



TERRA ECONOMICS AND ANALYTICS LAB



TEAL Analytics

Sale & Lease Report 2021 - Q4
October - December

Delhi, Noida & Ghaziabad

*Recovery in Property Sales; Affordable
Housing Dominates in Noida & Ghaziabad*

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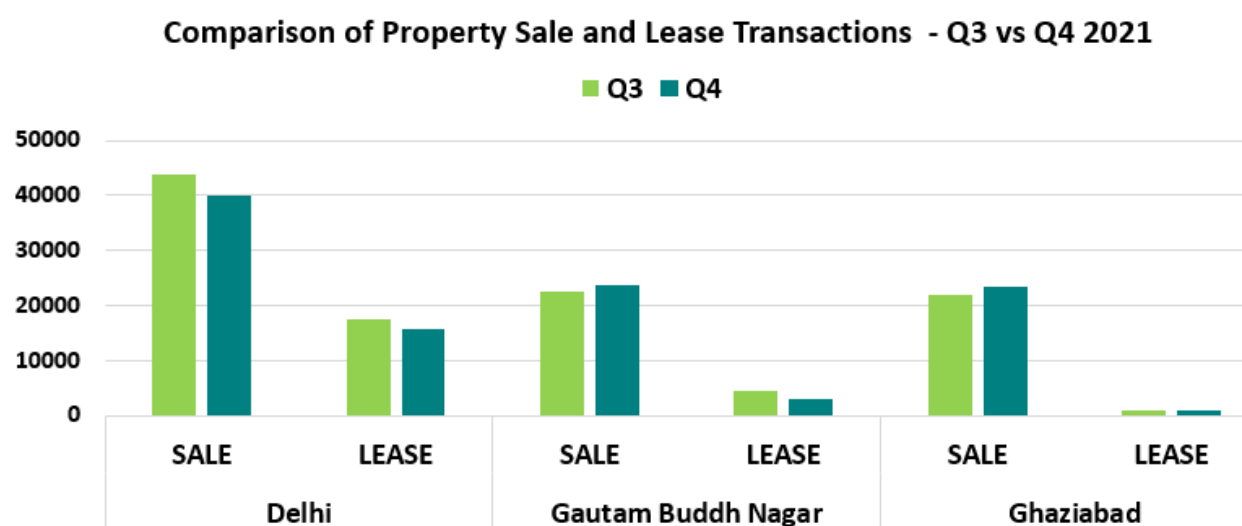
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SUMMARY

The property sales market in Delhi witnessed a drop in sales transactions in the October - December quarter (Q4) of 2021, compared to the July - September (Q3) 2021 period. Gautam Buddh Nagar and Ghaziabad, however, recorded quarterly sales transaction increases in Q4 2021. Delhi, Noida and Ghaziabad further witnessed a year-on-year increase in property sales transaction in Q4 2021, compared to the same period in 2020. Favorable demographics, improved affordability of residential properties and historically low interest rates are pushing the demand for home loans. The demand in the real estate market in these regions can also be attributed to the recent work from home culture, with people realizing the need for additional space at home [1].

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.



Affordable property sales transactions (ticket size < Rs. 45 Lacs) dominated the sales volume in Gautam Buddh Nagar and Ghaziabad, taking up 79.6% and 88.1% of the overall property sales respectively.

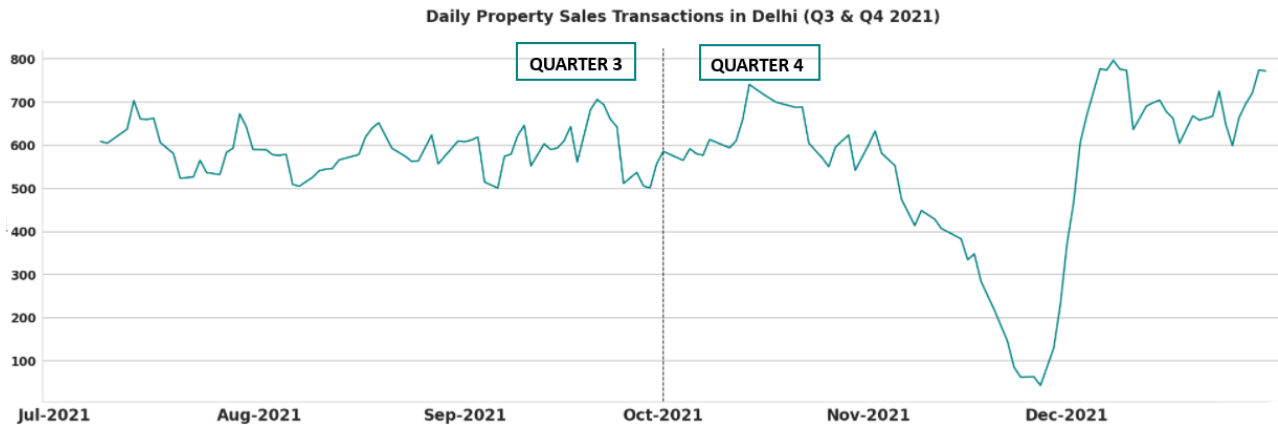
[NOTE: Affordable Segment: < 45 Lacs, Mid-Segment: 45 - 75 Lacs, Premium Segment: > 75 Lacs]

