

The logo for CREDAI (Confederation of Real Estate Developers Associations of India) is displayed in green capital letters. A small red roof icon is positioned above the letter 'A'.The logo for CRE MATRIX is displayed in blue capital letters. The letters 'CRE' are arranged in a grid above the word 'MATRIX'.A detailed 3D architectural rendering of a sustainable city island. The island is densely packed with modern, low-rise buildings interspersed with lush green trees and vegetation. A prominent orange path winds through the center of the island. The island is surrounded by clear blue water, with several small rocky islets nearby. In the background, a hazy city skyline with various skyscrapers is visible under a clear blue sky.

# India Housing Report

MAY 2025

# Key Findings

The housing market across India's Tier 1 cities witnessed a strong surge in demand in FY'25, with primary housing sales reaching a record ₹6,69,202 crore, indicating robust market appetite. NCR led in revenue contribution with a 25% share, followed closely by MMR at 24%. Despite this, new launches have been on a declining trend over the past two financial years. The number of units sold rose modestly by approximately 18%, from ~4.20 lakh units in FY'22 to ~4.95 lakh units in FY'25. This disparity between revenue and volume growth suggests a significant rise in average ticket size, with the average unit price increasing from ₹81 lacs in FY'22 to ₹1.35 crore in FY'25.

~ ₹ 6,70,000 Cr.

A record-setting value of primary units sold across Pan India Tier 1 cities in FY'25, indicating strong demand in the housing market.

~ 5,00,000

Units were launched in FY'25 Pan India, a decline of ~8% from ~ 5,50,000 units launched in FY'22.

~ 4,95,000

Primary units were sold in FY'25, ~18% increase when compare with FY'22 number of ~4,20,000 units

25%

Market Share of NCR in revenue terms for FY'25, followed by MMR at 24%

₹ 1.35 Cr.

Average ticket size pan India for FY'25, an increase of ~66% when compared with FY'22.

~ ₹1,62,000 Cr.

Worth of primary housing units were sold in MMR for FY'25.

Approx. 315%

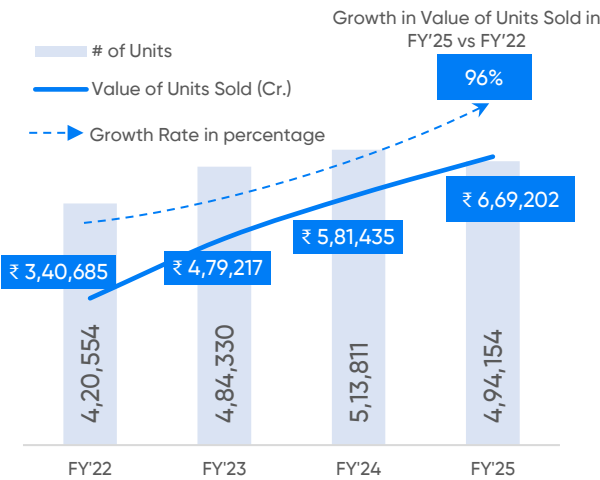
Growth rate of NCR in value terms when compared between FY'25 & FY'22, this growth can be attributed to the luxury sale in Gurugram

Approx. 15%

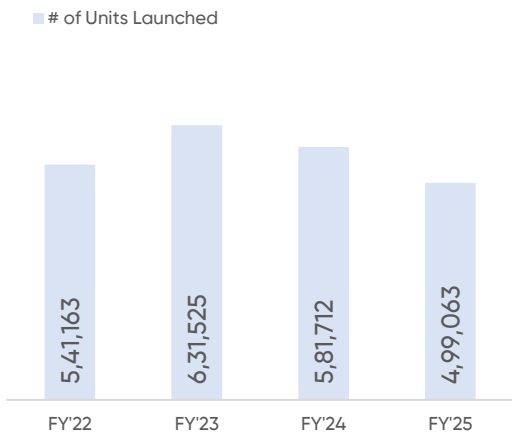
Market Share of Hyderabad in revenue terms for FY'25, followed by Bengaluru at 14%

# Pan India

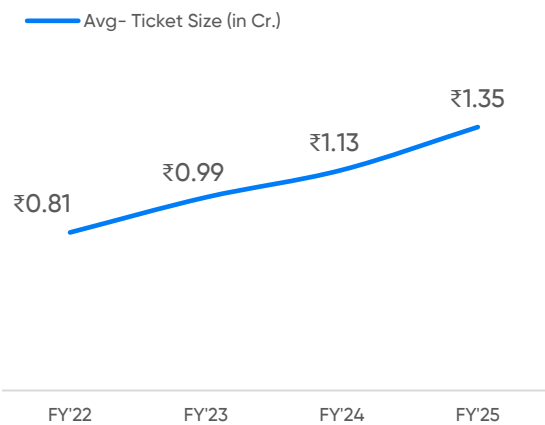
## Housing Sales (Primary Only)



