

NARVIGATE

A Monthly Edition from The National Association of Realtors – India



**Dubai Realty Lures
Indian Developers**

**Indian Realty in
2025 – A Year of
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Realty is both an asset and a necessity and, in every sense, the sector remains central to India's economic and social trajectory, says **Amit Chopra**.

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Luxury Homes Appreciate 40% and Affordable Housing at 26%

The steady appreciation in luxury property values, combined with India's growing wealth creation and economic stability, also creates a strong foundation for protracted growth in this segment, says **Anarock survey**.

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City Scenario:

➡ **Chennai : New Launches Up 15% YoY, Sales 5%**

On average, the city has witnessed an average quarterly sale of nearly 5,250 units during the 9 months of 2025, says **Anarock survey**.

➡ **Pune: Emerging Hub for Specialised Talent**

The Deccan dynamo has the potential to further solidify its standing as a global hub for innovation and specialised talent, says **CBRE survey**.

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Alternative Asset Classes gaining Momentum

Alternative asset classes are poised for sustained momentum as investors seek diversification and enhanced risk-adjusted returns, says **Colliers survey**.



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Feng Shui: Revitalising Space

Through materials, texture and colours, we can change the energy of any space to one that exuberates vibrancy and inspiration, says **S BS Surendran**

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How to Choose Capital Gains Tax Rate

The new rate of 12.5% without indexation is attractive when someone is ready to pay the capital gains tax without availing any exemptions towards reinvestment, say **Dr Abhishek Murali** and **Dr CA Divya Abhishek**.

Overseas Mart

Dubai Realty Lures Indian Developers

WThere has been a sudden upsurge in the number of Indian developers exploring UAE market in search of real estate development opportunities, reports V NAGARAJAN.



From tax efficiency and high-speed connectivity to lifestyle, safety and ease of doing business, the UAE continues to deliver what today's mobile professionals are looking for, says Andrew Cummings, Head of Residential Agency, Middle East, Savills. Add to that year-round sunshine, world-class hospitality and access to top-tier schools and healthcare, and it's clear why the region

continues to lead the way for executive nomads driving housing demand. When there is increasing opportunity for real estate developers in UAE, can Indian developers be left far behind in the race to seize the multiple options available for development.

Indian property developers are increasingly being lured by Dubai's growing opportunity in residential and commercial development. What made

the options so attractive in the recent past is the number of joint development options being offered in varied areas. This has not only eased the burden of initial capital outgo but encouraged them to explore medium to long-term opportunity made available in the UAE, particularly in the emirate of Dubai.

With Dubai's population touching 4 million, out of which 92 per cent are expatriates,

housing demand is picking up with the influx of HNIs and UHNIs from various regions of the world to make Dubai their home. NRI population in UAE alone is said to be 2 million and 9 million across six AGCC countries. A few Indian developers are already operating in Dubai. Among them specific mention should be made about Hiranandani, DSKDL, Puravanchal, Skyline, Supertech and Casagrand.

A leading Hyderabad based developer is due to enter UAE market for development and awaiting appropriate approval from the authorities. Dubai is already home to several Indian realtors and developers representative offices besides HFCs to extend home loans to Gulf NRIs. Some of them have been operating since decades in Dubai.

According to leading property consultants privy to the ongoing developments in Dubai, villas are more in demand. The construction cost for villas is said to be Rs 10,000 per sqft and for apartments at Rs 8,500 per sqft. The cost of land varies depending on the location having sea, city view, near community development, golf view, and canal view. Local government approvals take anywhere between 2 and 3 months. Realising the growing potential for development opportunity for Indian developers entering UAE, a number of consultants are doing the brisk rounds to offer professional consultancy services ranging from design to cost management, procurement and construction management.

The consultancy fee ranges from 3 to 5 per cent depending on the gamut of services, according to market sources privy to the transaction deals in UAE.

Property consultants say that any incumbent should have a minimum capital of AED50 million (Rs 122.5 crore) to start with development on a freehold land for a ground plus 5-7 storey building. Local institutional support can be tapped to fund the project. Land rates vary from Dh500 per sqft to Dh10,000 per sqft depending on the location, neighbourhood and proximity to landmark areas. A minimum ROI yield of 30 per cent can be expected in the development exercise, say local realtors in



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Dubai.

The real estate development opportunity is not only available in the emirate of Dubai and Abu Dhabi but in other emirates as well like Ajman, Umm Al Quwain and Ras Al Khaimah.

Regarding Dubai's residential property market, H1 2025 saw 91,900 sales transactions (up 22.9% YoY) worth AED 262 billion (up 36.4% YoY), with apartments at 78% volume but villas at higher value share amid family demand. Off-plan sales dominate (70%), fuelled by investors, end-users, and

incentives like Golden Visas; population influx from visas and jobs sustains pressure, especially for scarce villas/townhouses. Rents rose 9.9% YoY but cooled 0.6% in H1 vs H2 2024 due to new supply.

Dubai's housing market in 2025 shows strong demand outpacing supply, driven by 4.47-5.5% population growth to around 4 million residents, requiring nearly 150 new homes daily, while completions lag significantly. Dubai provides institutional support for foreign developers entering the real estate market, primarily through

government-backed incentives, partnerships, regulatory frameworks, and promotional alliances rather than direct financial subsidies.

Regulatory compliances

For Indian developers, there are advantages while incorporating an entity and establishing in free zones will be eligible for tax free income. The UAE offers various options to form a business entity. The different types of licences include representative office license, trade license, industry license, service license, professional license etc. There are no exchange controls.