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.

Delhi - Sale

Property Sales Activity - Q3 vs Q4

Comparing the daily property sales trends in the third and fourth quarter of 2021



39,916

Number of registered sales transactions in Q4 2021.

-9.14%

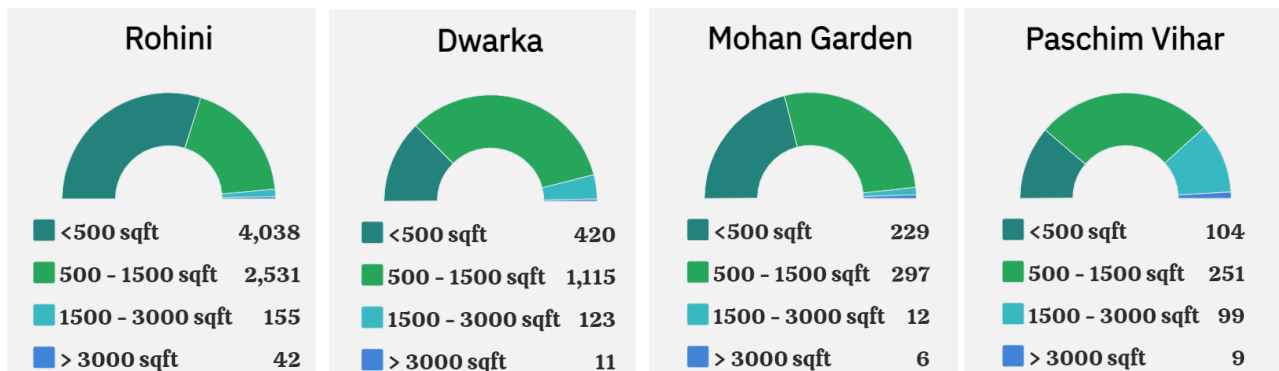
QoQ change in property sales volume compared to Q3 2021.

+22.29%

YoY change in property sales volume compared to Q4 2020.

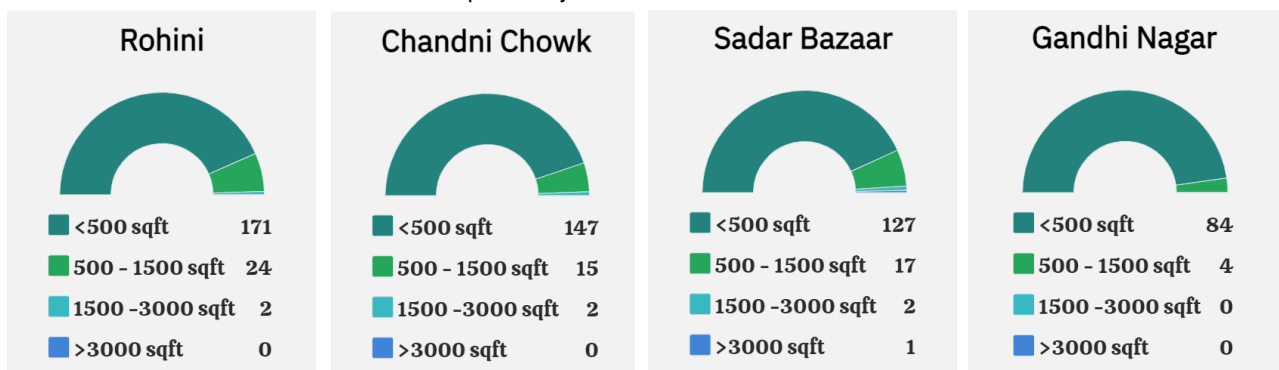
Key Localities for Residential Property Sales

Rohini and Dwarka saw the most number of residential property sales transactions in Q4 2021 in Delhi with 6,774 and 1,669 transactions respectively.



