



TERRA ECONOMICS AND ANALYTICS LAB



# **TEAL Analytics**

**Sale & Lease Report April - May, 2022**

**Mumbai Metropolitan Region & Pune**

***Decline in Property Sales in May 2022;  
Affordable Segment Leads in all MMR  
Regions & Pune except Mumbai***

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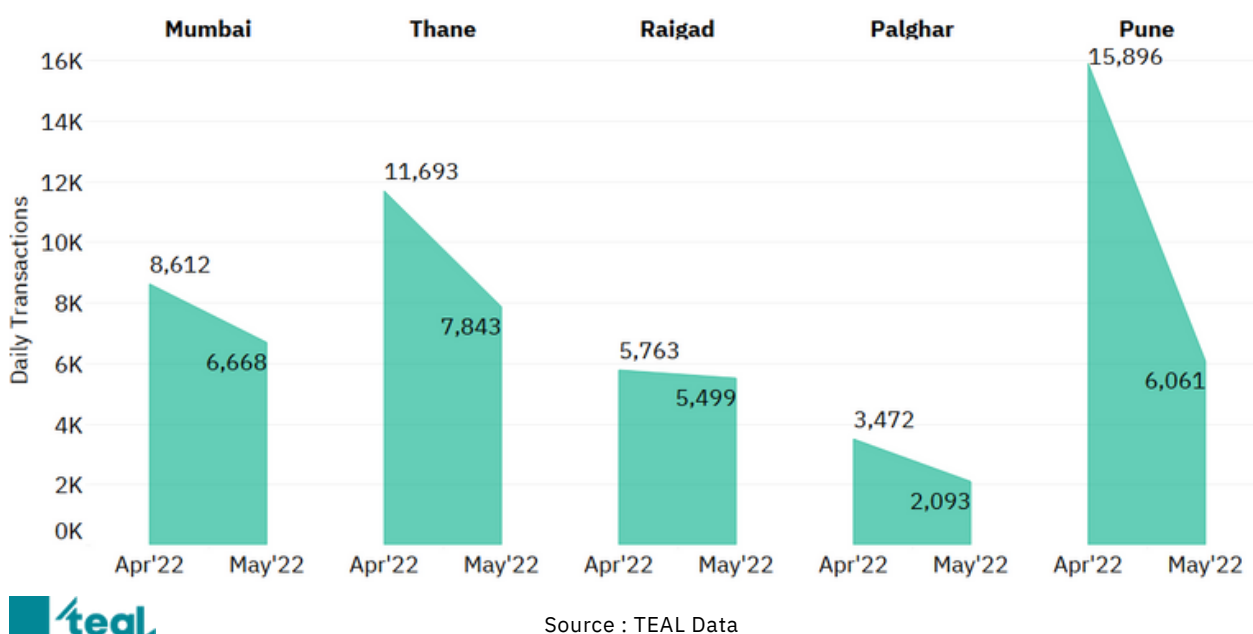
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# SUMMARY

The property sales market in the MMR - Pune region has witnessed a decline in transaction volume in May 2022, across all geographies observed. Pune saw the steepest decline MoM. The decline observed in May could be attributed to Maharashtra government's decision of raising ready reckoner rates by an average of 5% [1] and collecting 1% metro cess on property purchases [2]

TEAL is India's largest repository of real estate data. At TEAL, we leverage cutting-edge big data analytics and machine-learning to power our range of due diligence products and valuation tools. Our data repository covers title documents, municipal and litigation records, RERA registration details among other data points in Delhi-NCR, the Mumbai Metropolitan Region, Pune, Bangalore, Hyderabad, Warangal, Chennai, Coimbatore and other cities in Maharashtra.

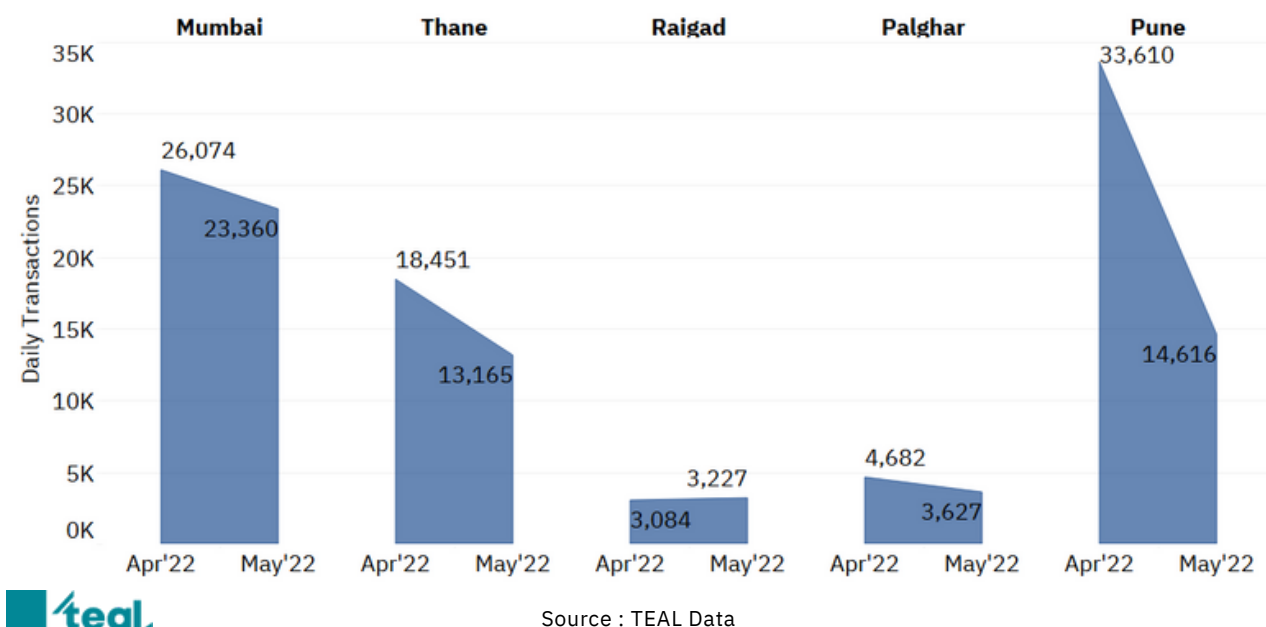
## Sales Activity in MMR-Pune Has Seen a Decrease Across the Board



**The MMR region** - which consists of Mumbai, Thane, Raigad and Palghar - **recorded a MoM average decline of 25.25%.** **Pune, however, witnessed a more substantial decrease of 61.28%.** Affordable home loans (ticket size < Rs. 45 Lakhs) remained an important component of property sales in the MMR-Pune region except Mumbai where Premium home loans remained an important component of property sales.

It is, however, interesting to note that a decline was also observed in property sales registrations for the same period last year, with May, 2021 noting a 52% drop in sales compared to the numbers in April.

### Lease Activity in Raigad Saw an Incline MoM



**The MMR region recorded an average MoM decline of 17.04% in lease transactions.** Lease volume in **Pune, however, witnessed a more substantial decline of 56.51%.** Raigad saw a marginal incline of 4.63% MoM. Property lease registrations noted a similar trend last year as well, with a decline of 25.79% across all geographies observed.

[1]<https://realty.economictimes.indiatimes.com/news/industry/maharashtra-government-raises-ready-reckoner-rates-by-average-5/90582303>

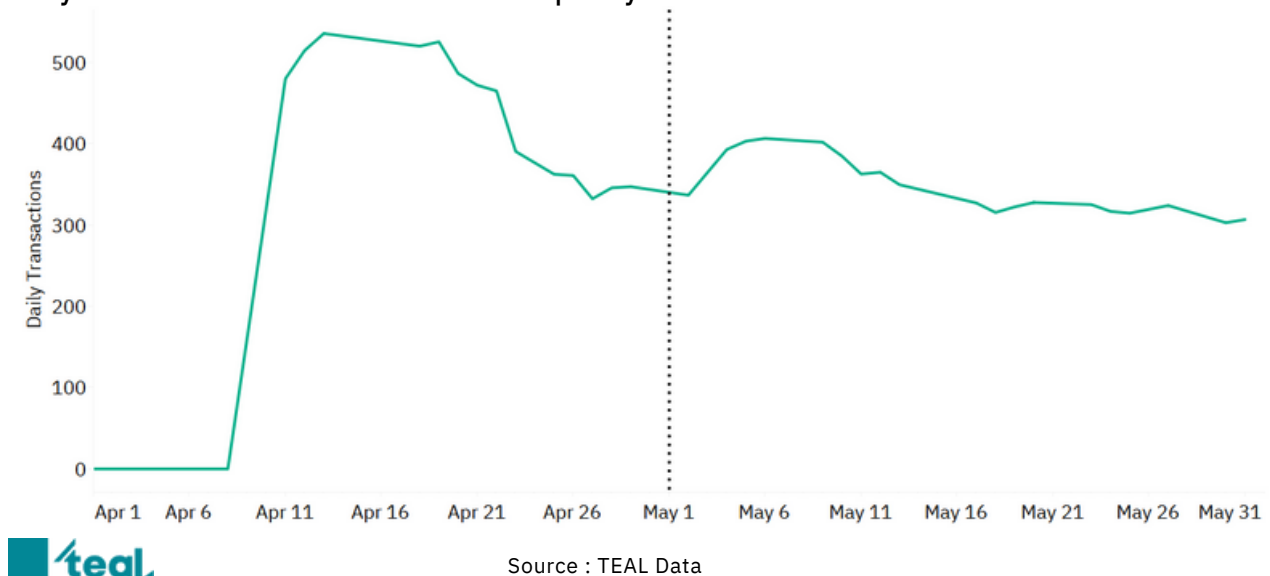
[2]<https://realty.economictimes.indiatimes.com/news/industry/maharashtra-to-start-collecting-1-metro-cess-on-property-purchases-from-april-1/90594965>

For the purposes of this report we have placed reliance on digital data made publicly available by the respective state government within whose jurisdiction the property is situated. TEAL doesn't change the substance of the underlying data made publicly available by the respective state government while producing the this report. Terralytics Analysis Private Limited shall not take any responsibility for any information in the report which may be later found to be factually incorrect.