While corporate tax is 9% imposed on corporations and business profits in the UAE, there are no restrictions on foreign ownership, remittance of interest earned by non-residents having accounts with the banks operating in UAE and no capital gains tax,



turnover tax, gifts, wealth etc. The emirate has double taxation treaties with over 140 countries. A foreign company can establish a branch in the UAE with a local sponsor (i.e. UAE citizen) and it is not a separate legal entity. The entity must be registered with

the UAE federal ministry of economy and commerce and with the appropriate authority in the emirate in which its office will be located.

The entity models increasingly sought after by foreign investors are limited liability company (LLC), branch

offices of foreign companies, free trade zone companies and offshore companies. Corporate tax at the rate of 9% is applicable on incomes earned above AED375,000 if income is so computed as per financial statement.

As more emirates in the UAE

ease the rules further in the coming months and emerging multiple land options for joint development option, there will be increase in the migration of Indian property developers in search of greener pastures due to ease of business and hassle free operation. ●



Indian Real Estate in 2025

A Year of Reset, Resilience and Realignment

Realty is both an asset and a necessity and, in every sense, the sector remains central to India's economic and social trajectory, says **AMIT CHOPRA**.



“**R**ealty is the only asset that is also a basic need. We don't just build markets, we shape lives, communities, and the very fabric of our nation.”

As we close the chapter on 2025 and look toward 2026, India's real estate sector, long a bellwether of economic vitality, has revealed itself to be remarkably cyclical, resilient, and adaptive. After a prolonged phase of robust growth that seemed almost structural, 2025 acted as a reset. It was not a collapse, nor a crisis — but a course correction that has laid the groundwork for sustainable

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growth ahead.

2025: A Year of Market Realities and Structural Shifts

Macro Pressures and Market Pause

A confluence of macro challenges tested the sector's resilience. Global geopolitical

tensions, challenging macroeconomic conditions, rising borrowing costs, and localized policy disruptions resulted in a more cautious buyer environment. Sales volumes dipped in multiple markets, and many developers saw slower conversions despite strong launches.

However, a closer look reveals nuance:

Residential sales volumes faced headwinds in several cities, and projects in middle segments saw subdued traction in parts of the country.

Meanwhile, high-value transactions continued, underscoring that the market didn't fall; it fragmented deeper by segment rather than collapsed outright.

This selective slowdown is characteristic of underlying market maturity and segmentation, not decline.

Luxury and Premium: The Defining Growth Engine

If 2025 had a defining trend, it was the acceleration in luxury and premium real estate:

In the first half of 2025, sales in the luxury housing segment soared by around 85% year-on-year, with approximately 7,000 luxury units sold across India's premier cities. Delhi-NCR led the surge, followed by Mumbai, Bengaluru, Hyderabad, Chennai, Pune and Kolkata.

Luxury and premium units together accounted for a significant share of overall new launches and demand, often exceeding mid-market segments.

This trend reflects deeper structural forces:

Rising numbers of high-net-worth individuals (HNIs) and ultra-HNWIs, including NRIs, increasingly see Indian real estate as a core wealth anchor, even amid global uncertainty.

Record transactions at the highest price points; including penthouse sales and marquee project sell-outs, signal confidence among affluent buyers.

In essence, top of the pyramid demand remained strong, even when broader volumes moderated.

Affordable and Mid-Market: Warning Signals and Opportunities

By contrast, affordable and mid-segment housing: the backbone of India's inclusive growth, showed slower momentum:

Data from top residential markets shows the share of homes under ₹40 lakh (a proxy for traditional affordable housing) dropped sharply as a proportion of sales, reflecting both supply shrinkage and muted demand.

This trend has policy and social implications:

As urban incomes and land values rise, the traditional pyramid of housing demand is compressing, making entry-level ownership increasingly elusive.

Reinforcing this segment will require affirmative policy calibrations, from fiscal incentives to construction-linked subsidies, to rekindle affordability without sacrificing quality.

Pricing and Inventory: Stability Amid Shift

Despite slower transactional volumes in parts of the market:

Average home prices continued to firm across

capital into commercial real estate and infrastructure. Also, the proposal to allow Debt investment in Realty from NRI's and OCI's shall make a huge impact if it seems the light of the day by giving access to cheaper funding for developers.

Such policy evolution, often incremental, points to a broader realization that real estate is not merely bricks and mortar, but a pillar of national economic architecture.

Looking Ahead: 2026 and Beyond

For 2026, the outlook is cautiously optimistic, framed

state authorities recalibrate frameworks to:

Treat real estate as industry; unlocking investment, credit flow and entrepreneurial dynamism.

Provide professional recognition to real estate advisory and transaction intermediaries, legitimizing the ecosystem and enhancing transparency.

These interventions aren't just niceties; they are economic imperatives for India's ambition to become a \$40-trillion economy by 2047, given real estate's ripple effect on employment, finance, and construction industries.

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3. Macro Tailwinds and Structural Trends

Urbanisation patterns, demographic dividends, and rising household incomes remain intact, long-term structural forces that will sustain demand across spectrums of housing.

A Year of Resilience and Purposeful Progress

The year 2025 was less a downturn and more of a market recalibration, a necessary pause that distinguishes momentum driven by fundamentals from unsustainable exuberance. The realty sector proved, yet again, that true cycles don't crash; they perspire, adjust, and then progress.

As we look forward to 2026, we do so with cautious confidence; grounded in data, endorsed by experience, and animated by the enduring truth that realty is both an asset and a necessity. In every sense, the sector remains central to India's economic and social trajectory. ●

by pragmatism and selective growth:

1. Broad-Based Recovery, But Not Uniform

Expect a steady rebound across segments, though at different tempos:

Luxury and premium housing will continue to perform well, albeit at a moderated pace relative to post 2020 and pre-2025's exceptional growth.