Key Localities for Commercial Property Sales

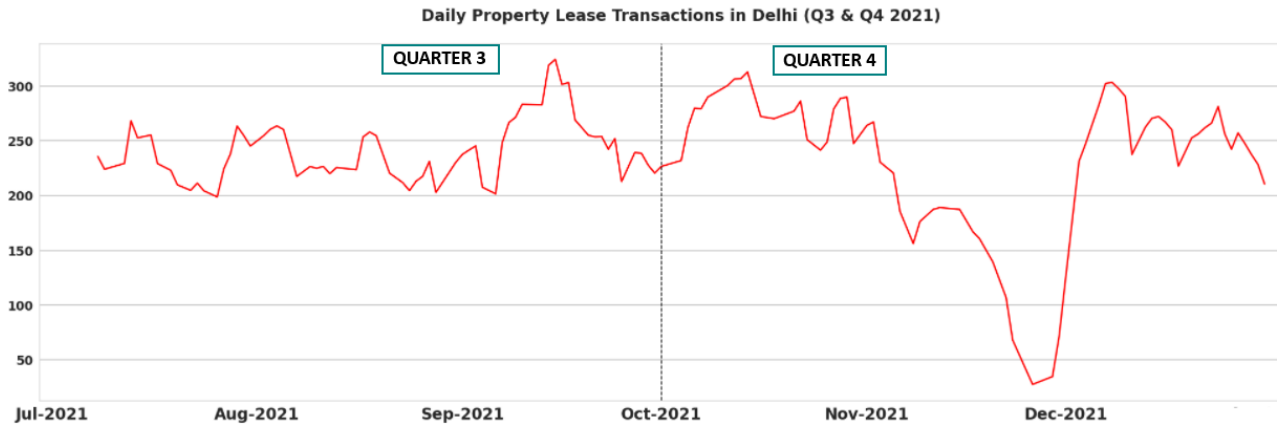
Rohini and Chandni Chowk saw the most number of commercial property sales transactions in Q4 2021 in Delhi with 198 and 167 transactions respectively.



Delhi - Lease

Property Leasing Activity - Q3 vs Q4

Comparing the daily property rental trends in the third and fourth quarter of 2021



Lease Transaction Trends in Delhi

60.6%

of the overall registered lease transactions were in the Residential Market

35.8%

of the overall registered lease transactions were in the Commercial Market

15,746

is the total number of lease transactions in Delhi in Q4 2021.

1,093 sqft.

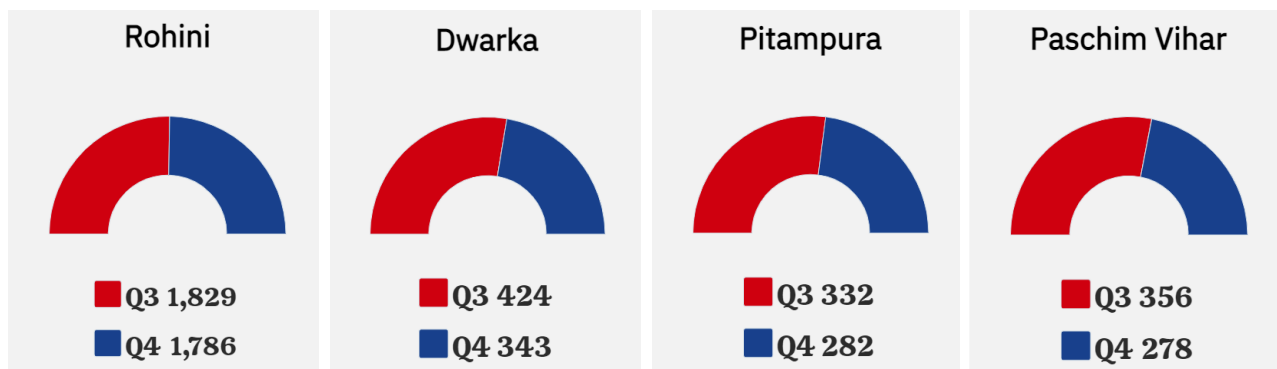
is the average property size of residential properties for lease in Delhi in Q4 2021.