# Mumbai - Sales

## Property Sales Activity - April 2022 vs May 2022

May 2022 Saw a Decrease in Property Sales Volume for Mumbai



**6,668**

Number of registered sales transactions in May 2022.

**-22.57%**

MoM change in property sales volume compared to April 2022.

**+41.03%**

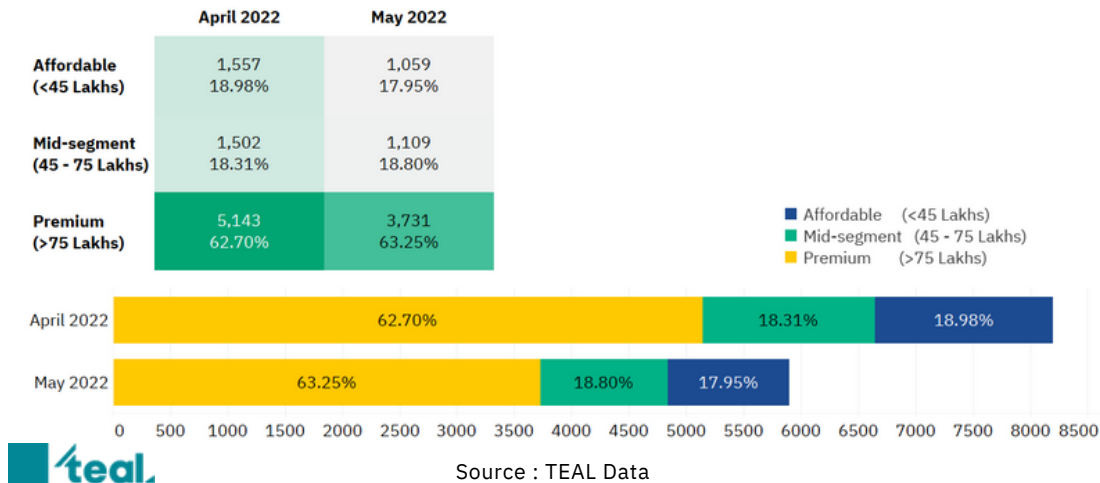
YoY change in property sales volume compared to May 2021.

## Property Sales by Market Segment

Mumbai, where property prices are generally on the higher end, witnessed maximum sales volume in the Premium segment, with a slight incline observed in the market share of premium properties at 63.25% of overall sales, compared with 62.70% in the previous month. In contrast, the market share of affordable property sales decreased from 18.98% in April 2022 to 17.95% in May 2022.

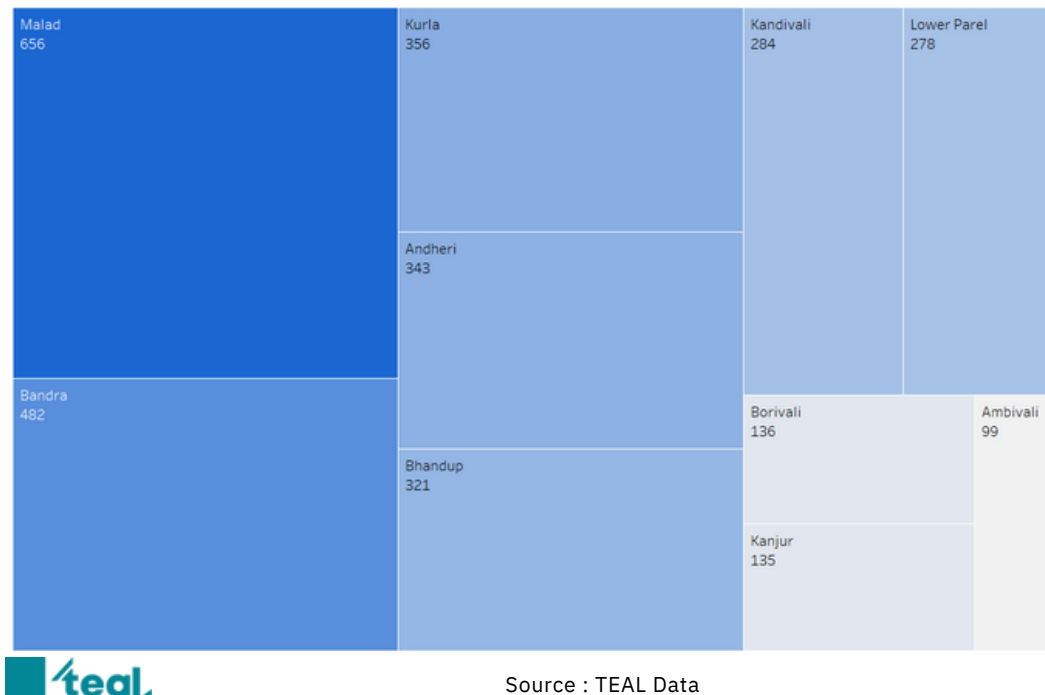
The segment wise distribution for sales transactions were fairly constant for Mumbai, in May 2022 from what was observed in April, with a predominant share taken by Premium properties.

## Premium Segment Continues to Drive Sales Volume in Mumbai

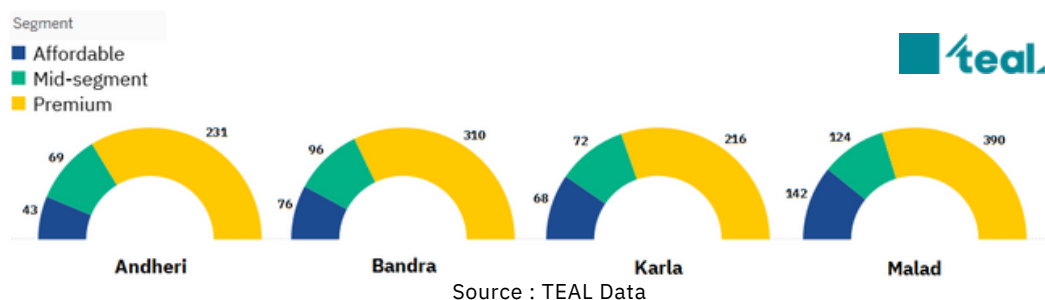


## Key Localities in the Sales Market

Malad Saw the Most Number of Sales Transactions in Mumbai



Malad saw the most number of property sales transactions in May 2022 with 142, 124 and 390 transactions in the Affordable, Mid-segment and Premium market respectively. Malad Saw Most Number of Sales Transactions in Premium Segment

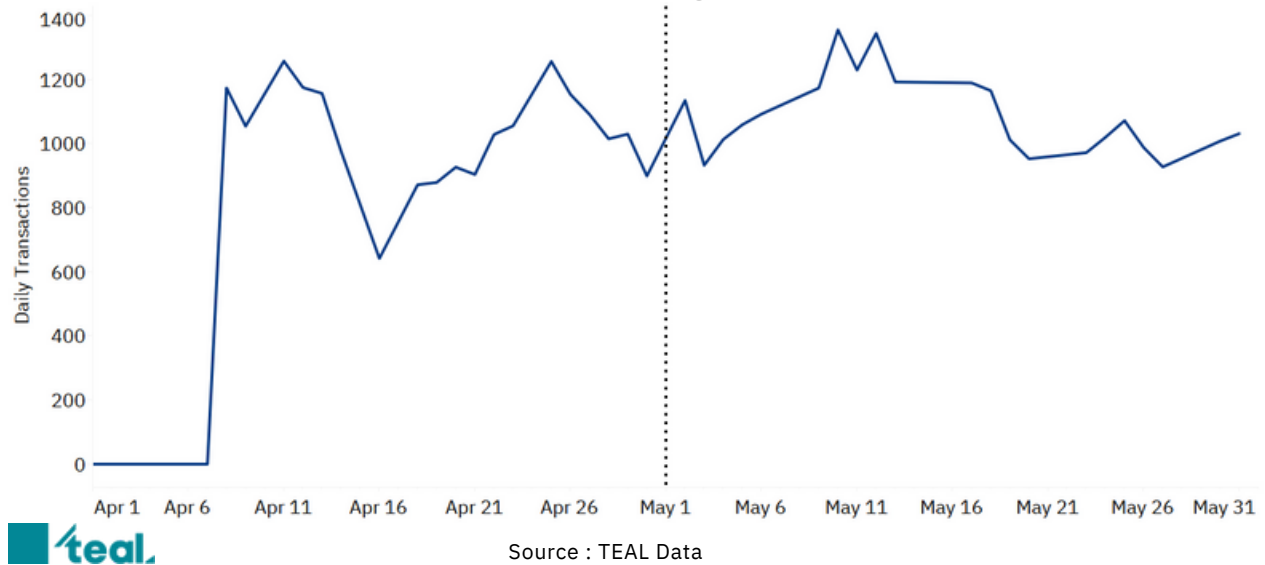


In Mumbai, a significant number of sales transactions took place in the city's north-western section, with Malad and Andheri emerging as top localities.

