

State of Real Estate

For the month of December 2013

The month that was- Commercial real estate continues to attract our attention through increased pipeline of dedicated PE funds with inclusion of another \$1 bn and we believe commercial real estate could be the theme to play for in FY14. Over 90 Projects in projects in Bangalore have been affected following the delay in issuing clearances in accordance to pollution norms. However, something to cheer was measures initiated by the Karnataka Govt for single window clearances.

The key developments which took place in December –

- Maharashtra hikes ready reckoner rates by up to 20%: the Maharashtra government has hiked ready reckoner rates by up to 20% in Mumbai, the most expensive property market in the country. The revision in ready reckoner rates will be applicable from January 1, 2014.
- Ban on extraction of ground water in Noida - The complete ban on extraction of ground water, especially in Noida-Greater Noida regions by the National Green Tribunal (NGT) has come as a major impediment for construction firms.
- Single window clearance for project approval in Karnataka soon: The Karnataka state government has initiated measures to simplify the approval process for buildings and a bill was passed in the Belgaum session of the assembly.
- Bangalore home loan market steady despite slowdown - According to Housing Finance Corporations and banks, the overall home loan disbursement varies from Rs 12bn to Rs 16bn per month.
- Maximum homes sold are priced under Rs 5,000/sq ft - Apartments priced under Rs 5,000 per sq ft account for nearly three out of four homes sold in Mumbai, National Capital Region, Pune, Bangalore and Chennai over the past year, data from real estate research firm Liases Foras shows.
- Estimated Rs 77bn worth realty NPAs up for sale- Data compiled by NPAsource.com, a portal that focuses on resolution of stressed assets, shows that there are around 2,200 units in the commercial category and nearly 11,000 units in the residential segment funded by banks and other financial institutions and valued at over Rs 77bn. ([Refer Pg 14](#))
- SEBI proposal on real estate investment trust set to get RBI nod - The Reserve Bank of India is learnt to have cleared the initial decks favouring changes in the Foreign Exchange Management Act (FEMA) and Foreign Direct Investment rules, as sought by the market regulator SEBI.
- GSC to invest \$1 bn in India over 3 yrs – GSC is looking for stabilized office assets that are FDI (foreign direct investment) –compliant.
- Sobha Developers Limited – Quarterly Sales Review - Q3 sales bookings fall by 6 pc to Rs 5.02bn. During the quarter, the Company has sold ~0.74mn Sqft. of new space valued at Rs 5.02bn at an average price realization of Rs 6786/sqft. ([Refer Pg-8](#)).
- Prestige Estates Projects Limited- Quarterly Sales Review - The Company has sold 1204 residential units and 0.026mn sqft of commercial space, aggregating to 2.075mnsqft amounting to Rs 12620mn of sales. ([Refer Pg-8](#))

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Mumbai

- Maharashtra hikes ready reckoner rates by up to 20%:** the Maharashtra government has hiked ready reckoner rates by up to 20% in Mumbai, the most expensive property market in the country. The revision in ready reckoner rates will be applicable from January 1, 2014. A few locations like Nepean Sea Road, Altamount Road, Worli and Prabhadevi have seen a hike of more than 20% and are most affected among the city areas. The ready reckoner is used as a basis to calculate the market value of properties for paying stamp duty and registration charges to the state government at the time of registering the transaction. The ready reckoner rates are based on built-up area since 2008, before which it used to be based on carpet area. Senior town planning officials said the hike in RR is not much compared to the property rates in the open market and contrary to the perception that the economic slump had slowed down property transactions. "Mumbai in fact, saw an increase in the registration of property documents. Over 0.207 mn property documents were registered from January to November 2013 against 0.198 mn documents for the same period in 2012. The reason for the hike in registration numbers could be the recent new change in income tax rules of valuing property as per RR rates. Consumers may have seen a benefit in registering their property," said an official.
- Slowdown worries Pune real estate developers:** The Maharashtra chapter of the Confederation of Real Estate Developers Association of India (Credai) expressed its concern over dropping sales in real estate market due to economic recession. The industry has faced over 20 per cent drop in sales due to slow down. According to CREDAI officials, the issues like inflation, Demand supply gap, increased home loan interest rates and liquidity crunch have badly affected the business. According to Sanjay Bajaj, managing director – Pune, Jones Lang LaSalle India In Pune, new budget-to-mid income housing projects are coming up in Dhanori, Nighdi, Kondhwa Khurd, Dighi, Manjri, Mundhwa, Undri, Warje, Ambegaon and parts of Hadapsar. Many of these areas also have premium and semi-premium options, which are largely defined by larger floor spaces and better amenities. The central areas are, strictly speaking, no longer affordable from a mid-income buyer's perspective as prices have been rising steadily with the reduction in supply.
- Redevelopment plans to be hit by Supreme Court (SC) ruling-** The Supreme Court trashed tweaked rules affecting minimum green spaces at ground level and width of main passageways (access for fire engines) in buildings under construction or being redeveloped in the city. Building owners in the B and C wards have lined up with applications for reconstruction, but most of them stand on small—less than 600 sq m—plots. The SC's insistence on 6m passageways will hit them. Rule 23 of the Development Control Regulation of 1991 mandates 15-25% open space at ground level depending on the plot size for every building. By an amendment in January 2012, the authorities had permitted recreating this space on a podium. The SC said any green space on a podium had to be in addition to the space mandated at ground level.
- Siemens has put its 12 residential apartment properties in Mumbai on sale -** Siemens has put its 12 residential apartment properties in Mumbai on sale with a combined base price valuation of about Rs 400mn. The properties comprise flats at various Mumbai suburbs such as Bandra, Santacruz, Khar, Juhu, Versova, Chembur and Dadar. The size of the properties ranges from 800 to 1,700 sq ft, including 2BHKs, 3BHKs and row houses
- LIC Housing Finance takes over Orbit Corp's Mumbai property-** LIC Housing Finance said it had taken possession of a project Orbit Residency Park in Andheri area of Mumbai excluding 155 apartments in the residential complex. Orbit's total amount outstanding is Rs 955mn including interest, expenses and other charges, LIC Housing Finance said in a public notice..

