

Real-Estate Trends

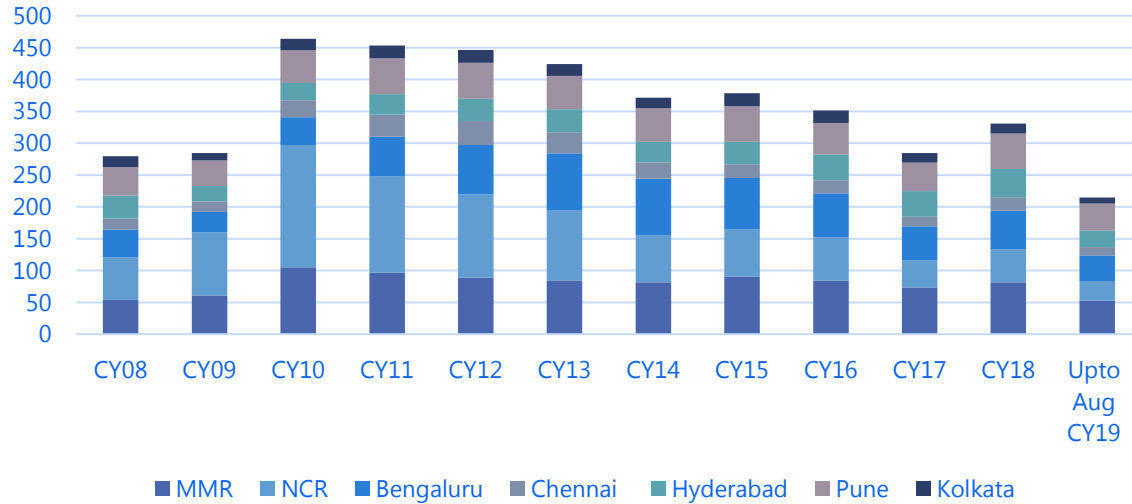
Dhruvesh Sanghvi | Prospero Tree

Saturday, 23-Nov-19

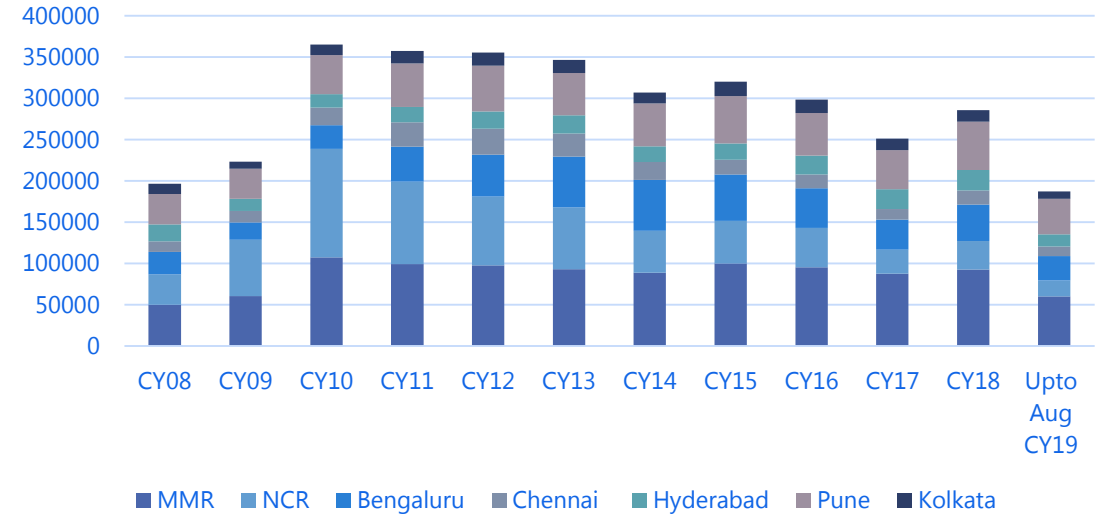
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This presentation is only from a purpose of understanding
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Top 7 Cities: Real Estate Sales Trends

