India Housing Report

July 2025

CREDAI | CRE MATRIX

Key Findings

The housing market across India's Tier 1 cities witnessed a strong surge in demand in H1 CY'25, with primary housing sales reaching a record ₹3,60,00 crore, indicating robust market appetite. NCR led in revenue contribution with a 26% share, followed closely by MMR at 23%. Despite this, new launches have been on a declining trend over the past one & half years. The number of units sold saw a modest decline of approximately 4%, from ~2.67 lakh units in H1 CY'24 to ~2.53 lakh units in H1 CY'25. This disparity between revenue and volume growth suggests a significant rise in average ticket size, with the average unit price increasing from ₹1.24 crore in H1 CY'24 to ₹1.42 crore in H1 CY'25.

~ ₹ 3,60,000 Cr.

A record-setting value of primary units sold across Pan India Tier 1 cities in H1 CY'25, indicating strong demand in the housing market.

~ 2,78,000

Units were launched in H1 CY'25, ~8% decline when compared with the H1 CY'24 number of ~3,02,000 units launched

₹ 1.42 Cr.

Average ticket size pan India for H1 CY'25, an increase of ~14% when compared with H1 CY'24.

Approx. 21%

Growth rate of NCR in value terms when compared between H1 CY'25 & H1 CY'24, this growth can be attributed to the luxury sales in Gurugram

~ 2,54,000

Primary units were Sold in H1 CY'25 Pan India, a decline of ~5% from ~ 2,70,000 units sold in H1 CY'24.

26%

Market Share of NCR in revenue terms for H1 CY'25, followed by MMR at 23%

~ ₹92,000 Cr.

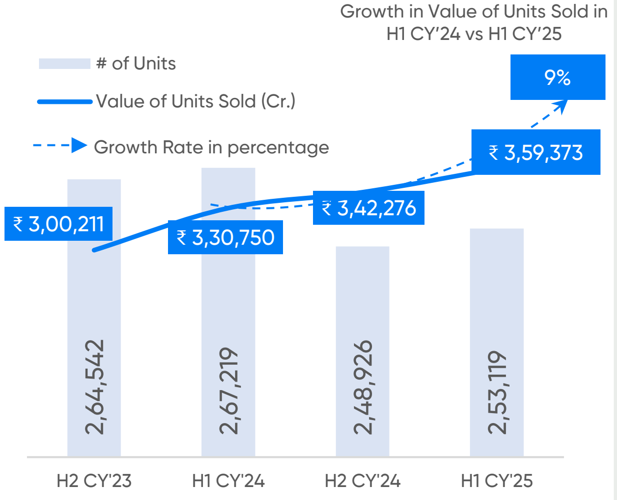
Worth of primary housing units were sold in NCR for H1 CY'25.

Approx. 16%

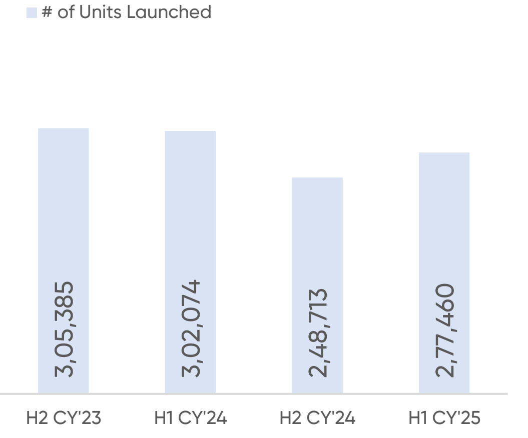
Market Share of Hyderabad in revenue terms for H1 CY'25, followed by Bengaluru at 14%

Pan India

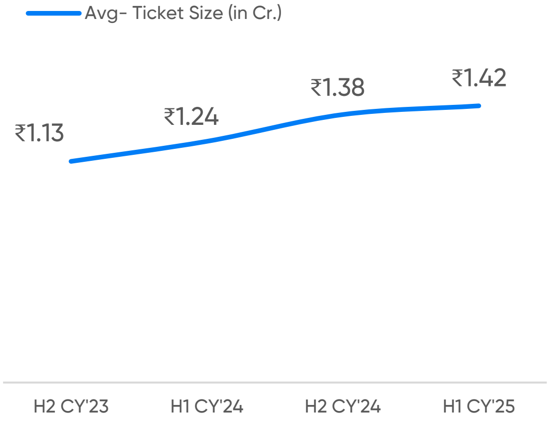
Housing Sales (Primary Only)