Residential Projects - Recent and New Launches in Mumbai

Developer	Name of the Project	City	Location	Subvention scheme	Residential/ Commercial	Size (In Sqft)	Price/ unit	Possession
Rustomjee	Urbania	Thane West	Near majiwada	Y	Residential	2 bhk	Rs 8.550mn	
Vijay Group	Vijay galaxy	Thane west	waghbil naka, G.B.		Residential	1-2 BHK	Rs7.9mn onward	
Kalpatru	Kalpatru crest	Bhandup West	LBS Road	25/75	Residential	2-3 BHK	Rs 10750/sqft	Jun-2016
Wadhwa Group	Solitaire	Thane west	Kapurbawdi		Residential	2-2.5 BHK(890-1321 Sqft)	Rs 8.98 mn to Rs 14mn	Dec-2016
Sheth Creators	Auris Serenity	Malad West	Link Road		Residential	2-3-4 BHK	Rs 13500/sqft	Dec-2017
Lodha	Splendor	Thane West	Ghodbunder Road		Residential	3 BHK	Rs 9.7mn onward	
L&T Realty	Crescent Bay	Parel	Mumbai		Residential	2-3-4 BHK	Rs 29.5mn onwar	
L&T Realty	Emerald Isle	Powai	Mumbai		Residential	2-2.5-3-4 BHK	Rs18.0 mn onwar	
Marathon Group	Marathone nexzone	Panvel	National Highway 4B	Y	Residential	2 BHK	Rs 5.2mn onward	
Hiranandani	Rodas Enclave	Thane West	Off Ghodbunder Road		Residential	2-3-4-5 BHK	Rs 14.5mn onward	
Hiranandani	Cardinal	Thane West	Off Ghodbunder Road		Residential	2.5-3 BHK	Rs 20.2mn - 31.7mn onwards	
Hiranandani	The Walk	Thane West	Off Ghodbunder Road		Residential	Small size apartments (1 BHK-419 Sqft)	Rs 8.8-9.1mn onward	
Sheth	Vasant oasis	Andheri east	Marol	25/75	Residential	1-2-2.5-3-4 BHK	9.44mn onwards	construction in full swing
Ajmera Group	I-Land	Wadala East	Next to I- Max, Bhakti Park		Residential	4 BHK	Rs 17100/sqft	Dec-15
Puraniks Builders	Puraniks Hometown	Thane West	Ghodbunder Road		Residential	2-3 BHK	Rs 8.5mn onwards	
Marvel Realtors	Marvel Cascada	Pune	Balewadi		Residential	2-4 BHK (1370-4820 Sqft.)	Rs 8.08-Rs 33mn onwards	
Lodha	Belmondo	Mumbai	Opp. Sahara Cricket Stadium		Residential	2-3-4 BHK,Luxury Golf suites	Rs 3.86mn onwards	
Kanakia	Kanakia Levels	Malad east	Malad east		Residential	3-4 BHK	Rs 12500/sqft	Dec-2017
Kanakia	Kanakia Sevens	Andheri east	Andheri east		Residential	1-2 BHK	Rs 13500/sqft	Dec-2016
Rajesh Lifespaces	Grandeur	Powai			Residential	3-4 BHK	Rs51.75mn onwards	
Rajesh Lifespaces	Altezza	Mulund West			Residential	2-3 BHK	Rs13.10mn onwards	
Rajesh Lifespaces	Infinia	Malad West			Residential	2-3-4 BHK	Rs14.72mn onwards	
Rajesh Lifespaces	Whitcity	Kandivali East			Residential	1-2-3-4 BHK	Rs7.94mn onwards	
Rajesh Lifespaces	Tattva	Thane West			Residential	3-4 BHK	Rs17.18mn onwards	
Mayfair	Hillcrest	Vikhroli west	Near Lbs Marg	25/75	Residential	1-2 BHK (442-655-675-700 Sqft)	Rs11mn onwards	2015
Acme Group	Acme Avenue	Kandivali West	Charkop	No stamp duty regis.	Residential	1.5-2-3 BHK	Rs 7.925mn-16.mn onwards	construction in full swing
Lodha	Fiorenza	Goregaon East	Off Western express highway		Residential	2-3-4 BHK	Rs 21.0mn onwards	
Nahar Group	Burberry/Bryony	Chandivali	Off Saki-Vihar Road	30/70	Residential	3 BHK	Rs 39.9 mn onwards	construction in full swing
Damji Shamji Shah Group	Mahavir Kalpavruksha	Thane West	Ovala Village	20/80	Residential	1-2 BHK (627-945sqft)	Rs 4.63-7.25mn	Dec*2014
Mayfair	Mayfair Greens	Kandivali West	S.V. Road		Residential	2-3-4 BHK (817-1103 sqft)	Rs 20000/sqft	Jun-15
Mayfair	Kumkum	Andheri West			Residential	990	Rs 39000/sqft	Ready
Puraniks Builders	Rumah Bali Crème	Thane west	Off Ghodbunder Road		Residential	2-3 BHK	Rs 8-9.6 mn onwards	