Mid-income and aspirational segments are likely to strengthen as price discovery stabilizes and consumer confidence returns.

Affordable housing must be a policy priority, not an afterthought, to sustain broad-based demand and long-term social stability.

2. Policy as a Growth Multiplier

A crucial catalyst will be how quickly national and



Mr Amit Chopra is President, NAR-India.

Luxury Homes Appreciate 40% and Affordable Housing at 26%

The steady appreciation in luxury property values, combined with India's growing wealth creation and economic stability, also creates a strong foundation for protracted growth in this segment, says ANAROCK SURVEY.



Photo Courtesy: freepik.com

The luxury housing segment continues to rule the residential market in India's top 7 cities - not only in new supply and absorption but also in price appreciation. Demand continues to drive price growth. An ANAROCK research analysis of the average price trends in these cities across different budget segments reveals that at 40%, luxury homes saw the highest average price appreciation in the last three years.

"Prices of these homes

"Prices of these homes in the top 7 cities in 2022 averaged out at approx. RS 14,530 per sq. ft.," says Anuj Puri, Chairman - ANAROCK group

in the top 7 cities in 2022 averaged out at approx. RS 14,530 per sq. ft.," says Anuj Puri, Chairman - ANAROCK group. "At this point in 2025, they have risen to approx. Rs

20,300 per sq. ft. In these cities, Delhi-NCR's luxury segment saw the highest jump of 72% in three years - from approx. Rs 13,450/sq. ft. in 2022 to approx. Rs 23,100/sq.

ft as on date in 2025. At 43%, MMR came in second highest in this budget segment, followed closely by Bengaluru with a 42% increase."

► In MMR, the avg. price in the RS 1.5 Cr category back in 2022 was Rs 28,044/sq. ft. - currently, it is Rs 40,200/sq. ft.

► In Bengaluru, the avg. price of luxury homes in 2022 stood at RS 11,760/sq. ft. - as on date, it has risen to Rs 16,700/sq. ft.

Affordable homes - units

priced under Rs 40 lakh - saw a far more modest average price appreciation of 26% in this period. The average price in this category across the top 7 cities was Rs 4,220/sq. ft. in 2022. Currently, it averages out at Rs 5,299/sq. ft.

At 48%, NCR saw the highest average price jump in the luxury segment - from Rs 3,520/sq. ft. in 2022 to Rs 5,200 per sq. ft. in 2025. Budget homes in Hyderabad saw the second-best price appreciation of 35% in this period - from Rs 3,880/sq. ft. in 2022 to Rs 5,235/sq. ft. currently. Notably, the current average affordable prices in Delhi-NCR are slightly lower than in Hyderabad.

"Demand for luxury homes

continues to outpace that in other segments because of the consistent appetite for bigger homes by branded developers in superior locations," says Anuj Puri. "Our data finds that of the total sales of approx. 2.87 lakh units in the top 7 cities in 9M 2025, nearly 30% was in the luxury segment. This is particularly remarkable as home prices have surged nationwide due to increased input costs and strong demand

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in the last few years."

The current trends indicate that the luxury segment's growth trajectory is eminently sustainable, since it is driven by India's ever-increasing number of HNIs and ultra-HNIs. The steady appreciation in luxury property values, combined with India's growing wealth creation and economic stability, also creates a strong foundation for protracted growth in this segment.

The affordable housing

segment continues to lag amid lacklustre demand and sales, which eventually also reflect in its modest 26% average price growth.

Mid-range and premium segment homes, priced between Rs 40 lakh and 1.5 crore together saw their average price rise 39% across the top 7 cities in this period - from Rs 6,880 per sq. ft. in 2022 to Rs 9,537 per sq. ft. in 2025.

"NCR is a standout performer in almost all real estate segments in terms of price appreciation, and the appetite for luxury housing here has been remarkable," adds Puri. "The fact that it notched up the highest price appreciation of

Avg. Price Appreciation In Top 7 Cities (₹/sq. ft.) - 2022 Vs 2025

Year	Affordable (<₹40 Lakh)	Mid & Premium (₹40 lakh - ₹1.5 Cr.)	Luxury (>₹1.5 Cr.)
2022	4,220	6,880	14,530
2025 (YTD)	5,299	9,537	20,300

Source: ANAROCK Research



Avg. Price Appreciation (%) across Budget Categories - 2022 Vs 2025 (YTD)

City	Affordable (<₹40 Lakh)	Mid & Premium (₹40 lakh - ₹1.5 crore)	Luxury (>₹1.5 crore)
NCR	48%	54%	72%
Kolkata	25%	22%	20%
MMR	17%	43%	43%
Pune	22%	21%	29%
Hyderabad	35%	49%	41%
Chennai	12%	20%	25%
Bangalore	30%	62%	42%
PAN INDIA	26%	39%	40%

Source: ANAROCK Research

a whopping 72% in the luxury category, 54% in mid-range and premium, and 48% in the affordable segment aligns with the all-round overperforming market dynamics in the region."