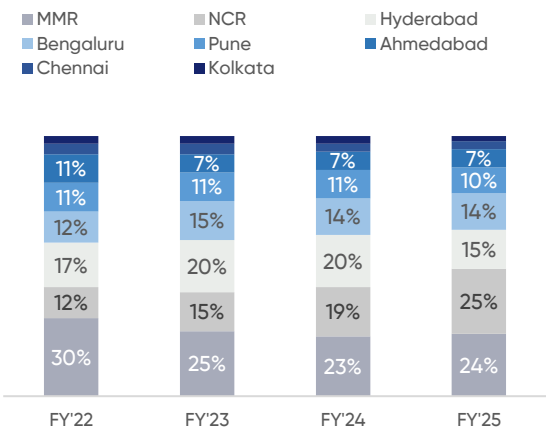
## No. of Launched Units



## Avg – Ticket Size



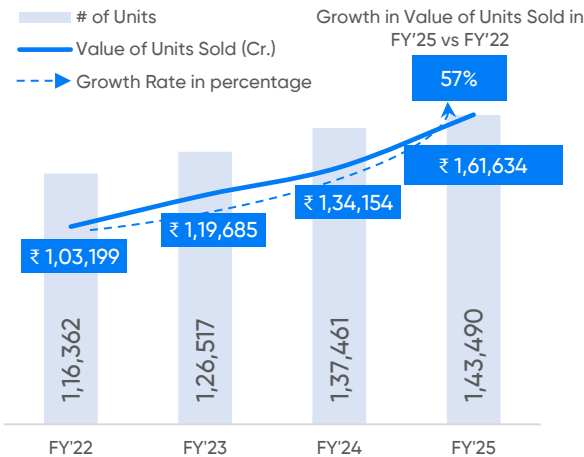
## Cities Market Share (in revenue terms)



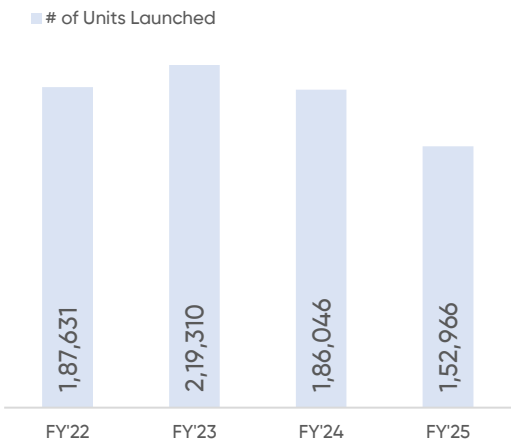
- ❖ For the financial year 2025, Tier 1 cities across India recorded sales of approximately ₹6.7 lakh crore, reflecting an impressive growth rate of 96% compared to FY'22, which stood at around ₹3.4 lakh crore.
- ❖ The number of units launched across India has been declining, from approximately 5.5 lakh units in FY'22 to about 5 lakh units in FY'25—a decline of around 8%.
- ❖ MMR's market share in revenue terms has decreased over the years, from 30% in FY'22 to 24% in FY'25.
- ❖ On the other hand, NCR has seen a significant rise in its revenue market share, increasing from just 12% in FY'22 to becoming the leader in FY'25 at 25%.
- ❖ The average ticket size has also seen a sharp increase, rising from ₹81 lakh in FY'22 to ₹1.35 crore in FY'25—an approximate 66% growth.

# MMR

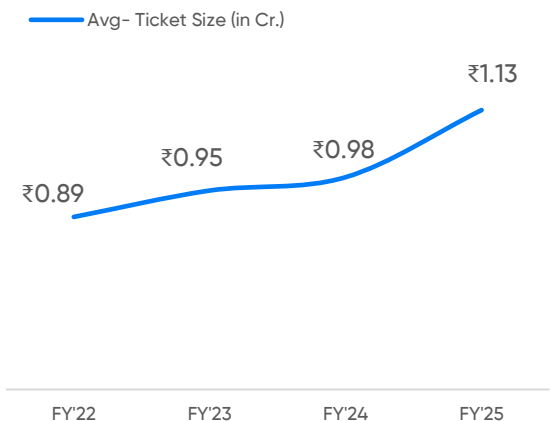
## Housing Sales (Primary Only)



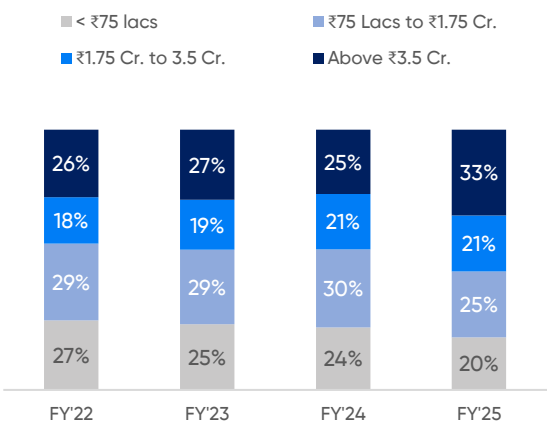
## No. of Launched Units



## Avg – Ticket Size



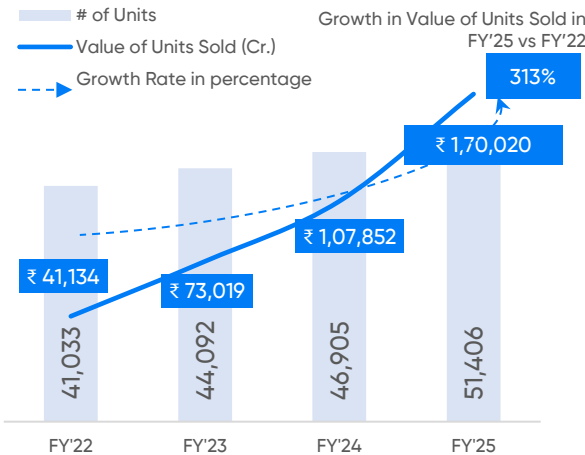
## Ticket Size Analysis (in revenue terms)



