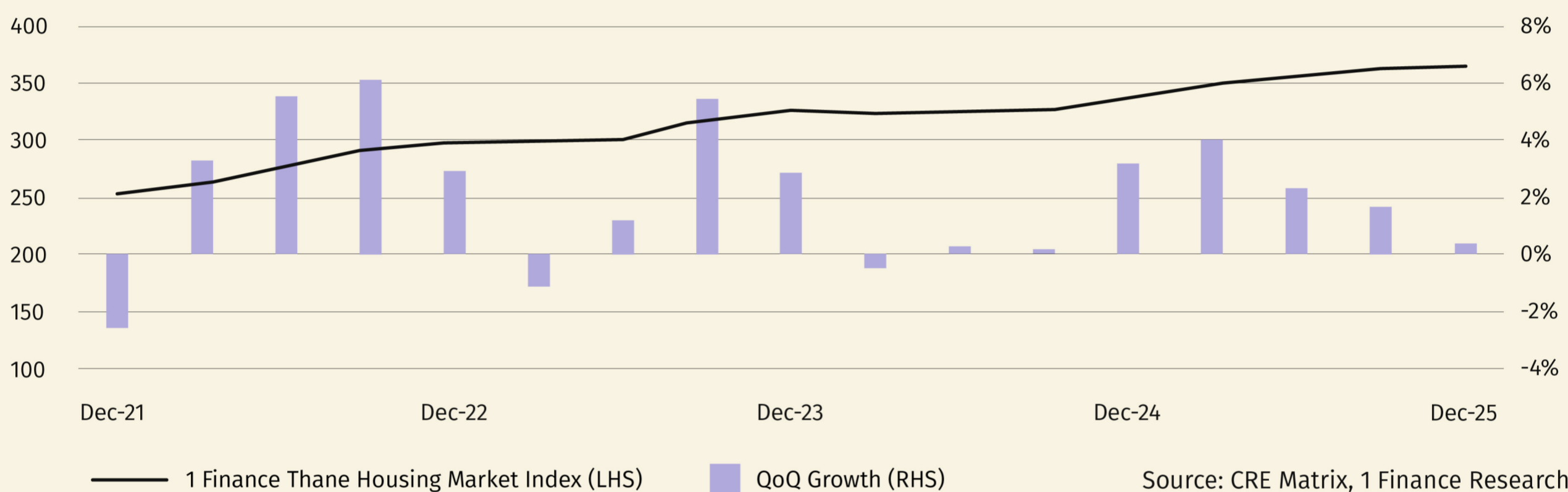
Greater Thane

63% YoY

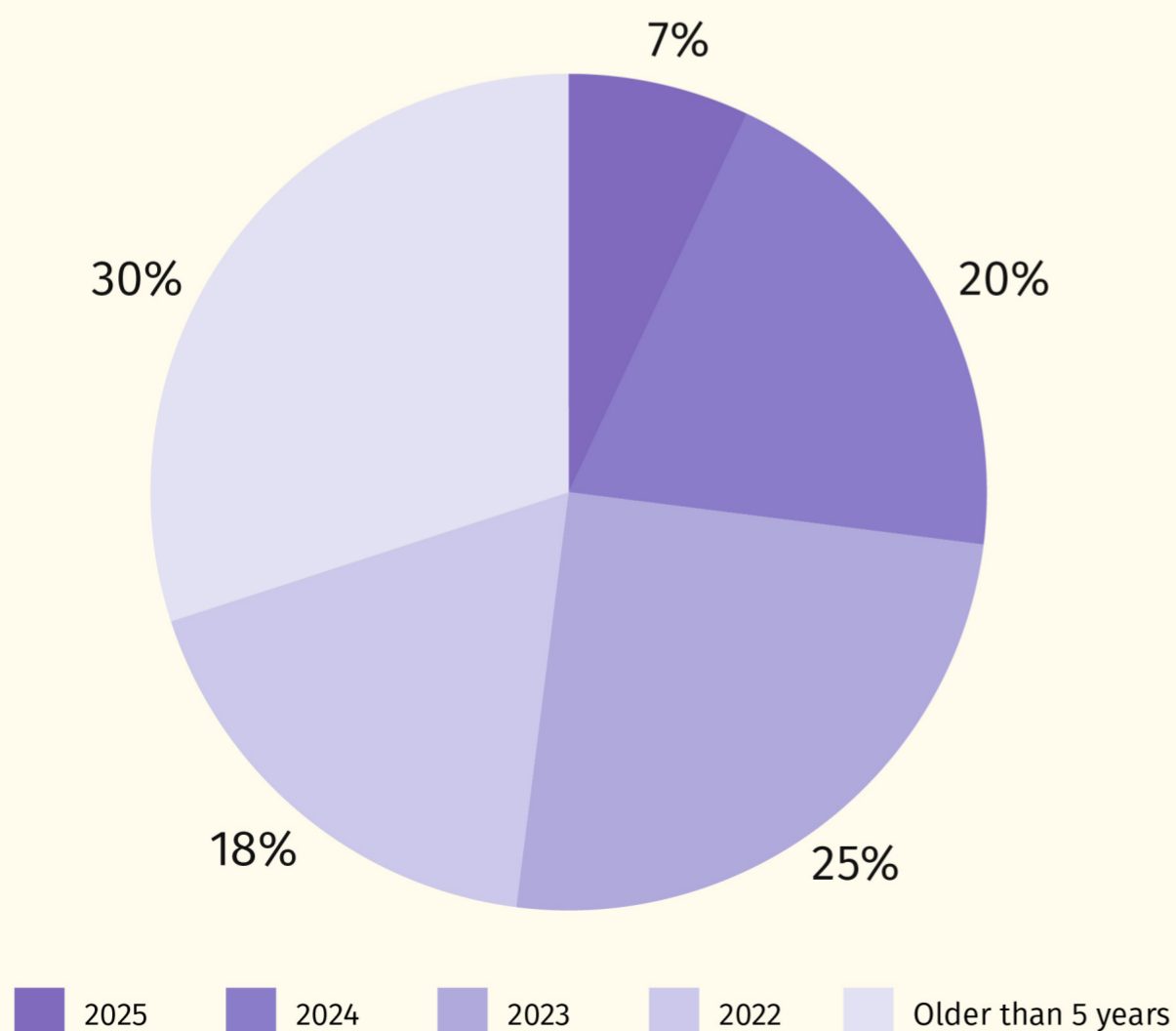
Top Performing Area

The **1 Finance Thane Housing Market Index** recorded a **9% CAGR over five years**, supported by improving connectivity and strong mid-segment housing demand.

