



TERRA ECONOMICS AND ANALYTICS LAB

# TEAL Analytics

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

**South India - Chennai, Coimbatore,  
Bengaluru, Hyderabad, and Warangal.**

***Affordable Housing Drives Property  
Sales Demand***

# Table of Contents

# CONTENTS

01.

**Summary**

03.

**Chennai**

06.

**Coimbatore**

09.

**Bengaluru**

12.

**Hyderabad**

14.

**Warangal**

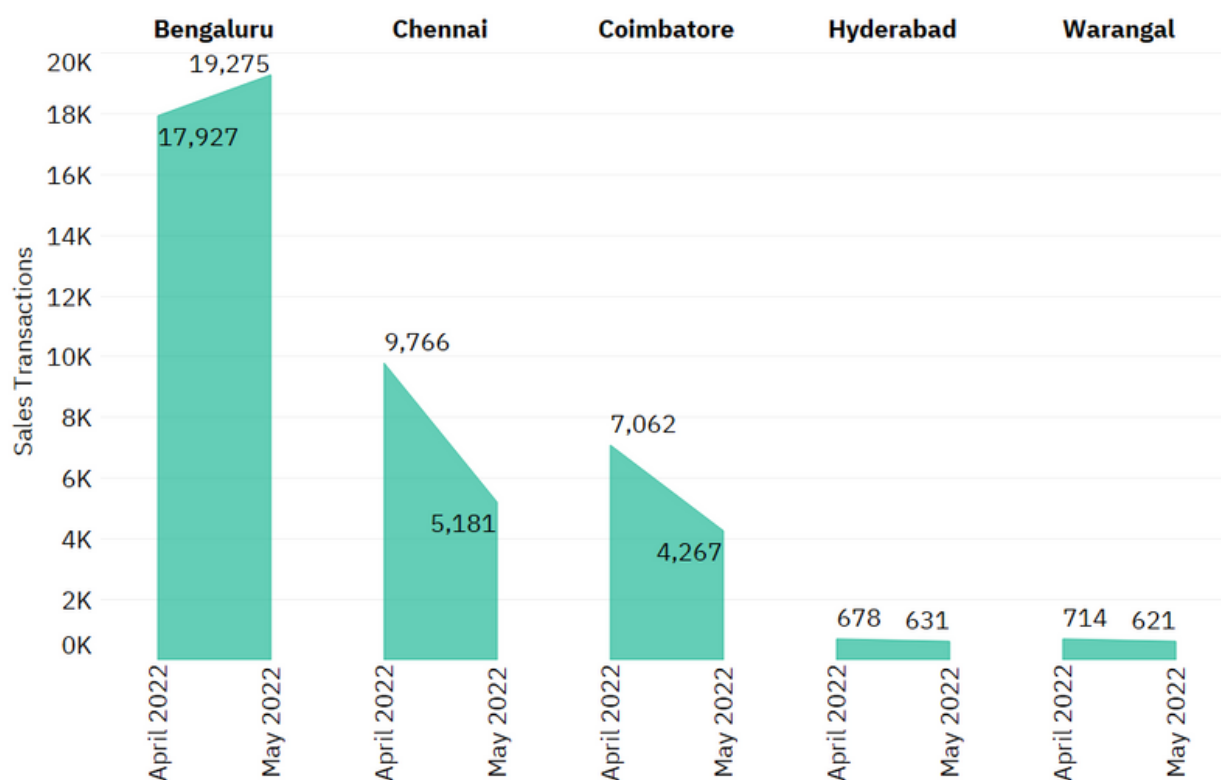
17.

**Market Updates**

# SUMMARY

The property sales market in Telangana and Tamil Nadu witnessed a decline in transaction volume during May 2022, compared to April 2022. Bengaluru, on the other hand, saw a marginal incline in transaction volume. Karnataka government's decision to cut property guidance value by 10% for another three month from April 25, 2022 to July 24, 2022 [1] could be attributed for the increase in sales.

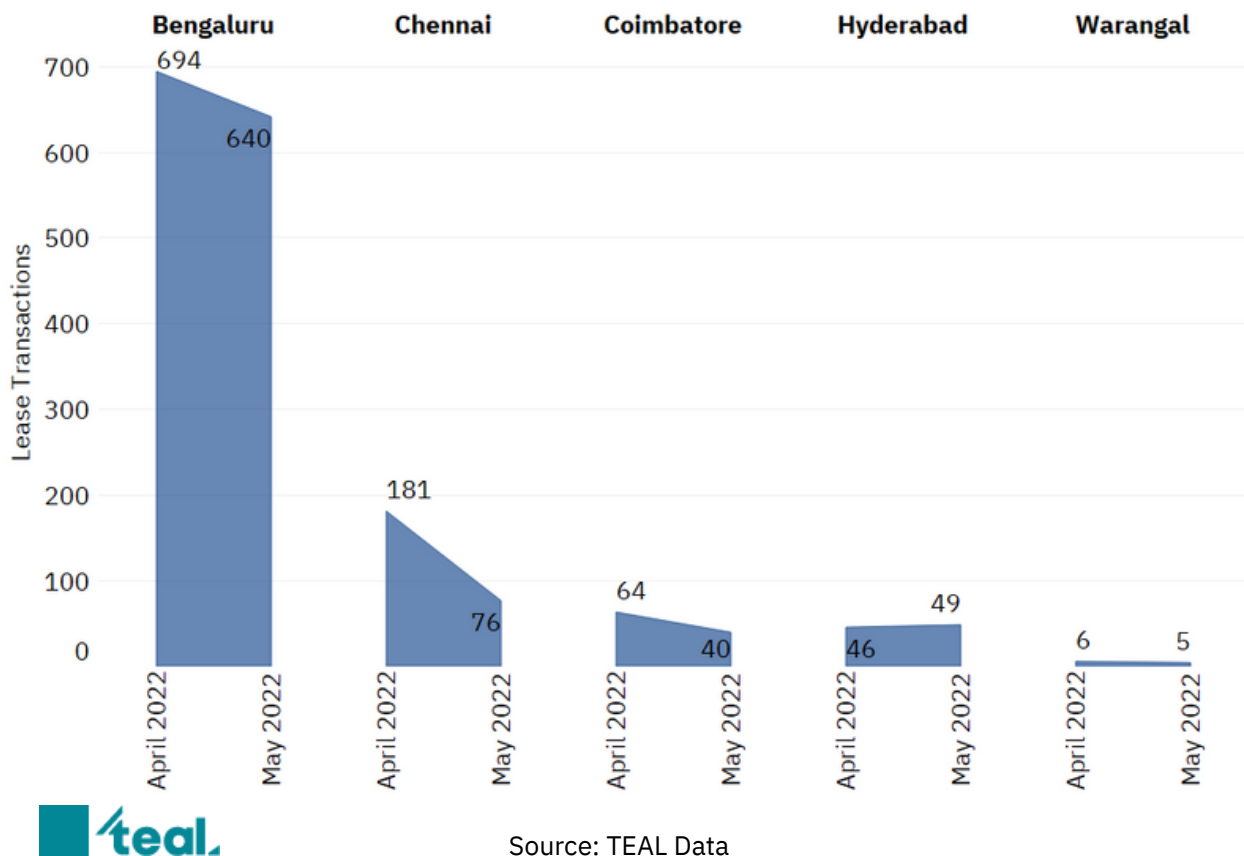
## Bengaluru Observed an Increase in Property Sales Volume MoM



Source: TEAL Data

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.

## Lease Activity Has Seen a Decline in May 2022



Leasing activity, shows a **decline** in Bengaluru, Tamil Nadu and Warangal. Whereas Hyderabad saw a very minimal **increase**. **Chennai showed the steepest decline MoM with a decrease of 58.01%** from the last month; Coimbatore came in next with a decline of **37.5%** MoM. There is room for optimism, however, as more and more educational institutes and offices re-open their doors for in-person attendance after an extended period of working from home.