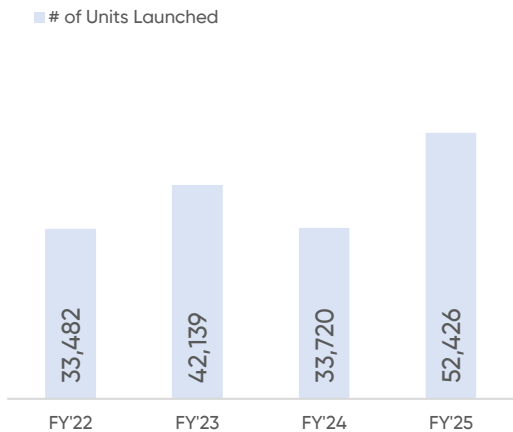
- ❖ The residential real estate market in MMR recorded a 57% increase in the value of primary units sold in FY'25 compared to FY'22.
- ❖ The number of units sold across MMR stood at approximately 1.43 lakh primary units in FY'25, reflecting a 23% increase over FY'22 levels.
- ❖ Launched units have been declining over the past two years; in FY'25 as well, there was a drop from approximately 1.52 lakh units in FY'24 to 1.38 lakh units.
- ❖ The average ticket size has followed an upward trend over the last couple of years, with a further increase of around 15% in FY'25 compared to FY'24.
- ❖ The market share of ticket sizes ranging from ₹1.75 crore to ₹3.5 crore rose by 3%, from 18% in FY'22 to 21% in FY'25. Notably, for the first time in four years, flats priced above ₹3.5 crore emerged as the leading segment in terms of revenue share in FY'25.

# NCR

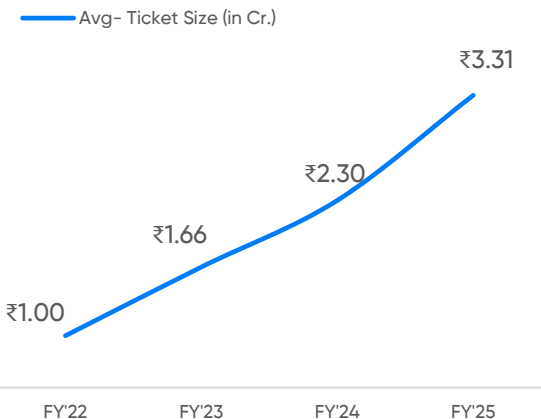
## Housing Sales (Primary Only)



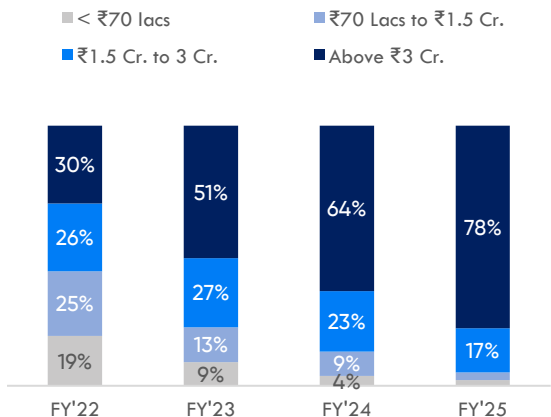
## No. of Launched Units



## Avg – Ticket Size



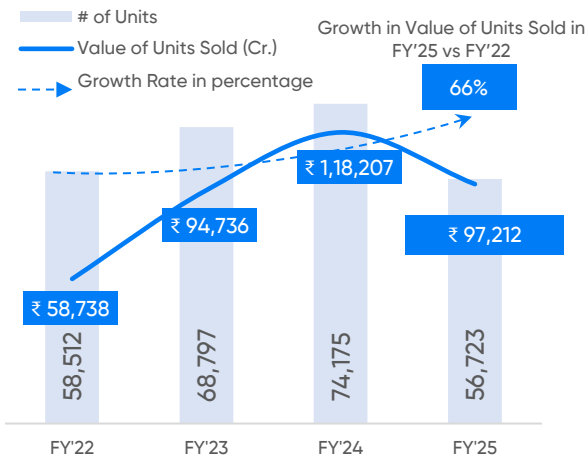
## Ticket Size Analysis (in revenue terms)