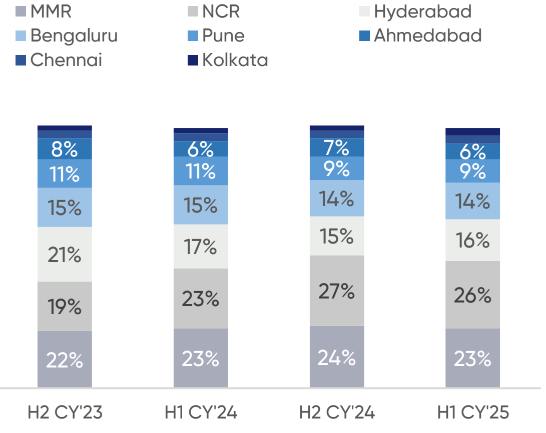
No. of Launched Units



Avg – Ticket Size



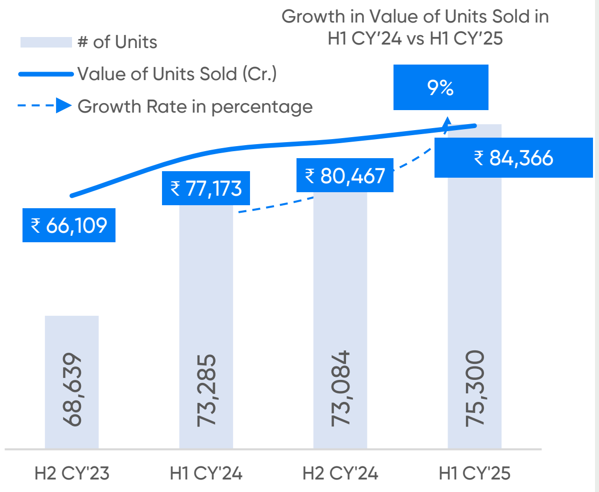
Cites Market Share (in revenue terms)



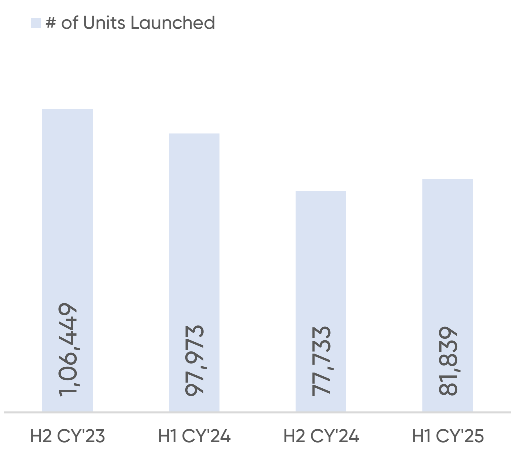
- For the H1 CY'25, Tier 1 cities across India recorded sales of approximately ₹3.6 lakh crore, reflecting a growth rate of 9% compared to H1 CY'24, which stood at around ₹3.3 lakh crore.
- The number of units launched across India has been declining, from approximately 3 lakh units in H1 CY'24 to about 2.6 lakh units in H1 CY'25—a decline of around 5%.
- NCR's market share in revenue terms has increased over the years, from 23% in H1 CY'24 to 26% in H1 CY'25.
- On the other hand, Hyderabad has seen a significant decrease in its revenue market share, from just 21% in H2 CY'23 to 16% in H1 CY'25.
- The average ticket size has also seen a sharp increase, rising from ₹1.13 Cr in H2 CY'23 to ₹1.42 crore in H1 CY'25.

MMR

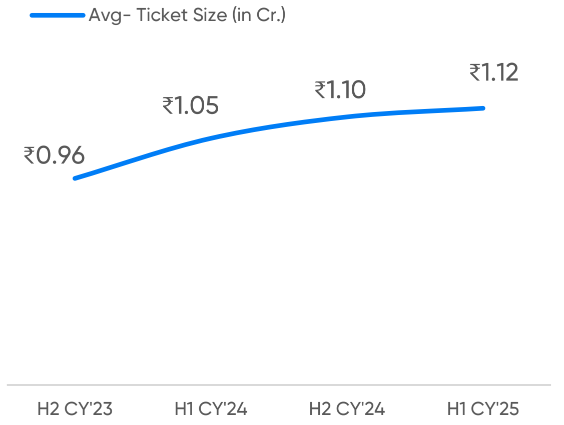
Housing Sales (Primary Only)



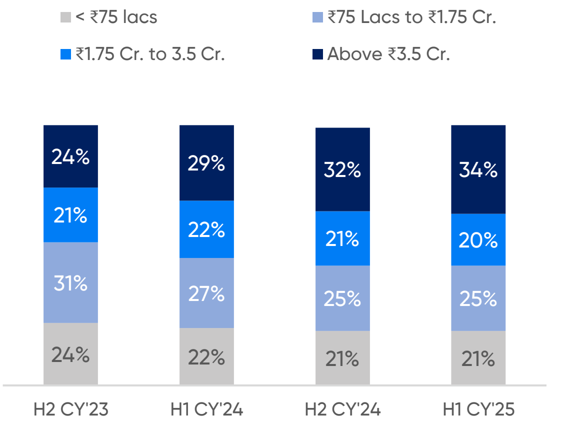
No. of Launched Units



Avg – Ticket Size



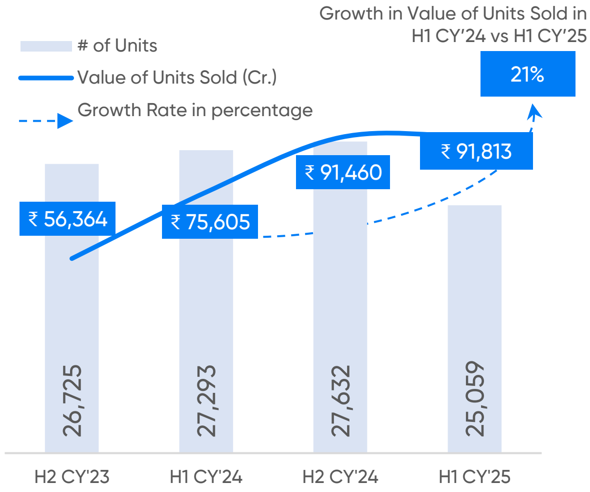
Ticket Size Analysis (in revenue terms)