1,170 sqft.

is the average property size of commercial properties for lease in Delhi in Q4 2021.

Key Localities for Property Leasing

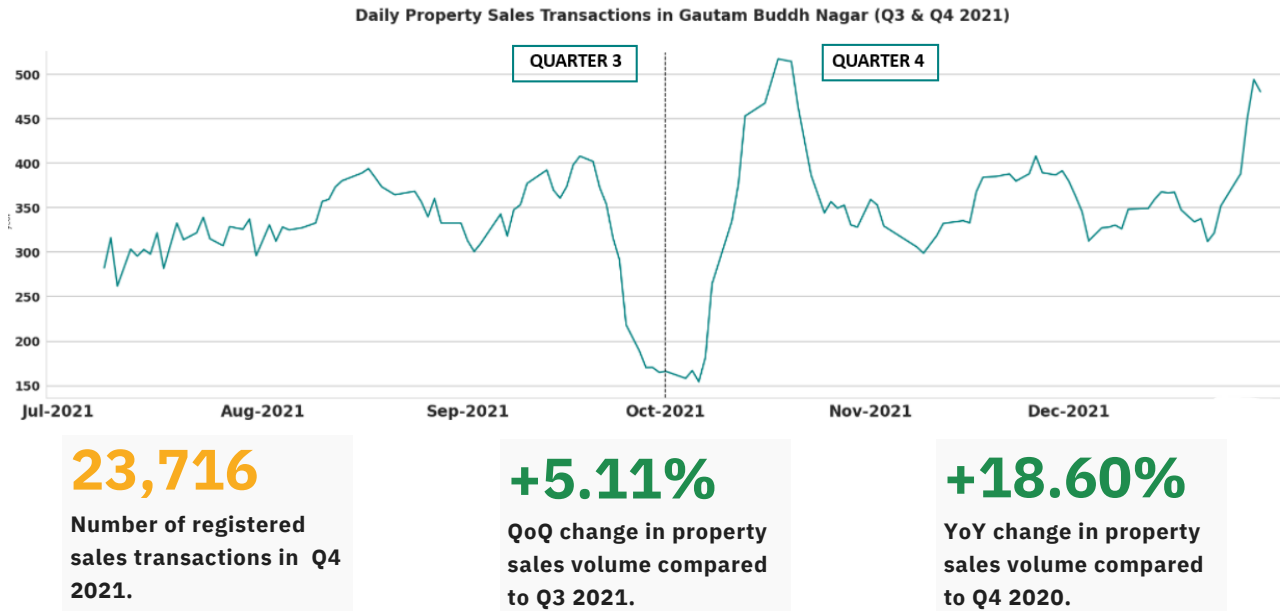
Rohini recorded the highest number of transactions in the lease market with 1,786 transactions in Q4 2021, compared to 1,829 transactions in Q3 2021



Noida - Sale

Property Sales Activity - Q3 vs Q4

Comparing the daily property sales trends in the third and fourth quarter of 2021



Property Sales by Market Segment - Q3 vs Q4

Comparing the property sales in Noida by the performance of market segments in Q3 and Q4.