Source: PhillipCapital India Research

NCR

- **Mixed land-use policy for Noida:** Noida Authority has approved mixed land-use policy in Noida Master Plan-2021, which will allow offices, retail shops, eateries, and entertainment outlets in specific areas in industrial and institutional sectors. Under the recently-approved mixed landuse policy, residents having plots or builtup houses beside roads with of 24 metres and above in residential areas will be allowed to construct guesthouses on a limited area. These guesthouses can house facilities like general stores, coffee shops, ATMs, etc. In addition, other facilities like auto-service centres are also allowed, but only in industrial areas. Owners of residential and industrial plots will have to pay an impact fee to the Noida Industrial Development Authority, so that they can enjoy 100% FAR (Floor Area Ratio). To convert residential property into mixed land use, residential land owners will have to pay 50% as impact fee, while for the conversion of industrial plots to mixed land-use, industrial land owners will have to pay 50% of the difference between the rate of commercial and industrial plots. The specific areas of mixed land-use have not been proposed in the master plan. However, the Noida authority may identify such land or plot for mixed land-use schemes at the time a detailed layout plan is drawn for a particular sector or area.
- **Ban on extraction of ground water in Noida** - The complete ban on extraction of ground water, especially in Noida-Greater Noida regions by the National Green Tribunal (NGT) has come as a major impediment for construction firms. Several real estate developers are now planning to buy water from development authorities for their construction activity. The NGT has also asked developers and builders with constructions over 20,000 sq metres to take environment clearance from the respective state environmental impact assessment authorities, as the court had directed that all ongoing realty projects should stop operations immediately.
- **Information panel wants NRIs owning industrial plots named** - The state information commission has asked industry authority HSIIDC to make public its list of plot-owners in Gurgaon registered as NRIs..

Residential Projects - Recent and New Launches in Delhi

Developer	Name of the Project	City	Location	Subvention scheme	Residential/ Commercial	Size (In Sqft)	Price/ unit	Possession
Eldeco	Mystic greens	Omicron	Greater Noida	40/60	Residential	2-3 BR	Rs 4.813 mn onwards	Under Construction
Amrapali Group	Amrapali Crystal Homes	Noida	sector-76		Residential	3 BHK		Construction started
Amrapali Group	Amrapali Sapphire	Noida	sector-45		Residential	2-3-4 BHK		Ready Possession
Amrapali Group	Amrapali Silicon city	Noida	sector-76		Residential	2-3-4 BHK		Nearing possession
Amrapali Group	Amrapali Zodiac	Noida	Sector-120		Residential	2-3-4 BHK		Ready to move in
Amrapali Group	Amrapali Kingswood		Greater Noida west		Residential	2-3 BHK		Construction started
Amrapali Group	Amrapali Tropical Gardens		Greater Noida west		Residential	2-3 BHK		
Amrapali Group	Amrapali Verona heights		Greater Noida west		Residential	2-3-4 BHK		Construction started
Amrapali Group	Amrapali Eden Park	Noida	Sector-50	Get an assured gift	Residential	2-3-4 BHK		Ready to move in
Amrapali Group	Amrapali Princely Estate	Noida	Sector-76		Residential	2-3-4 BHK		Nearing possession
Amrapali Group	Amrapali Platinum	Noida	Sector-119		Residential	2-3-4 BHK		Ready to move in
Unnati Fortune	VestaVillas	Noida Expressway	Sector-144		Residential	Villas		
Unitech	The Willows	Noida	Sector-96		Residential	Plots (192 sq yrd.)		
Aditya Builders	Aditya World City	Ghaziabad	NH-24	10% discount and Rs 35000 gift vouchers	Residential	2-3 BHK	Rs2.8mn onwards/ Rs 1990 sqft	
Aditya builders	Urban Casa	Noida	Sector-78		Residential	2-3-4 BHK	Rs4.5mn onwards	Nearing Possession
Shubhkamna Advert Group	Shubhkamna Legend	Noida	Sector-150		Residential	2-3-4 BHK	Rs 3895 psf.	
Shubhkamna Advert Group	Shubhkamna Masters	Noida	Sector-150		Residential	Villas	Rs 7495 psf.	
Assotech Limited	Assotech Blith	Gurgaon	Sector-99	30/40/30	Residential	2-3-4 BHK		Construction in full swing
Assotech Limited	Celeste Towers	Noida	Sector-44		Residential			
Assotech Limited	Windsor Court	Noida	Sector-78	60/40	Residential	2-3-4 BHK		Phase- I possession soon
Assotech Limited	The nest	Ghaziabad	NH-24		Residential	Move-in Flats		
Eros Group	Sampoornam	Gr. Noida West	Sector-2		Residential	2-3 BHK		Construction at full swing
Horizon Concept	Orizzonte	Greater Noida	KP-3		Residential	2-3-4 BHK		
Amaatra Group	Amaatra Homes	Greater Noida West	Sector-10	Free Car parking	Residential	2-3 BHK		
VSR Infratech Pvt. Ltd.	68 Avenue	Gurgaon	Sohra Road		Commercial	Retail spaces & serviced suites	Rs 0.4mn	
Paras Buildtech	Paras Square	Gurgaon	Sector-63A		Commercial/ Residential	High Street Retail / Service Apartments		
Jaypee Greens	Udaan		Yamuna Expressway		Residential	2-3 BHK	Rs 4.278mn onwards	
Gaur	Gaur City	Greater Noida West	Sector-16C		Residential	3 BHK (1855/1995/2200 Sqft)	Rs 3.1390mn onwards	
Gaur								
Super Tech Limited	Capetown	Noida	sector-74	100 acres 50% in possession	Residential complex	2-4 BHK	4560	
Super Tech Limited	Albaria	Greater Noida (West)	Noida extension	NO EMI for 24 months	Residential complex	3-4 BHK(1590-1596-1725-1906-2364)	Rs 5.6mn onwards	
Super Tech Limited	Golf Village	Greater Noida	Yamuna expressway		Residential complex	1-2-3 BHK	2425	