# Mumbai - Lease

## Property Leasing Activity - April 2022 vs May 2022

Lease Activity in Mumbai Has Seen a Marginal Decrease



**23,360**

Number of registered  
lease transactions in  
May 2022.

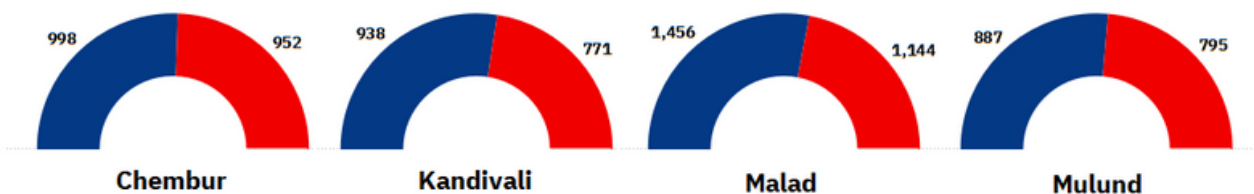
**-10.41%**

MoM change in property  
sales volume compared  
to April 2022.

## Key Localities in the Lease Transactions

Malad Saw the Most Number of Lease Transactions in Mumbai

■ Apr-22  
■ May-22



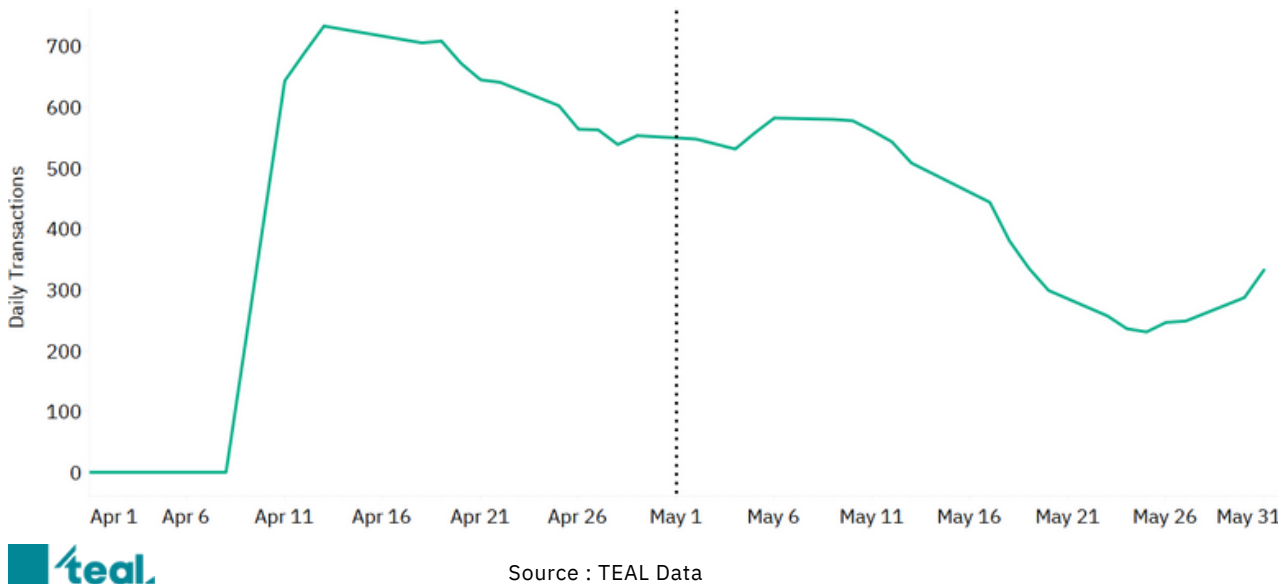
Source : TEAL Data

- Malad continued to be the top locality with the most number of lease transactions in Mumbai.
- Significant number of lease transactions took place in the north western region of Mumbai, with Malad and Kandivali continuing to be top localities.

# Thane - Sales

## Property Sales Activity - April 2022 vs May 2022

May 2022 Saw a Decrease in Property Sales Volume in Thane



**7,843**

Number of registered sales transactions in May 2022.

**-32.92%**

MoM change in property sales volume compared to April 2022.

**+1.56%**

YoY change in property sales volume compared to May 2021.

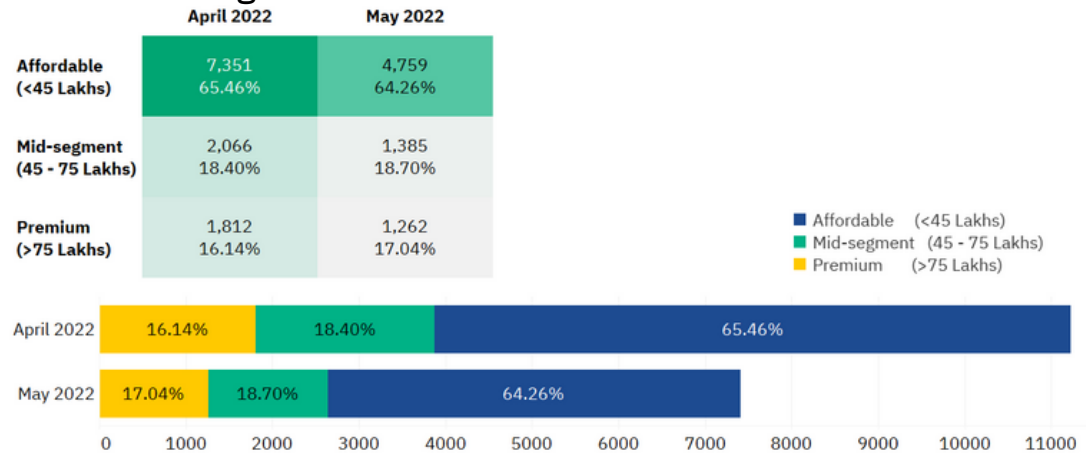
## Property Sales by Market Segment

**Thane witnessed maximum sales volume in the Affordable segment.** The segment share of sales stood at 64.26% of overall sales in May 2022, a figure that saw a marginal decline from 65.46% of the previous month. In contrast, the segment share of Mid-segment properties and Premium segment properties stood at 18.70% and 17.04% respectively, with an incline from 18.40% and 16.14% respectively in the April 2022.

The segment wise distribution for sales transactions for Thane has not seen a change in May 2022, from what was observed in April 2022, with a predominant share taken by Affordable properties.



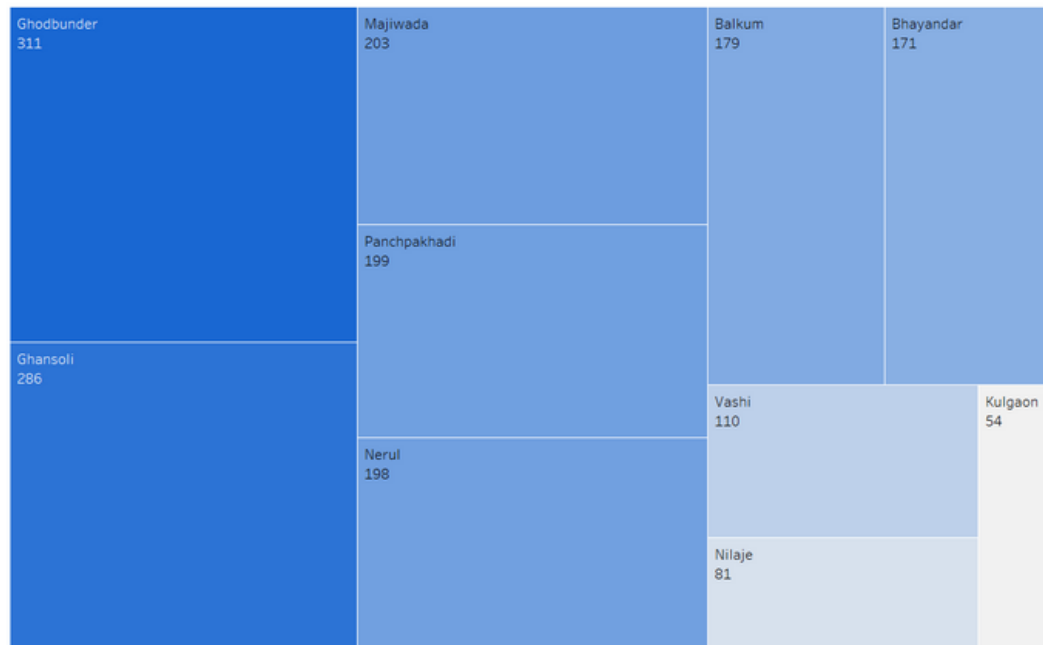
## Affordable Segment Continues to Drive Sales Volume in Thane