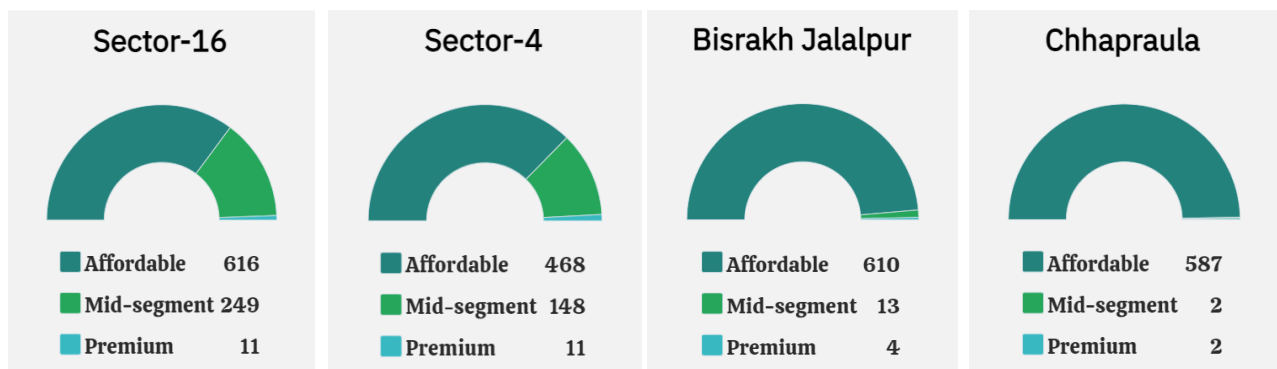
79.6%

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

| | Q3 | Q4 | % change |
|-------------|--------|--------|----------|
| Affordable | 17,763 | 18,765 | 5.64% |
| Mid-segment | 2,612 | 2,713 | 3.87% |
| Premium | 2,050 | 2,108 | 2.83% |

Key Localities for Property Sales

Sector-16 recorded the highest property sales transaction in Q4 2021 with 616, 249 and 11 transactions in the Affordable, Mid-segment and Premium market respectively.

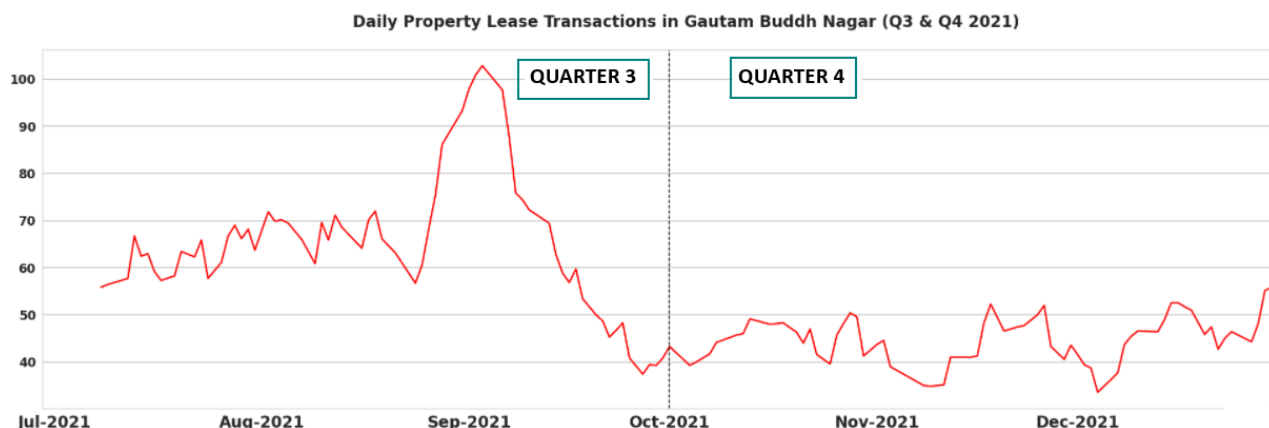


[NOTE: Data for Noida includes all of Gautam Buddh Nagar District]

Noida - Lease

Property Leasing Activity - Q3 vs Q4

Comparing the daily property sales trends in the third and fourth quarter of 2021



Lease Transactions by Area of Property - Q3 vs Q4

Comparing the number of lease transactions in the third and fourth quarter of 2021 in Noida based on the area of the property