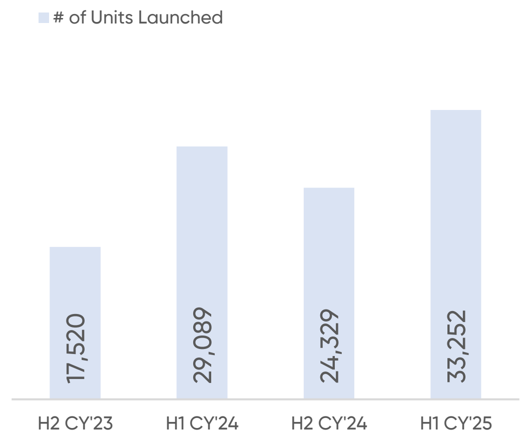
- The residential real estate market in MMR recorded a 9% increase in the value of primary units sold in H1 CY'25 compared to H2 CY'22.
- The number of units sold across MMR stood at approximately 75 thousand primary units in H1 CY'25.
- Launched units have been declining over the past two years; in H1 CY'25 as well, there was a drop from approximately 98 thousand units in H2 CY'24 to 82 thousand units.
- The average ticket size has followed an upward trend over the last couple of years, with a further increase of around 16% in H1 CY'25 compared to H2 CY'23.
- The market share of ticket sizes above ₹3.5 crore rose by 5%, from 29% in H1 CY'24 to 34% in H1 CY'25.

NCR

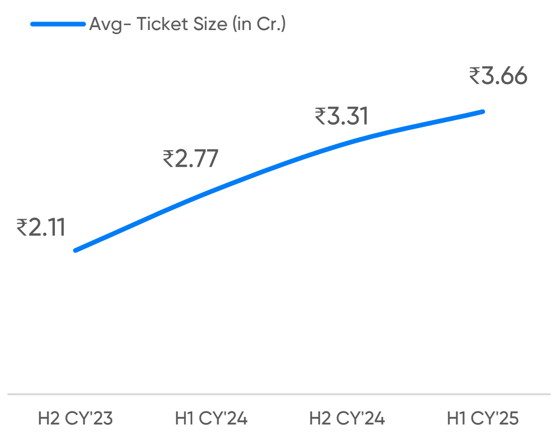
Housing Sales (Primary Only)



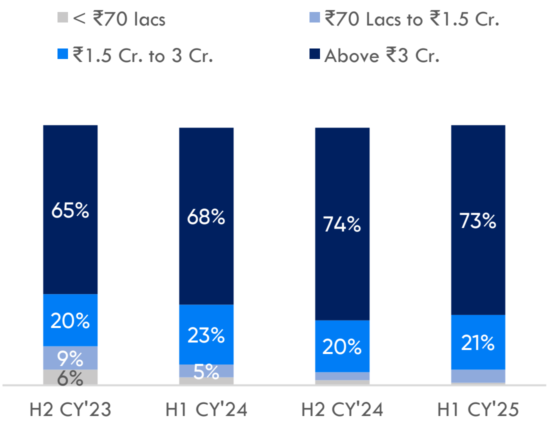
No. of Launched Units



Avg – Ticket Size



Ticket Size Analysis (in revenue terms)



- The residential real estate market in NCR recorded a 21% growth in the value of primary units sold in H1 CY’25 compared to H1 CY’24.
- The number of units sold across NCR stood at approximately 25 thousand primary units in H1 CY’25.
- Launched units have seen ups & downs over the past few years; in H1 CY’25, there was an increase from approximately 29 thousand units in H1 CY’24 to 33 thousand units.
- The average ticket size has followed an upward trend over the last couple of years, with a further increase of around 32% in H1 CY’25 compared to H1 CY’24.
- The luxury market segment has surged in NCR, with the share of flats priced above ₹3 crore has a market share in value terms of 73% in H1 CY’25.