Current City-wise Price Trends Across Budget Segments

- ➡ Unsurprisingly, MMR currently has the highest average price in all housing categories across the top seven cities. The avg. price for homes priced > Rs 1.5 crore currently stands at Rs 40,200/sq. ft.; in the affordable segment, it is Rs 6,450 per sq. ft., and the mid and premium segment, at Rs 16,400/sq. ft.
- ➡ NCR has the second-highest avg. luxury housing price, currently at Rs 23,100 per sq. ft; mid and affordable housing clock in at Rs 9,750 per sq. ft. and Rs 5,200 per sq. ft., respectively.
- ➡ In Chennai, the avg. price in the luxury category is currently at Rs 18,500/sq. ft. while in the mid and affordable segment it is Rs 7,450 per sq. ft. and Rs 4,865 per sq. ft., respectively.
- ➡ In Bengaluru, the avg. price for luxury homes stands at Rs 16,700/sq. ft. in 2025 till date; in the mid segment it is Rs 9,140/sq. ft. and in the affordable category, it is Rs 5,450/sq. ft.
- ➡ In Pune, the avg. price of luxury homes is currently Rs 15,200/sq. ft. while in the mid and affordable segments, it is Rs 8,850/sq. ft. and Rs 5,850/sq. ft., respectively.
- ➡ In Kolkata, the avg. price for luxury properties is Rs 14,200/sq. ft. in 2025; in the mid and affordable segments, it is the lowest of

the top 7 cities at Rs 6,750/sq. ft. and Rs 4,040/sq. ft., respectively

- ➡ In Hyderabad, despite it witnessing a 41% average

price increase for luxury properties, the city's current avg. price in this category joins Kolkata's to be among the lowest in the

top 7 cities at Rs 14,200/sq. ft. in 2025; in the mid segment, it is Rs 8,420/sq. ft. and in the affordable segment, Rs 5,235/sq. ft.●



The current trends indicate that the luxury segment's growth trajectory is eminently sustainable, since it is driven by India's ever-increasing number of HNIs and ultra-HNIs.



Hyderabad Real Estate Summit Reviews City's Growth Trajectory



The Hyderabad Real Estate Summit at HICC Novotel concluded with remarkable success, bringing together over 2000 delegates from across the industry. Organised by Raj News Telugu, NAREDCO Telangana, and the Hyderabad Realtors Association (HRA), the event witnessed an overwhelming response and vibrant participation from developers, investors, policymakers, and thought leaders.

Hyderabad's real estate market continues to remain as one of India's fastest-growing and most resilient sectors.

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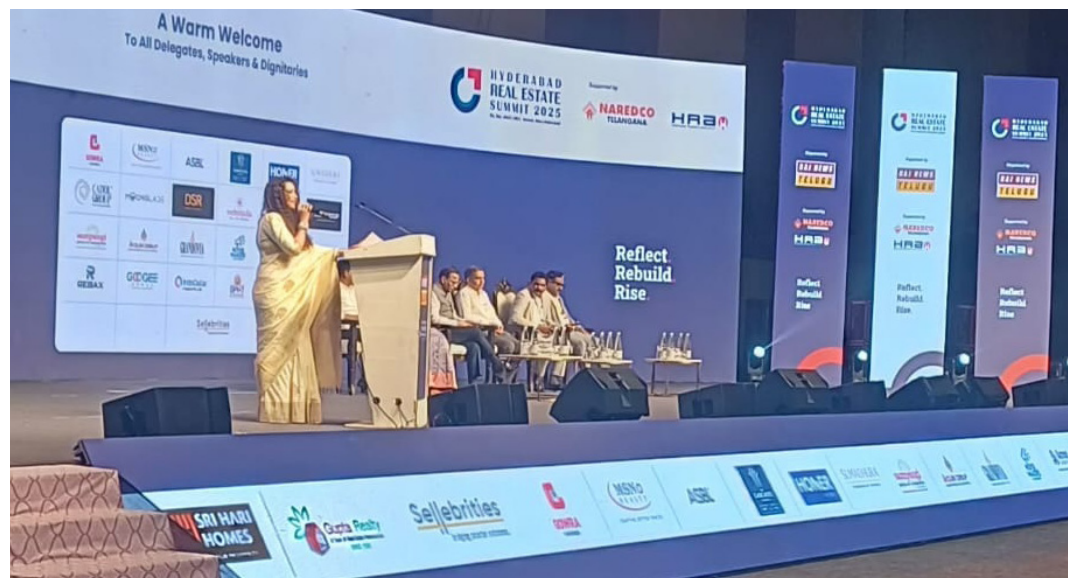


The HRA expressed its appreciation to Samir Arora Sir for graciously taking the time to join the summit.

With world-class infrastructure, expanding IT corridors, robust connectivity, and investor-friendly governance, the city has rapidly transformed into a national hub for commercial, residential, and mixed-use development. Landmark projects, sustainable urban planning, and consistent demand have further strengthened the pearl city's position as a preferred destination for investment for both domestic and global investors.

The summit shed light on future development plans, including upcoming infrastructure corridors, enhanced metro connectivity, emerging micro-markets, and initiatives aimed at promoting sustainable and technology-driven real estate solutions. Industry experts shared their valuable insights on how these advancements will entirely shape Hyderabad's overall growth trajectory in the coming decade.

The HRA expressed its appreciation to Samir Arora Sir for graciously taking the time to join the summit. The HRA felt that his august presence, wisdom and encouraging words added immense value to the entire event, offering deep insights and inspiration to all the attendees. "Overall, the event was a grand success, celebrating the city's dynamic progress and reinforcing confidence in the promising future of the Hyderabad real estate ecosystem," said. ●



APPCC held its first Quarterly Meeting for 2025-26

The association of professional property consultants of Chennai (APPCC) held its first quarterly meeting at S Hotel in T Nagar on Tuesday, November 18. Around 30 members attended the session wherein four new members were inducted into the association.

Welcoming the participants, APPCC Secretary B Prabhu invited the new members and discussed the way forward for the association.

In his speech, President M Nazeer stressed the need for APPCC member to remain active through participation in discussions, meeting and events organised by the association at periodical intervals. "It is vital that every member's august presence and views on matters impacting the real estate sector is necessary for interaction among members.