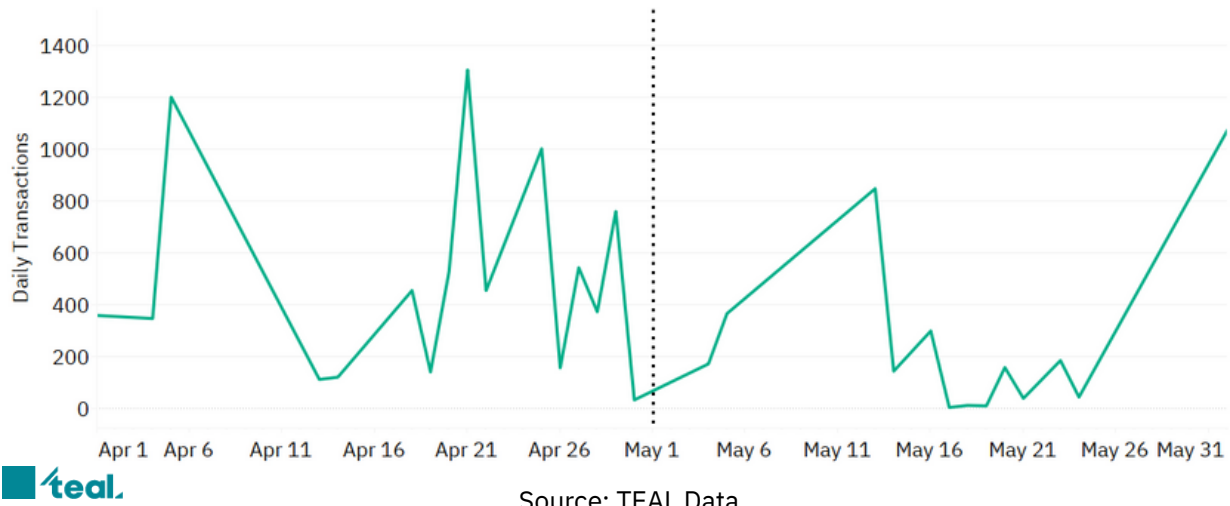
TEAL is India's largest repository of real estate data. At TEAL, we leverage cutting-edge big data analytics and machine-learning to power our range of due diligence products and valuation tools. Our data repository covers title documents, municipal and litigation records, RERA registration details among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

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.

# Chennai

## Property Sales Activity - April 2022 vs May 2022

Chennai Has Seen a Decline in Property Sales Volume in May 2022



**2,257**

Number of registered sales transactions in May 2022.

**-70.1%**

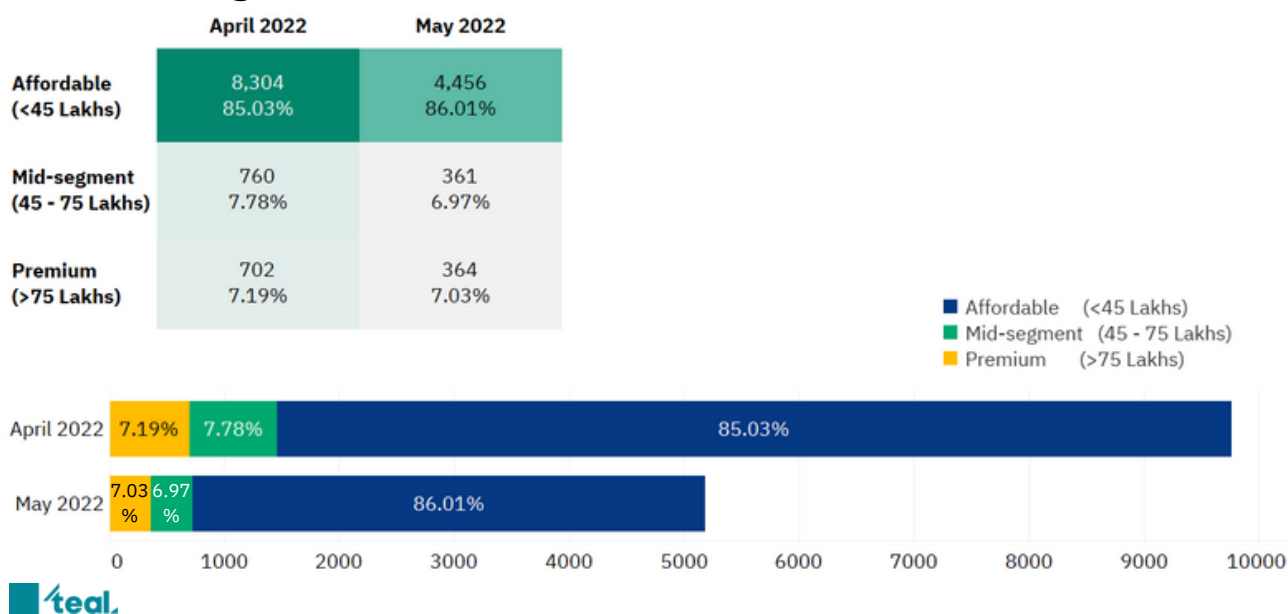
MoM change in property sales volume compared to April 2022.

## Property Sales by Market Segment

Chennai witnessed maximum sales volume in the **Affordable segment**. The **segment share** of affordable property sales stood at **86.01%** of overall sales in **May 2022**, a figure that saw a marginal growth from 85.03% in the previous month. In contrast, the average segment share of **Premium** properties stood at 7.03%, a figure that saw a **slight decline** from 7.19% in the last month.

The market share of Affordable property sales was higher in May at 86.01%. Whereas April was stronger for the Mid - Segment and Premium segment property sales, with its share standing at 7.78% and 7.19% respectively that month.

## Affordable Segment continues to Drive Sales Volume in Chennai



# 86.01%

of the overall property sales were in the Affordable Market (< Rs. 45 Lacs)

# 253Cr

of the overall property sales amount were in the Affordable Market in May '22

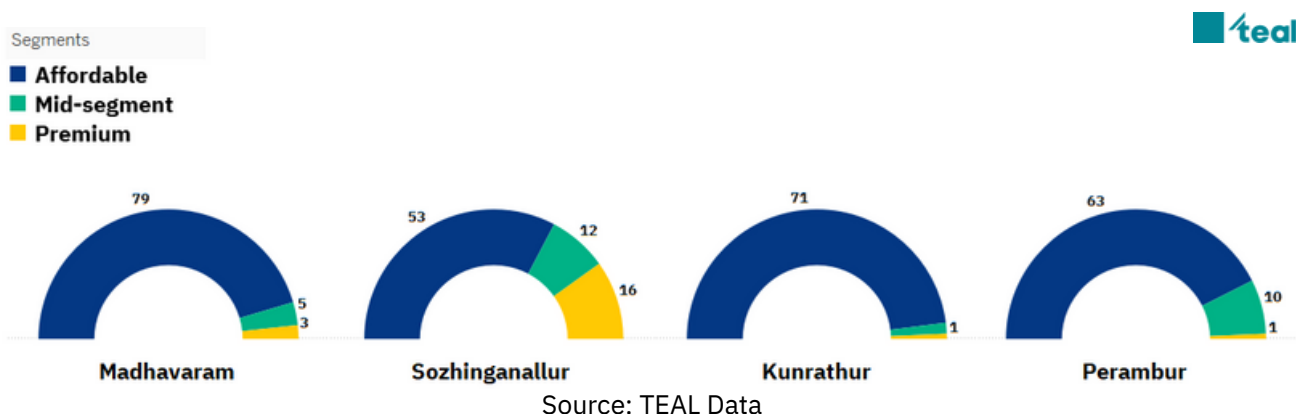
# 13Lakhs

is the median property price for the affordable segment in Chennai in May'22

## Key Localities for Property Sales

Madhavaram recorded the highest property sales transactions in May 2022 with 79, 5 and 3 transactions in the Affordable, Mid-segment and Premium market respectively.