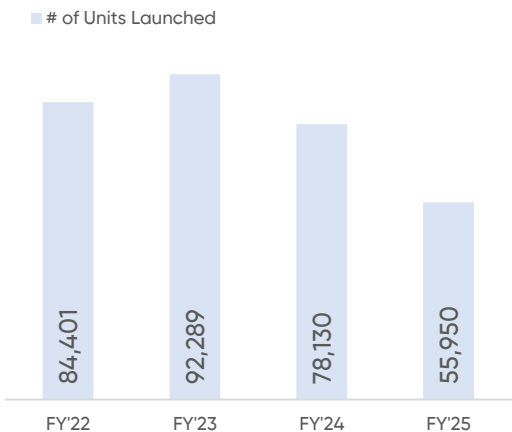
- ❖ The residential real estate market in NCR recorded a massive 313% growth in the value of primary units sold in FY'25 compared to FY'22.
- ❖ The number of units sold across NCR stood at approximately 51 thousand primary units in FY'25, reflecting a 25% increase over FY'22 levels.
- ❖ Launched units have seen ups & downs over the past few years; in FY'25, there was an increase from approximately 33 thousand units in FY'24 to 52 thousand units.
- ❖ The average ticket size has followed an upward trend over the last couple of years, with a further increase of around 44% in FY'25 compared to FY'24.
- ❖ The luxury market segment has surged in NCR, with the share of flats priced above ₹3 crore more than doubling from 30% in FY'22 to 78% in FY'25.

# Hyderabad

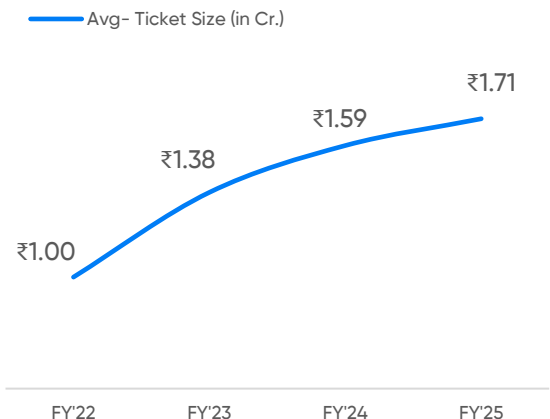
## Housing Sales (Primary Only)



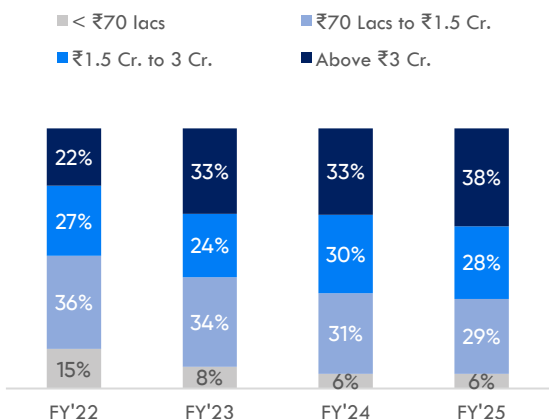
## No. of Launched Units



## Avg – Ticket Size



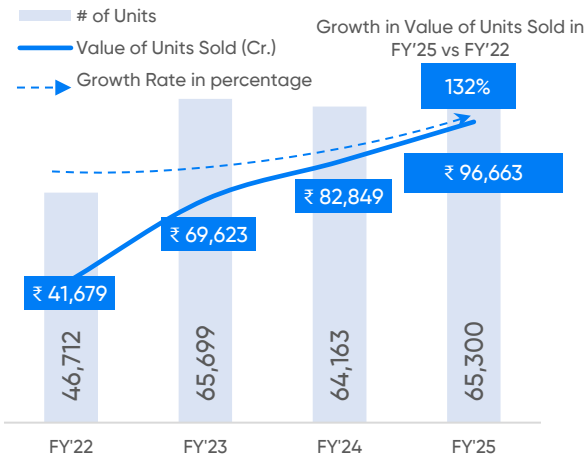
## Ticket Size Analysis (in revenue terms)



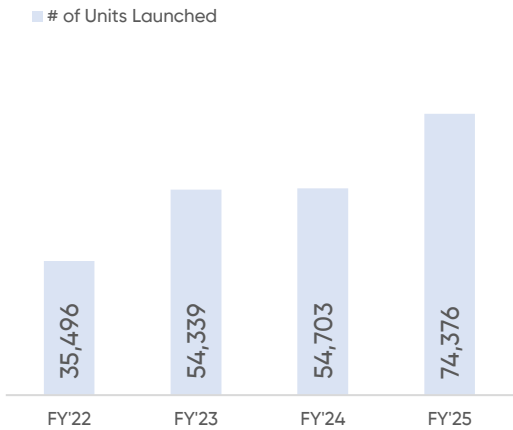
- ❖ The residential real estate market in Hyderabad recorded a 66% increase in the value of primary units sold in FY'25 compared to FY'22.
- ❖ The number of units sold across Hyderabad stood at approximately 56 thousand primary units in FY'25, reflecting a 3% decline over FY'22 levels.
- ❖ Launched units have been declining over the past two years; in FY'25 as well, there was a drop from approximately 78 thousand units in FY'24 to 56 thousand units.
- ❖ The average ticket size has followed an upward trend over the last couple of years, with a further increase of around 8% in FY'25 compared to FY'24.
- ❖ The market share of ticket sizes ranging from ₹70 lacs to ₹1.5 crore declined by 8%, from 36% in FY'22 to 29% in FY'25. Notably, flats priced above ₹3 crore emerged as the leading segment in terms of revenue share in FY'25.