Developer	Name of the Project	City	Location	Subvention scheme	Residential/ Commercial	Size (In Sqft)	Price/ unit	Possession
Super Tech Limited	Golf village	Greater Noida	Yamuna Expressway			1-2-3 BHK	19.14 lacs	
Super Tech Limited	Grand circuit	Greater Noida	Yamuna Expressway			1-2-3 BHK	17.5 lacs	
Super Tech Limited	Fable castle	Greater Noida	Yamuna Expressway			2-3-4 BHK	33.5 lacs	
Super Tech Limited	Super living	Gurgaon	Araville , sector-79	pay 35% only rest possession		2-3 BHK		construction in full swing
Super Tech Limited	Supernova	Noida	Sector-94	40/60	Residential	2-3-4 BHK	Rs15.0mn onwards	
Super Tech Limited	ORB	Noida	Sector-74	40/60	Residential	3-4 BHK	Rs12.5mn onwards	
Super Tech Limited	North Eye	Noida	Sector-74	40/60	Residential	1-2-3-4 BHK	Rs4.3mn onwards	
Super Tech Limited	Eco citi	Noida	Sector-137	40/60	Residential	2-3-4 BHK	Rs4.9mn onwards	
Super Tech Limited	Eco suites	Noida	Sector-137	40/60	Residential	Studio Apartments	Rs2.4mn onwards	
Super Tech Limited	Eco Village	Greater Noida (West)	Greater Noida (West)	40/60	Residential	1-2-3-4 BHK	Rs2.4mn onwards	
Super Tech Limited	Golf Suites	Greater Noida	Yamuna Expressway	40/60	Residential	Studio Apartments	Rs1.6mn onwards	
Super Tech Limited	Up Country	Greater Noida	Yamuna Expressway	40/60	Residential	Studio Apartments	Rs1.6mn onwards	
Super Tech Limited	Holiday Village	Greater Noida	Yamuna Expressway	40/60	Residential	Luxury Villas	Rs6.5mn onwards	
Ajnara	Grand Ajnara Heritage	Noida	Sector-74	60/40	Residential	Luxury Apartments		
Ajnara	Ajnara Daffodil	Noida	Sector-137		Residential	2-3 BHK		
Ajnara	Le garden	GNIDA (West)			Residential	3 BHK (1195 Sqft.)	Rs 3.390mn onwards	
Ajnara								
International land developers	Ild Grand	Gurgaon	sector-37C	40/60	Residential	1789 sqft	Rs 4950/sqft	
Unnati Fortune	Elites Arena	Noida	Sector 119		Residential	2-3 BHK (1050-1350 sqft)	Rs 4499/ sqft	
Unnati Fortune	VestaVillas	Noida Expressway	Sector-144		Residential	Villas	Rs 22.5mn onwards	
ERA Landmark	Skyville	Gurgaon	Sector-68		Residential	2-3 BHK		Construction in full swing
Arcmate Samiah Consortium	Greenview Apartment	Greater Noida West	Sector-PI		Residential	3-4 BHK		Construction in full swing
Ace Group	Aceaspire	Greater Noida West			Residential	2-3 BHK		
JM Housing	JM Aroma	Greater Noida	sector-75	No pre PMI till January 2014	Residential	2-3 BHK	Rs 4300-4600/ sqft	
JM Housing	JM Florence	Greater Noida (West)	DV-GH-09C, Sector-Tech Zone-4		Residential	2 BHK (1060 Sqft)	Rs 3.250mn onwards	
Unitech	Ivy terraces	Gurgaon			Residential	3-4 BHK	Rs 14.4mn onwards	
Infratech	Infratech vedic city	NCR	Eastern Peripheral Expressway		Plots	128/162/200 sq.mtr.	Rs 1.053mn onwards	

Source: PhillipCapital India Research

Bangalore

- **Bangalore's residential property market poised for growth:** The southern and eastern sub-markets witnessed the highest number of launches last year accounting for approximately 43 and 27 percent of the total launches respectively. Proximity to workplaces and developed social infrastructure are the primary reasons that drive demand for residential property in these areas. According to Shrinivas Rao, CEO – Asia Pacific, Vestian Global, “The city has witnessed significant launches in the ticket size of Rs 10mn and above. Demand for mid-segment (ticket size of Rs 2.5-5mn) remains buoyant across the city. Locations supporting development of mid-segment include Kanakapura Road, Sarjapur Road (after railway crossing), Hosur Road and Bannerghatta Road.
- **Outlook for 2014:** The residential real estate market will continue to be dominated by the mid-segment primarily driven by end-users. The demand will be primarily concentrated for residential units in the range of Rs 6-10 million in sub-markets like south-east, north and east owing to ongoing commercial activity and numerous options in these sub-markets.
- **Single window clearance for project approval in Karnataka soon:** The Karnataka state government has initiated measures to simplify the approval process for buildings and a bill was passed in the Belgaum session of the assembly.
- **Tata Housing buys 20 acres land in Bangalore for luxury housing** - Tata Housing has bought 20 acres of land in Bangalore from Alstom T&D India for Rs 1.2bn to develop a luxury housing project at the site.
- **BWSSB shuts valve on 90 real estate projects-** Commencement of at least 90 real estate projects in the newly added areas of the Bruhat Bangalore Mahangara Palike (BBMP) have been affected following the delay in the Bangalore Water Supply and Sewerage Board (BWSSB) issuing no objection certificate (NOC). The Karnataka State Pollution Control Board (KSPCB) has made it mandatory for the NOC from the BWSSB to be issued for projects that have more than 0.2 mn sq. ft. built-up area. The water board NOC is a prerequisite for obtaining the clearance of the pollution board.
- **Bangalore home loan market steady despite slowdown** - According to Housing Finance Corporations and banks, the overall home loan disbursement varies from Rs 12bn to Rs 16bn per month. Premier housing finance companies are able to retain their market pie because it is not only the loans for new purchase of housing units that enter the market but in addition for purposes like refurbishing of old homes, investment in developed plots and contingency purposes through mortgage loan option. While residential units in the price range of Rs 4mn – Rs 5mn continues to drive demand, those in the price bracket of Rs 6mn – Rs 7mn are showing signs of resistance due to dip in affordability levels..