At the same time, as networking is the backbone of realty sector, every member benefits while interacting, sharing data and mutually supporting each other. Needless to say, that every member should adhere to the established norms of the association while communicating. Streamlining the message through proper channels would significantly enhance the value in terms of clarity, discipline and professionalism in the sector.

There is no denying that leadership group is always available to provide requisite support and guidance to all the members," said Nazeer.

At a time when there is all-round development in the realty sector, APPCC Chairman, K Ramkumar stressed the need



to bring unity among realtors. "The overall objective is to bring all the realtors under one roof. We are governing body like trade representative bodies.

Unlike individuals, when we discuss as an association, it has enhanced value and stakeholders like builders and the government give due

recognition and provide active support. It is essential that realtors should join together to collectively represent," said Ramkumar. ●

**Hyderabad - Key Office Transactions Q1 2025**

Tenant	Micromarket	Building	Translated Area (sqft)
Amgen	SBD I	RMZ Nexity 20	209,396
Micron	SBD II	Phoenix Aquila	200,000
McDonald	SBD I	RMZ Nexity 20	156,000
UBS	SBD II	Phoenix Centaurus	147,192
CGI	SBD I	RMZ Nexity 20	125,027

Source: Savills Research

Savills Real Estate Roundup

- Bernhard Schulte Shipmanagement (BSM) acquired a 6-floor BTS office space for INR 3.0 billion in Kalpataru Virtus, a commercial project located in Mumbai
- 91 Springboard leases 0.1 million sq. ft. (9,290 sq. m.) as the company launches two new centres in Hiranandani Business Park, Mumbai & DLF World Tech Park, Gurugram
- Open AI leases 50-seater office space with CorporatEdge in Delhi to house its first office in India
- Brookfield India REIT is set to acquire 7.7 million sq. ft. (0.72 million sq. m.) Ecoworld Business Park in Bengaluru for over INR 131.3 billion
- Zomato leases 0.3 million sq. ft. (0.03 million sq. m.) of office space in Intellion Park, Gurugram
- Greater NOIDA Industrial Development Authority launches INR 36 billion commercial plot scheme, offering 37 plots' allotments through e-auction
- Hiranandani forays into senior living segment; to develop 1 million sq. ft. (0.09 million sq. m.) in a project in Hiranandani Parks, Oragadam, Chennai
- Blackstone to acquire up to 55% stake in Ritz-Carlton, Bengaluru from the owning company Nitesh Residency Hotel
- M3M India plans to invest INR 72 billion to develop an integrated city on the Dwarka Expressway Link Road, New Delhi
- Alta Capital to invest INR 8.5 billion in Isprava Group, a Goa based luxury real estate market player; to fuel expansion across Goa, Alibaug, Karjat, & Kasauli
- HDFC Capital Advisors exited its 2nd investment of INR 11 billion in Bengaluru based Adarsh Developers at a gross IRR of 20%
- Pioneer Urban Land buys 9,419 sq. ft. (875 sq. m.) apartment in DLF's Camellias, Gurugram for INR 950 million
- The Centre invokes GRAP stage-III curb in Delhi-NCR as Delhi's AQI slipped into the severe category.
- Brookfield to invest USD 1 billion to develop Asia's largest GCC spanning across 6-acre in Powai, Mumbai
- Brookfield India REIT raises INR 35 billion via QIP to fund expansion and debt reduction
- Smartworks leases 0.17 million sq. ft. (15,607 sq. m.) flexible workspace to an IT firm in Salt Lake City, Kolkata
- 91Springboard leases 0.1 million sq. ft. (14,864 sq. m.) flexible workspaces across Bengaluru and Chennai
- JPMorgan Chase leases 0.18 million sq. ft. (16,350 sq. m.) office space in Hyderabad
- Mindspace REIT acquires commercial assets in Mumbai and Pune from K Raheja Corp for INR 29.2 billion
- Embassy REIT acquires an office asset in Bengaluru for INR 8,520 million
- Chalet Hotels acquires a 150-keys resort in Udaipur for INR 1.7 billion
- Auro Realty acquires the Taj Banjara Hotel in Banjara Hills, Hyderabad for INR 3.1 billion
- Urban Vault leases 21,000 sq. ft. (1,950 sq. m.) office space to three Japanese firms in Bengaluru, for establishing GCCs
- JSW Infrastructure to acquire JSW Group's three rail logistics firms from JSW shipping and logistics for INR 12 billion
- TVS Industrial & Logistics Parks has signed an MoU with the Telangana government to invest INR 2 billion in a new logistics and industrial park
- iSprout raises INR 0.6 billion in debt funding from Tata Capital to support expansion across Tier I and Tier II cities
- IndoSpace leases 0.2 million sq. ft. (25,269 sq. m.) warehousing space to New Century Sofa India at Oragadam II Industrial Park, Tamil Nadu
- Satya Group and Maple Group to invest INR 16 billion in a residential project along Dwarka Expressway, Gurugram
- PFRDA eases investment norms for REITs and InvITs, allowing cumulative exposure of up to 3% of a pension fund's total AUM across debt instruments and units
- Sumadhura Group to invest INR 6 billion in a 100-acre industrial and logistics park in Telangana

Chennai Residential Real Estate Overview

New Launches Up 15% YoY, Sales 5%

On average, the city has witnessed an average quarterly sale of nearly 5,250 units during the 9 months of 2025, says **ANAROCK SURVEY**.



Chennai, positioned at the heart of Tamil Nadu's real estate activity, continues to evolve into one of the state's most dynamic and resilient housing markets, says Anarock survey. Its growth is strongly anchored in a diverse economic base that spans manufacturing, automobiles, engineering, logistics and a rapidly expanding IT and ITeS sector. This broad spectrum of industries has helped create a steady flow of employment opportunities, drawing professionals from across the

The residential market in the first nine months of 2025 demonstrated not just stability but an ability to respond effectively to shifting consumer preferences.

country and supporting a deep and consistent demand for housing.