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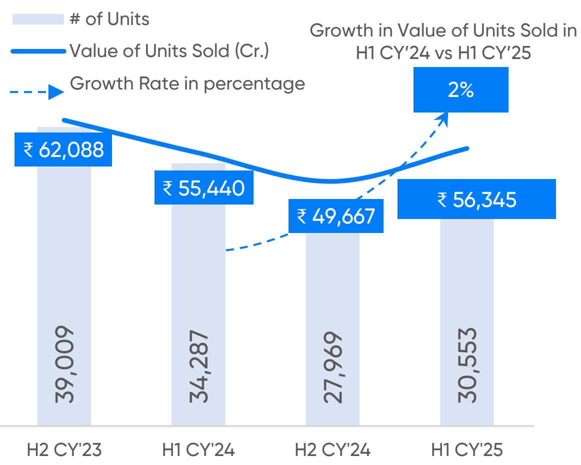
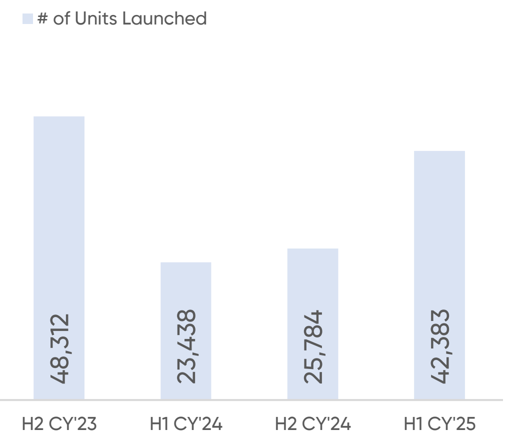
Hyderabad

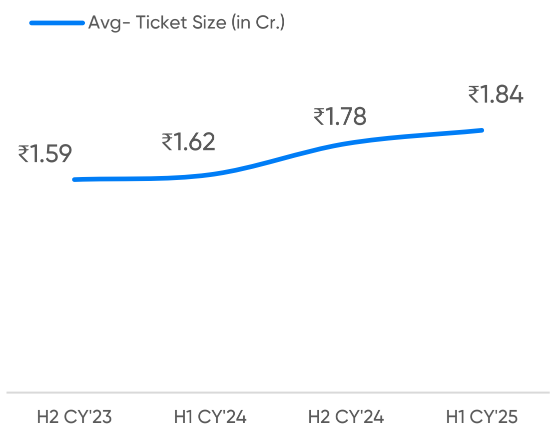
Housing Sales (Primary Only)



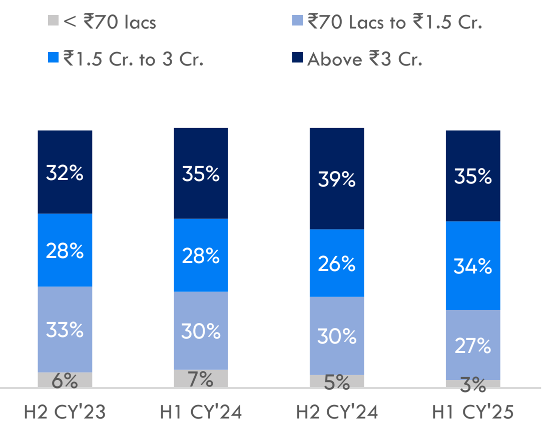
No. of Launched Units



Avg – Ticket Size



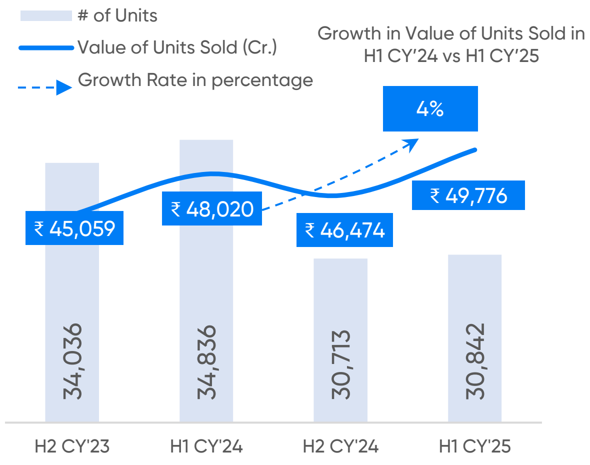
Ticket Size Analysis (in revenue terms)



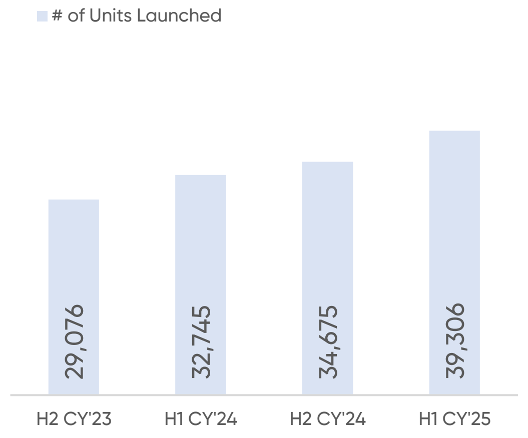
- The residential real estate market in Hyderabad modest increase of 2% in the value of primary units sold in H1 CY'25 compared to H1 CY'24.
- The number of units sold across Hyderabad stood at approximately 30 thousand primary units in H1 CY'25, reflecting a 11% decline over H1 CY'24 levels.
- Launched units have been increasing over the past one & half years; in H1 CY'25, there was an increase from approximately 23 thousand units in H1 CY'24 to 42 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 H1 CY'25 compared to H2 CY'24.
- The market share of ticket sizes ranging from ₹70 lacs to ₹1.5 crore declined by 3%, from 30% in H1 CY'24 to 27% in H1 CY'25. Notably, flats priced above ₹3 crore emerged as the leading segment in terms of revenue share in H1 CY'25.