1 Finance Thane Housing Market Index



Share of 2025 Unit Sales by Launch Year



Key Highlights

- Residential launch activity in Thane moderated during the year, with 54,019 units launched, around 10,000 units lower than in 2024
- On the demand side, 59,065 units were sold during the year, an increase of around 3,000 units compared to the previous year, leading to a reduction in unsold inventory to below 3.55 lakh units
- Over 30% of sales in 2025 came from projects launched more than five years ago. This has exerted downward pressure on newer inventory, constraining price traction in fresh launches

Hyderabad Real Estate

1 Finance Research - Q4 2025

6%
YoY Growth in Per Sq. Ft (PSF) Rates

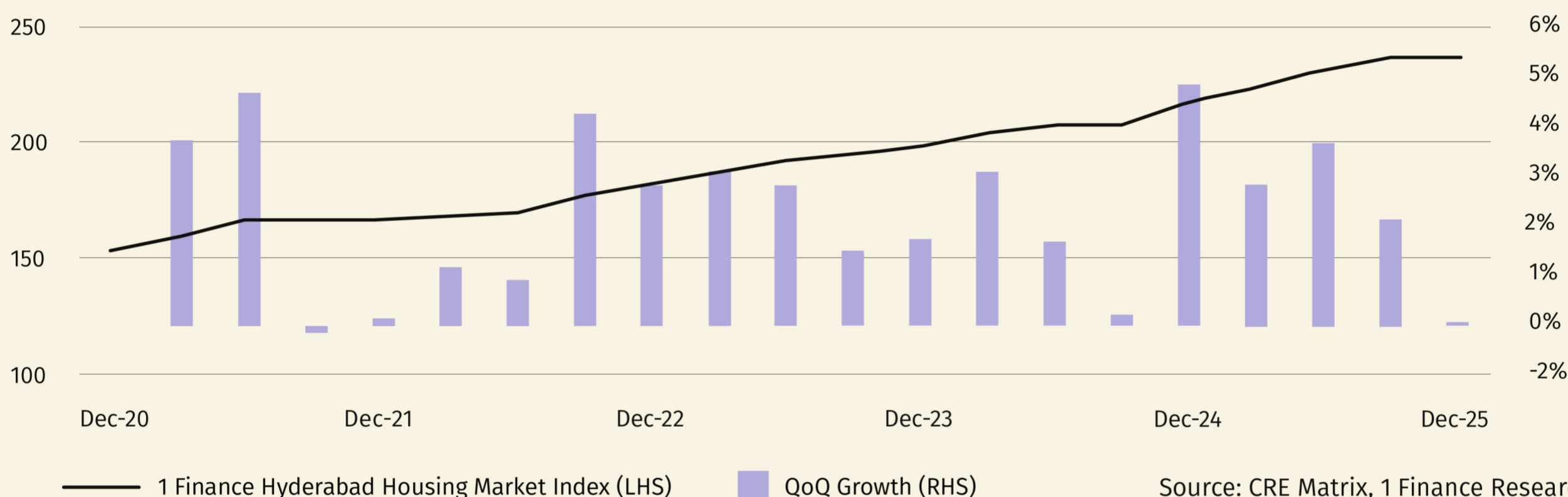
₹9,029
Avg PSF rate in Hyderabad

₹20,977 Cr
Total Sales Value Q4 2025

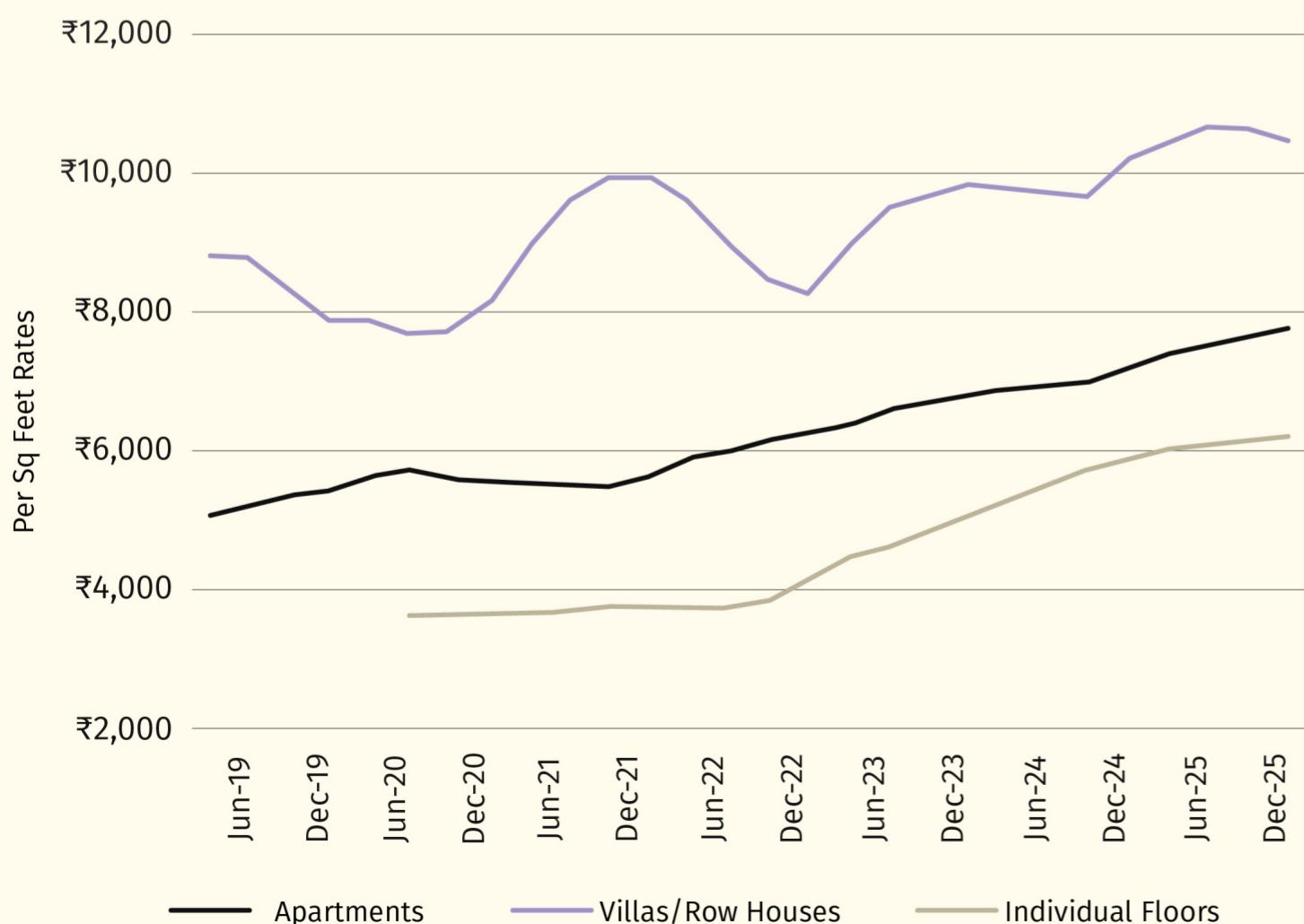
Greater Hyderabad
14% YoY
Top Performing Area

The **1 Finance Hyderabad Housing Market Index delivered an 9% CAGR over five years**, reflecting strong demand from its expanding tech corridor and preference for larger-format homes.

1 Finance Hyderabad Housing Market Index



Villas charge a huge premium in Hyderabad



Source: CRE Matrix, 1 Finance Research

Key Highlights

- Residential sales have been consistently declining on a quarter-on-quarter basis. Annual sales stood at 52,793 units, down from 60,293 units in the previous year
- The latest quarter saw approximately 16,138 units added, outpacing absorption leading to inventory build-up
- Villas and Row Houses continue to command a significant premium, pricing at around 50% higher than luxury apartments and nearly 100% higher than Independent Floors. RERA delay rate in Villas is 17% , compared with 10% for Apartments