Sobha Developers Limited – Quarterly Sales Review

Q3 sales bookings fall by 6 pc to Rs 5.02bn

During the quarter, the Company has sold ~0.74mn Sqft. of new space valued at Rs 5.02bn at an average price realization of Rs 6786/sqft.

New Sales (In Square Feet)

Location	Q3-14	Q3-13	Q2-14	9M-14	9M-13	FY-13
Bangalore	0.50	0.59	0.67	1.78	1.70	2.38
NCR	0.02	0.10	0.03	0.09	0.38	0.51
Chennai	0.05	0.07	0.09	0.24	0.18	0.29
Thrissur	0.05	0.09	0.10	0.30	0.25	0.34
Pune	0.02	0.02	0.01	0.06	0.09	0.14
Coimbatore	0.02	0.02	0.02	0.03	0.06	0.06
Kozhikode	0.04	-	0.06	0.10	-	-
Mysore	0.03	0.01	0.02	0.06	0.03	0.03
Total	0.74	0.90	1.00	2.66	2.68	3.76

Price Realisation

Particulars	Q3-14	Q3-13	Q2-14	9M-14	9M-13	FY-13
Sales Value (Million)	5023	5334	6323	17374	15403	22145
Average Price Realisation (Rs/Sqft)	6786	5910	6304	6522	5738	5897

Source: Company, PhillipCapital Research

Prestige Estates Projects Limited- Quarterly Sales Review

Quarterly summary:

- The Company has sold 1204 residential units and 0.026mn sqft of commercial space, aggregating to 2.075mnsqft amounting to Rs 12620mn of sales. Out of this, Prestige share is 904 units-1.55mnsqft amounting to Rs 9402 mn of sales, up by 24.69% (YoY).
- Collections during the quarter were Rs 5923mn up 16.69% (YoY). Prestige share (overall collections at Rs 7133mn).
- During the quarter, Company has launched the first phase of its largest residential project- Prestige Lakeside Habitat in Bangalore aggregating to 2.79mn sqft of the total developable area. The Project is spread across 102 acres in area and consists of apartments and villas with total developable area of 8.4mnsqft.

Residential Projects - Recent and New Launches in Bangalore

Developer	Name of the Project	Location	Subvention scheme	Residential/ Commercial	Size (In Sqft)	Price/ unit	Possession
G. Corp. Developers pvt. Ltd.	The Icon	Thanisandra road		Residential	3-4 BHK (1795-3097 sqft)	Rs 11mn onwards	
Icon Homz	Icon Sanctuary	Sarjapur		Residential	3 BHK (1662-1992 sqft)	Rs 6.3mn onwards	
Sreenidhi Group	Jeevanadi Sanskar	Hebbal		Residential	2746-3309sqft	Rs 17.1mn onwards	May-14
Fire luxur developers pvt. Ltd.	The Empyrean	NH 207		Residential	Villa	Rs 6.6mn onwards	
SLS developers	Sapphire	marathahalli-sarjapur outer ring		Residential	2-2.5-3 BHK	Rs 3.7mn onwards	
SLS developers	SLS Sunrise	Off Marathahalli- Sarjapur		Residential	2-3 BHK	Rs 3.65mn onwards	
Maithri Developers	Shilpitha Royal	Kodigehalli		Residential		Rs 3.20mn onwards	
GGR Housing India Pvt. Ltd.	Aditya Grand	Off. Whitefield		Residential	Villas and Plots		
Prisha Properties India Pvt. Ltd.	Orchids	Near Hebbal		Residential	2 BHK (1440-1630); 3 BHK (2050-3150 sqft), 4 BHK (3330 sqft)		
Reliaable Developers	Magnoliaa	Off Sarjapur Road		Residential	Plots (30X50) (30X70)	Rs 3850/Sqft	
S2 Homes	Butterfly Gardens	Jigani		Residential	Plots (56-222sq mtrs)	Rs 1.449mn onwards	
Krishna Constructions	Krishnaja Greens	Behind ITC factory		Residential	Villas	Rs 8.5mn onwards	
Mahaveergroup	Riviera	JP nagar 5th phase		Residential		Rs 7.8mn	
Mahaveergroup	Tranquil	Whitefield		Residential		Rs 6.2mn	
Mahaveergroup	Laurel	BTM 4th stage		Residential		Rs 5.7mn	
Mahaveergroup	Oleander	Off Hosur road		Residential		Rs 4.8mn	
Mahaveergroup	greens	Mysore Road		Residential		Rs 4.4mn	
Mahaveergroup	cedar	Hesaraghatta road		Residential		Rs 3.5 mn	
Mahaveergroup	Desire	off tumkur road		Residential		Rs 3.2mn	
Mahaveergroup	fortune	off magadi road		Residential		Rs 2.5mn	
Mahaveergroup	galaxy	off mysore road		Residential		Rs 2.4mn	
Mahaveergroup	Maple	Kundalahalli jn., varthur main road		Residential	3 BHK and duplex	Rs 8.3mn	
Mahaveergroup	Jonquil	J.P.Nagar, 6th Phase		Residential		Rs 6.1mn	
Mahaveergroup	Oberon	JP nagar 5th phase		Residential		Rs 5.7mn	
Mahaveergroup	Willet	Kumbena Agrahara		Residential		Rs 3.2mn	
Mirror constructions and Industries	Ideal living	Whitefield main road		Residential	2-3 BHK	Rs 5.66mn onwards	75% of work complete
Pride Group	Pride Picassa	Indiranagar		Residential	4 BHK		
Pride Group	Wilasa	JP Nagar		Residential	Villas (3-4 BHK)	Rs 18.0mn onwards	
Pride Group	Pride Crosswinds	Bannerghatta		Residential	3-4 BHK Villas	Rs 11.3mn onwards	
Jain Housing & Construction Limited	Jains Swadesh	Off Kanakapura Road, Uttarahalli		Residential	2-3 BHK		Handy over shortly
Sumadhura infracon Pvt. Ltd.	Srinivasan	Hoodi, whitefield		Residential	2-3 BHK 1190-1900 sqft		Aug-14
Sumadhura infracon Pvt. Ltd.	Madhuram	ECC road, whitefield		Residential	2-3-4 BHK (1315-2215sqft)		
Sumadhura infracon Pvt. Ltd.	Silver Ripples	Whitefield		Residential	2-2.5-3-3.5 BHK		
Golden Gate	Golden Grand Phase-I	Yeshwanthpur Station		Residential	2-3 BHK	Rs 7.84mn onwards	Ready Possession
Golden Gate	Golden Homes II	Off Sarjapur Road		Residential	Villas (1795-4055 sqft)	Rs 6.45mn onwards	