# Bengaluru

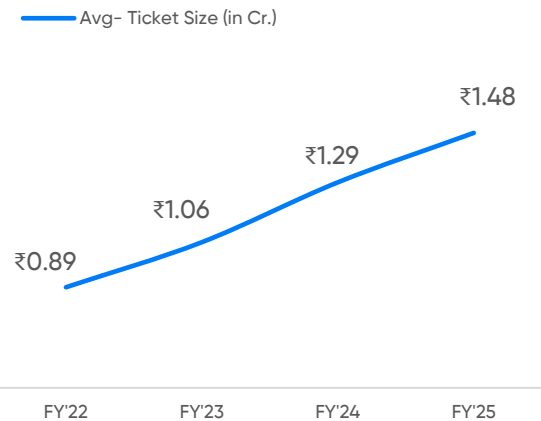
## Housing Sales (Primary Only)



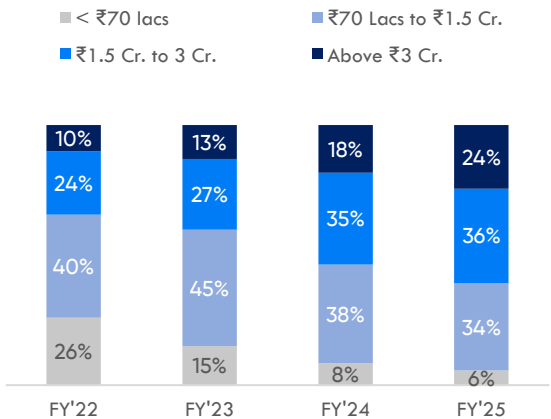
## No. of Launched Units



## Avg – Ticket Size



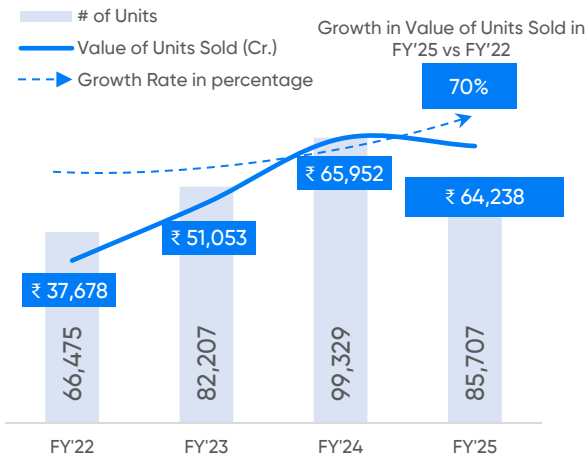
## Ticket Size Analysis (in revenue terms)



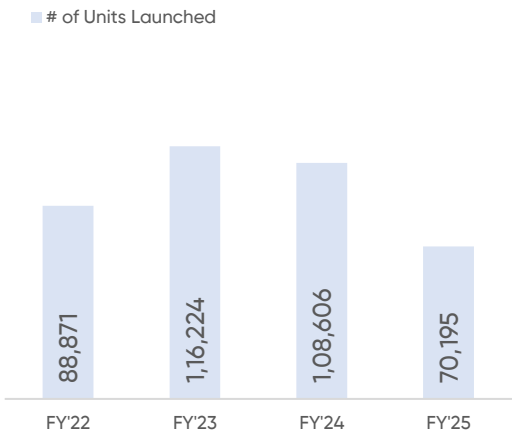
- ❖ The residential real estate market in Bengaluru recorded a 132% increase in the value of primary units sold in FY'25 compared to FY'22.
- ❖ The number of units sold across Bengaluru stood at approximately 65 thousand primary units in FY'25, reflecting a ~40% increase over FY'22 levels.
- ❖ Launched units have been increasing over the past four years; in FY'25 as well, there was an increase from approximately 54 thousand units in FY'24 to 74 thousand units.
- ❖ The average ticket size has followed an upward trend over the last couple of years, with a further increase of around 15% in FY'25 compared to FY'24.
- ❖ The market share of ticket sizes ranging from ₹70 lacs to ₹1.5 crore declined by 6%, from 40% in FY'22 to 34% in FY'25. Notably, flats priced above ₹3 crore has more the doubled in terms of revenue share in FY'25.

# Pune

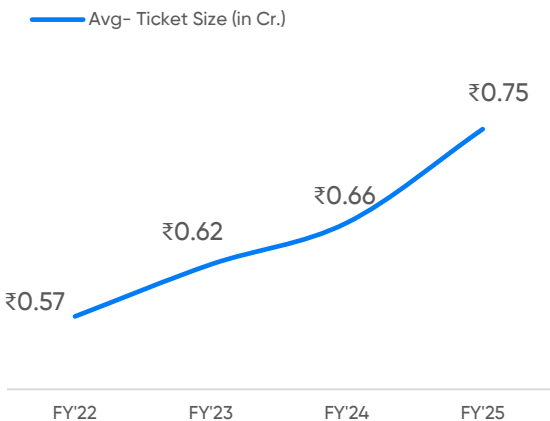
## Housing Sales (Primary Only)



