



India Real Estate:

Fostering
equity and
fueling real
estate
growth

SEPTEMBER 2025

F o r e w o r d



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As India marches confidently towards its centennial year of independence in 2047, the real estate sector stands as both a reflection of our nation's progress and a driver of its aspirations. From a largely fragmented and informal industry three decades ago, Indian real estate has transformed into a strategic pillar of national development—fueling growth, creating employment, and shaping the urban fabric of our country.

Today, with real estate contributing nearly 8% to India's GDP and employing millions, the sector is no longer just about housing and commercial spaces—it is about enabling inclusive urbanization, fostering sustainability, and catalyzing equitable growth across Tier I, II, and III cities alike. The journey ahead holds the promise of even greater transformation, as we align ourselves with the vision of a USD 35–40 trillion economy by 2047, where real estate alone could potentially contribute USD 5–10 trillion.

At CREDAI, we have always believed that developers are nation builders. Through relentless advocacy for progressive reforms, adoption of sustainable construction practices, and fostering global partnerships, we continue to strengthen the ecosystem that supports this sector's growth. Yet, the path forward will require collective effort—between government, industry, financial institutions, and citizens—to ensure that the future we build is not only prosperous, but also inclusive and resilient.

This joint report by CREDAI and Colliers, ***"Indian Real Estate: Fostering Equity and Fueling Economic Growth,"*** presents valuable insights into the drivers shaping the future of Indian real estate—from digital transformation to demographic shifts, from infrastructure expansion to the green energy transition. It serves as both a mirror of where we stand today and a roadmap for where we aspire to be.

I am confident that this report will prove invaluable for policymakers, industry stakeholders, and global investors alike as we work together to create a stronger, more sustainable, and equitable India.

F o r e w o r d

As India embarks on its journey towards the centennial year of independence in 2047, its ascendance in terms of economic potential tells a story of transformation, resilience and growth. India has steadily stepped up the ranks of the global economic order, advancing from outside the list of ten largest economies in the 1990s to the fourth-largest as on date. This underscores India's resilience and adaptability amid global shifts and ongoing uncertainties. Central to this transformation is infrastructure development and resultant growth in employment opportunities and cascading effect on multiple economic sectors. Indian real estate, in particular continues to be a dynamic sector, which has matured from a fragmented & informal industry into a strategic pillar of nation development. With its rising contribution to GDP, the sector is likely to expand rapidly across asset classes and is poised to play a defining role in shaping India's future. As the country sets its sight on becoming a USD 35-40 trillion economy by 2047, the real estate sector, with an anticipated contribution of 14-20%, will be instrumental in fostering inclusive urbanization, and sustainable community development.

This report, ***"Indian Real Estate: Fostering Equity and Fueling Economic Growth"***, explores the sector's transformative potential over the coming decades. It highlights how structural driving forces like urban expansion, infrastructure development, demographic shifts, digital transformation and sustainability imperatives are converging to redefine the contours of India's built environment. From established Tier I cities to emerging Tier II & III cities, the real estate narrative is becoming more balanced, equitable and inclusive. This shift reflects a deeper transformation which embraces the broader national vision.

By 2047, Indian real estate is projected to grow to USD 5-10 trillion market, which is likely to be anchored by strong demand across multiple asset classes including residential, commercial, industrial & warehousing, data centers, retail, hospitality etc. - each contributing to development of resilient, future-ready communities. Unlocking this next phase of growth will require a seamless alignment of progressive policy reforms, sustained capital inflows and technological innovation. This report serves as a compass for stakeholders, offering insights into ongoing trends that are likely to shape the trajectory of Indian real estate over the coming decades.



**Badal
Yagnik**

Chief Executive Officer
Colliers India



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CHAPTER

GLOBAL ECONOMIC SHIFTS: INDIA AND REAL ESTATE IN FOCUS

Global power shifts and ascend of Indian economy

Over the past few decades, global economy has undergone continuous shifts and rebalancing of power. The 1990s marked the end of cold-war, collapse of Soviet Union and subsequent opening of domestic economies across the globe. Advent of digital age through increasing adoption of computer technologies, 2008-financial crisis, rise of e-commerce, growth in semi-conductor & renewables and the more recent COVID-19 pandemic have redefined economic growth trajectories and nation building policies. India for instance was outside the list of top ten largest economies during the 1990s and closely followed China in terms of Gross Domestic Product (GDP). As on date, India has become the 4th largest economy globally and is poised to become the 3rd largest by 2030.