Source : TEAL Data

## Key Localities in the Sales Market

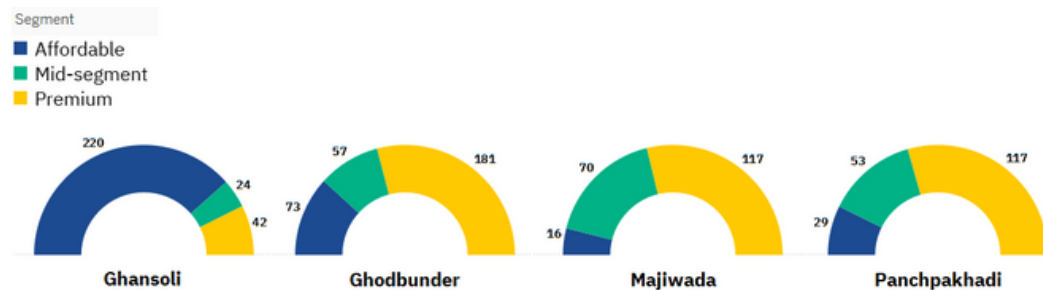
Ghodbunder Saw the Most Number of Sales Transactions in Thane



Source : TEAL Data

Ghodbunder saw the most number of property sales in May 2022 with 73, 57 and 181 transactions in the Affordable, Mid-segment and Premium market respectively.

Ghodbunder Saw Most Number of Sales Transactions in Premium Segment

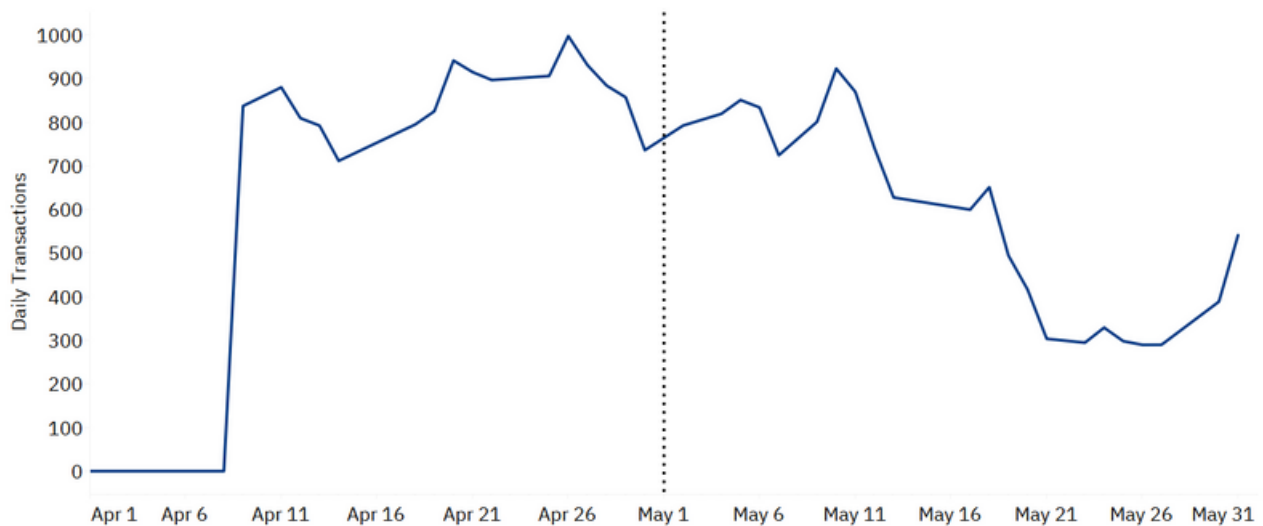


Source : TEAL Data

Thane saw a varied distribution of sales transactions geographically.

## Property Leasing Activity - April 2022 vs May 2022

Lease Activity in Thane Has Seen a Marginal Decrease



Source : TEAL Data

**13,165**

Number of registered lease transactions in May 2022.

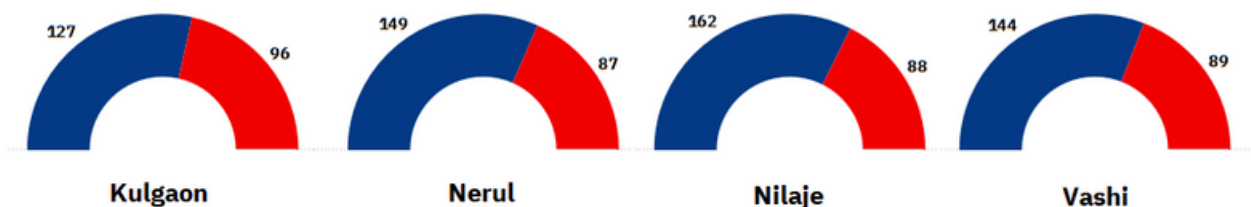
**-28.65%**

MoM change in property lease volume compared to April 2022.

## Key Localities in the Lease Transactions

Kulgaon Saw the Most Number of Lease Transactions in Thane

■ Apr-22  
■ May-22



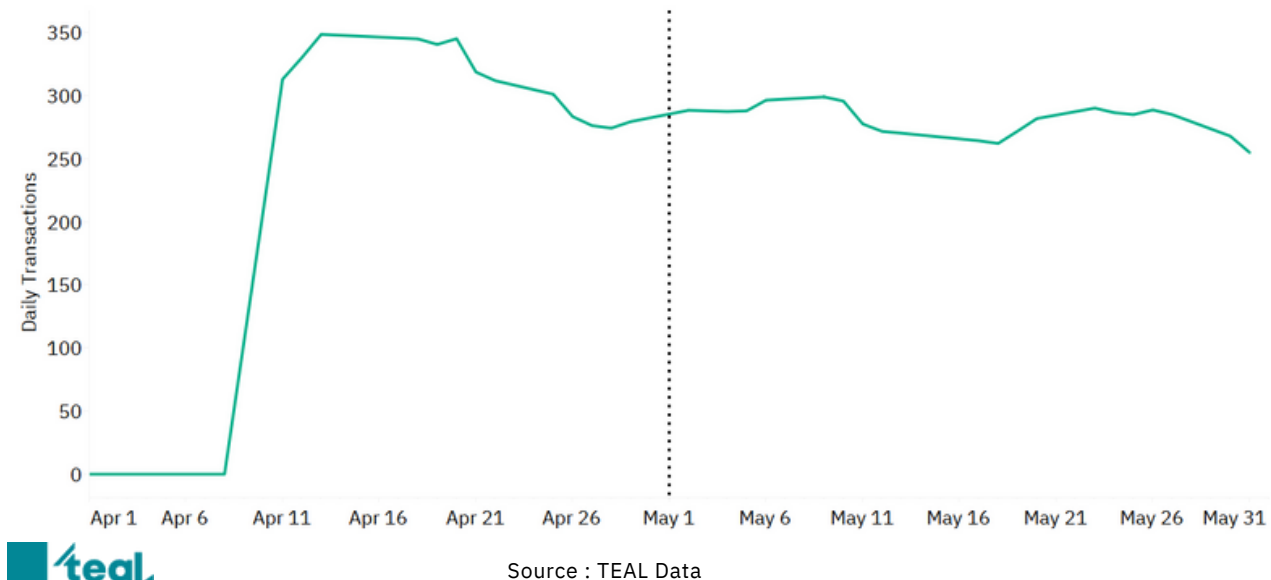
Source : TEAL Data

- In May 2022, Kulgaon surpassed Nilaje as the top locality with the most number of lease transactions.
- Thane saw a varied distribution of lease transactions geographically.

# Raigad - Sales

## Property Sales Activity - April 2022 vs May 2022

May 2022 Saw a Slight Decrease in Property Sales Volume in Raigad



**5,499**

Number of registered sales transactions in May 2022.

**-4.58%**

MoM change in property sales volume compared to April 2022.

**+76.19%**

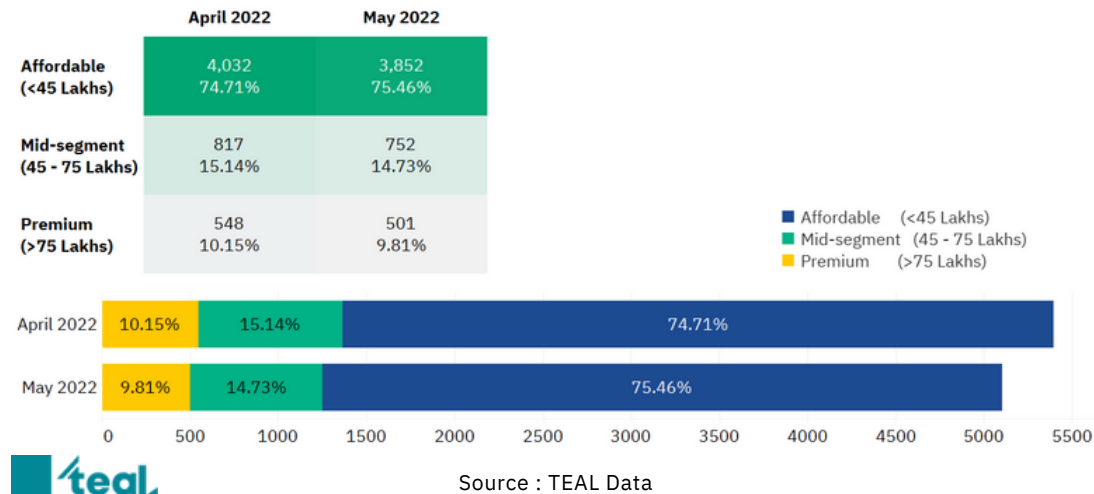
YoY change in property sales volume compared to May 2021.