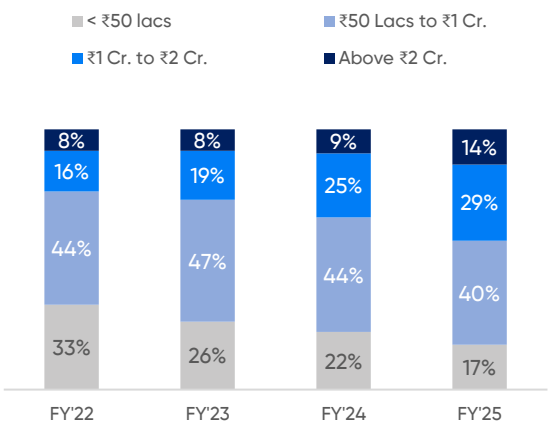
## No. of Launched Units



## Avg - Ticket Size



## Ticket Size Analysis (in revenue terms)

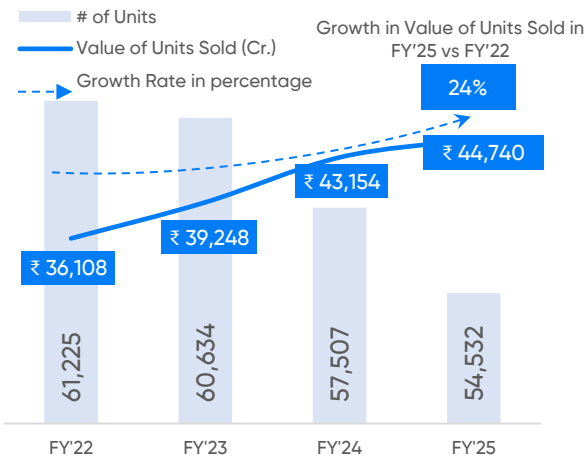


- ❖ The residential real estate market in Pune recorded a 70% increase in the value of primary units sold in FY'25 compared to FY'22.
- ❖ The number of units sold across Pune stood at approximately 85 thousand primary units in FY'25, reflecting a 29% increase over FY'22 levels.
- ❖ Launched units have been decreasing over the past few years; in FY'25 as well, there was a decrease from approximately 1.08 lacs units in FY'24 to 70 thousand units.
- ❖ The average ticket size has followed an upward trend over the last couple of years, with a further increase of around 14% in FY'25 compared to FY'24.
- ❖ The market share of ticket sizes ranging from ₹50 lacs to ₹1 crore is declined by 4%, from 44% in FY'22 to 40% in FY'25. Notably, above 1 crore flats have a share of 43% in FY'25.

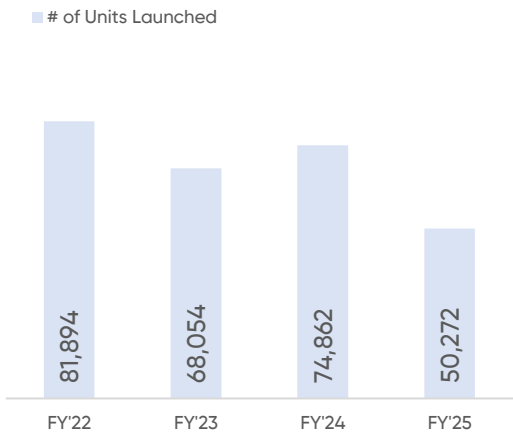


# Ahmedabad

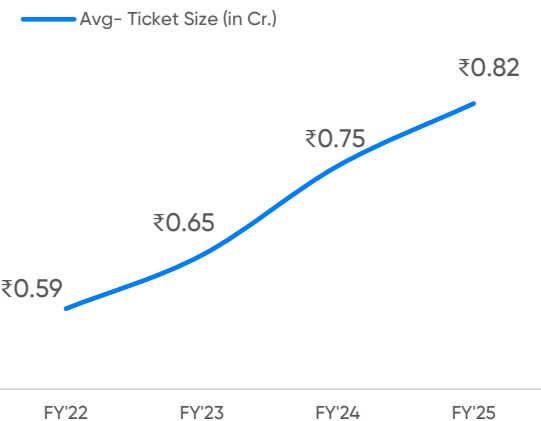
## Housing Sales (Primary Only)



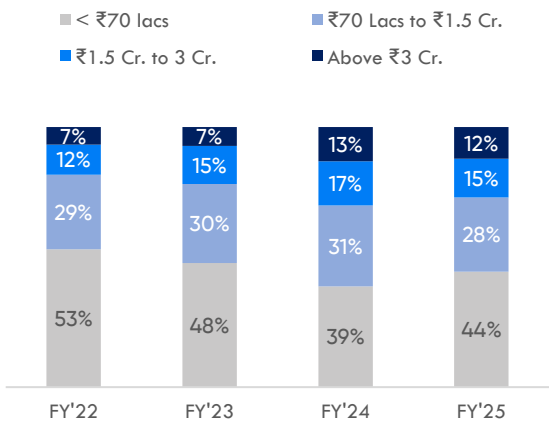
## No. of Launched Units



## Avg – Ticket Size



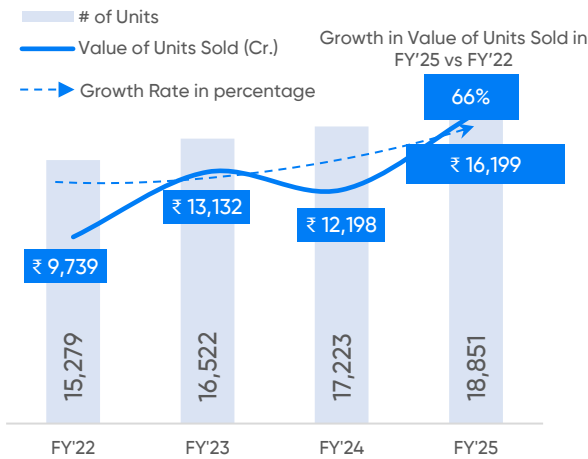
## Ticket Size Analysis (in revenue terms)