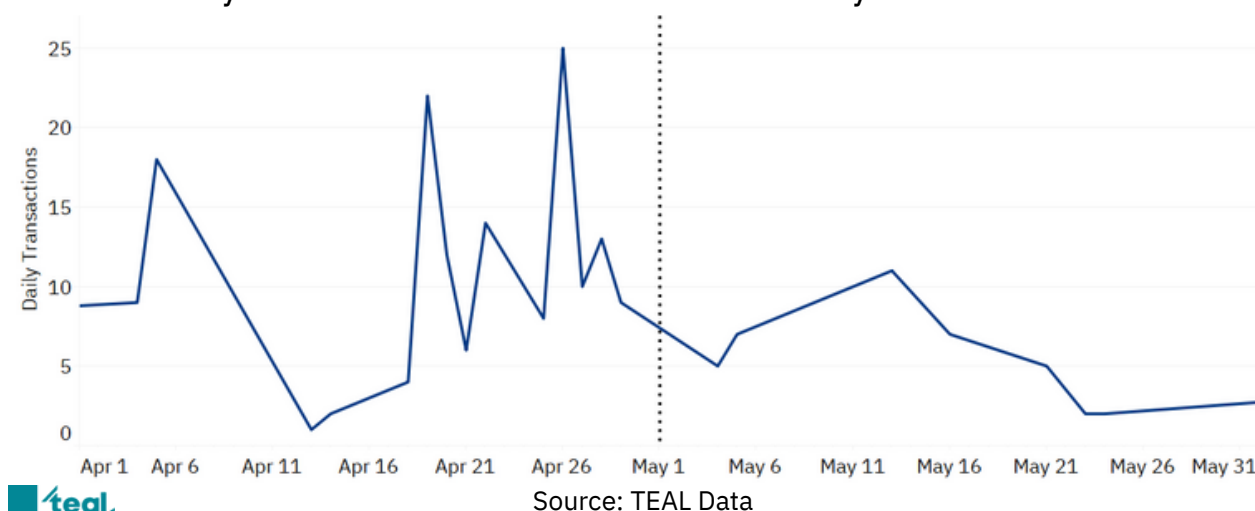
Kunrathur saw the Greatest Share of Sales in the Affordable Segment



- Kunrathur saw the greatest share of sales in the affordable segment with 93.42% of its sales falling in the sub 45 lakh bracket.
- Other localities that drove sales volume included Sozhingnanallur, and Perambur.

## Property Lease Activity

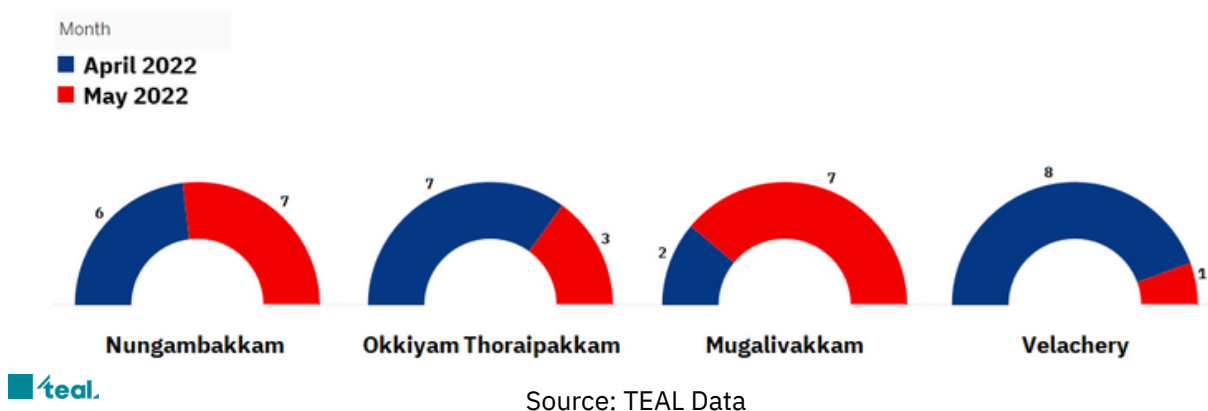
Lease Activity in Chennai Has Seen a Decline in May 2022



## Key Localities for Lease Transactions

Nungambakkam saw the most number of lease transactions in May 2022 with 7 transactions, and 6 transactions in April 2022 and Mugalivakkam saw the most substantive growth between April 2022 and May 2022

Nungambakkam and Mugalivakkam saw the Most Number of Lease Transactions

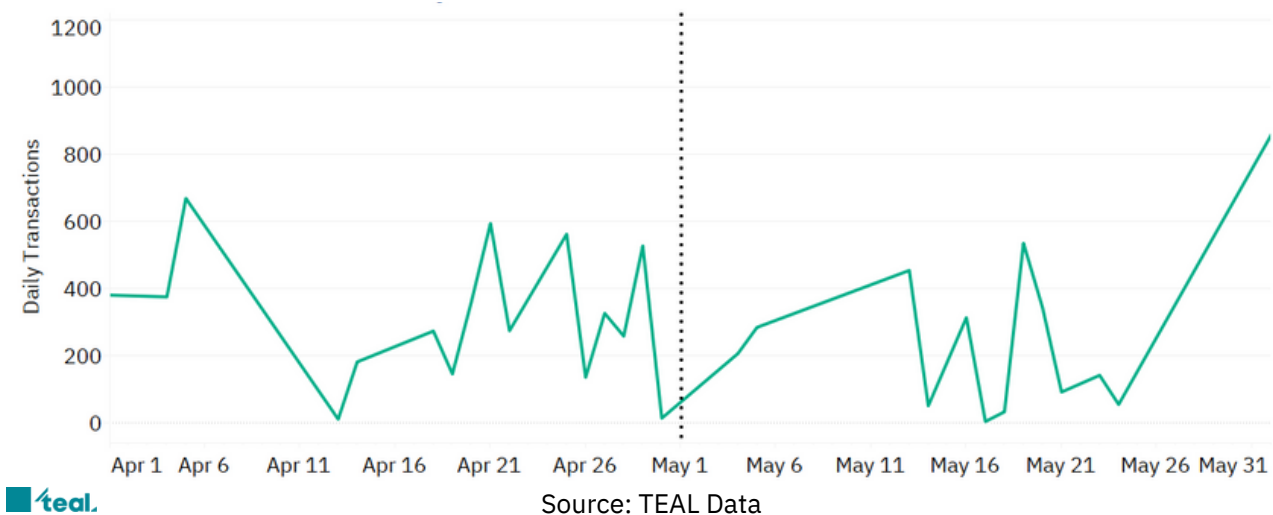


Velachery, on the other hand, saw a noteworthy decline in volume, with a drop of 87.5% MoM.

# Coimbatore

## Property Sales Activity - April 2022 vs May 2022

Coimbatore Has Seen a Decline in Sales in May 2022



**2,494**

Number of registered sales transactions in May 2022.

**-46.8%**

MoM change in property sales volume compared to April 2022.