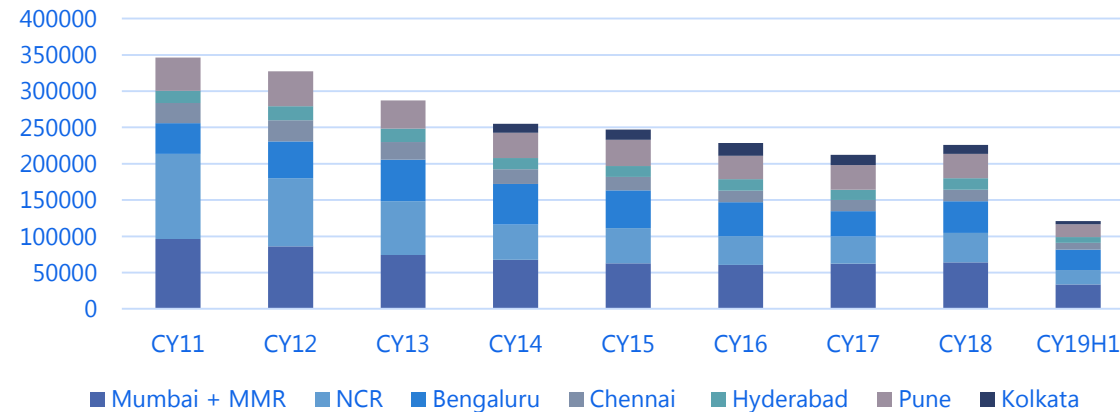
Home Sales in Mn.Sq.Ft. - PE



Home Sales in Units - PE

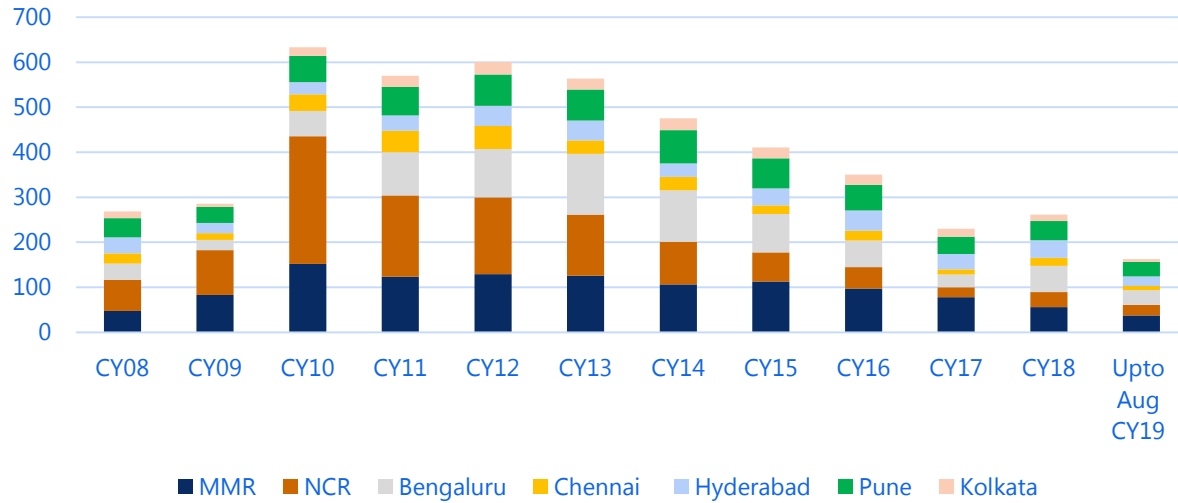


Home Sales in Units -- KF

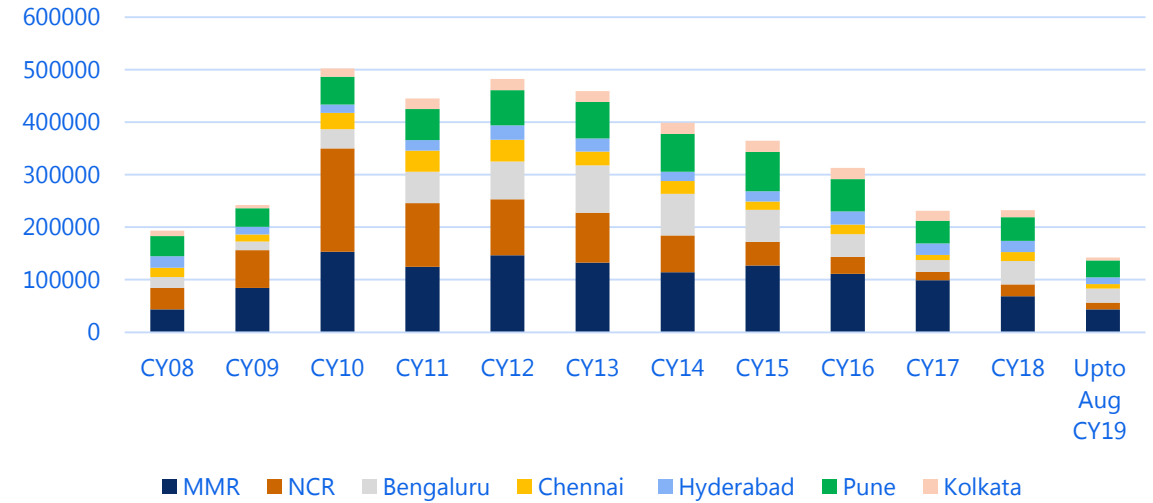


Top 7 Cities: Real Estate Launch Trends

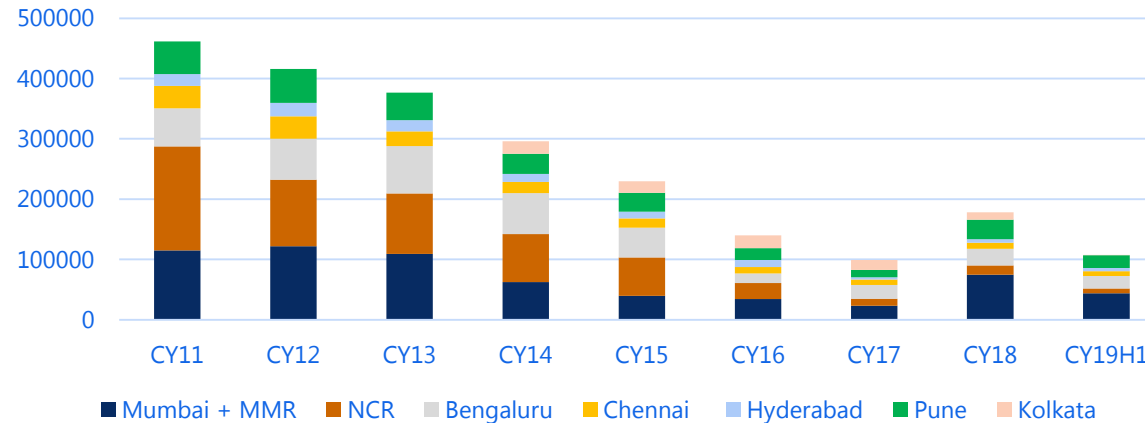
Home Launches in Mn.Sq.Ft. - PE



Home Launches in Units - PE



Home Launches in Units -- KF



Real Estate Pre-sales –Listed Companies

No.	Company	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19
1	Prestige	1.9	4.9	7.1	7.4	7.7	5	3.8	4.8	7.1
2	Sobha	2.7	3.3	3.8	3.6	3.3	3.4	3	3.6	4.0
3	Puravankara	2.8	2.5	3.9	3.6	2.9	1.9	2.1	3.3	3.6
4	Brigade		1.1	1.4	2.5	2.7	2.2	1.6	1.6	3.0
5	DLF	10	13.6	7.2	3.7	2.3	1.1	0.8	0.2	1.5
6	Oberoi	0.7	0.7	0.5	0.3	1	1.3	0.6	0.6	0.8
7	Godrej	2.4	2.6	4.1	3	3.9	4.3	3.1	6.3	8.8
8	Kolte Patil		2.9	2.6	2.1	2.9	2	2.1	2.1	2.7
9	Ashiana Housing	1.4	1.8	1.9	2.2	1.8	0.9	0.7	0.7	1.1
10	Lodha		5.3	6.8	6.6	5.6	6.5	7.0	8.1	4.97 (9m)
11	Arihant Super		0.3	0.7	0.7	0.5	1.01	2.6	0.8	0.6
12	Sunteck									1.4
	Top 8 Cities (PE)		485	521	441	415	416	345	254	227
	Few Companies (1-9)	22	33	33	28	29	22	18	23	32
	Market Share		6.9%	6.2%	6.4%	6.9%	5.3%	5.2%	9.1%	14.3%

**Above figures are in million sq. ft.*

Listed Indian Real Estate Sector



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No.	Company Name	Peak Mcap	Mcap	CMP
1	DLF	67811	53467	216
2	Godrej Prop	28176	22848	906