Bengaluru Real Estate

1 Finance Research - Q4 2025

6%

YoY Growth in Per Sq. Ft (PSF) Rates

₹10,723

Avg PSF rate in Bengaluru

₹24,209 Cr

Total Sales Value Q4 2025

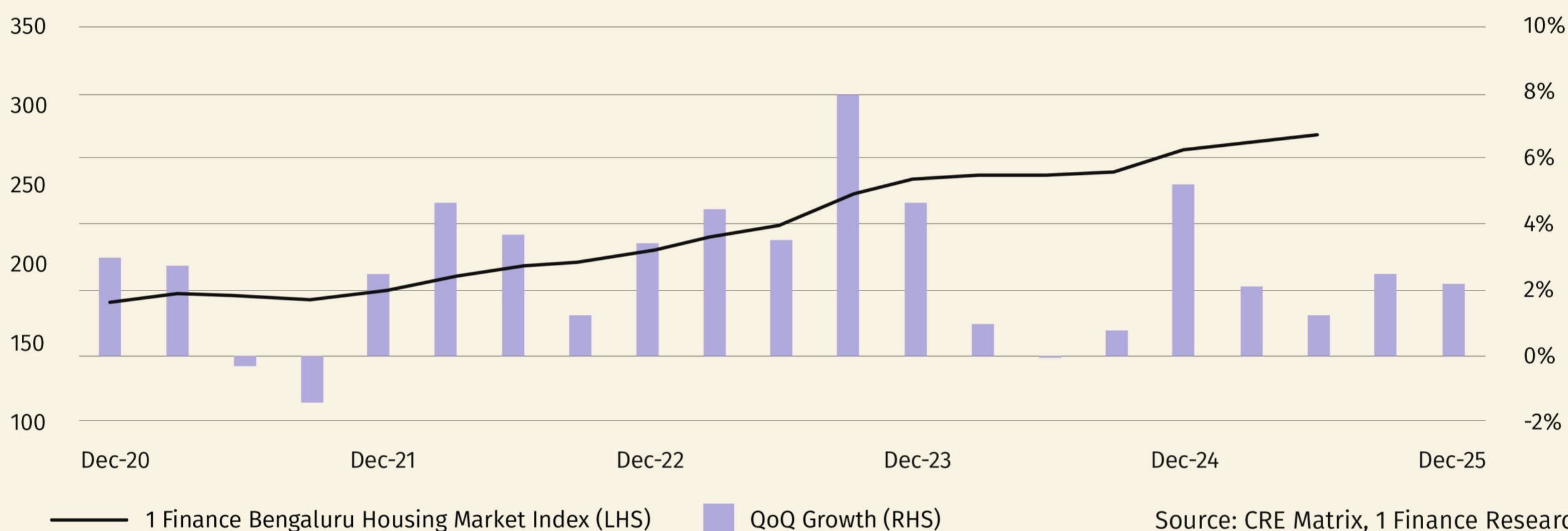
North West Bengaluru

26% YoY

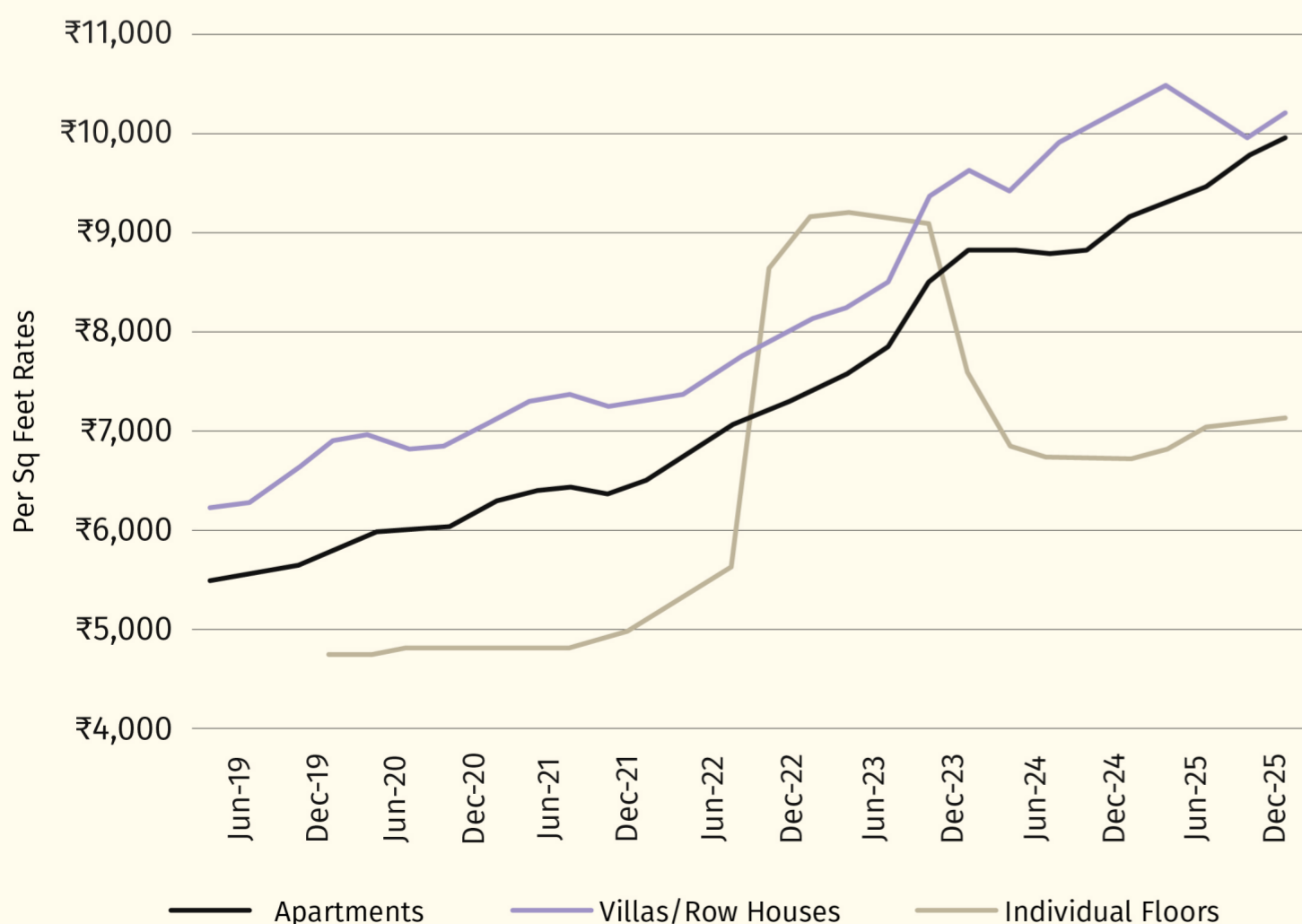
Top Performing Area

The **1 Finance Bengaluru Housing Market Index** grew at **11% CAGR** over five years, anchored by a stable end-user market driven by the city's IT and GCC workforce.

1 Finance Bengaluru Housing Market Index



Individual floors remain unpopular in Bengaluru



Source: CRE Matrix, 1 Finance Research

Key Highlights

- Overall residential launches have moderated; however, peripheral North West Bengaluru continues to see a surge in new launches with 2,672 launches in Q4 2025, a 186 % increase in previous quarter, driven by its emergence as a growing employment corridor
- Inventory levels have risen. Within the unit-size mix, 2 BHKs remain the most affected, while 4 BHK units have seen an improvement in sales velocity with 1,466 units sold in Q4 2025, its highest ever tally
- On the execution front, Villas failed to meet RERA deadlines in 19% of cases, compared with 14% for Apartments