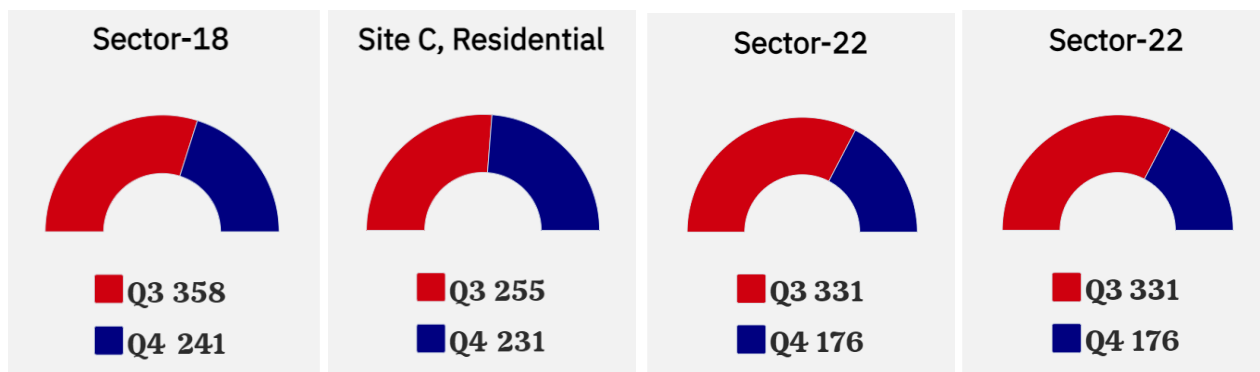
2,938

is the total count of property lease transactions in Q4 2021 in Noida

| Area of Property | Q3 | Q4 | % change |
|------------------|-------|-----|----------|
| Below 500 sq ft | 1,266 | 281 | -77.8% |
| 500-1500 sq ft | 468 | 322 | -31.2% |
| 1500-3000 sq ft | 342 | 374 | 9.36% |
| Above 3000 sq ft | 837 | 618 | -26.16% |

Key Localities in the Property Lease Market

Sector-18 recorded the highest number of transactions in the lease market with 241 transactions in Q4 2021, compared to 358 transactions in Q3 2021

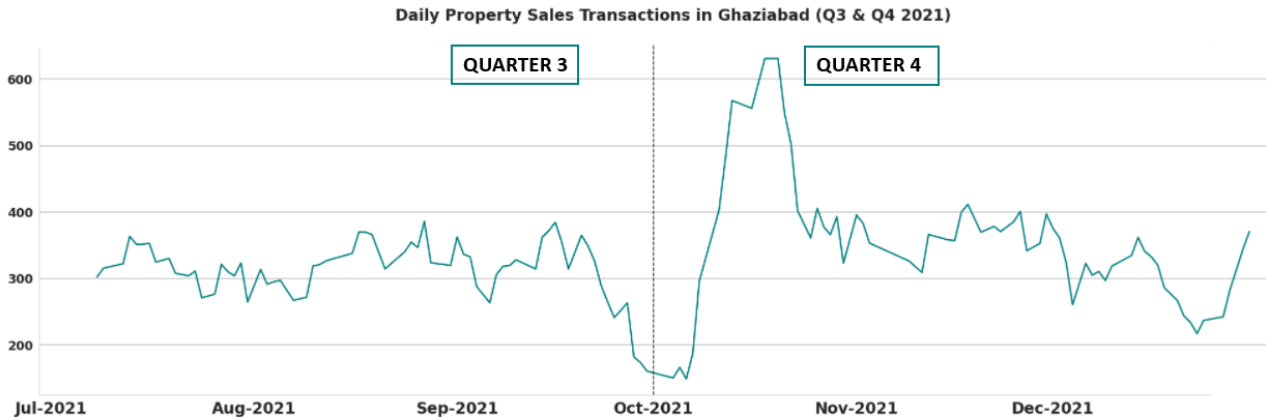


[NOTE: Data for Noida includes all of Gautam Buddh Nagar District]

Ghaziabad - Sale

Property Sales Activity - Q3 vs Q4

Comparing the daily property sales trends in the third and fourth quarter of 2021



23,422

Number of registered sales transactions in Q4 2021.

+7.45%

QoQ change in property sales volume compared to Q3 2021.

+18.1%

YoY change in property sales volume compared to Q4 2020.

Property Sales by Market Segment - Q3 vs Q4

Comparing the property sales in Noida by the performance of market segments in Q3 and Q4.