3	Oberoi Realty	23332	18568	511
4	Phoenix Mills	13350	10940	713
5	Prestige Estate	11958	10817	288
6	Sunteck Realty	11747	5837	399
7	Brigade Ent	7786	4363	214
8	Sobha	6619	3763	397
9	Indiabulls Real	6516	3303	73
10	Mahindra Life Space	4092	2021	394
11	Kolte-Patil	2507	1808	238
12	Puravankara	3077	1439	61
13	Anant Raj	3273	1014	34
14	Ashiana Housing	2117	1003	98
15	Man Infra	3063	558	23

No.	Company Name	Peak Mcap	Mcap	CMP
16	Ajmera Realty	1266	432	122
17	Marathon Realty	3077	358	78
18	Prozone Intu	1149	302	20
19	Poddar Housing	892	212	335
20	Emami Realty	1134	123	44
21	Arihant Super	785	112	27
22	HDIL	785	109	2
23	Parsvnath	1371	98	2
24	Hubtown	1214	93	13
25	Lancor	163	31	8

Total Mcap = 143k crores
Recent High = 208k crores



Real Estate Basket

- **Oberoi** - Rental + Brand + Luxury + Sustainable + Not Expensive
(Mumbai) (CMP: 507 / MCP: 18500 Cr.)
- **Sobha** - Multi-city brand + EPC + Backward Integration + Land + Valuations
(Bangalore++++++) (CMP: 396 / MCP: 3750 Cr.)
- **Kolte Patil** - Pune Brand + Mumbai Redevelopment
(Pune+) (CMP: 230 / MCP: 1750 Cr.)
- **Century** - Cheap Valuation + Efforts of being multi city player
(Mumbai++) (CMP: 452 / MCP: 5050 Cr.)
- **Godrej** - Brand + Aggressive + System + Bandwidth + Valuations?
(Pan India) (CMP: 859 / MCP: 21650 Cr.)
- **Man Infra** - Valuations Re + EPC
(Mumbai) (CMP: 25 / MCP: 600 Cr.)

Thank You
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