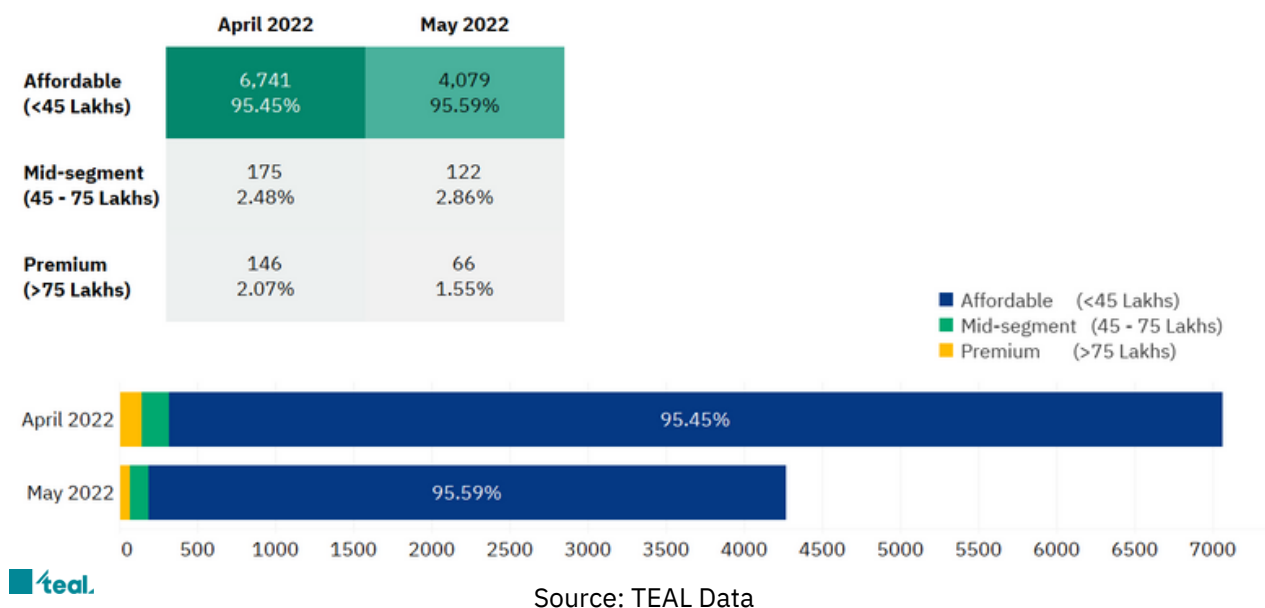
## Property Sales by Market Segment

Maintaining trends from the Chennai, **Coimbatore also witnessed maximum sales volume in the Affordable segment.** The **segment share** of affordable property sales stood at **95.59%** of overall sales **in May 2022**, a figure that saw a slight increase from 95.45% in the previous month. The other segments maintained their negligible contributions in comparison.

The market share of Affordable property sales and Mid - Segment sales were higher in May at 95.59% and 2.86% respectively. Whereas April was stronger for the Premium Segment, with its share standing at 1.55% that month.



## Affordable Segment continues to Drive Sales Volume in Coimbatore



# 95.59%

of the overall property sales  
were in the Affordable Market  
(< Rs. 45 Lacs)

# 164Cr

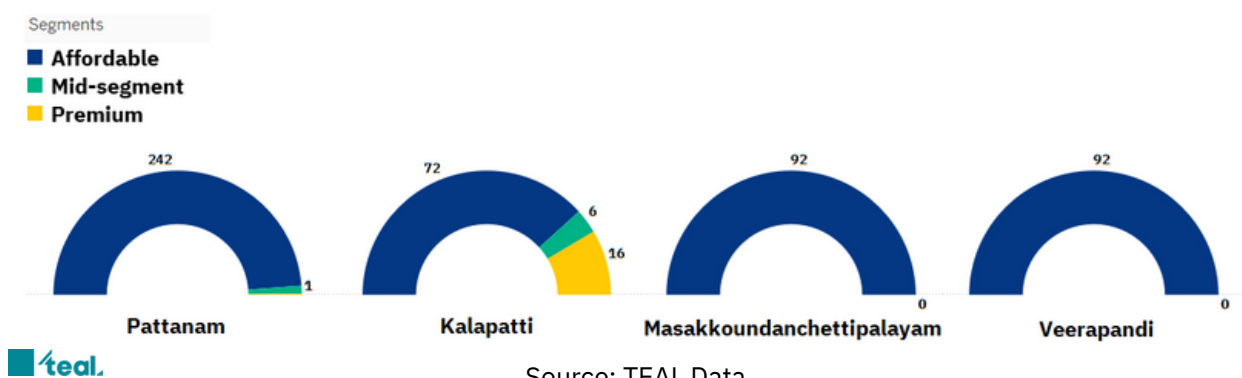
of the overall property sales  
amount were in the  
Affordable Market in May '22

# 6.9Lakhs

is the median property  
price for the affordable  
segment in Warangal in May'22

## Key Localities for Property Sales

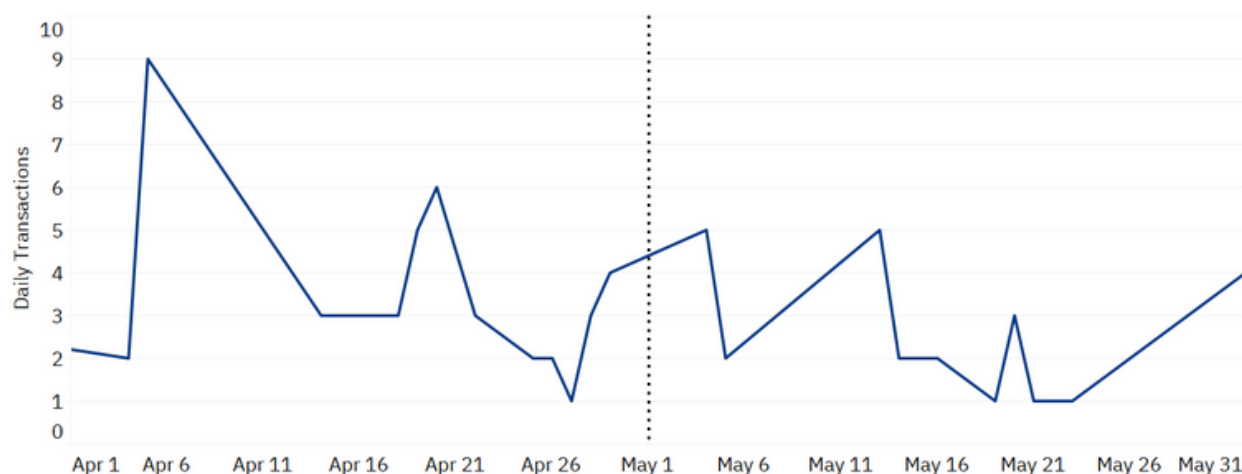
Masakkoundanchettipalayam and Veerapandi saw Greater Share of Sales in the Affordable Segment



- Pattanam recorded the highest property sales transactions in May 2022 with 248 transactions.
- Masakkoundanchettipalayam and Veerapandi saw greater share of sales in the affordable segment with 100% of their sales falling in the sub 45 lakh bracket.

## Property Lease Activity

Lease Activity in Coimbatore Has Seen a Decline in May 2022



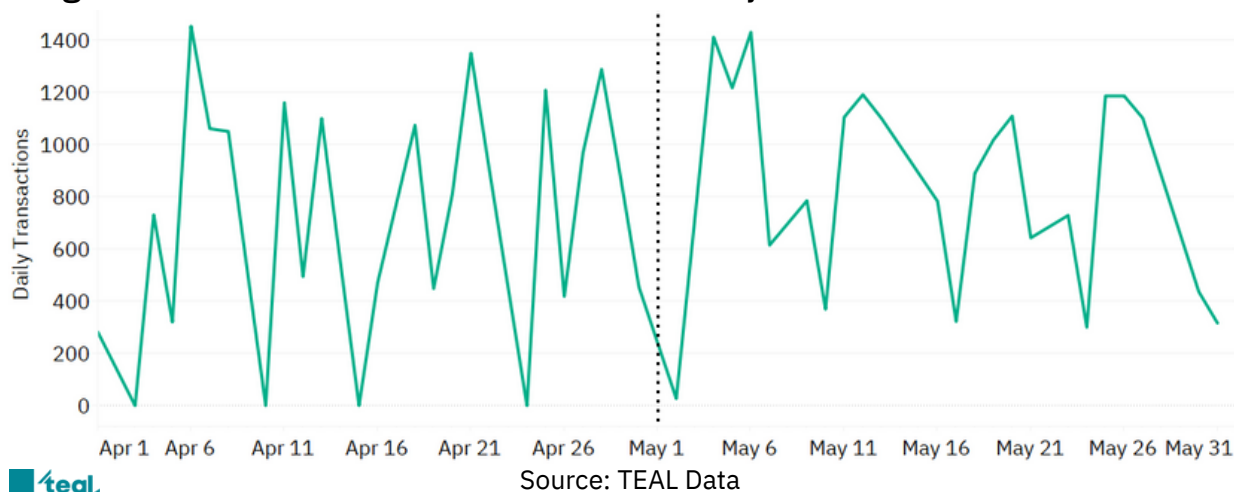
Source: TEAL Data

- Lease Activity in Coimbatore has shown a **decline** of **37.5%** MoM from last month.
- On closer observation, the lease activity in Coimbatore has seen decline during mid May and is gradually picking up towards the end of May 2022.
- Whereas, the lease activity in Coimbatore saw a decline in April towards the end of the month.
- Moppiripalayam saw the most number of lease transactions in May 2022.
- Other localities with most lease transactions included Sanganoor and Ward 9.