Bengaluru

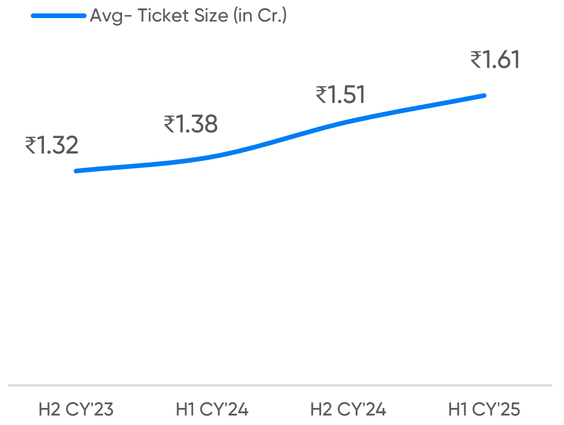
Housing Sales (Primary Only)



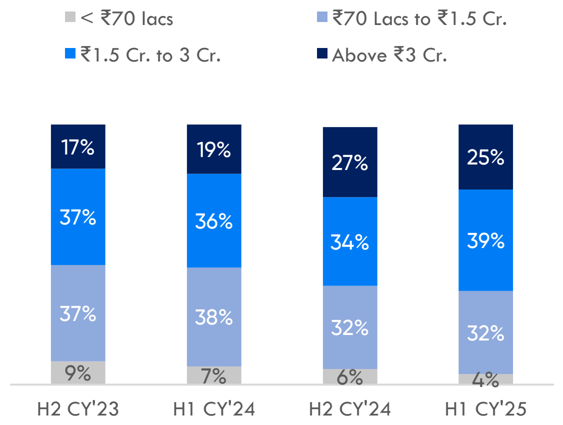
No. of Launched Units



Avg – Ticket Size



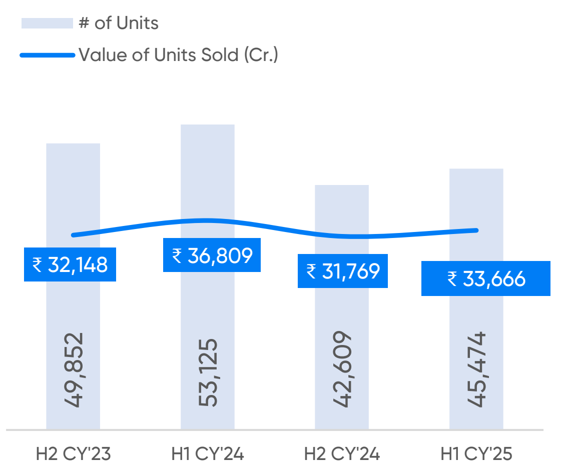
Ticket Size Analysis (in revenue terms)



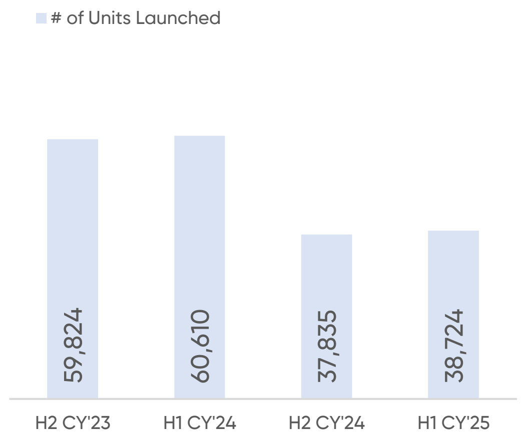
- The residential real estate market in Bengaluru recorded a 4% increase in the value of primary units sold in H1 CY'25 compared to H1 CY'24.
- The number of units sold across Bengaluru stood at approximately 30 thousand primary units in H1 CY'25.
- Launched units have been increasing over the past one & half years; in H1 CY'25 as well, there was an increase from approximately 33 thousand units in H1 CY'24 to 39 thousand units.
- The average ticket size has followed an upward trend over the last couple of years, with a further increase of around 17% in H1 CY'25 compared to H1 CY'24.
- The market share of ticket sizes ranging from ₹70 lacs to ₹1.5 crore declined by 6%, from 38% in H1 CY'24 to 32% in H1 CY'25.