Between 2021 and 9M 2025, the city witnessed more than 83,100 new residential units launched, while sales reached close to 85,200 units.

This near alignment of supply and absorption highlights a balanced market where new inventory is being comfortably absorbed, reflecting both developer confidence and strong end-user participation.

The residential market in

the first nine months of 2025 demonstrated not just stability but an ability to respond effectively to shifting consumer preferences. New launches grew by 15% year-on-year, rising to 19,675 units from 17,090 units in 9M 2024. Much of this activity was concentrated in Southern Chennai, where rapid urbanisation, improving connectivity and demand for modern, amenity-rich homes have encouraged developers to bring forward new projects in emerging suburban pockets. Sales momentum also remained healthy, increasing

Chennai Realty Mart in a Nutshell

Supply 9 months 2025:	19,675 units
Sales 9 months 2025:	15,720 units
Unsold inventory as of 9 months 2025:	32,380 units
Inventory overhang as of 9 months 2025:	20 months
Average property price as of 9 months 2025:	Rs 7,010 per sqft

Source: Anarock

by about 5% compared to the same period last year, with total absorption during 9M 2025 standing at 15,720 units. Price trends continued on an upward trajectory, supported by consistent end-user demand as well as interest from investors looking for long-term value in a stable market.

Chennai also benefits from efficient inventory management. With around 32,380 unsold units at the end of 9M 2025, the city holds the second-lowest inventory share (6%) among the top seven Indian cities. This, along with a strong economic foundation and expanding infrastructure, positions Chennai as a compelling destination for future residential investment and development.

Demand-Supply Dynamics

Demand is moving in sync with supply, set to surpass the previous year's level

➡ In the first nine months of 2025, the market added close to 19,700 new units, while about 15,700 units were sold.

➡ Overall, the residential market activity remained upbeat with launches crossing 94% and sales reaching around 82% of the

total launches and sales of 2024.

➡ From 2021 to 9M 2025, the city saw more than 83,800 units launched and nearly 85,200 units absorbed. The market has achieved equilibrium as the absorption-to-supply ratio is greater than one.

➡ The strong activity seen in 9M 2025 also hints that the full-year numbers may surpass the previous year. We expect the demand momentum to continue in the next couple of quarters on the back of the upcoming supply.

➡ Q2 2025 recorded the highest quarterly supply in a decade, with over 8,500 units launched.

➡ Launch volumes dipped slightly in Q3 2025, settling at around 6,400 units as the market adjusted after the sharp spike seen in the previous quarter.

➡ With Q3 2025 clocking over 6,000 units sold, the highest quarterly sales since Q3 2015, demand remained firm, albeit growing at a gentler pace.

➡ On average, the city has

witnessed an average quarterly sale of nearly 5,250 units during the 9 months of 2025, outpacing the average quarterly sale of 2024 and more than double the sales seen before the pandemic.

Price Trends

Better demand and overall

market stability have kept property prices on an upward trajectory.

➡ Average property prices in the city appreciated by nearly 38% over the past five years, highlighting the steady strength and resilience of Chennai's housing market.

➡ In the first nine months of 2025, prices inched up by around 3%, rising from INR 6,790 per sq ft at the end of 2024 to INR 7,010 per sq ft.

➡ With demand strengthening and the state government actively attracting new businesses and job opportunities, Chennai's residential prices are likely to see further upward movement in the coming years. ●

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Pune: Emerging Hub for Specialised Talent

The Deccan dynamo has the potential to further solidify its standing as a global hub for innovation and specialised talent, says **CBRE SURVEY**.



Pune's diverse industrial base has strengthened its position as an emerging hub for specialised talent and a credible secondary market for recruiters seeking technically strong workforces. This proficiency is underscored by global data from LinkedIn Talent Insights: the U.S. and India host the largest AI-development workforces at about 406,000 and 375,000 professionals, respectively. Within this context, Pune features among the top fifteen global AI-development talent markets, highlighting its growing relevance in advanced technology skills.

Underpinned by robust fundamentals, strategic

Pune has secured its standing among occupiers, institutional investors, and developers evaluating next-generation real estate strategies.

investments are augmenting Pune's real estate growth. Since 2015, the city has attracted USD 4.4 billion in total capital inflows; notably, USD 2 billion of this was deployed in the last two years alone, a clear indicator of accelerating market momentum.

Pune has secured its standing among occupiers, institutional investors, and developers evaluating next-generation real estate

strategies. This recognition stems from the city's vast talent pool, proximity to Mumbai, relatively affordable residential real estate, and established industrial bases. These factors collectively position Pune as a magnet for global and domestic occupiers, particularly GCCs. Furthermore, a substantial influx of sophisticated, Grade-A real estate offerings is amplifying the city's robust office demand dynamics.

Since the COVID-19 pandemic, Pune's commercial real estate sector has undergone a paradigm shift. With an increased focus on elevating the workplace experience, occupier decisions are driven by a pronounced 'flight to quality' sentiment. Developers in the city have swiftly reciprocated, delivering sophisticated, high-quality projects where presence of good amenities and sustainability certification are rapidly becoming the quintessential standard.

Cornerstones of Pune's Office Growth Narrative: Flexible Space Operators:

Initially a short-term fix, flexible workspaces have evolved

Pune's real estate investment landscape:

USD 4.4 billion:	Total capital infusion between 2015 and 9M 2025
Nearly USD 2 billion:	deployed in land acquisition and developing prime real estate
Close to 30%:	of deals worth more than USD 50 million
More than half:	of the total capital infusion contributed by national / local developers

Source: CBRE Research

into a strategic solution for occupiers seeking portfolio agility. Pune's market clearly reflects this maturity, with flexible space operators playing an increasingly pivotal role in office leasing dynamics: facilitating entry for new occupiers, enabling micro-market expansion, and accommodating specialised teams, including R&D,

data analytics, and product development functions of established firms.