# Bengaluru

## Property Sales Activity - April 2022 vs May 2022

Bengaluru Has Seen an Incline in Sales in May 2022



**19,851**

Number of registered sales transactions in May 2022.

**+7.68%**

MoM change in property sales volume compared to April 2022.

**+26.68%**

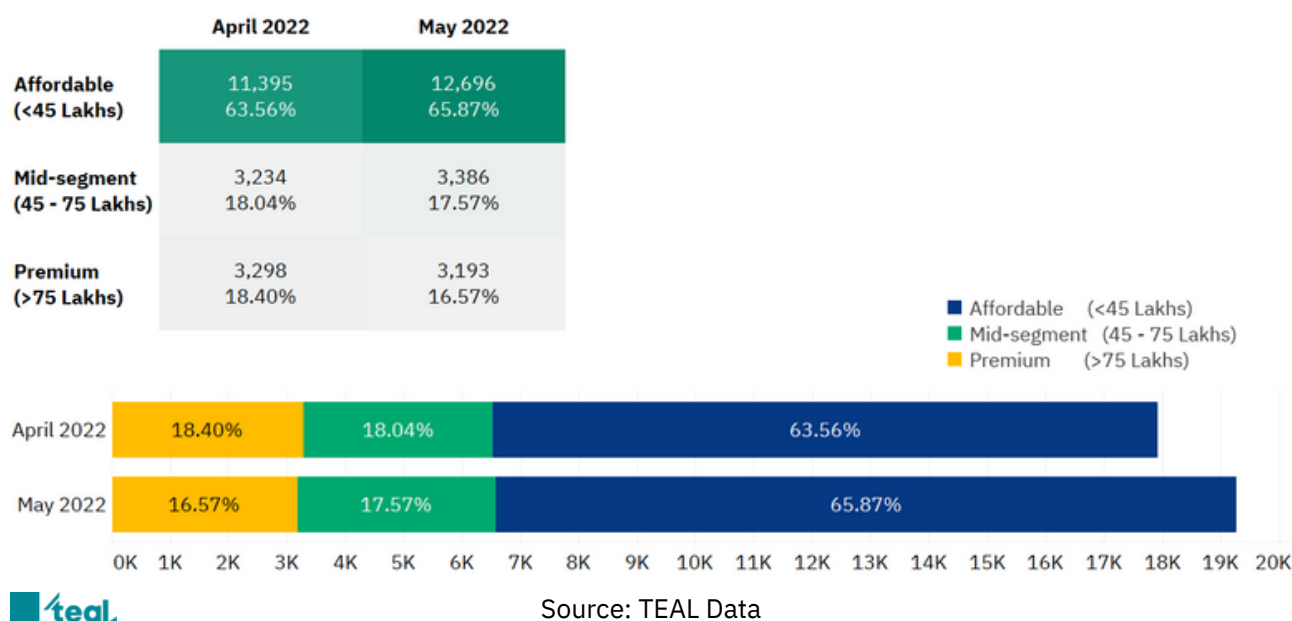
YoY change in property sales volume compared to May 2021.

## Property Sales by Market Segment

**Bengaluru witnessed the maximum sales volume in the Affordable segment.** The **segment share** of affordable property sales stood at **65.87%** of overall sales **in May 2022**, a figure that saw a marginal growth from 63.56% in the previous month. In contrast, the average segment share of **Premium** properties stood at 16.57%, a figure that **saw a slight decline** from 18.40% in the last month.

The market share of Affordable property sales was higher in May at 65.87%. April saw higher share of Premium property sales and Mid - Segment property sales with 18.40% and 18.04% of shares respectively.

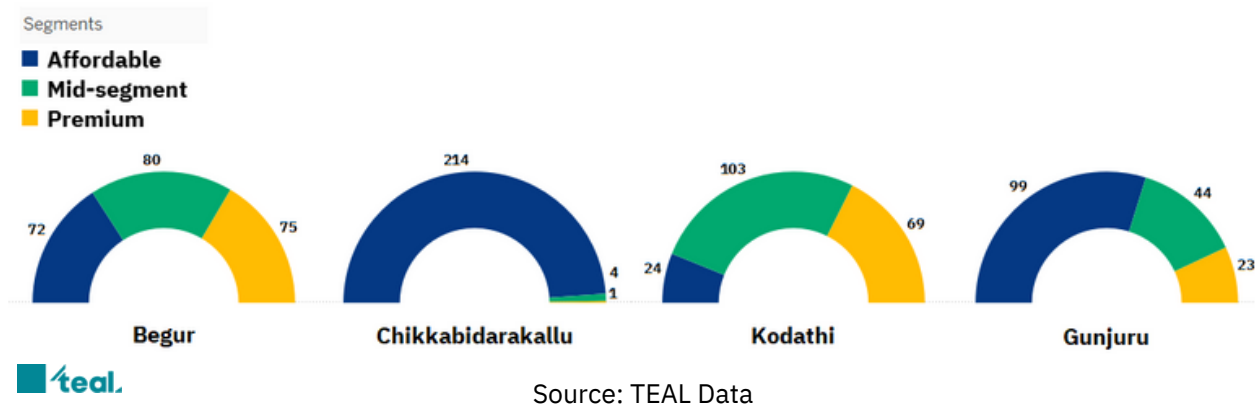
## Affordable Segment continues to Drive Sales Volume in Bengaluru



## Key Localities for Property Sales

Begur recorded the highest property sales transactions in May 2022 with 72, 80 and 75 transactions in the Affordable, Mid-segment and Premium segments respectively.

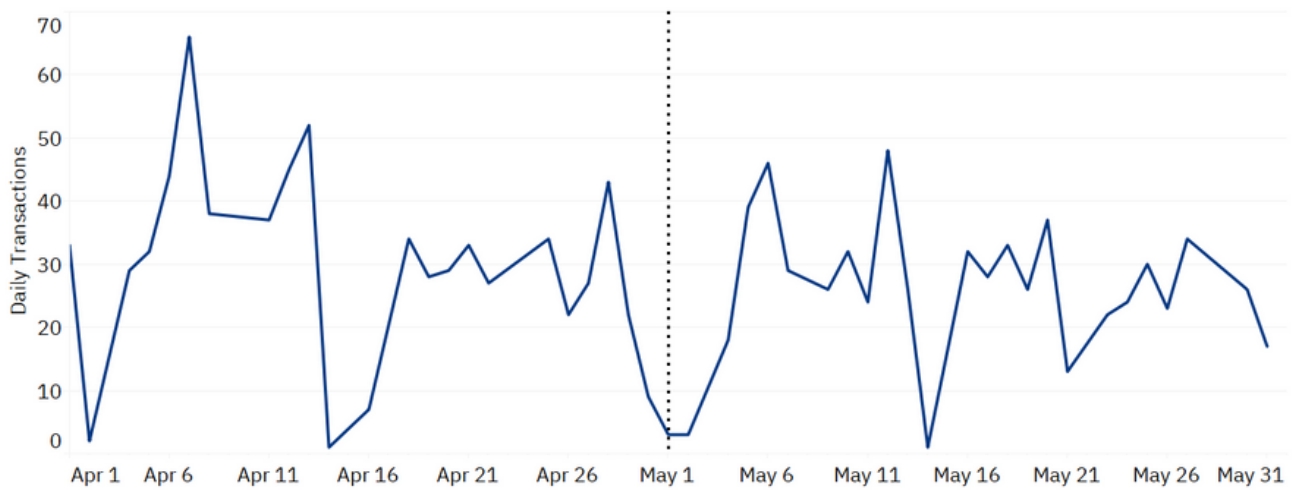
## Chikkabidarakallu saw the Greatest Share of Sales in Affordable Segment