## Property Sales by Market Segment

**Raigad witnessed maximum sales volume in the Affordable segment**, with 75.46% of total transactions in Affordable segment. The Affordable segment saw an incline from 74.71% of last month. In contrast, the segment share of the Premium segment and Mid-segment saw a decline from 15.14% in April 2022 to 14.73% in May 2022 and from 10.15% in April 2022 to 9.81% in May 2022 respectively.

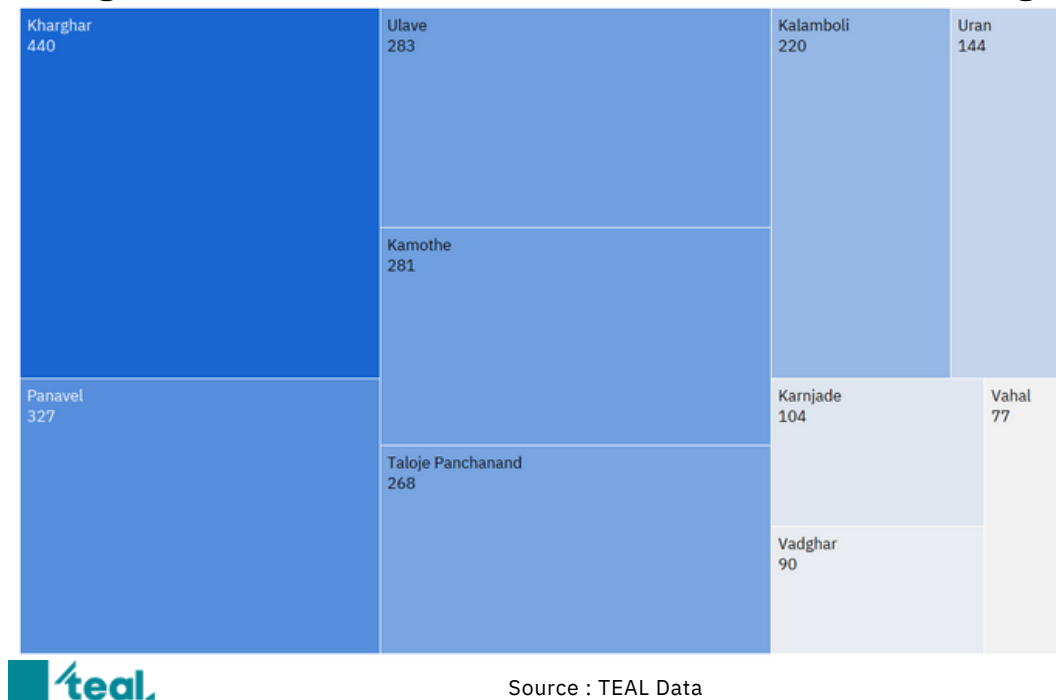
The segment wise distribution for sales transactions in Raigad was fairly constant in May 2022, with Affordable properties taking the predominant share.

## Affordable Segment Continues to Drive Sales Volume in Raigad



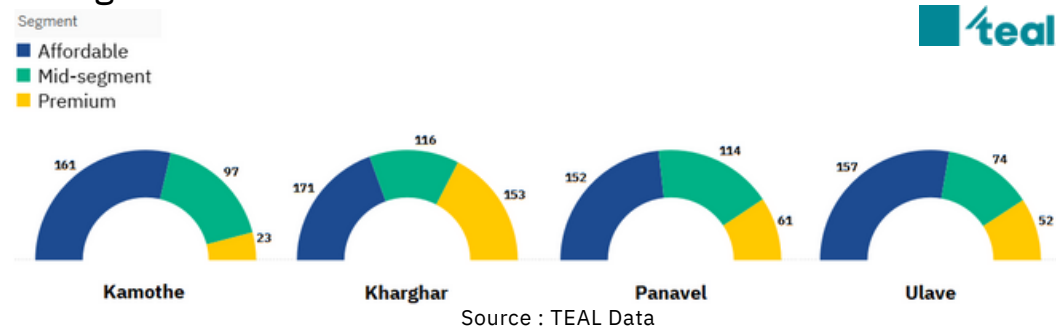
## Key Localities in the Sales Market

Kharghar Saw the Most Number of Sales Transactions in Raigad



Kharghar saw the most number of property sales in May 2022 with 171, 116 and 153 transactions in the Affordable, Mid-segment and Premium market respectively.

Kharghar Saw Most Number of Sales Transactions in Affordable Segment

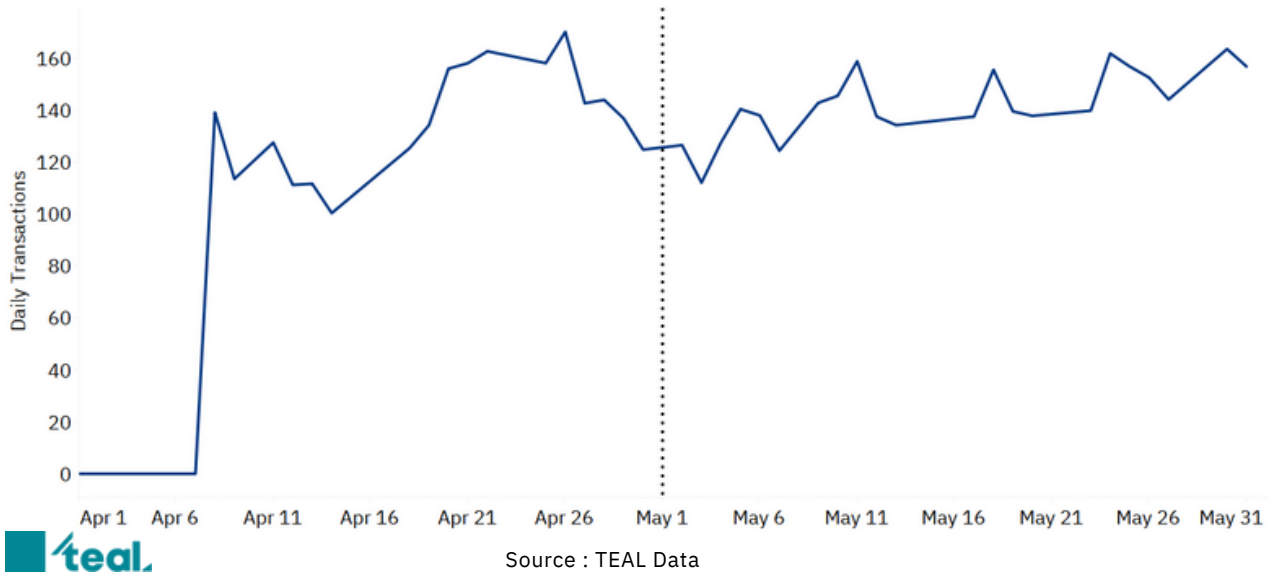


The north-western regions of Raigad saw the most amount of sales transactions with Kamothe, Kharghar, and Ulave as top localities.

# Raigad - Lease

## Property Leasing Activity - April 2022 vs May 2022

Lease Activity in Raigad Has Seen a Marginal Increase



**3,227**

Number of registered lease transactions in May 2022.

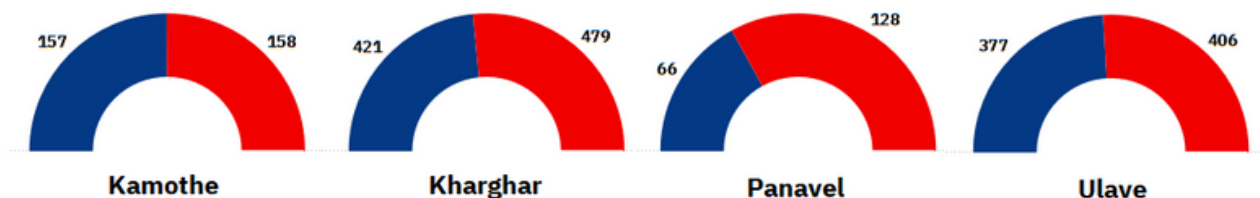
**+4.63%**

MoM change in property sales volume compared to April 2022.