Pune

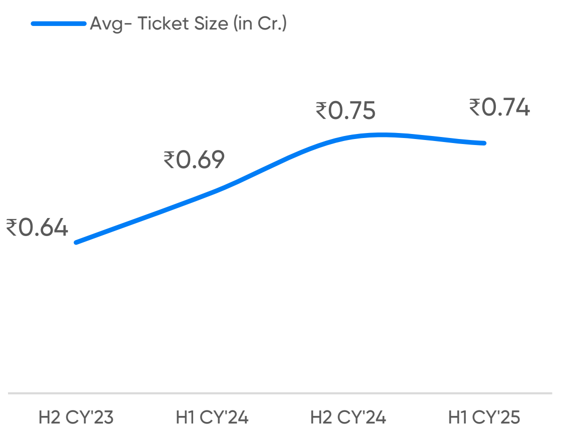
Housing Sales (Primary Only)



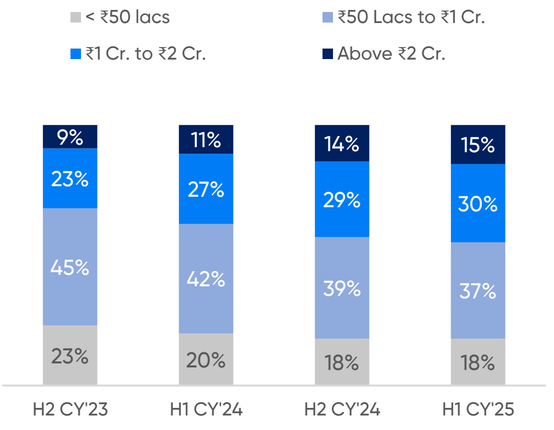
No. of Launched Units



Avg – Ticket Size



Ticket Size Analysis (in revenue terms)



- ❖ The residential real estate market in Pune recorded an 8.5% decrease in the value of primary units sold in H1 CY’25 compared to H1 CY’24.
- ❖ The number of units sold across Pune stood at approximately 45 thousand primary units in H1 CY’25, reflecting a 14% decrease over H1 CY’24 levels.
- ❖ Launched units have been decreasing over the past one & half years; in H1 CY’25 as well, there was a decrease from approximately 61 thousand units in H1 CY’24 to 39 thousand units.
- ❖ The average ticket size has followed an upward trend over the last one & half years, with a further increase of around 7% in H1 CY’25 compared to H1 CY’24.
- ❖ The market share of ticket sizes ranging from ₹50 lacs to ₹1 crore is declined by 5%, from 42% in H1 CY’24 to 37% in H1 CY’25. Notably, above 1 crore flats have a share if 45% in H1 CY’25.

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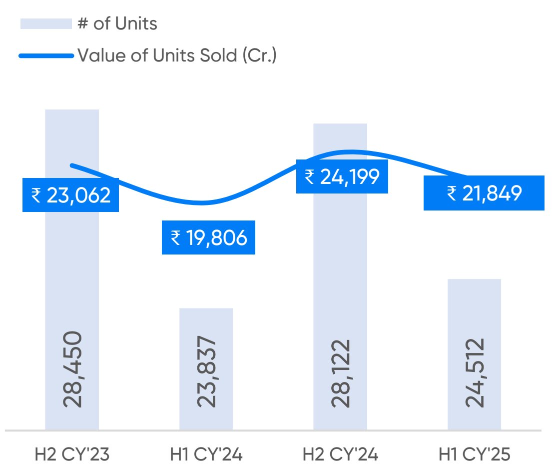
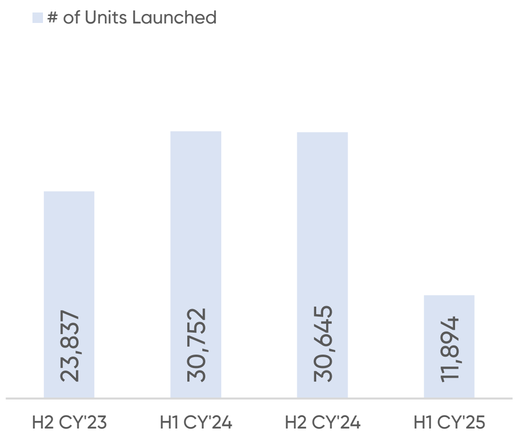
Ahmedabad

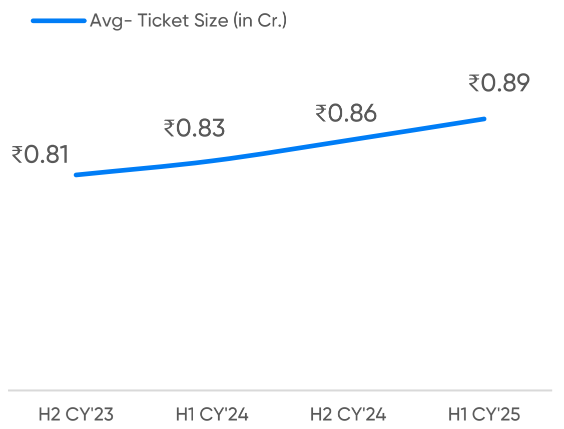
Housing Sales (Primary Only)