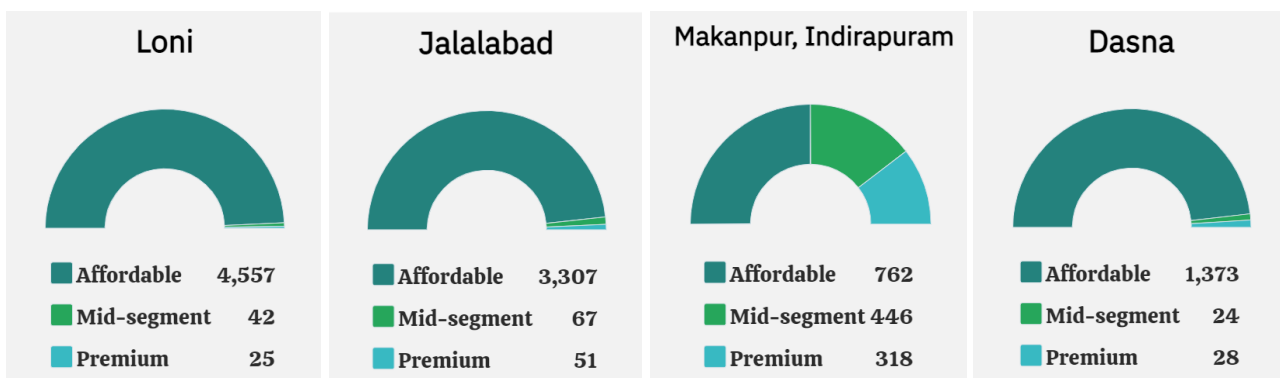
88.1%

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

| | Q3 | Q4 | % change |
|-------------|--------|--------|----------|
| Affordable | 19,148 | 20,476 | 6.94 % |
| Mid-segment | 1,522 | 1,739 | 14.26 % |
| Premium | 924 | 1,016 | 9.96 % |

Top Areas for Property Sales

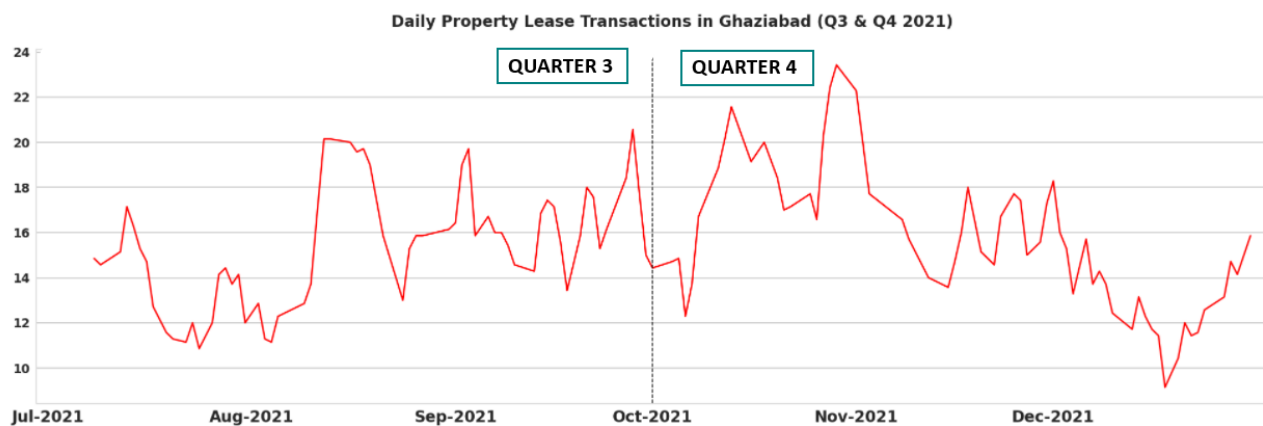
Loni recorded the highest property sales transaction in Q4 2021 with 4,557, 42 and 25 transactions in the Affordable, Mid-segment and Premium market respectively.



Ghaziabad - Lease

Property Leasing Activity - Q3 vs Q4

Comparing the daily property sales trends in the third and fourth quarter of 2021



Lease Transactions by Area of Property - Q3 vs Q4

Comparing the number of lease transactions in the third and fourth quarter of 2021 in Noida based on the area of the property