- Chikkabidarakallu saw the greatest share of sales in the affordable segment with 97.72% of its sales falling in the sub 45 lakh bracket.
- Other localities that drove sales volume included Kodathi and Gunjuru

## Property Lease Activity

Lease Activity in Bangalore Maintained a Steady Status From April - May, 2022

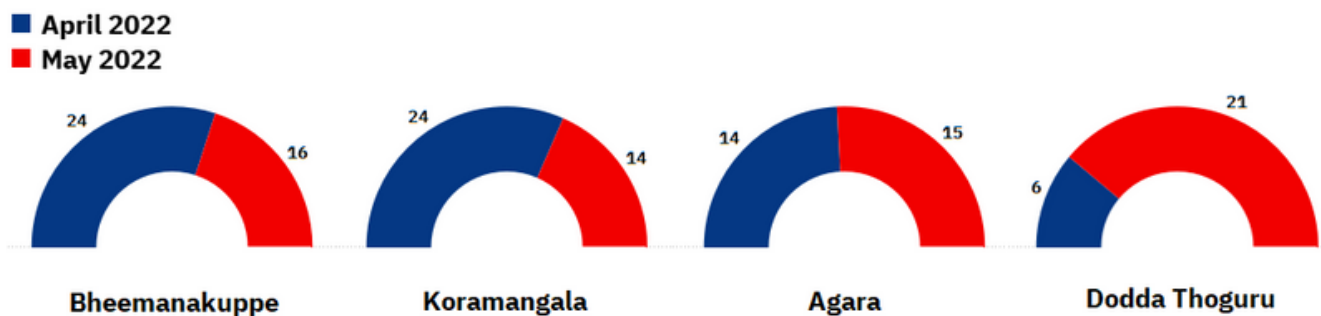


Source: TEAL Data

## Key Localities for Lease Transactions

Dodda Thoguru saw the most number of lease transactions in May 2022 with 21 transactions, and 6 transactions in April 2022 and also saw the most substantive growth between April 2022 and May 2022

Dodda Thoguru saw the Most Number of Lease Transactions



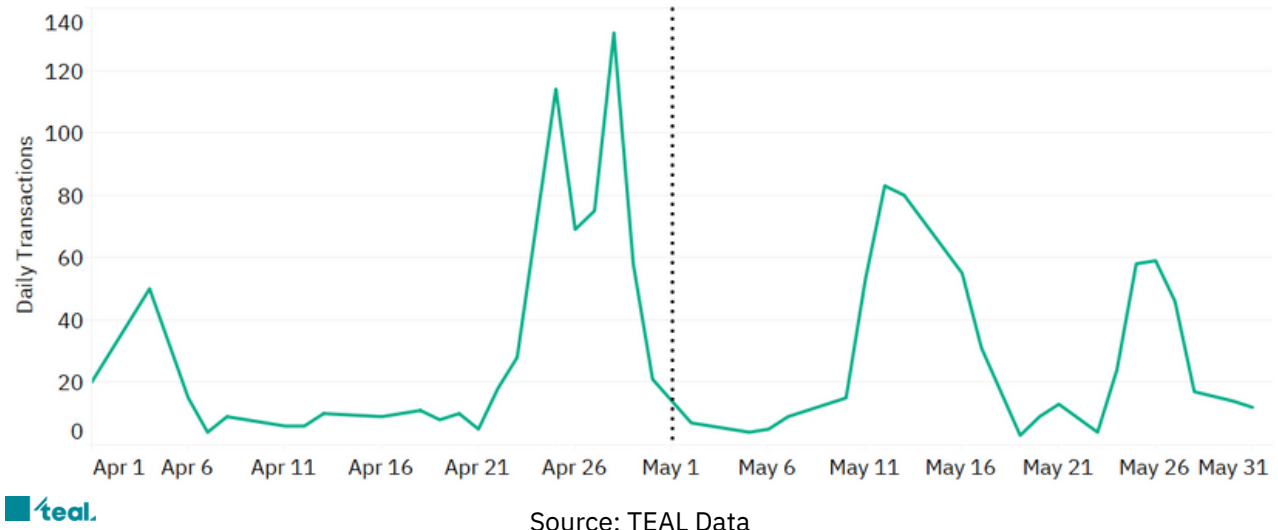
Source: TEAL Data

Bheemanakuppe, on the other hand, saw a noteworthy decline in volume, with a drop of 33.34% MoM.

# Hyderabad

## Property Sales Activity - April 2022 vs May 2022

Hyderabad Has Seen a Decline in Sales in May 2022



**631**

Number of registered sales transactions in May 2022.

**-6.93%**

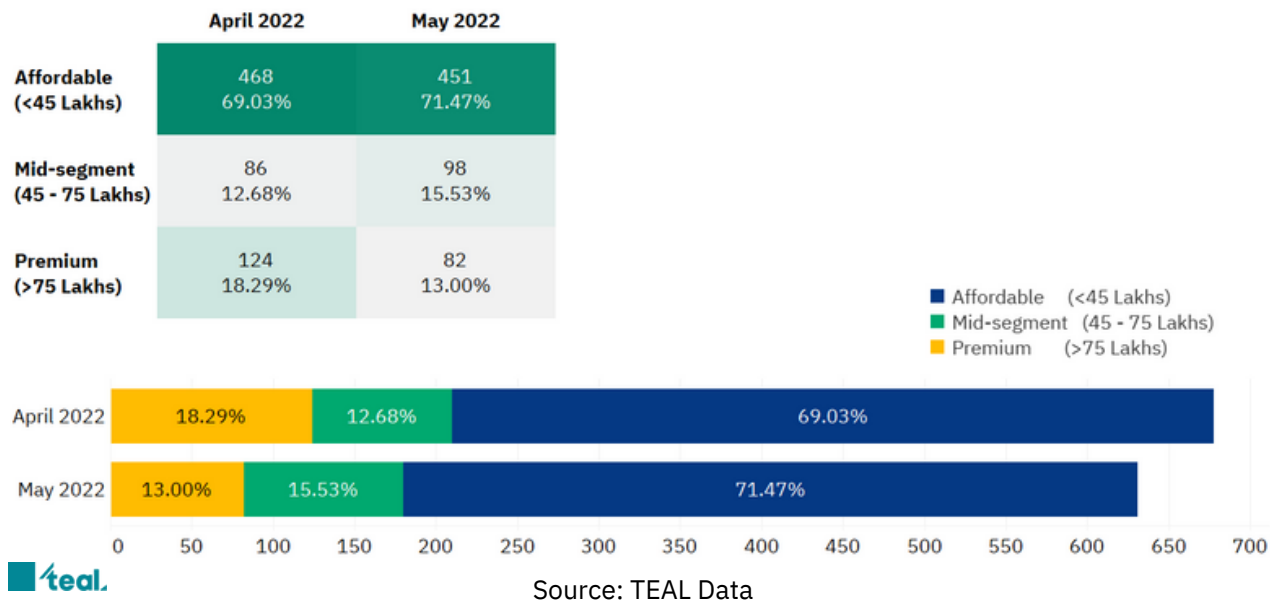
MoM change in property sales volume compared to April 2022.