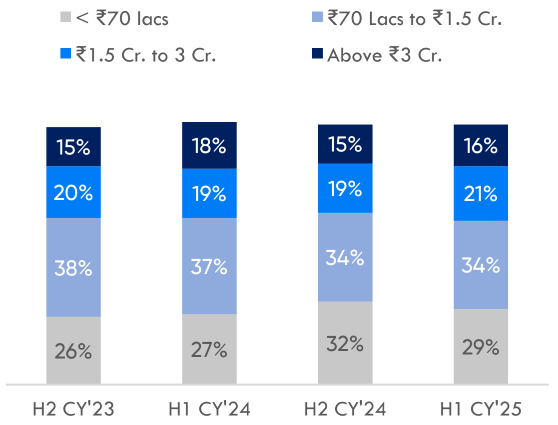
No. of Launched Units



Avg – Ticket Size



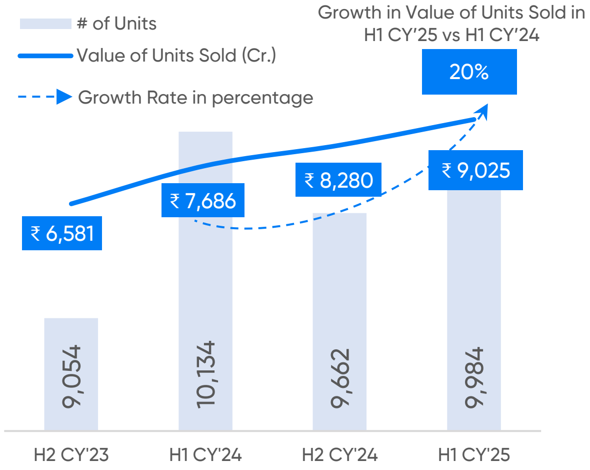
Ticket Size Analysis (in revenue terms)



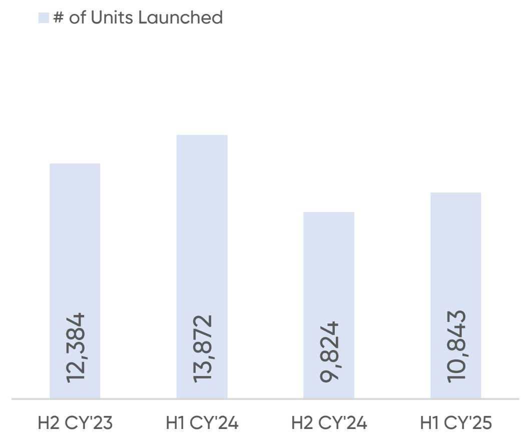
- The residential real estate market in Ahmedabad recorded a 10% increase in the value of primary units sold in H1 CY'24 compared to H1 CY'24.
- The number of units sold across Ahmedabad stood at approximately 25 thousand primary units in H1 CY'25, reflecting a 3% increase over H1 CY'24 levels, but still the no of units sold is close to NCR's in H1 CY'25.
- Launched units have seen ups & down over the past one & half years; in H1 CY'25, there was a decline from approximately 31 thousand units in H1 CY'24 to 11 thousand units.
- The average ticket size has seen an upward trend of around 7% in H1 CY'25 compared to H1 CY'24.
- The market share of ticket less than ₹70 lakhs has increased by 2%, from 27% in H1 CY'24 to 29% in H1 CY'25.

Kolkata

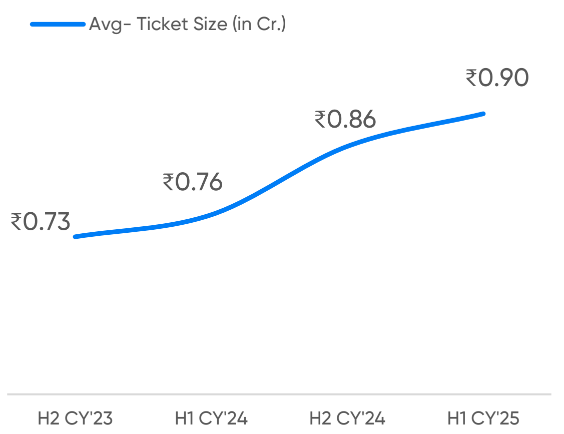
Housing Sales (Primary Only)



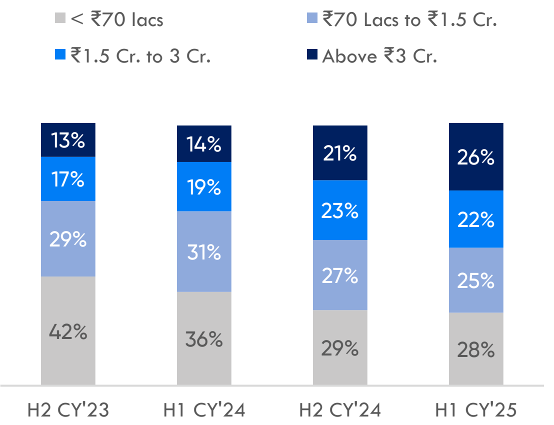
No. of Launched Units



Avg – Ticket Size



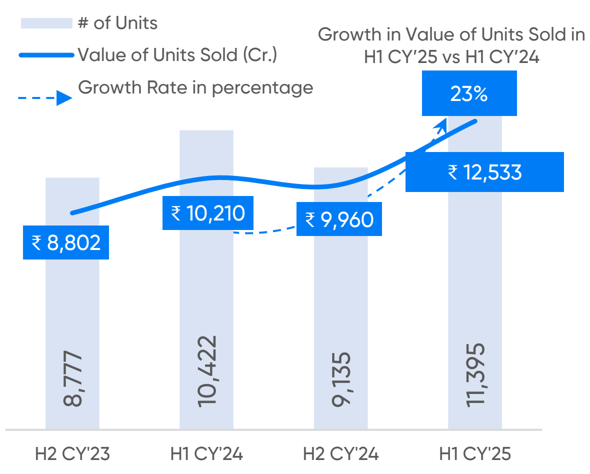
Ticket Size Analysis (in revenue terms)