Developer	Name of the Project	Location	Subvention scheme	Residential/ Commercial	Size (In Sqft)	Price/ unit	Possession
Golden Gate	Panorama	Jayanagar		Residential	2-3 BHK	Rs 5.1 mn onwards	
Prisha Properties India Pvt. Ltd.	Hanging Gardens	Near Hebbal		Residential	3-4 BHK (1860-4355 Sqft.)		

Source: PhillipCapital India Research

Chennai

- Casa Grande eyeing to launch 1,000 villas in 2013-14** - Real estate developer Casa Grande has lined up projects worth Rs 12.50 bn and plans to launch more than 1,000 villas during the current financial year. The company announced its latest project -- Aldea, a garden themed project in Thoraipakkam on the famous Old Mahabalipuram Road. Casa Grande Aldea will encompass 184 units on a 3 acres land at Thoraipakkam. The project comprises of one, three and four BHK apartments ranging from 600 sq.ft to 1,960 sq ft. Casa Grande is offering the apartments at Rs 5,150 per sq ft
- Guaranteed Residential Rentals on offer** - The Chennai-based KG Developers has announced guaranteed rentals for buyers at KG Centre Point a residential project at Poonamallee. KG has come out with "Guaranteed Rentals" for one year from the date of possession for those who book an apartment in KG Centre Point. The developer will help customers to find a tenant through their brokers and get a rent of Rs 10 per sq. ft per month. The 7.2 acres project consists of 644 apartments spread across 16 blocks and designed with 63 per cent open and landscaped space offering a host of outdoor activities to relax your mind. It offers one-BHK (studio) apartments of 515 to 540 sq. ft; two-BHK of 690 to 915 sq. ft; and 3-BHK of 1,055 to 1120 sq. ft.
- Chennai prices stagnate in mid-2013**- Property prices in Chennai have stagnated in the second and third quarter of 2013 except for some suburbs to the South. Some of the localities where prices appreciated between the second and third quarters of 2013 are Velachery which witnessed a 25 per cent jump in prices; Guduvancheri 12 per cent; and Madipakkam and Pallikaranai about 7-8 per cent. On the other hand property prices witnessed a drop even if marginally by 1-2 per cent in Navalur, Selaiyur and Tambaram. The steepest drop was in Ambattur, by about 22 per cent..