Today, the global economy including India faces increasing volatility amidst escalating trade frictions, geopolitical disputes, and climate-related disruptions. However, despite the probable headwinds, IMF projects global growth at around 3% for 2025. In this turbulent landscape, India continues to demonstrate exceptional resilience, driven by robust domestic demand, infrastructure-led expansion, real estate growth and rapid digital transformation. India continues to be the fastest growing major economy and is expected to grow by 6.2% in 2025. However, India lags in GDP per capita compared to developed economies - Despite a 7.8x increase since 1990, it is around 5% of the developed world's average per capita GDP of USD 50,000–55,000.

Trends in GDP of major economies



Source: IMF, Colliers

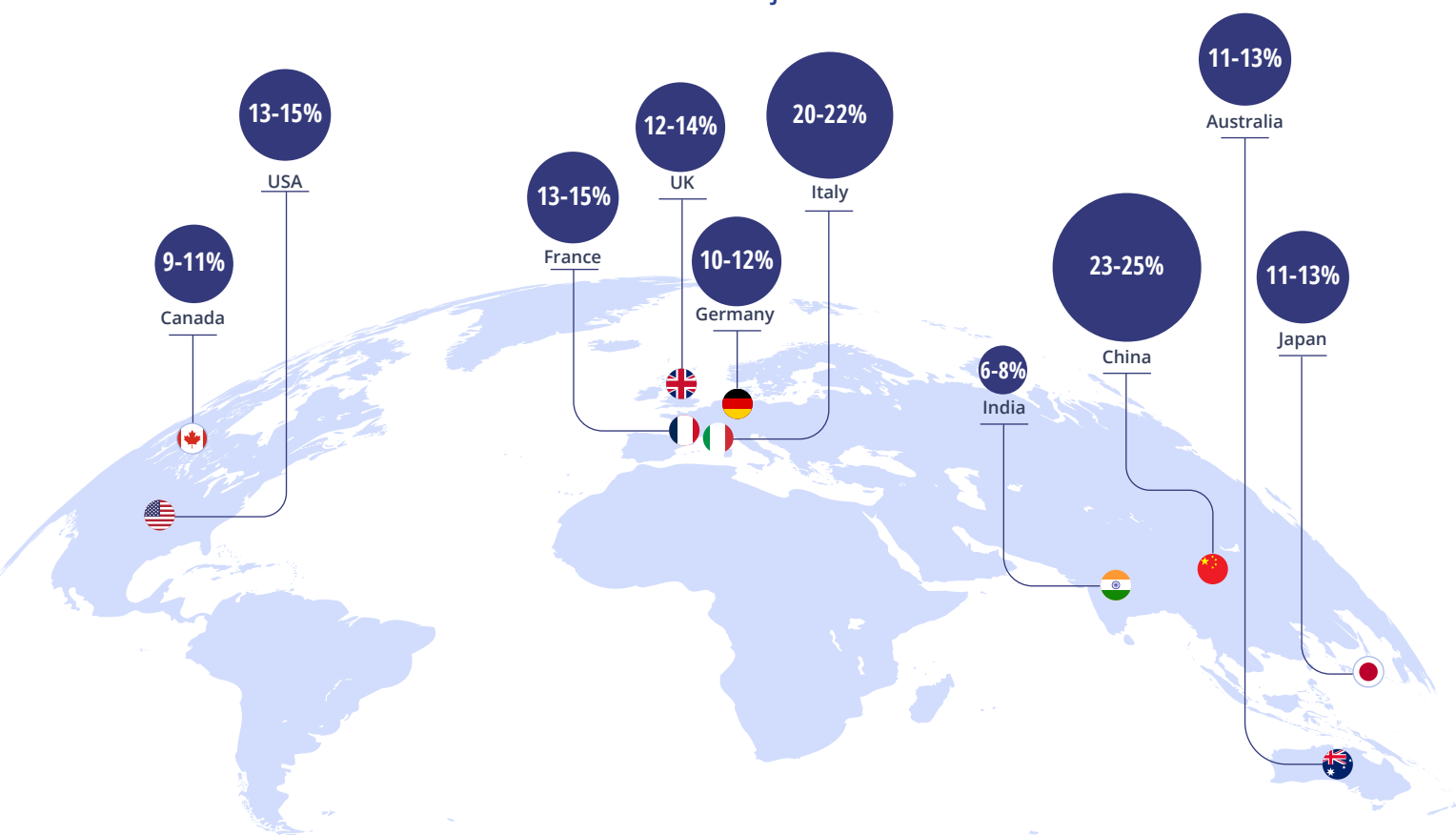
Note: GDP represents nominal values at current prices



Global real estate: Regional dynamics and shifting gears

In the global economic narrative, real estate continues to play a pivotal role, contributing significantly to nation building driven by its cascading ability to generate employment and create opportunities for economic growth & investments. Evolving from a localized sector, real estate has become more dynamic and globally integrated with capital increasingly flowing across borders. The sector has become one of the key drivers of economic growth and accounts for 10-15% of the GDP across most developed economies. Real estate's emphasis is increasingly shifting towards digital enablement, sustainability and adaptability in the face of emerging volatilities, uncertainties, complexities and ambiguity.