## Key Localities in the Lease Transactions

Kharghar Saw the Most Number of Lease Transactions in Raigad

■ Apr-22  
■ May-22



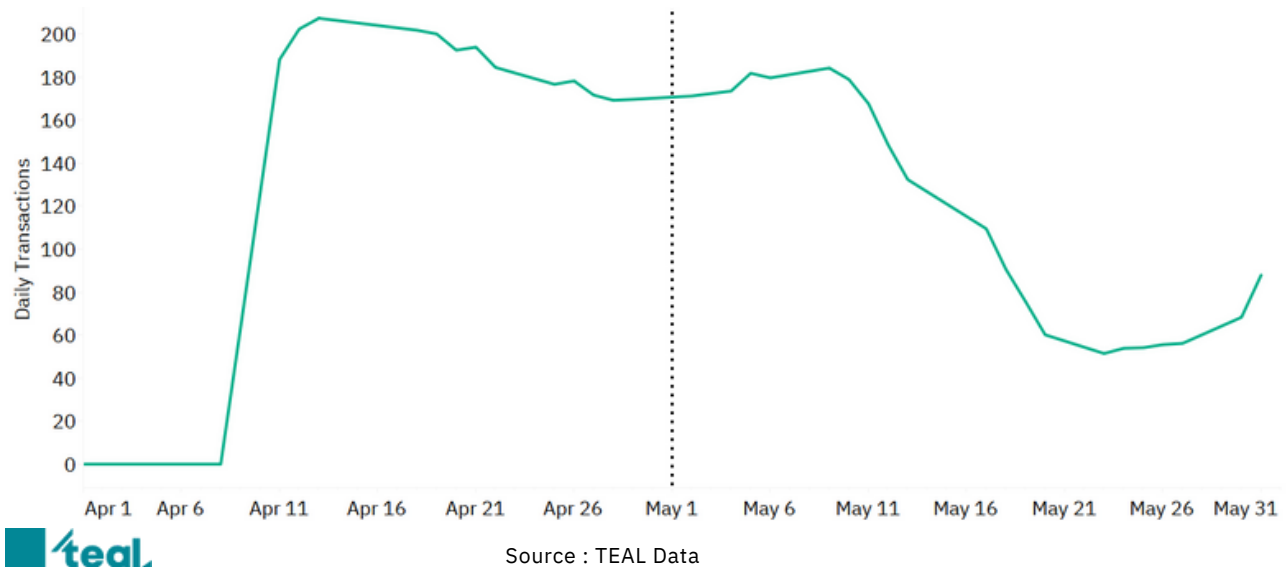
Source : TEAL Data

- Kharghar continued to be the top locality with the most number of lease transactions.
- The north-western regions of Raigad saw the most amount of lease transactions with Kamothe, Kharghar, and Ulave as top localities.

# Palghar - Sales

## Property Sales Activity - April 2022 vs May 2022

May 2022 Saw a Decrease in Property Sales Volume in Palghar



**2,093**

Number of registered sales transactions in May 2022.

**-39.72%**

MoM change in property sales volume compared to April 2022.

**+25.25%**

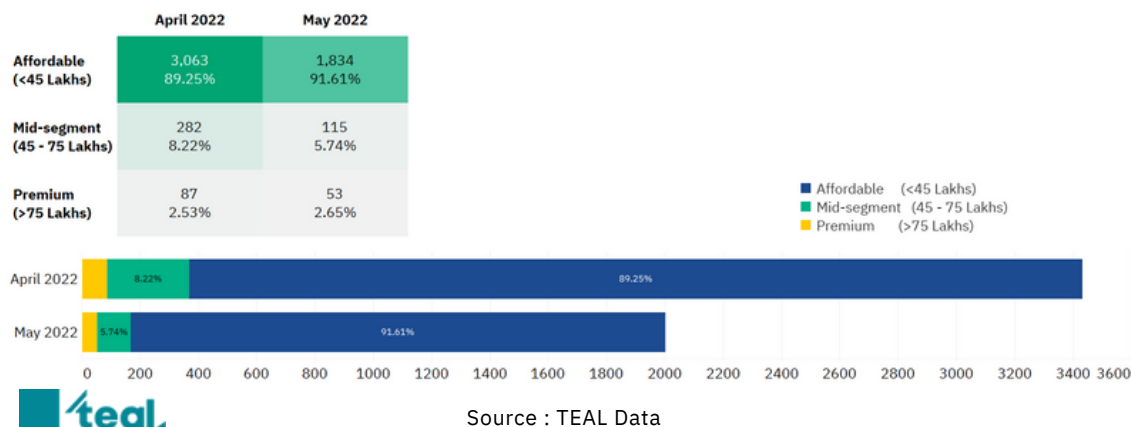
YoY change in property sales volume compared to May 2021.

## Property Sales by Market Segment

Continuing the trend observed in other MMR regions except Mumbai, **Palghar witnessed maximum sales volume in the Affordable segment** with 91.61% of total transactions. This share of sales saw an increase from 89.25% in April 2022. In contrast, the segment share of the Mid-segment decreased from 8.22% in April 2022 to 5.74% in May 2022.

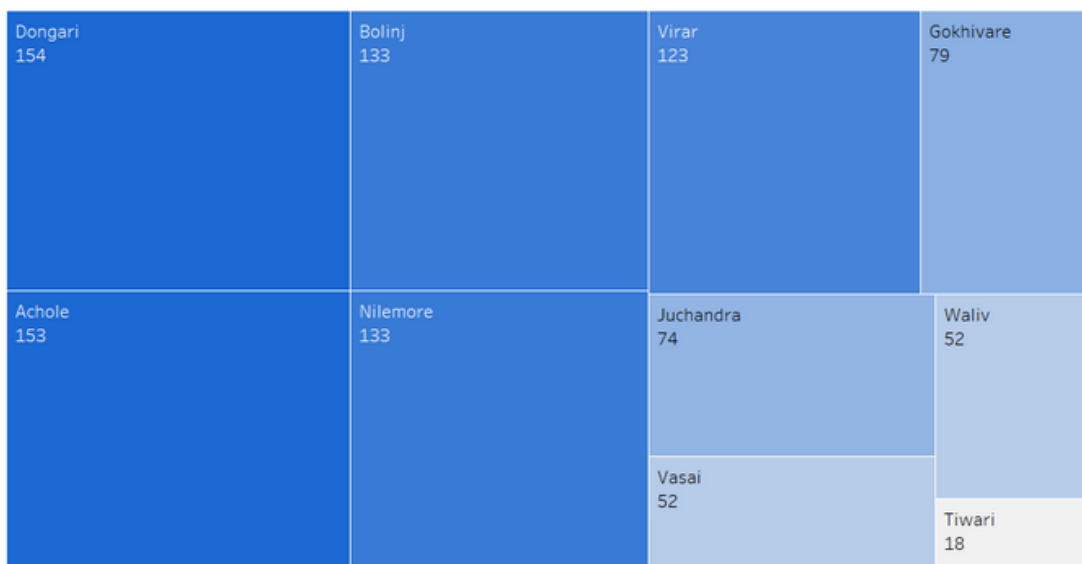
The segment wise distribution for sales transactions has not seen a change in Palghar, in May 2022 from what was observed the previous month, with a predominant share taken by Affordable properties.

## Affordable Segment Continues to Drive Sales Volume in Palghar



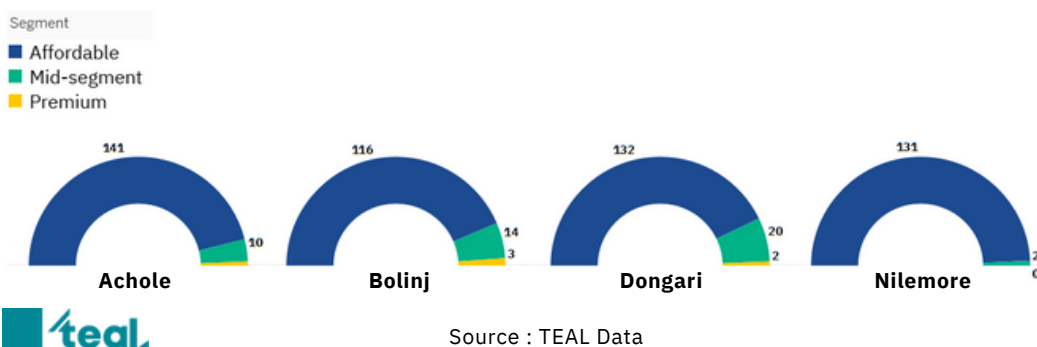
## Key Localities in the Sales Market

Dongari Saw the Most Number of Sales Transactions in Palghar



Dongari saw the most number of property sales transactions in May 2022 with 132, 20 and 2 transactions in the Affordable, Mid-segment and Premium market respectively.