Chennai Real Estate

1 Finance Research - Q4 2025

3%

YoY Growth in Per Sq. Ft (PSF) Rates

₹9,674

Avg PSF rate in Chennai

₹5,758 Cr

Total Sales Value Q4 2025

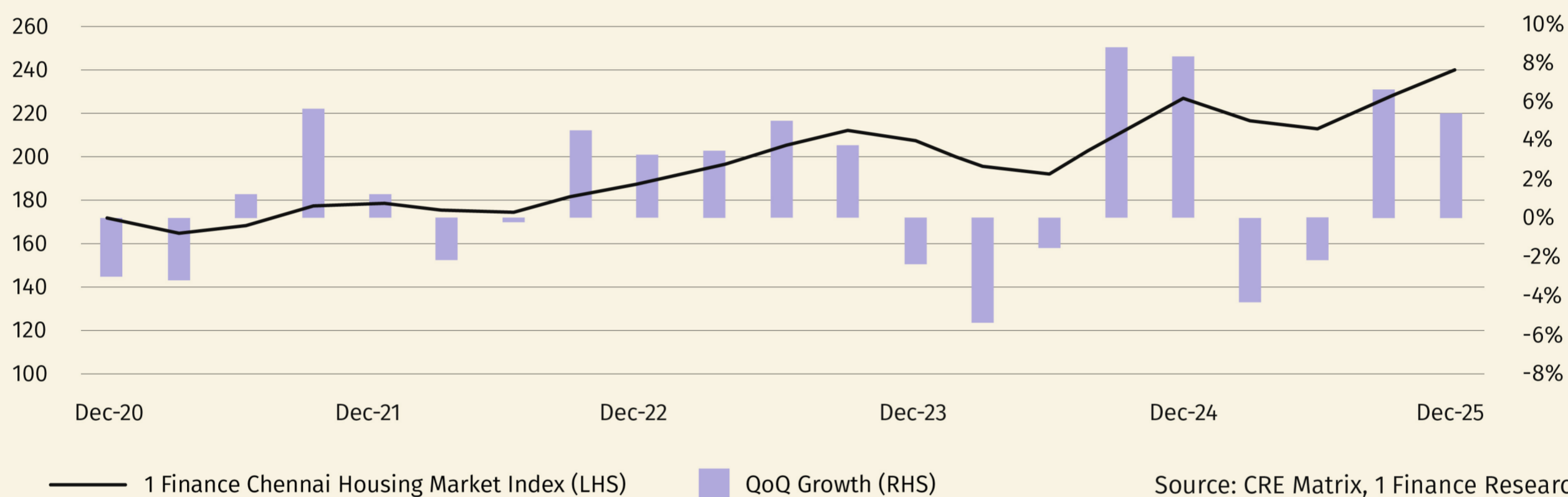
South Chennai

11% YoY

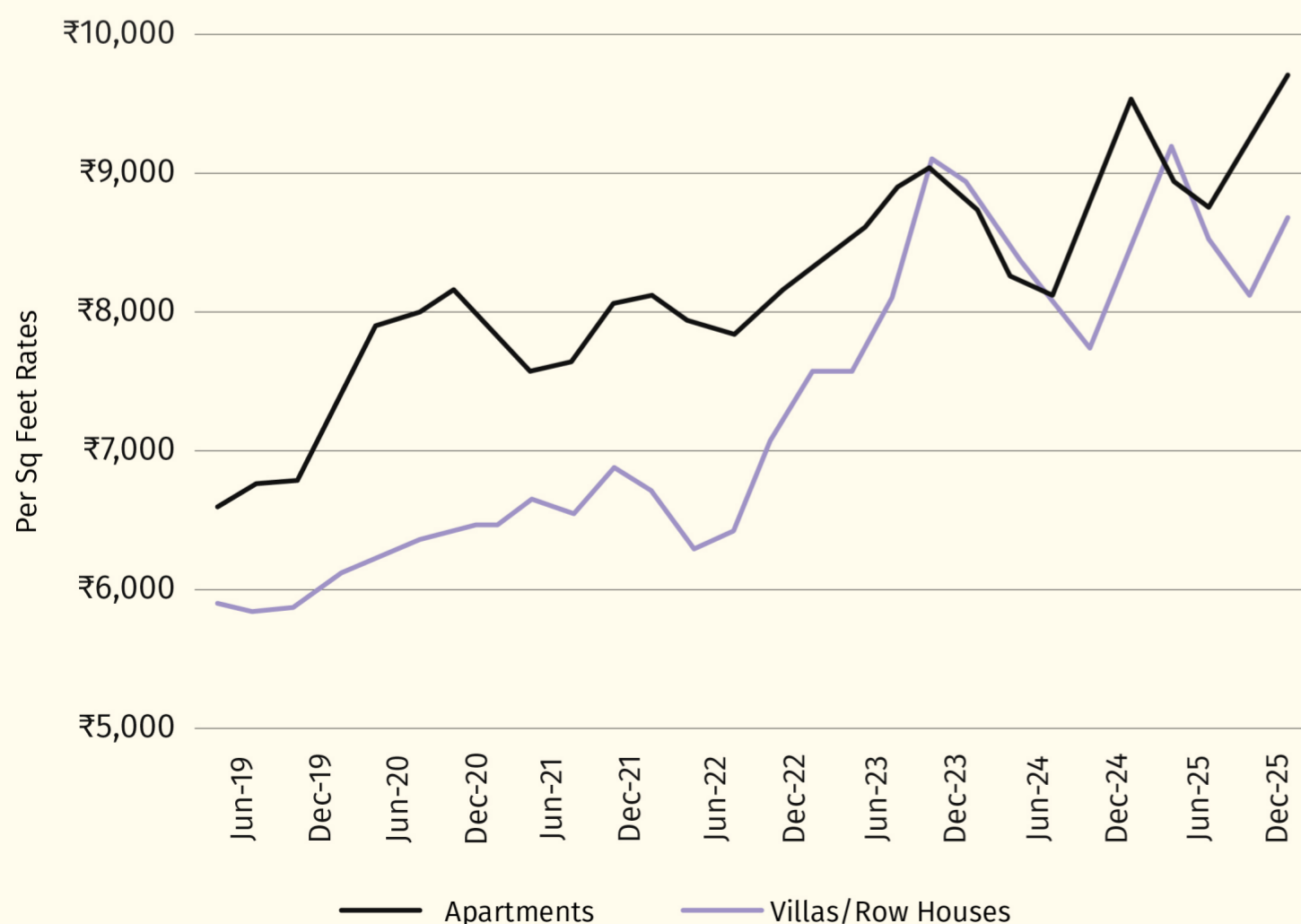
Top Performing Area

The **1 Finance Chennai Housing Market Index** posted a **7% CAGR** over five years, end-user-driven market and balanced supply across key corridors.