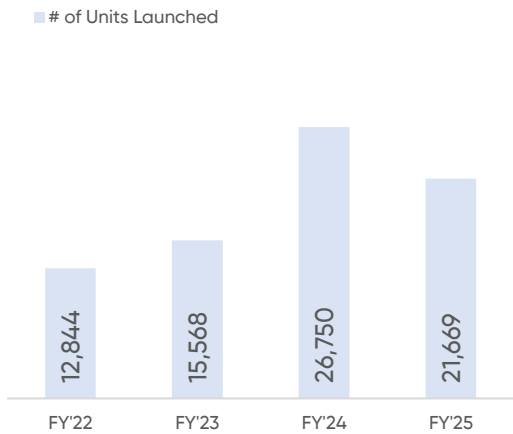
- ❖ The residential real estate market in Ahmedabad recorded a 24% increase in the value of primary units sold in FY'25 compared to FY'22.
- ❖ The number of units sold across Ahmedabad stood at approximately 55 thousand primary units in FY'25, reflecting a 11% decline over FY'22 levels, but still the no of units sold is more than NCR in FY'25.
- ❖ Launched units have seen ups & down over the past few years; in FY'25, there was a decline from approximately 75 thousand units in FY'24 to 50 thousand units.
- ❖ The average ticket size has followed an upward trend over the last couple of years, with a further increase of around 9% in FY'25 compared to FY'24.
- ❖ The market share of ticket sizes ranging from ₹1.5 crore to ₹3 crore is increased by 3%, from 12% in FY'22 to 15% in FY'25. Flat priced below ₹70 lacs has the highest market share in terms of revenue share in FY'25.

# Kolkata

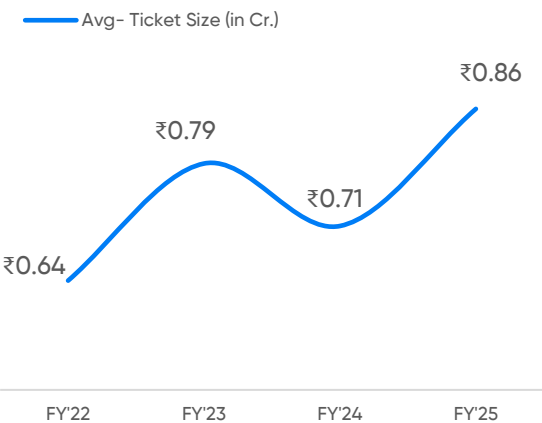
## Housing Sales (Primary Only)



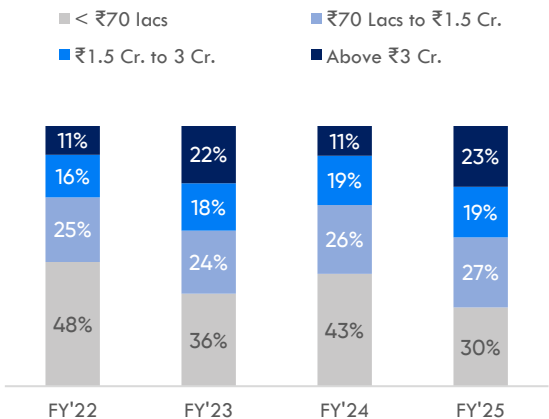
## No. of Launched Units



## Avg - Ticket Size



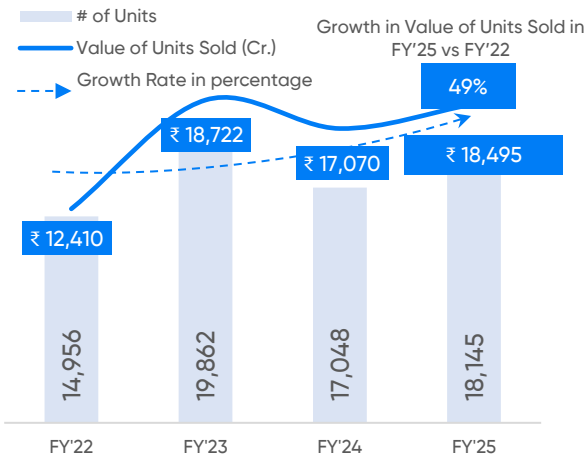
## Ticket Size Analysis (in revenue terms)