Technology:

Backed by the Maharashtra IT policy and the strategic development of large-scale IT and SEZ parks, the technology sector has consistently served as Pune's primary office demand driver. The

pervasive integration of technology across industries, coupled with the presence of peer companies, ensures its continued market prominence.

BFSI:

Pune has distinguished itself as a pivotal centre for BFSI innovation, a position fuelled by its proximity to Mumbai and a solid foundation of domestic

financial institutions. The sector's rapid digitisation and the accessibility of a skilled workforce further solidify this standing.

E&M:

The city has long been synonymous with excellence in engineering and manufacturing. Anchored by its mature industrial base across peripheral corridors, Pune has cultivated an ecosystem that continues to attract E&M occupiers.

Pune's inherently diversified occupier ecosystem—anchored in innovation, R&D, and a deep talent pool—has long attracted industries seeking strategic value over mere cost efficiency, positioning the city as a natural hub for GCCs.

The period between 2030 and 2035 could be defined by a deeper convergence of physical and digital infrastructure; this anticipated transformation has the potential to further solidify Pune's standing as a global hub for innovation and specialised talent. ●



Alternative Asset Classes gaining Momentum

Alternative asset classes are poised for sustained momentum as investors seek diversification and enhanced risk-adjusted returns, says **COLLIERS SURVEY**.



Photo Courtesy: freepik.com

Alternative asset classes such as Data Centers (DC), senior living, co-living etc. continued to expand in India, amid compelling growth prospects. As of 2025, the country's DC market has significantly scaled up to more than 1,300 MW capacity entailing a real estate footprint of nearly 16 million sq ft across the top seven markets (more than 2X growth in last five years). This growth is being propelled by surging demand for cloud and digital services, accelerated adoption of AI and IoT, deeper internet penetration, regulatory push and stricter data localization

AI & cloud computation are redefining the DC ecosystem of India supported by strong government initiatives and growing traction in machine learning and cloud-based services.

norms. Alongside the digital push, shared living formats such as senior and co-living too have seen an upward growth trajectory led by demographic shifts and changing lifestyle preferences. As of 2025, co-living and senior living inventory has reached 0.3 and 0.03

million beds, translating into a penetration rate of 5% and 2% respectively, albeit at nascent levels.

2026 outlook: Alternative assets to enter accelerated growth phase

Looking ahead to 2026,

alternative asset classes such as data centers, senior living, and co-living are poised for sustained momentum as investors seek diversification and enhanced risk-adjusted returns. With India's real estate market maturing across asset classes, capital allocation towards these emerging segments is expected to rise further. This trend signals a structural rebalancing of investor portfolios, positioning alternative assets as strategic growth engines of the future.

Data centers Capacity surge to be driven by increased AI



adoption:

AI & cloud computation are redefining the DC ecosystem of India supported by strong government initiatives and growing traction in machine learning and cloud-based services. With the AI market projected to reach USD 17 billion by 2030, the demand for high-performance DC infrastructure is set to gain traction in next few years. DC operators are likely to focus more on AI-powered, built-to-suit and controlled colocation models to ensure data security, regulatory compliance, and low-latency processing. As these trends converge, India's overall DC capacity is expected to rise to 2 GW in the next few years, expanding into smaller markets driven by rapid digitalization, e-commerce penetration, and state-specific data center policies.

Edge data centers to witness strong growth:

In the coming years, growing emphasis on edge computing and increasing 5G roll-out will accelerate development of edge data centers. Leading operators have already announced plans to expand edge DCs across 200+ locations in the next few years. Moreover, as data consumption continues to grow manifold, energy

efficiency, sustainability and carbon emissions are likely to become focal considerations in the Indian DC market.

Senior living Rising demand in Tier II cities and spiritual hubs:

Apart from Tier I cities, senior living is set to gain traction in Tier II cities such as Surat, Coimbatore, Kochi & Panaji and spiritual tourism destinations like Vrindavan, Ayodhya, Dwarka & Rameshwaram driven by expansion of reputed developers, improving infrastructure and inclination

towards slower pace of life and cultural experiences.

Increasing interest amongst Non-Resident Indians:

NRIs are showing growing interest in senior living projects, particularly in hubs like Kerala, Delhi NCR, Bengaluru, and Hyderabad viewing them as safe, community-driven options for ageing parents. Additionally, institutional investors are recognizing the untapped potential in the segment, which will alleviate supply-side constraints to a certain extent in the upcoming years.

Co-living Market consolidation, formalization & expansion beyond Tier I cities:

India's co-living segment is entering a new phase of growth, underpinned by urban migration, rising disposable incomes, and demand for hassle-free, community-driven housing among students and young professionals. In the next 1-2 years, the segment's organized

inventory is likely to double up, improving penetration from 5% to 8-10%. While Tier I cities will remain the primary market, operators will increasingly foray into Tier II cities through acquisition of unorganized players, Purpose-Built Student Accommodation (PBSA) and partnerships with educational institutions. As co-living gets formalized to a greater degree in India, efficiencies, occupancy levels and profitability margins are likely to improve significantly in the coming years.

Smart solutions & asset-light strategies to power operator expansion:

The segment's next phase of growth will be powered by asset-light strategies and technology-driven experiences such as keyless entry, app-based management, and IoT-enabled services. While lease models will dominate the co-living segment, franchise & revenue-sharing models will also gain traction in 2026, enabling faster expansion through local partnerships particularly in Tier II/III cities.