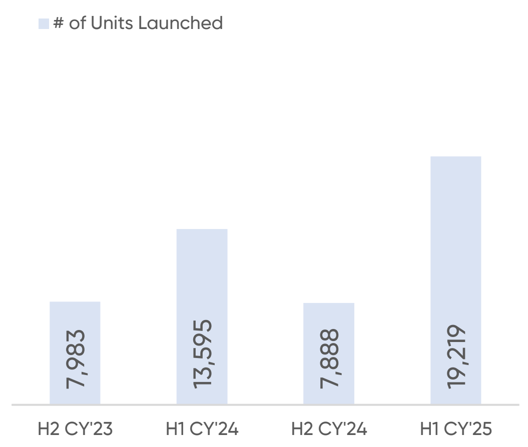
- The residential real estate market in Kolkata recorded a 17% increase in the value of primary units sold in H1 CY'25 compared to H1 CY'24.
- The number of units sold across Kolkata stood at approximately 10 thousand primary units in H1 CY'25.
- Launched units have seen both upwards & downwards trend over the past one & half years; in H1 CY'25, there was a decline from approximately 14 thousand units in H1 CY'24 to 11 thousand units.
- The average ticket size has seen an upward trend over the last one & half years. H1 CY'25 has seen an increase of 19% when compared to H1 CY'24.
- The market share of ticket sizes ranging above ₹3 crore is increased by 12%, from 14% in H1 CY'24 to 26% in H1 CY'25. Still, 53% of share is from the properties below 1.5 Cr.

Chennai

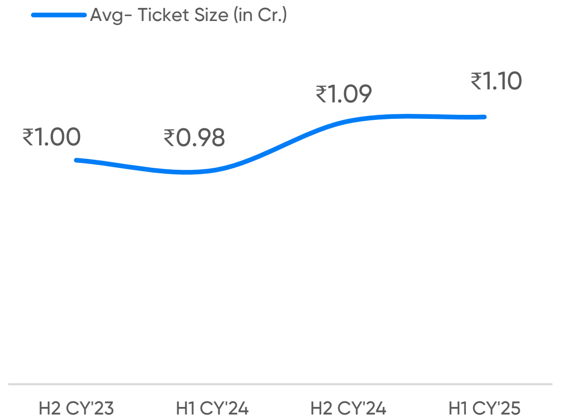
Housing Sales (Primary Only)



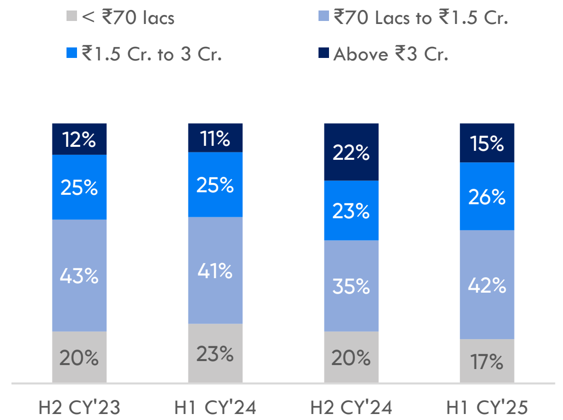
No. of Launched Units



Avg – Ticket Size



Ticket Size Analysis (in revenue terms)



- The residential real estate market in Chennai recorded a 23% increase in the value of primary units sold in H1 CY'25 compared to H1 CY'24.
- The number of units sold across Chennai stood at approximately 11 thousand primary units in H1 CY'25.
- Launched units have seen both upward & downward trend over the past one & half years; in H1 CY'25, there was an increase from approximately 14 thousand units in H1 CY'24 to 19 thousand units.
- The average ticket size has followed an upward trend, with a further increase of around 12% in H1 CY'25 compared to H1 CY'24.
- The market share of ticket sizes below ₹70 lacs is declined by 6%, from 23% in H1 CY'24 to 17% in H1 CY'25.

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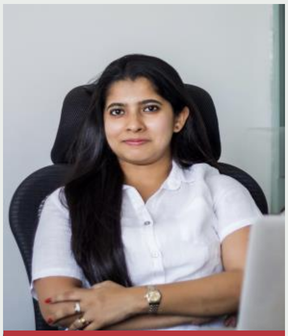
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CREDAI’s code of conduct promotes ethical practices. and is adopted proactively by all its members.

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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