Residential Projects - Recent and New Launches in Chennai

Developer	Name of the Project	Location	20/80 scheme	Size (In Sqft)	Price/ unit	Possession
Jain Housing and Construction Ltd.	Inseli Park	OMR-Padur	Pay 10% and balance on possession		Rs4.5mn onwards	Nearing completion
Jain Housing and Construction Ltd.	Alpine Meadows	Pallavaram	Pay 10% and balance on possession		Rs 4.2mn onwards	Phase I handover
Jain Housing and Construction Ltd.	Pebble Brook	Thoraipakkam	Pay 10% and balance on possession	2-3-4 BHK-996-2523sqft	no pre emi 200/sqft discount	
Jain Housing and Construction Ltd.	La Verde Mare	Perungudi	Pay 10% and balance on possession			launching shortly
Vijay Shanti Builders	Love	Alwarpet, Mambakkam		2-3 BHK (973-2500 sqft)	Rs 4500/Sqft	
KG Foundations Pvt. Ltd.	KG Cosy Homes	Mogappair		1-2 BHK (610/1080/1400Sqft)	Rs 5199/Sqft	
Shantiniketan	Altair	Kelambakkam		1-2 BHK	Rs 1.451-1.736 mn	
Sanjay Homes & Developers Pvt. Ltd.	Opera	Selaiyur-Tambaram		2-2.5-3 BHK (962-1395 sqft.)		
Mayances Construction & Engineering	Myans Luxury Villas	Kanathur		Villas	Rs 25mn onwards	
BBCL	Navarathina	Ambattur		2-3 BHK	Rs 4.5mn onwards	
North town estates pvt ltd.	North -Town	Perambur		1-2-3 BHK 650-1396 sqft		Construction in full swing
Godrej properties	Godrej Palm grove	Poonamallee Taluk	20/80	2-3 BHK		Construction in full swing
Covai Senior Care Constructions Pvt. Ltd.	Serene Pushkar	Sholinganallur		2 BHK	Rs 4.020mn onwards	
Dra Projects	Pristine Pavilion	Within Mahindra world city	10% now and after possession	2-3 BHK		
Arihant	Villa viviana	Maraimalai nagar		3 BHK-1413 sqft; 4BHK-3686 sqft; residential plots-1810sqft.		
Colour Homes	Color Castle	Perumbakkam		2-3 BHK 774-1453 Sqft	Rs 3290/Sqft	
Landmark construction	Tivoli	Mogappair		2-3 BHK 1213-1884 sqft		
Arihant	Firangipani	behind siruseri it park		2 BHK-760sqft		
Citilights	Blessings	Kelambakkam		3 BHK-1610-1880	Rs3175	Oct-14
Unitech	Uniworl city	Nallambakkam,		2-3 BHKUnihomes, Palm villas and aspen greens	Rs 2250-2300 villas-Rs3550, Apartment-Rs2800	
LCS citymakers	LCS	Pallikaranai		3BHK	Rs 9.0mn onwards	
Dugar Housing Limited	Dugar	Ambattur		1-2-2.5-3 BHK	Rs 2.2-7.9mn onwards	Construction in full swing
Arinhant/ unitech	Greenwoodcity	Plots on Omr		1800-3500sqft plots		
Arinhant/ unitech	Greenwoodcity	Perambur		1-2-3-BHK-650-1396 sqft		Construction in full swing
Landmark construction	Geethanjali	Annanagar West		3 BHK-1525 sqft		Construction in full swing

Source: Media sources, PhillipCapital India Research

Commercial

- **Global IT firms hunt for properties in Indian cities:** SAP Labs, CISCO, Accenture and Dell are the other IT/ITeS majors that have either acquired or are in the process of acquiring large office spaces to accommodate their anticipated headcount growth. German-headquartered SAP Labs has picked up over 200,000 sq ft office space in RMZ Ecoworld on the Outer Ring Road in Bangalore. This is in addition to the 400,000 sq ft that it is building to expand its campus in Bangalore. Following suit is Oracle, which is renting 400,000 sq ft to expand operations in Hyderabad and Amazon, which has added 645,000 sq ft in SP Info City in Chennai.
- **Bangalore IT investment region plan hit by rising land price:** Karnataka's plan to build a new information technology hub close to the new international airport on the outskirts of Bangalore is yet to take off, with slow pace of land acquisition exacerbated by rising land costs. From 2010, when the cost of land was between Rs6 mn and Rs7.5 mn an acre, prices have gone up to as much as Rs20mn an acre. In 2010, Karnataka approved the Information Technology Investment Regions, to be built on more than 10,000 acres of land. It also received interest from over 55 companies including the likes of Infosys, Wipro, TCS and Cognizant who had shown interest in setting up their offices
- **Xander eyes Rs 3bn investment in Nitesh Estates' project** - Xander Group, a global investment firm focused on infrastructure, hospitality, retail and real estate markets, is understood to be closing in on a transaction to invest Rs 3bn into a project being developed by Bangalore-based publicly held realtor Nitesh Estate.

Retail

- **Fresh supply of mall space up 39% in 2013** - Fresh supply of retail space in shopping malls increased by 39 per cent in 2013 to 4.59 million sq ft in eight top cities despite delay in completion of 18 malls. National Capital Region (NCR), Bengaluru and Ahmedabad did not see any new addition of mall spaces for the entire year in 2013, Cushman and Wakefield said, adding that Chennai saw the highest supply of 2 million sq ft, followed by Mumbai (0.9 mn sq ft), Pune (0.7 mn sq ft) and Kolkata (0.5 mn sq ft). Out of 18 malls deferred, 10 are in the NCR. Most of these have been on account of funding issues which have led many developers to go slow on pace of construction. An estimated 9.8 million sq ft of mall spaces have been deferred in 2013 for completion in later times. The maximum deferment was witnessed in NCR at 7.3 million sq ft.