## Property Sales by Market Segment

As was the case for Bengaluru, **Hyderabad also witnessed maximum sales volume in the Affordable segment.** The **segment share** of affordable property sales stood at **71.47%** of overall sales **in May 2022**, a figure that saw a marginal growth from 69.03% in the previous month. In contrast, the segment share of **Premium** properties stood at 13.00%, a figure that **saw a slight decline** from 18.29% in the last month.

The market shares of Affordable property sales and Mid - Segment were higher in May at 71.47% and 15.53% respectively. April saw higher share of Premium property sales at 18.29%.

## Affordable Segment continues to Drive Sales Volume in Hyderabad



# 71.47%

of the overall property sales  
were in the Affordable Market  
(< Rs. 45 Lacs)

# 103 Cr

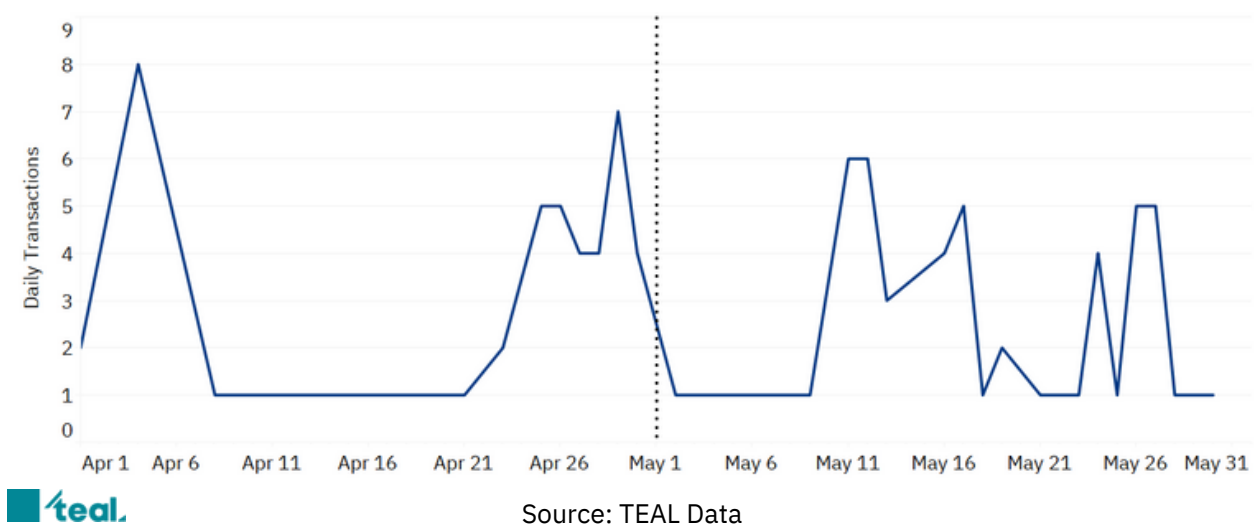
of the overall property sales  
amount were in the  
Affordable Market in May '22

# 5.7Lakhs

is the median property  
price for the affordable segment  
in Hyderabad in May'22

## Property Lease Activity

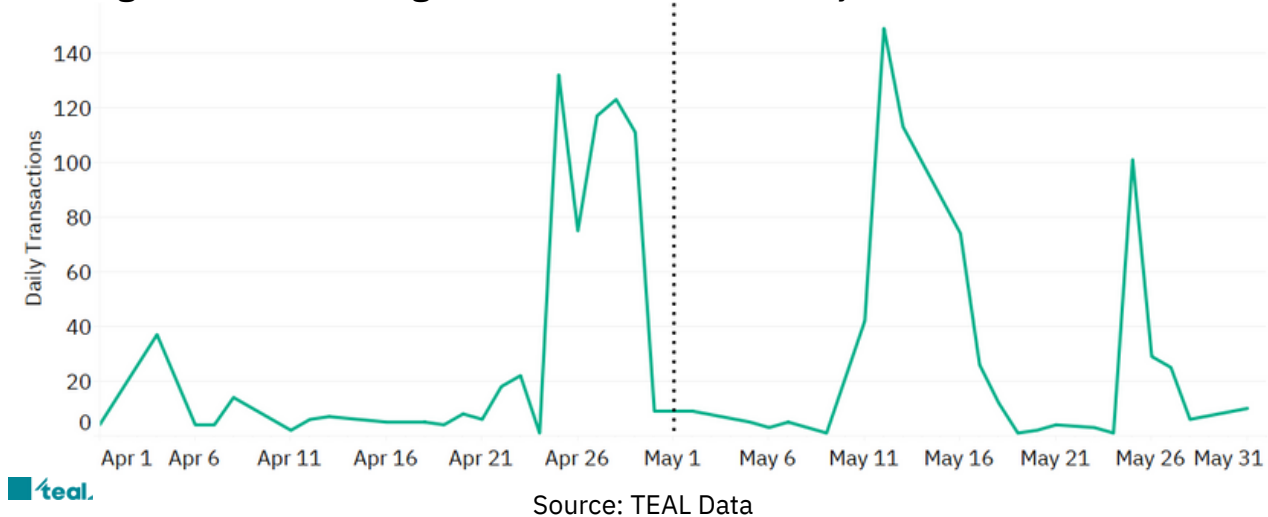
Lease Activity in Hyderabad Maintained a Steady Status From April - May, 2022



# Warangal

## Property Sales Activity - April 2022 vs May 2022

Warangal Has Seen a Slight Decline in Sales in May 2022



**621**

Number of registered sales transactions in May 2022.

**-13.0%**

MoM change in property sales volume compared to April 2022.

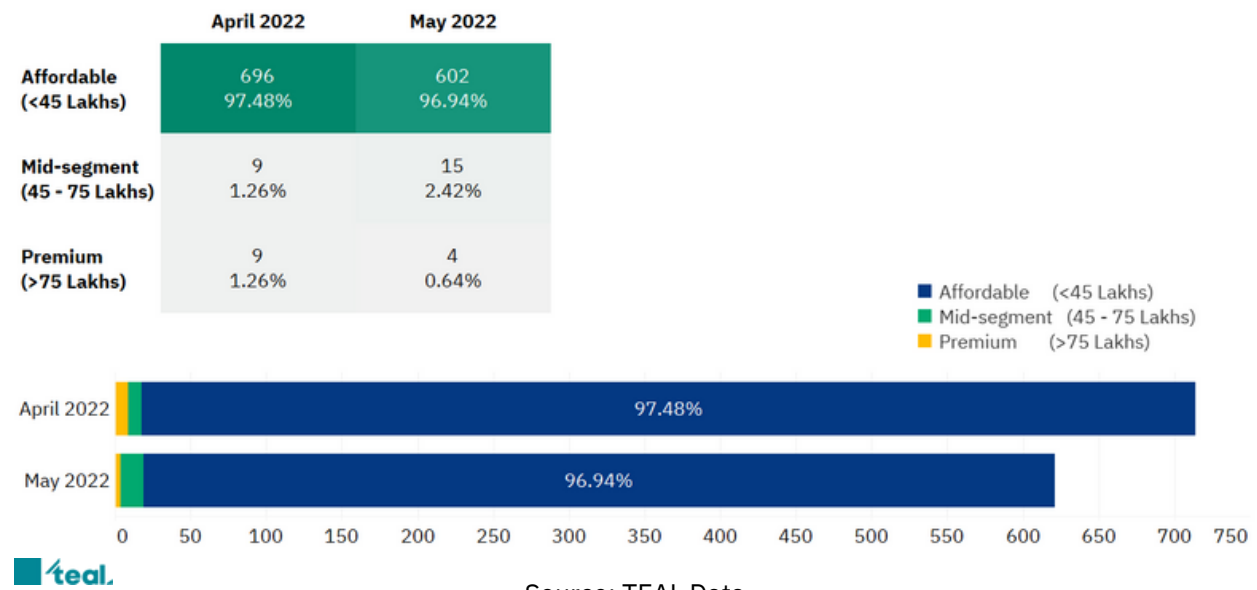
## Property Sales by Market Segment

Following suit from the other geographies observed, **Warangal also witnessed maximum sales volume in the Affordable segment.** The **segment share** of affordable property sales stood at **96.94%** of overall sales **in May 2022**, a figure that saw a slight decline from 97.48% in the previous month. While the other segments maintained their negligible contributions in comparison.