1 Finance Chennai Housing Market Index



Villas/Row Houses remain affordable in Chennai



Source: CRE Matrix, 1 Finance Research

Key Highlights

- Launches in Chennai have declined over the past two quarters. Chengalpattu, a key industrial hub, saw launches fall sharply to 1,244 units from a peak of 3,949 units in Q2 2025
- Peripheral markets such as Kancheepuram and Tiruvallur saw a significant decline in demand, while core regions, particularly Central Chennai, continued to witness steady absorption with 1,902 units sold in Q4 2025
- From a product-mix perspective, the market continues to offer affordable Villas/Row Houses, even though Villas have recorded a delay rate of 18%

Kolkata Real Estate

1 Finance Research - Q4 2025

-0.4%

YoY Growth in Per Sq. Ft (PSF) Rates

₹7,705

Avg PSF rate in Kolkata

₹3,310 Cr

Total Sales Value Q4 2025

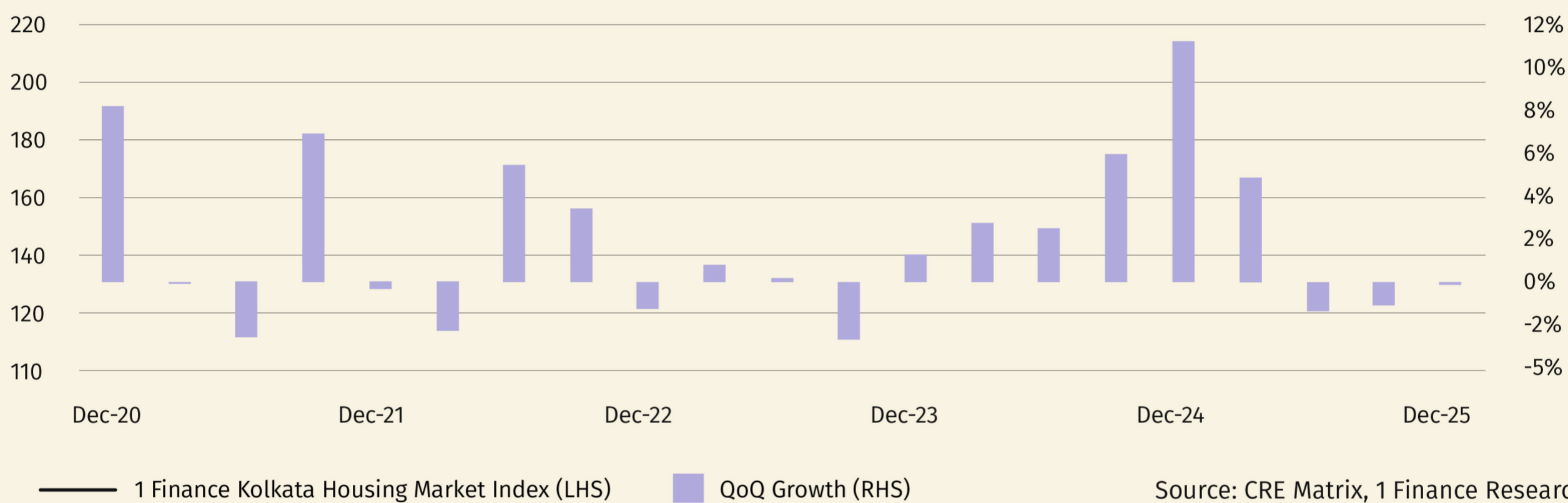