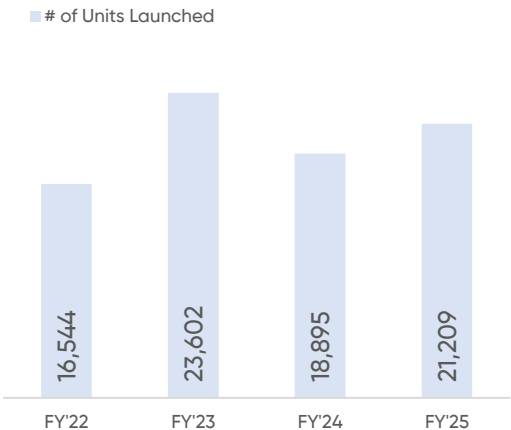
- ❖ The residential real estate market in Kolkata recorded a 66% increase in the value of primary units sold in FY'25 compared to FY'22.
- ❖ The number of units sold across Kolkata stood at approximately 19 thousand primary units in FY'25, reflecting a 23% increase over FY'22 levels.
- ❖ Launched units have seen upward trend over the past few years; in FY'25, there was a decline from approximately 27 thousand units in FY'24 to 22 thousand units.
- ❖ The average ticket size seen both upwards & downwards trend over the last couple of years, FY'25 has seen an increase of 21% when compared to FY'24
- ❖ The market share of ticket sizes ranging above ₹3 crore is increased by 12%, from 11% in FY'22 to 23% in FY'25. Still 57% of share is from the properties below 1.5 Cr.

# Chennai

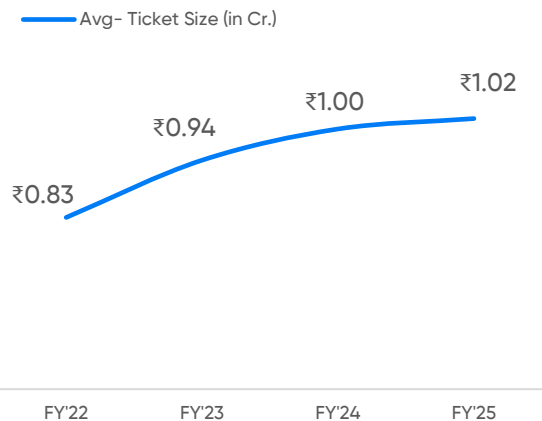
## Housing Sales (Primary Only)



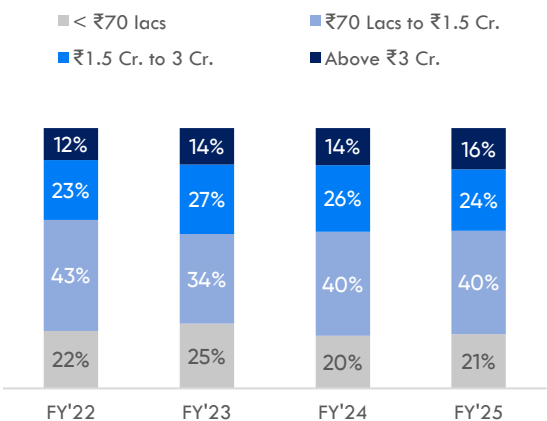
## No. of Launched Units



## Avg – Ticket Size



## Ticket Size Analysis (in revenue terms)



- ❖ The residential real estate market in Chennai recorded a 49% increase in the value of primary units sold in FY'25 compared to FY'22.
- ❖ The number of units sold across Chennai stood at approximately 18 thousand primary units in FY'25, reflecting a 21% increase over FY'22 levels.
- ❖ Launched units have seen both upward & downward trend over the past few years; in FY'25, there was an increase from approximately 19 thousand units in FY'24 to 21 thousand units.
- ❖ The average ticket size has followed an upward trend over the last couple of years, with a further increase of around 2% in FY'25 compared to FY'24.
- ❖ The market share of ticket sizes ranging from ₹70 lacs to ₹1.5 crore is declined by 3%, from 43% in FY'22 to 40% in FY'25. Notably, is still has the highest market share in terms of revenue share in FY'25.

# About CREDAI



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The Confederation of Real Estate Developers' Associations of India (CREDAI) is the apex body of private Real Estate developers in India, established in 1999, with a vision of transforming the landscape of Indian Real Estate industry and a mandate to pursue the cause of Housing and Habitat. Today, CREDAI represents 13000+ Developers across 230 city chapters in 20 states and plays an important role in policy formulation by representing the views of its members to various Ministries at regular intervals.

CREDAI's code of conduct promotes ethical practices. and is adopted proactively by all its members.

CREDAI has successfully imprinted the contribution of Real Estate to the GDP of India to Government, Policy Makers and the public at large and has become the backbone of the Indian Realty.

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# About us

## CRE Matrix

India's most trusted source for complete real estate intelligence, CRE Matrix has developed proprietary algorithms that relentlessly provide up-to-date information and enable deep data analytics across sectors and geographies. CRE Matrix's clients include some of the largest real estate developers, coworking players, retailers, property consultants and financial institutions.

## IndexTap

IndexTap, a product by CRE Matrix, is India's largest and most authentic platform that provides comparable transactions data across residential, commercial and loan transactions. IndexTap deploys sophisticated algorithms to empower brokers, buyers and sellers.

## CRE Lease Matrix

Developed by CRE Matrix, using the experience of comprehending around 1 Lakh lease documents, across all sectors and all major Indian cities, CRE Lease Matrix is the Gold Standard in lease management. The platform helps tenants and landlords reduce operating expenses and identify portfolio opportunities, allowing them to enhance PROFITS, and minimize the decision-making cycle.

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