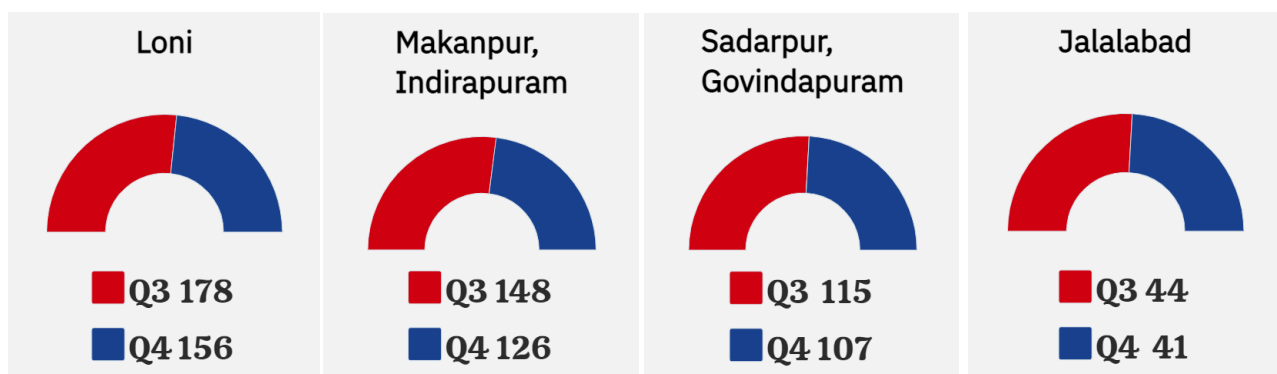
993

is the total count of
property lease transactions
in Q4 2021 in Noida

| Area | Q3 | Q4 | % change |
|------------------|-----|-----|----------|
| Below 500 sq ft | 235 | 217 | -7.66% |
| 500-1500 sq ft | 89 | 86 | -3.37% |
| 1500-3000 sq ft | 39 | 37 | -5.13% |
| Above 3000 sq ft | 102 | 74 | -27.45% |
| | Q3 | Q4 | % change |

Top Areas for Property Leasing

Loni recorded the highest number of transactions in the lease market with 156 transactions in Q4 2021, compared to 178 transactions in Q3 2021



MARKET UPDATES

The Delhi government has extended 20% lower circle rates till June 30, 2022, in a move which will help push property sales in Delhi at a time when the Omicron variant is threatening to derail the recovery. The reduced circle rate was earlier applicable from March to September 2021, and was further extended till December 31 [1].

The Delhi Development Authority (DDA), on September 14, 2021, gave its approval to the additional development control (ADC) norms for areas notified under its land pooling policy, 2018. The new ADC rules are likely to make property investment more lucrative for real estate developers in the national capital [2].

The completion of the Najafgarh-Dhansa metro extension and a 300 meter-long section of the Pink Line at Trilokpuri, coupled with the decision to merge three new industrial sectors with the upcoming Jewar Airport, may help get investors back to Delhi's realty market [3]

The Greater Noida Authority has begun preparations to develop a commercial market complex on the lines of Delhi's Connaught Place near Sector Chi-Phi. The market complex is expected to come in an area of 4-5 acres and will have 2-4 floors. It is located barely 1 km away from the Yamuna Expressway [4].

In the Ghaziabad Master Plan 2031, which will come into force in the latter half of the year, residential land use has been increased to 42% from 41.5%. The plan opens up more areas for residential use along the expressway and the rapid rail corridor as town planning increasingly focuses on transit point developments [5].

A high-powered committee formed by the Ghaziabad Development Authority (GDA) has decided that nearly 4000 acres of land 'locked' for township since 2009 should go back to the owners. If the government approves the panel's decision, it will allow around 3000 people from 18 villages to sell this land or develop it [6].

REFERENCES

[1] <https://economictimes.indiatimes.com/industry/services/property/-cstruction/delhi-government-extends-lower-circle-rates-benefit-till-june-30-2022/articleshow/88598710.cms>

[2] <https://housing.com/news/dda-approves-land-pooling-policy-city-get-17-lakh-houses/>

[3] <https://www.99acres.com/articles/delhi-ncr-real-estate-market-trend-report-jul-sep-2021-updates.html>

[4] <https://realty.economictimes.indiatimes.com/news/commercial/greater-noida-authority-to-develop-a-connaught-place-like-commercial-market/88157743>

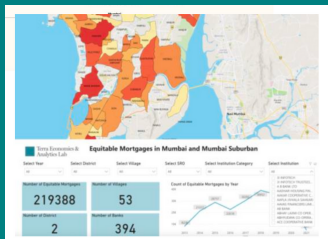
[5] <https://realty.economictimes.indiatimes.com/news/residential/ghaziabads-master-plan-more-housing-near-expressways/88681974>

[6] <https://realty.economictimes.indiatimes.com/news/industry/ghaziabad-nearly-4000-acres-locked-for-township-since-2009-may-go-back-to-owners/85446692>

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.**

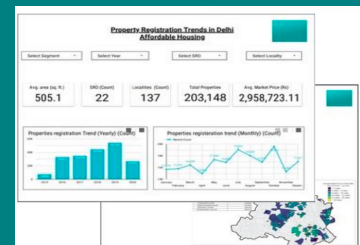


Transaction Monitor

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

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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.

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