The market shares of Affordable property sales and Premium property sales were higher in April at 97.48% and 1.26% respectively. Whereas May was stronger for the Mid - Segment, with its share standing at 2.42% that month.



## Affordable Segment continues to Drive Sales Volume in Warangal



**96.94%**

of the overall property sales were in the Affordable Market (< Rs. 45 Lacs)

**59.1Cr**

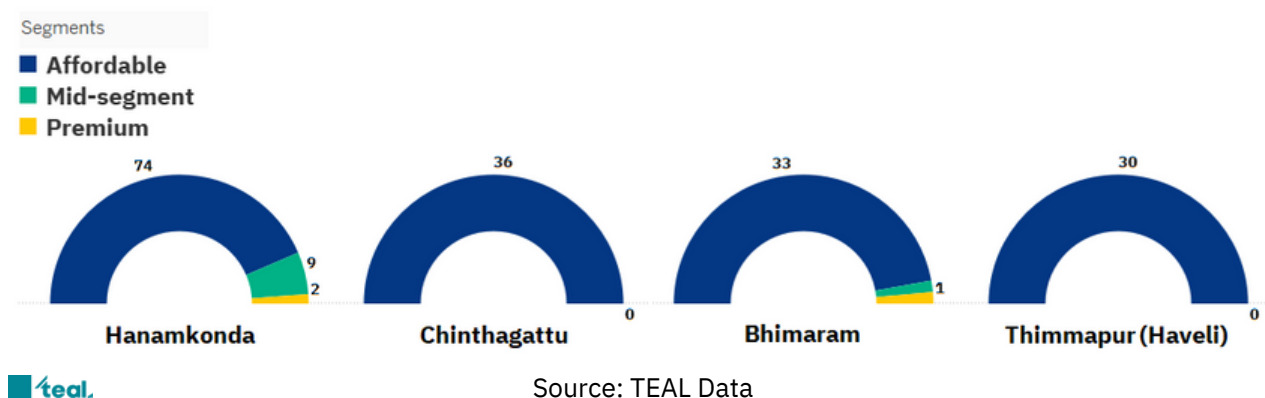
of the overall property sales amount were in the Affordable Market in May '22

**9.8Lakhs**

is the median property price for the affordable segment in Warangal in May 2022

## Key Localities for Property Sales

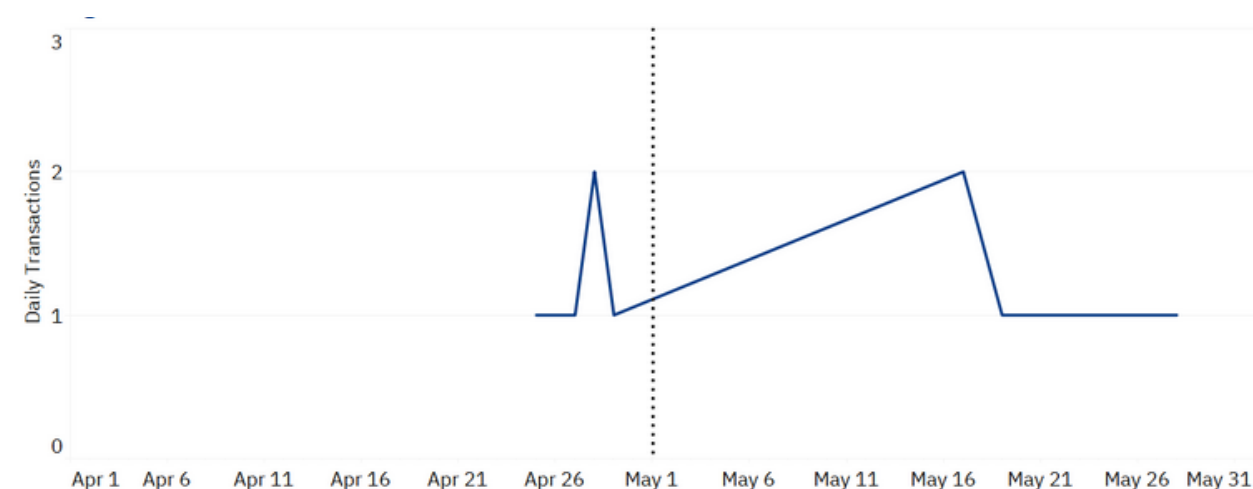
Chinthagattu and Thimmapur (Haveli) saw Greater Share of Sales in the Affordable Segment



- Hanamkonda recorded the highest property sales transactions in May 2022 with 74, 9 and 2 transactions in the Affordable, Mid-segment and Premium market respectively.
- Chinthagattu and Thimmapur (Haveli) saw greater share of sales in the affordable segment with 100% of their sales falling in the sub 45 lakh bracket.
- Other locality that drove sales volume included Bhimaram.

## Property Lease Activity

Warangal Has the Minimum Lease Transactions



Source: TEAL Data

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# MARKET UPDATES

Karnataka government's decision to cut property guidance value by 10% for another three month from April 25, 2022 to July 24, 2022 [1]

BBMP registered a 50% increase in property tax collection this fiscal as against the previous financial year, and much before the completion of the deadline to avail a 5% rebate [4].

Tamil Nadu Government hikes the property tax after 24 years to mop up revenue for local bodies, proposing upto 150% increase in certain parts of Chennai [2].

The Chennai Metropolitan Development Authority has begun cracking down on building violators. A special team is inspecting buildings that were given approval since May 2021 to till date [5].

Bhuhat Bengaluru Mahanagara Palike (BBMP) to share data, conduct drone survey to boost property tax collection along with Bangaluru Electricity Supply Company (BESCOM) [3].

Coimbatore corporation's Tax committee has approved property tax hike proposed by the state government and referred it to the council for its final clearance [6].

## REFERENCES

[1]<https://realty.economictimes.indiatimes.com/news/industry/karnataka-government-cuts-property-guidance-value-by-10-for-another-three-months/90993571>

[2]<https://economictimes.indiatimes.com/news/india/tamil-nadu-govt-hikes-property-tax-after-24-yrs-increase-of-150-in-certain-parts-of-chennai/videoshow/90619314.cms>

[3]<https://realty.economictimes.indiatimes.com/news/regulatory/bengaluru-bbmb-to-share-data-conduct-drone-survey-to-boost-property-tax-collection/92001114>

[4]<https://realty.economictimes.indiatimes.com/news/regulatory/bengaluru-this-fiscal-bbmb-records-50-rise-in-property-tax-collection/91866757>

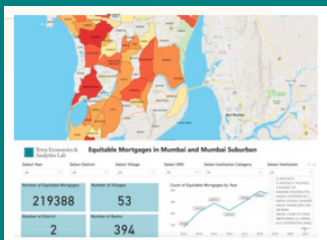
[5]<https://realty.economictimes.indiatimes.com/news/regulatory/chennai-development-body-cracks-whip-on-building-violators/91778269>

[6]<https://realty.economictimes.indiatimes.com/news/regulatory/coimbatore-corporations-panel-approves-property-tax-hike/91632265>

# 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.**

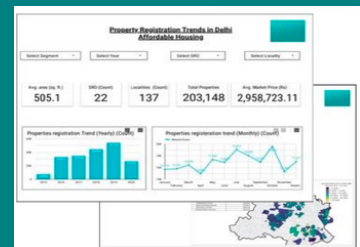


## Transaction Monitor

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.

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