Feng shui - Revitalising Space

Through materials, texture and colours, we can change the energy of any space to one that exuberates vibrancy and inspiration, says **S BS SURENDRAN**.

Home interiors which conform to the precepts of good Feng Shui in terms of shape, colour and positioning generally feel much nicer than those which do not.

Feng Shui has been used in the home to improve such things as wealth and careers, find new partners, start families, help children to study, improve family harmony and later in life to support and improve our health so that we can enjoy the wealth which we have accumulated over the years. In short, Feng Shui at home can be used to influence just about every aspect of our lives.

By relating to the spiritual dimension Feng Shui becomes more relevant to our modern day life. With our demanding, high-pressure lifestyles today, we need ways with which we can enhance and bring in some much needed balance to our lives.

Spiritual practices are nothing but good deeds that are essential for the practice of good Feng Shui. Each aspect of it can be used as a subtle tool that shapes and enhances your life and well-being. Each day you practice it, it helps you to become a good human being and contributes towards making the world a better place to live.

A Feng Shui house is a house where all the objects are in perfect harmony to each other whether we talk about the Feng Shui elements contained in them or the particular colors that have been used to enhance the space and in



Spiritual practices are nothing but good deeds that are essential for the practice of good Feng Shui.

turn create the serene feel of spirituality. The Feng Shui is about balancing energies, of animate with inanimate and that of the soul with that of the universe, so that you get the positive energies of the universe flowing through the entire spaces in your house.

A home or business has interior factors and exterior factors that influence you and your mood. Shape of the house, floor plan, positions of bedrooms, kitchens, bathrooms, desks, have an unseen psychological effect on you. History of the house, electro-magnetic energies emitted by electrical connections and cable, telephone, satellite dishes can

have either positive or negative effects on you depending upon the sort of person you are. Similarly beams, lights, plants, water and influences of people surrounding you also have some role to play.

➡ Living areas require a bit of life and light, so keep within the colour spectrum of yellow or beige tones. Yellows and light browns offer a sense of earth tones, which usually match most furniture styles.

➡ Lights brings a vital source of energy and is the key element to setting the mood of any space. Depending on what you

are trying to achieve, lights can help highlight or tone down certain areas of the room. Fluorescent lighting helps flood the room with an ambient feel.

➡ Avoid barriers in front of the door such as light partitions where you have to navigate around them to move to the next space. By 'opening up' the space, this technique immediately expands your front door sector many times over.

It does not take much to revitalise the energy of your home with good Feng shui with a little bit of inspiration and a touch of sensitivity. Through materials, texture and colours, we can change the energy of any space to one that exuberates vibrancy and inspiration. ●

Mr **Surendran** is an Accredited Master Fengshui Consultant, Bioenergetician and Traditional Vaastu Practitioner.

How to Choose Capital Gains Tax Rate

By DR CA ABHISHEK MURALI and DR CA DIVYA ABHISHEK



At the first glance it may appear that the 12.50% tax rate is significantly lower than 20% rate, however, the change takes away the benefit of indexation which factors the appreciation in the value of the asset due to inflation or fall in the rupee value.

There is also no benefit from indexation on cost of improvement in the new 12.5% tax rate. It is critical to note that the inflation cost of the raw materials used in construction have significantly gone up over the period of time.

A simple calculation of

actual spend (without the benefit of indexation) may not reflect the true current value of the investment incurred on improvements.

Why you may end up spending more after choosing 12.5% rate:

Let us take the example of an immovable property purchased in the financial year 2012-13 for Rs 1.3 crore and is being sold in the financial year 2024-25 for Rs 4.4 crore.

From the plain reading of the above, the new rate of 12.5% without indexation has a lower tax amount of Rs 38,75,000.

Particulars	Rate of Tax (%)
Short term capital gain - Land and building	Slab rate
Long term capital gain - Land and building	12.50% (without indexation or 20% with indexation)

Rule of Thumb to Choose the Beneficial Rate

Appreciation over purchase price	Better option of tax regime
>200% appreciation	New rate of 12.5% without indexation
Upto 100% appreciation	Old rate of 20% with indexation (if inflation is significant)
100-200% appreciation	Depends on inflation index - Calculate both to see which is better.

However, computation of capital gains is unique in the sense that exemptions and tax benefits can be utilised to fully reduce your tax to nil. If exemption under section 54 or 54F is utilised then the amount that needs to be reinvested under the new tax rate structure (of 12.5% without indexation) is Rs 3.10 crore compared to Rsx

2.04 crore under the old tax structure with indexation.

Choosing the new tax rate for capital gains will result in an additional reinvestment outflow of more than Rs 1 crore for saving capital gains through reinvestment.

Therefore, in many cases, the new rate of 12.5% without indexation is attractive when someone is ready to pay the capital gains tax without availing any exemptions towards reinvestment. If you, however, prefer to reinvest, the rate of 20% with indexation remains the best. This strategy, however, may vary on a case to case basis. ●

Dr Abhishek Murali is President, All India Tax Payers' Association and Dr CA Divya Abhishek is Chairperson, SIRC of ICMAI.

The calculation in both the regimes will be as below:

	Calculation @12.5%	Calculation @20%
Particulars	Amount (Rs)	Amount Rs
Sale consideration	4,40,00,000	4,40,00,000
Less: Cost of acquisition	-1,30,00,000	NA
Less: Indexed cost of acquisition (Rs1.3 crore x 363/200)	NA	-2,35,95,000
Taxable capital gains	3,10,00,000	2,04,05,000
Capital gains tax at respective rates	38,75,000	40,81,000

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