Hooghly

17% YoY

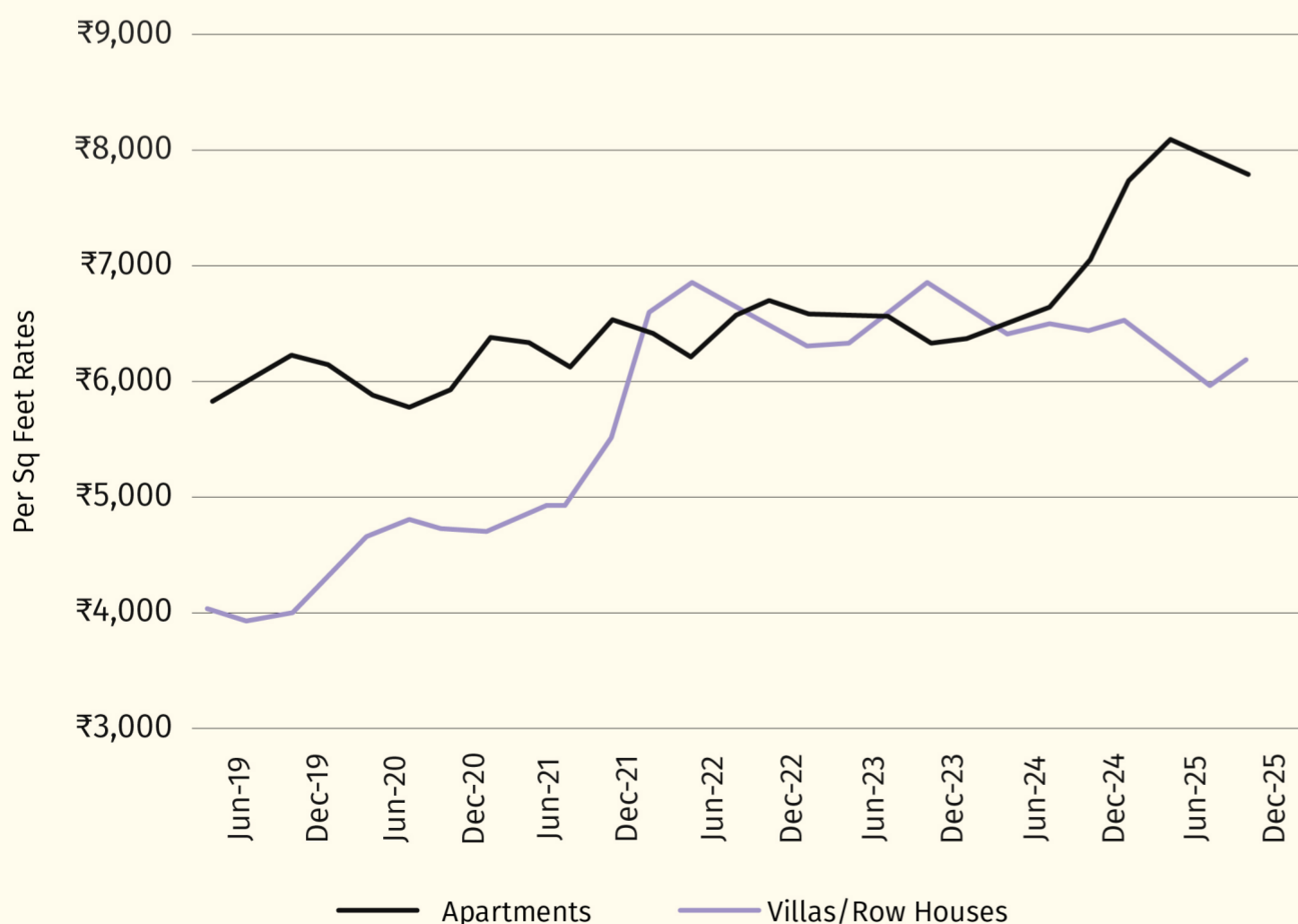
Top Performing Area

The **1 Finance Kolkata Housing Market Index** rose at **6% CAGR** over five years, led by its affordability and steady suburban housing demand.

1 Finance Kolkata Housing Market Index



Villas/Row Houses remain affordable in Kolkata



Source: CRE Matrix, 1 Finance Research

Key Highlights

- Residential launches have declined over the past two quarters across mature markets such as North and South Kolkata and have failed to revive in peripheral locations like Hooghly and Howrah
- Quarterly launch volumes have fallen below 4,000 units, marking the first such instance in the past 10 quarters, indicating a sharp slowdown in supply activity
- From a product-mix perspective, the market continues to offer affordable Villas/Row Houses, having a historical delay rate of 15%, 3% lower than those of apartments