Dongari Saw Most Number of Sales Transactions in Affordable Segment

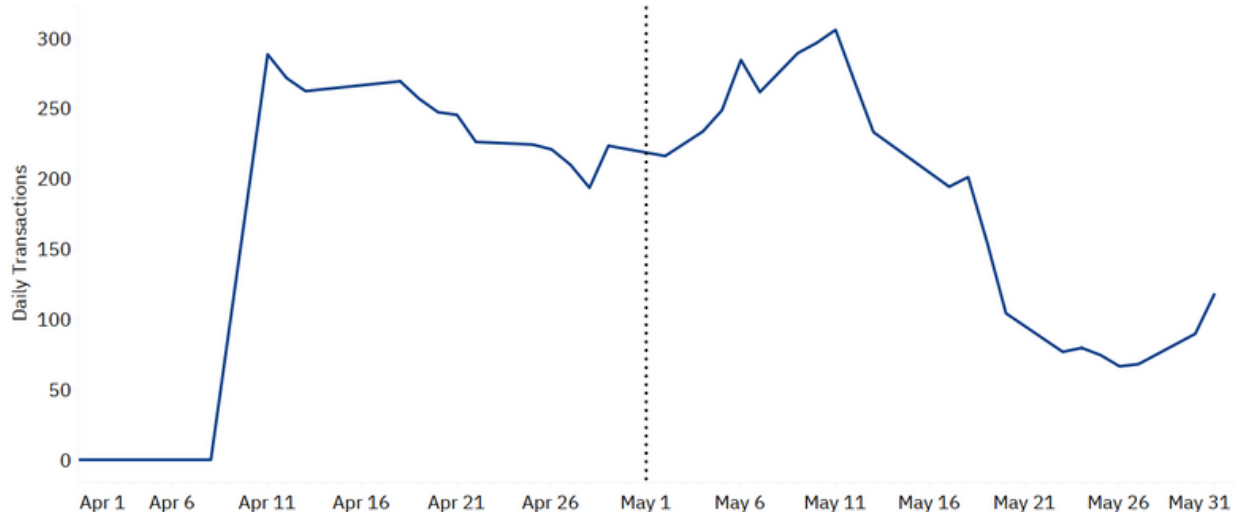


Palghar saw a significant number of sales transactions in the south eastern region of Palghar, with Achole and Nilemore emerging as top localities.

# Palghar - Lease

## Property Leasing Activity - April 2022 vs May 2022

Lease Activity in Palghar Has Seen a Significant Decrease



Source : TEAL Data

**3,627**

Number of registered  
lease transactions in  
May 2022.

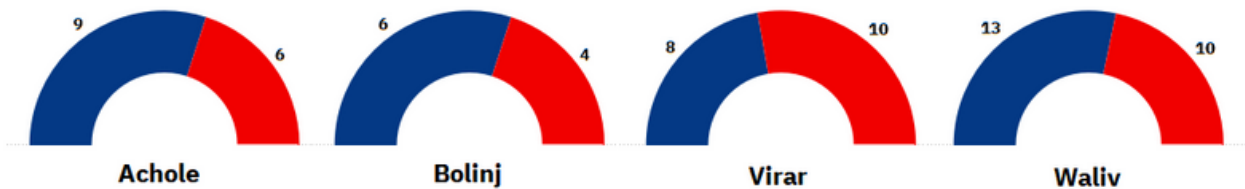
**-22.53%**

MoM change in property  
lease volume compared  
to April 2022.

## Key Localities in the Lease Transactions

Virar and Waliv Saw the Most Number of Lease Transactions in Palghar

■ Apr-22  
■ May-22



Source : TEAL Data

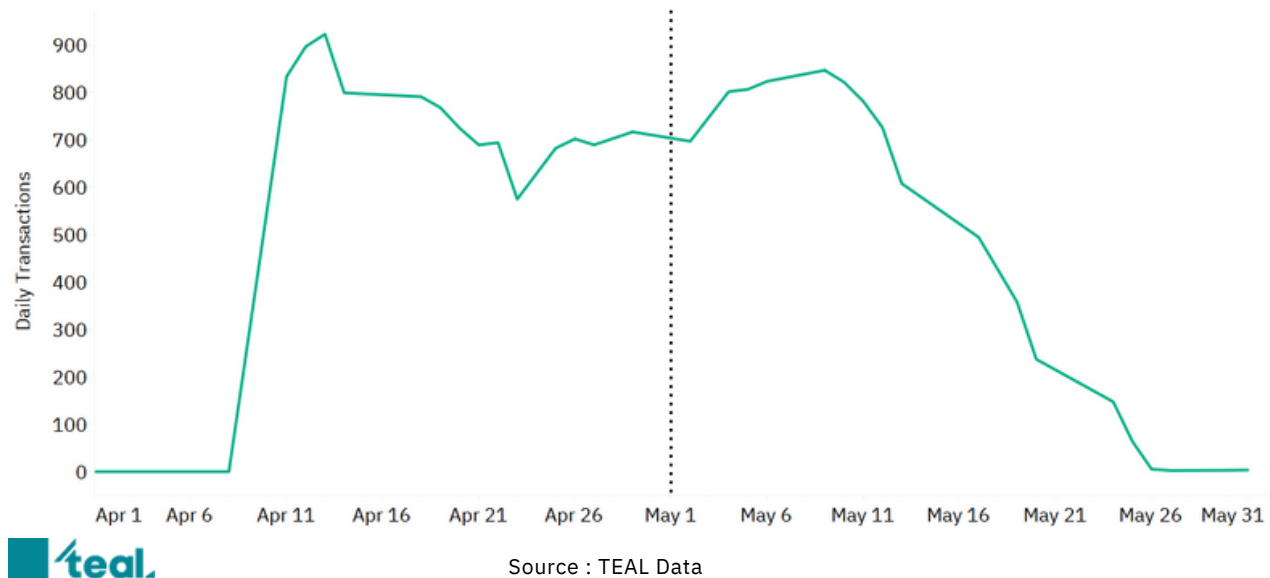
- In May 2022, Virar and Waliv surpassed Gokhivare as the top locality with the most number of lease transactions.
- Significant number of the sales transactions took place in the southern and south-eastern regions of Palghar, with Achale and Nilemore emerging as top localities for sales transactions.



# Pune - Sales

## Property Sales Activity - April 2022 vs May 2022

May 2022 Saw a Decrease in Property Sales Volume in Pune



**6,061**

Number of registered sales transactions in May 2022.

**-61.28%**

MoM change in property sales volume compared to April 2022.

**-21.84%**

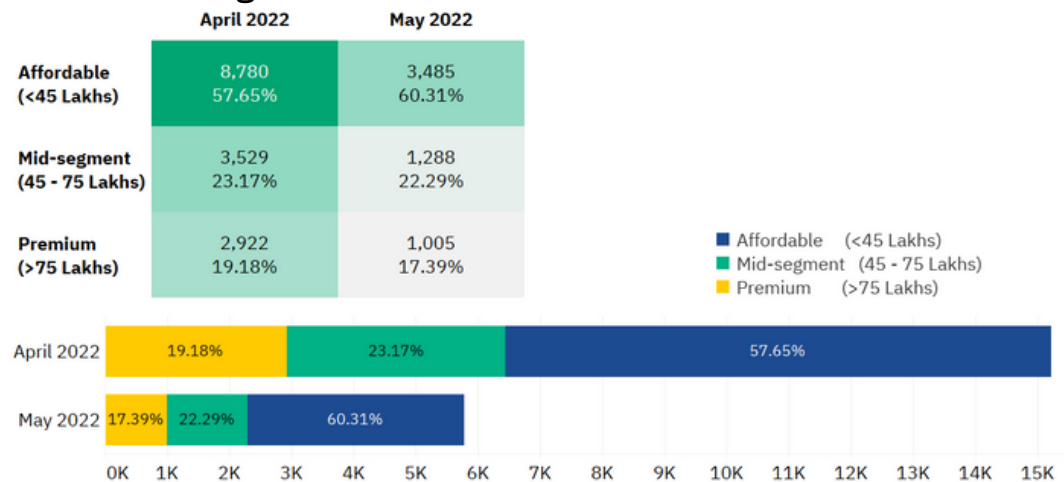
YoY change in property sales volume compared to May 2021.

## Property Sales by Market Segment

Pune also witnessed **maximum sales volume in the Affordable segment** with 60.31% of total transactions, a figure which saw a marginal increase from 57.65% in April 2022. In contrast, the segment share of the Premium segment dropped from 19.18% in April 2022 to 17.39% in May 2022.

The segment wise distribution for sales transactions for Pune has not seen a change in May 2022, from what was observed in the previous month, with Affordable segment taking the predominant share.