Fund Flows/Land Deals/Infrastructure announcements

- **Ashiana Homes & Landcraft raises Rs 1.8bn from Indiareit & IIFL** - Realty firms Ashiana Homes and Landcraft Projects said they have raised Rs 1bn from Pirmal Group's private equity firm Indiareit and another Rs 800 mn from financial institution India Infoline to fund their upcoming housing project in Gurgaon. The fund raised from Indiareit and IIFL are mostly debt with some equity portion. The joint venture will be investing Rs 6bn to develop a housing project (14 acres acquired from Vatika), which would be launched at around Rs 7,000 per sq ft in February 2014 and construction would start from April onwards
- **Government allows Limitless to exit JV with DLF** - The government has allowed Dubai-based Limitless to exit its joint venture with realty major DLF and repatriate capital of about Rs 2bn as the partners were not able to acquire land to develop a project at Bidadi in Karnataka.
- **Motilal Oswal plans second realty fund** - Motilal Oswal Real Estate is planning to raise Rs 3bn from Indian investors, via a real estate fund with a greenshoe option of Rs 2bn. The private equity fund is tapping ultra-high networth individuals and high networth individuals for its real estate fund and is expecting an IRR of 25% at investment level.
- **Abu Dhabi Investment Authority to invest \$250 million in Hines India Real Estate**- The sovereign wealth fund has formed a strategic alliance with Hines India (Indian arm of American property development and management firm Hines to invest across the residential segment in metros across India. This is the first direct real estate venture with a developer in India for the fund
- **Piramal's PE fund, 2 others in race for stake in Vardhman's 2 realty projects:** Indiareit Fund Advisors, US-based real estate fund Capri Capital Partners and Edelweiss Capital are in the fray to acquire a stake in Mumbai-based realty company Vardhman Developer's two real estate projects. Mumbai-based Vardhman Developers is developing two projects for Rs 4bn in Byculla South Mumbai and Andheri in Mumbai, for which the three funds are competing. Vardhman plans to raise Rs 1bn through an offering
- **Qatar fund in talks to invest \$200 mn in Indian property:** Qatar Investment Authority (QIA), the sovereign wealth fund of the gas-rich Gulf emirate, is in talks with Kotak realty Fund to invest \$200 million in residential property in India. Kotak would also make a small investment and plans to focus on the development of residential property in major cities
- **Tree House puts schools on block** -Tree House Education & Accessories Ltd., a pre-school education service provider, is looking for buyers to dispose of four school buildings along with land it owns. The schools will continue to be managed by Tree House, and only the ownership of the assets will change. Two of these schools are located in Baroda while one each at Jhunjhunu in Rajasthan and Goregoan in Mumbai. As part of its expansion plans in the commercial real estate space, Nitesh Estates is building a project focussed on the retail segment across a prime 8-acre land in Koramangala, a retail and commercial hub in Bangalore.
- **Godrej Prop buys out Red Fort in subsidiary** - The Company had bought back private equity firm Red Fort Capital's 49 per cent stake in a subsidiary that is developing an IT Park in Kolkata, for an undisclosed amount. In 2008, Red Fort had picked up 49 per cent stake in the IT Park project, Godrej Genesis
- **Golden State Capital (GSC) to invest \$1 bn in India over 3 yrs** – GSC is looking for stabilised office assets that are FDI (foreign direct investment) –compliant. GSC Chairman Sumit Nanda said “We are already evaluating some deals. We have identified our partners, consultants and investors... looking at assets built and leased in the last two to four years in a very competitive environment, besides

stabilised assets with blue-chip tenants. We see REIT as a good platform to acquire high-quality office assets in cities like Gurgaon, Noida, Bangalore, Pune, Chennai, Mumbai and Hyderabad.”

Regulatory/National Trends

- **Maximum homes sold are priced under Rs 5,000/sq ft** - Apartments priced under Rs 5,000 per sq ft account for nearly three out of four homes sold in Mumbai, National Capital Region, Pune, Bangalore and Chennai over the past year, data from real estate research firm Liases Foras shows. While such homes comprised 73% of the total sales in these areas, the figure was an even higher 84% in Bangalore and Pune. About 78% of the sales in Chennai and 80% in the National Capital Region were in this category while the Mumbai Metropolitan Region saw the lowest proportion of apartments sold in this segment, at 42%.
- **Tata Value Homes sells over 50 homes online during Great Online Shopping Festival** : Tata Value Homes, a subsidiary of Tata Housing Development, today said it sold over 50 flats registering sale of over Rs 250mn during the four-day Great Online Shopping Festival (GOSF) organized by Google. Out of the over 50 apartments that were sold, around 40 per cent were bought by people from tier II cities and NRI's contributed a little over 30 per cent to the overall sale
- **Estimated Rs 77bn worth realty NPAs up for sale-** Data compiled by NPAsource.com, a portal that focuses on resolution of stressed assets, shows that there are around 2,200 units in the commercial category and nearly 11,000 units in the residential segment funded by banks and other financial institutions and valued at over Rs 77bn. The portal has NPA data of properties worth around Rs 275 bn spread across 27,626 units. Out of this, commercial NPA properties have a 15 per cent share in value term, while residential properties constitute 13 per cent. The lion's share of bad assets come from the industrial land and building category constituting over 65 per cent share in value terms, the portal said. Mumbai, tops both the commercial and residential categories with Rs 8.42bn and Rs 8.38bn worth NPAs, respectively. Delhi follows with Rs 6.86bn worth of commercial NPAs and Rs 5bn worth of residential NPAs. Andhra is at number three in residential properties with Rs 4.97bn worth of NPAs up for sale under. Tamil Nadu, Bengal and UP are the next three states with highest value of commercial and residential NPA properties,
- **Construction sector workload down in Q3, finds RICS-** The total workload in the country's construction sector dropped during the third quarter of 2013, according to the RICS India Construction Survey for Q3 2013.
- **SEBI proposal on real estate investment trust set to get RBI nod** - The Reserve Bank of India is learnt to have cleared the initial decks favoring changes in the Foreign Exchange Management Act (FEMA) and Foreign Direct Investment rules, as sought by the market regulator SEBI.
- **FDI to buy farm land: Govt plans more consultations** - The Government plans more inter-ministerial consultations on allowing foreign direct investment (FDI) for purchase of agricultural land for construction development projects. The Ministers of Urban Development, Finance and Commerce & Industry are likely to meet to examine the matter in the light of Foreign Exchange Management Act (FEMA) regulations and see if they can be incorporated in the amended FDI policy for the construction development sector.

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