Delhi NCR Real Estate

1 Finance Research - Q4 2025

16%
YoY Growth in Per Sq. Ft (PSF) Rates

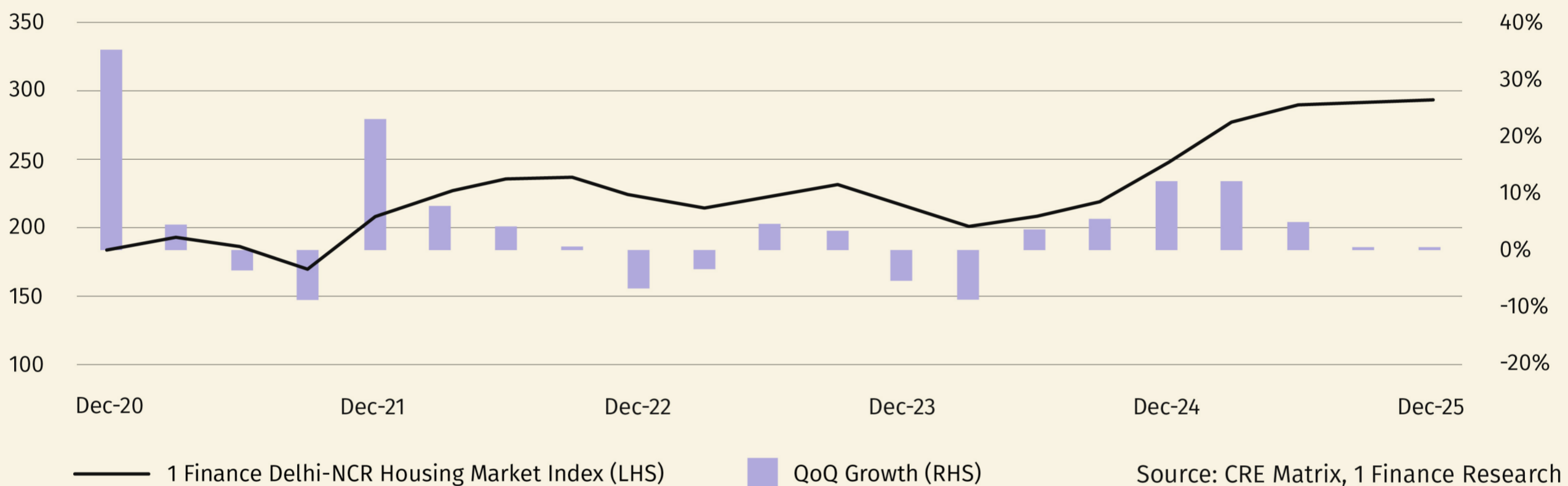
₹22,765
Avg PSF rate in Delhi NCR

₹41,485 Cr
Total Sales Value Q4 2025

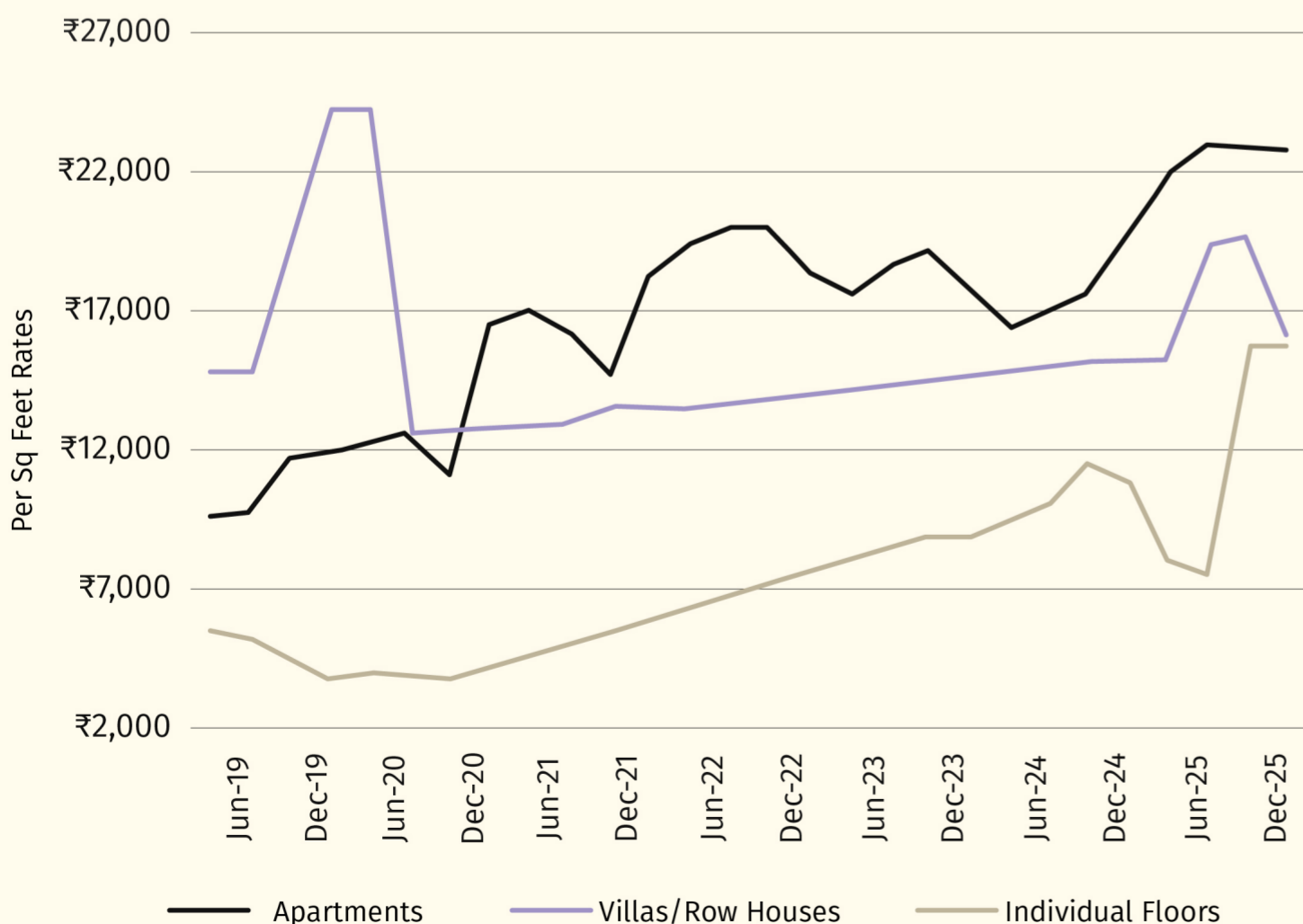
Ghaziabad
30% YoY
Top Performing Area

The **1 Finance Delhi NCR Housing Market Index** recorded a **10% CAGR over 5 years**, reflecting high growth of Delhi NCR's residential real estate.

1 Finance Delhi NCR Housing Market Index



Apartments demand a premium in Delhi NCR



Source: CRE Matrix, 1 Finance Research

Key Highlights

- Housing demand in Q4 2025 in Delhi NCR stood at 49,741 units, a decline of over 10% compared to the previous year
- Supply activity remained strong throughout the year especially in select peripheral markets. In Q4 2025, launch momentum was led by Gurugram's Dwarka Expressway, which saw 4,456 units launched, the highest level since Q1 2021
- Apartments cost more than independent floors and villas. RERA delays are lowest in independent floors at 22%, compared to 33% for apartments and 42% for villas

Outlook

1 Finance Research

India's residential market is entering a more measured phase, with demand holding up but supply conditions diverging across cities. Sales remain resilient in Pune, Mumbai, and Thane, while supply has outpaced absorption in Delhi NCR, Hyderabad, and Bengaluru, leading to rising unsold inventory and subdued near-term pricing momentum.

New launches continue to be concentrated in peripheral, infrastructure-led corridors. However, buyer appetite for freshly launched inventory has weakened across several cities, as reflected in falling same-quarter absorption rates, prompting developers to focus more on inventory clearance than aggressive expansion.

Market balance remains uneven. Pune stands out as one of the healthiest markets, with over 80% of absorption coming from projects launched in the last 36 months, supporting relative price stability. In contrast, Greater Mumbai and Thane are seeing sales skewed toward older, more affordable inventory, limiting pricing power for new launches despite steady demand. Hyderabad, Bengaluru, and parts of Delhi NCR continue to face inventory pressure due to sustained supply additions and slower sales velocity.

Buyer preference remains tilted toward premium apartments, villas, and larger configurations, which continue to command pricing premiums. However, elevated inventory and selective demand mean price gains are driven more by product differentiation than broad-based growth. Overall, near-term appreciation is likely to remain moderate, with the market transitioning into a more disciplined, absorption-led phase marked by selective resilience and consolidation in supply-heavy regions.