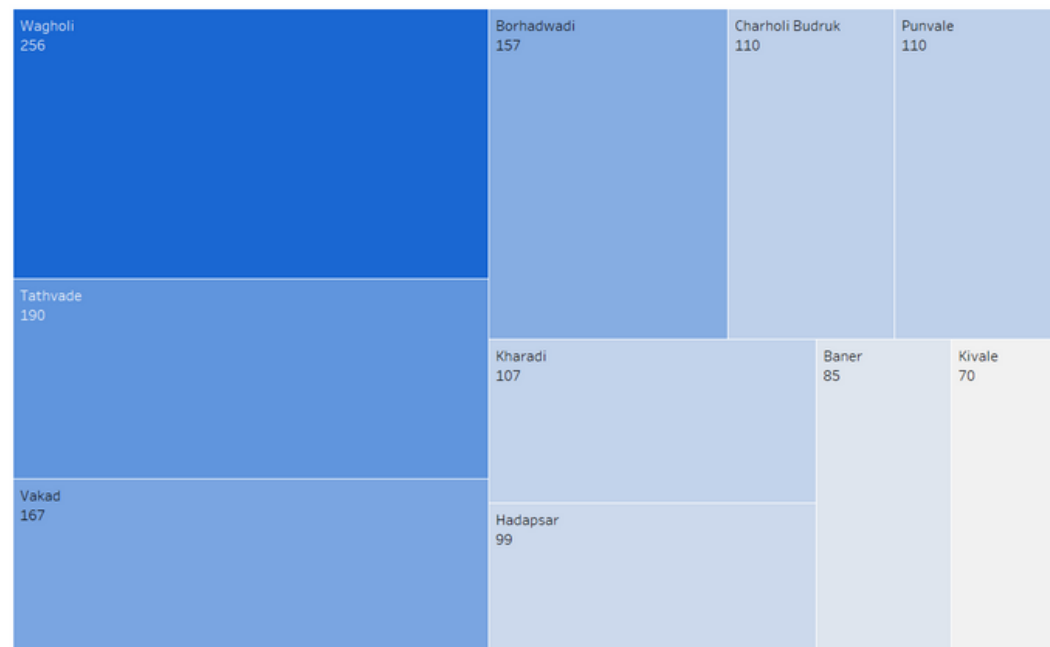
## Affordable Segment Continues to Drive Sales Volume in Pune



Source : TEAL Data

## Key Localities in the Sales Market

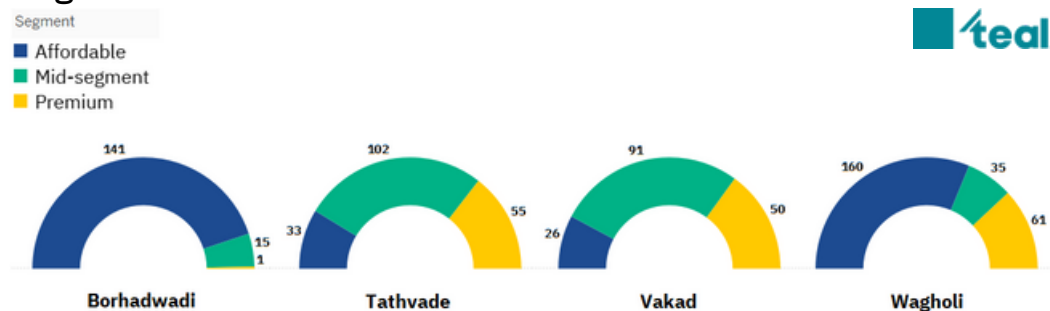
Wagholi Saw the Most Number of Sales Transactions in Pune



Source : TEAL Data

Wagholi saw the most number of property sales in May 2022 with 160, 35 and 61 transactions in the Affordable, Mid-segment and Premium segment respectively.

Wagholi Saw Most Number of Sales Transactions in Affordable Segment



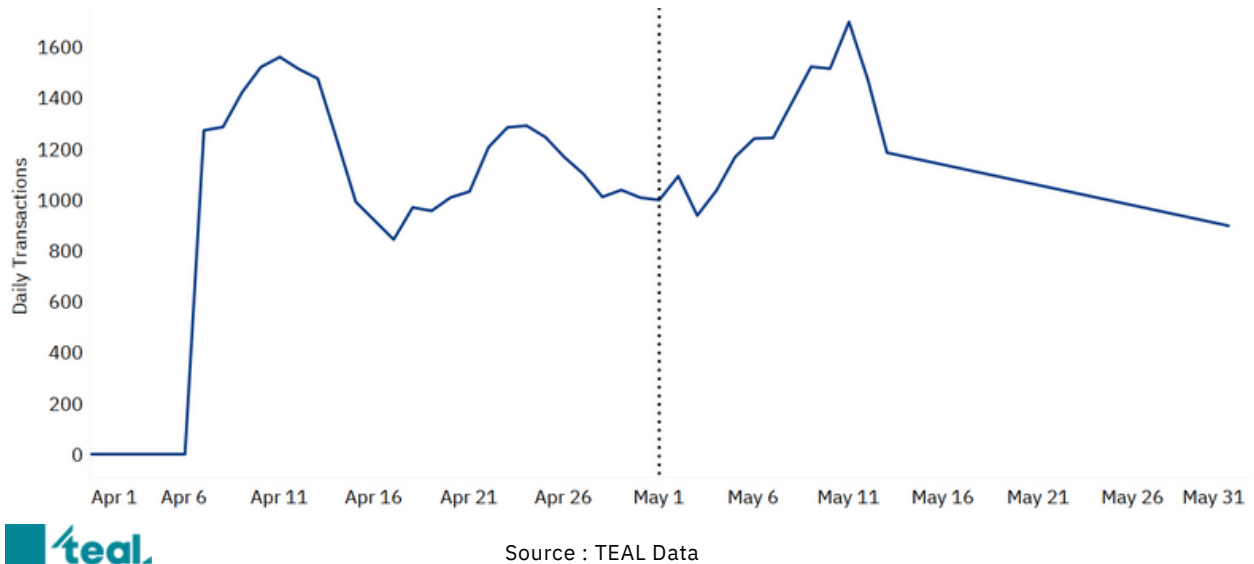
Source : TEAL Data

Pune saw a varied distribution of sales transactions geographically.

# Pune - Lease

## Property Leasing Activity - April 2022 vs May 2022

Lease Activity in Pune Has Seen a Significant Decrease



**14,616**

Number of registered sales transactions in May 2022.

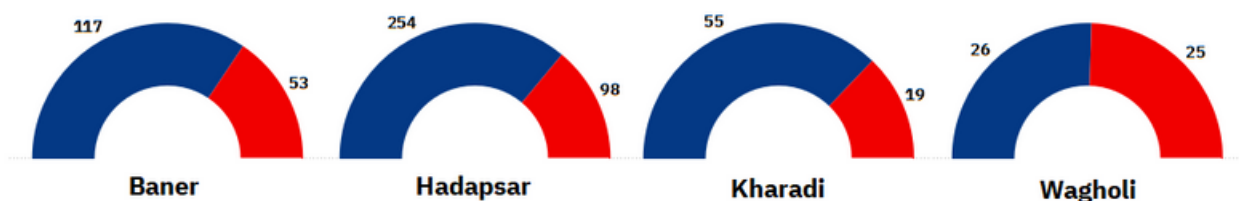
**-56.51%**

MoM change in property sales volume compared to April 2022.

## Key Localities in the Lease Transactions

Hadapsar Saw the Most Number of Lease Transactions in Pune

■ Apr-22  
■ May-22



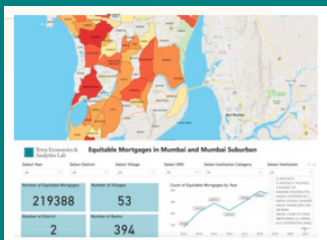
Source : TEAL Data

- Hadapsar continued to be the top locality with the most number of lease transactions.
- Significant number of lease transactions took place in the north-eastern regions of Pune, with Kharadi and Wagholi as top localities.

# GET A CLOSER LOOK WITH TEAL ANALYTICS

TEAL Real Estate Analytics Suite leverages our unmatched access to real estate data to produce actionable insights that give you an immediate competitive edge in the market. Our analytics is driven by key parameters and determinants relied upon by leading players in the real estate and allied sectors including developers, aggregators, and lenders. Our state-of-the-art data aggregation, cleaning, and ingestion processes deploy cutting-edge natural language processing, artificial intelligence, and machine-learning capabilities to standardize data from diverse datasets to power your insights. Get in touch with us directly to know how we can answer the following questions and more:

- **Bank and HFC wise mortgage distributions**
- **Housing sales and mortgages by price range**
- **Developer wise sold and unsold inventory units**
- **Office and retail lease insights**
- **Micro-locality level lease rate per sq. ft.**

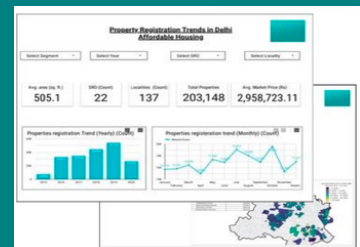


## Transaction Monitor

Explore in-depth real estate market movements through our Transaction Monitor. Transaction Monitor captures information on inventory movement, mortgage lending, rentals, and leases at the pin code level. Annualised and monthly visualizations allow you to identify growth areas and underserved markets with unparalleled ease

## Interactive Dashboards

Benchmark your business to the real estate markets you operate in. Track vital property market metrics and get fast access to the answers you need for better decision-making. Our intuitive and easy to use interactive dashboards allow you to dig deeper into broader trends and unpack insights that can drive intelligent business decisions.



## Market Reports

On demand micro-market reports take a no-stone untouched approach to analysing selected localities on demand. These reports include demographic profiles, historic transaction trends, and key-market determinants such as local infrastructures, upcoming projects, etc. to provide in-depth evidences and compare the attractiveness of local markets.

Reach out to us directly to find out how our data can transform your real estate intelligence process.

**sales@tealindia.in or call us at 7760968325**

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