Current share of real estate sector in the GDP of major economies




Source: Industry, Colliers

The rise of hybrid work formats is reconfiguring commercial real estate with increased occupier interest towards flexible workspaces - as evident in countries like China, India, Japan, etc. On the residential side, there is a significant growth in luxury housing particularly in the UAE and India. In the industrial & warehousing segment, occupiers are increasingly opting for Third-Party Logistics (3PL) players to streamline supply chain and operating costs. Real estate developers across countries are increasingly focusing on sustainability and championing the case for green certifications. While core assets continue to remain the front runners, there is an increased interest for mixed-use developments and alternate real estate verticals such as data centers, life sciences, shared living etc. Most major economies have stepped up Environmental, Social, and Governance (ESG) compliance—green buildings and energy efficient construction are increasingly becoming central to real estate investment decisions. Additionally, AI powered digitalization is enhancing transparency and efficiency in property management services.

In India too, record-breaking office space demand, growing flex space penetration in occupier's portfolio, surge in green certifications across asset classes, traction in luxury & ultra-luxury housing, growing focus on automated warehouses, steady momentum in retail & hospitality segments and quantum growth in data centers continue to present multiple investment opportunities.

Real estate market shifts and ongoing trends (1990-2025)

| Region | Real estate shifts and ongoing trends |
|---|---|
|  <p>North America</p> | <ul style="list-style-type: none"> • The US real estate market rebounded strongly post the 2008 global financial crisis • Logistics and data centers experienced significant growth in 2010, driven by e-commerce and cloud computing • Suburban housing demand increased in post-pandemic era as remote work reshaped residential preferences |
|  <p>Asia Pacific</p> | <ul style="list-style-type: none"> • The APAC region currently accounts for 25-30% of the global real estate market • China has undergone rapid urbanization, with close to 70% of the current population living in cities, up from around 25% in 1990s. Average housing prices in major cities have consequentially increased 10-folds since the 1990s • Annual office demand in India has almost doubled in the last 10-15 years, driven by corporate expansions, increased space uptake by GCCs and diversification in occupier base • India's office market has risen >3X times since 2010, with Grade A stock crossing 800 million sq ft amidst significant surge in demand, improved developer confidence and conducive policy initiatives |
|  <p>Middle East</p> | <ul style="list-style-type: none"> • The UAE attracted significant foreign investments in real estate, driven by policy liberalization and visa reforms • Dubai's luxury housing segment has grown significantly between 2020 and 2025, positioning itself as a premium housing hotspot • Tourism has bolstered retail and hospitality segments across countries in the Middle East |
|  <p>Europe</p> | <ul style="list-style-type: none"> • Eastern Europe has witnessed significant increase in foreign investments, driven by modernization and integration with European Union • Residential property prices have surged by more than 50% in the last 15 years in key markets • Data centers and healthcare facilities have gained notable traction, driven by AI adoption and aging demographics in the recent years • Germany has witnessed substantial demand-supply mismatch of housing units in recent times. Declining construction combined with population growth and influx of migrants have aggravated supply side constraints |
|  <p>Latin America</p> | <ul style="list-style-type: none"> • Brazil reported a 40% increase in green certified buildings between 2015 and 2025 • Flexible ownership & shared living models are on the rise in the recent years, reflecting a shift in urban lifestyle and demographic diversity • Rapid urbanization in cities like São Paulo, Mexico City, and Bogotá is driving demand for vertical housing formats, especially in land-constrained metro areas • Sector-wide digitalization has improved transaction efficiency streamlining legal, financing, and sales processes in real estate |



CHAPTER

2

INDIAN REAL ESTATE: ON AN ACCELERATED GROWTH TRAJECTORY

India's realty sector soars more than fivefold since 2010

India's real estate sector has evolved significantly, from a largely fragmented and unorganized sector in the 1990s to a more transparent and accountable growth driver today. Over the years, its contribution to India's Gross Domestic Product (GDP) has steadily increased from less than 5% prior to 2010 to around 6–8% in recent years. The sector contributed close to USD 0.3 trillion in terms of value addition to the Indian economy in 2025.

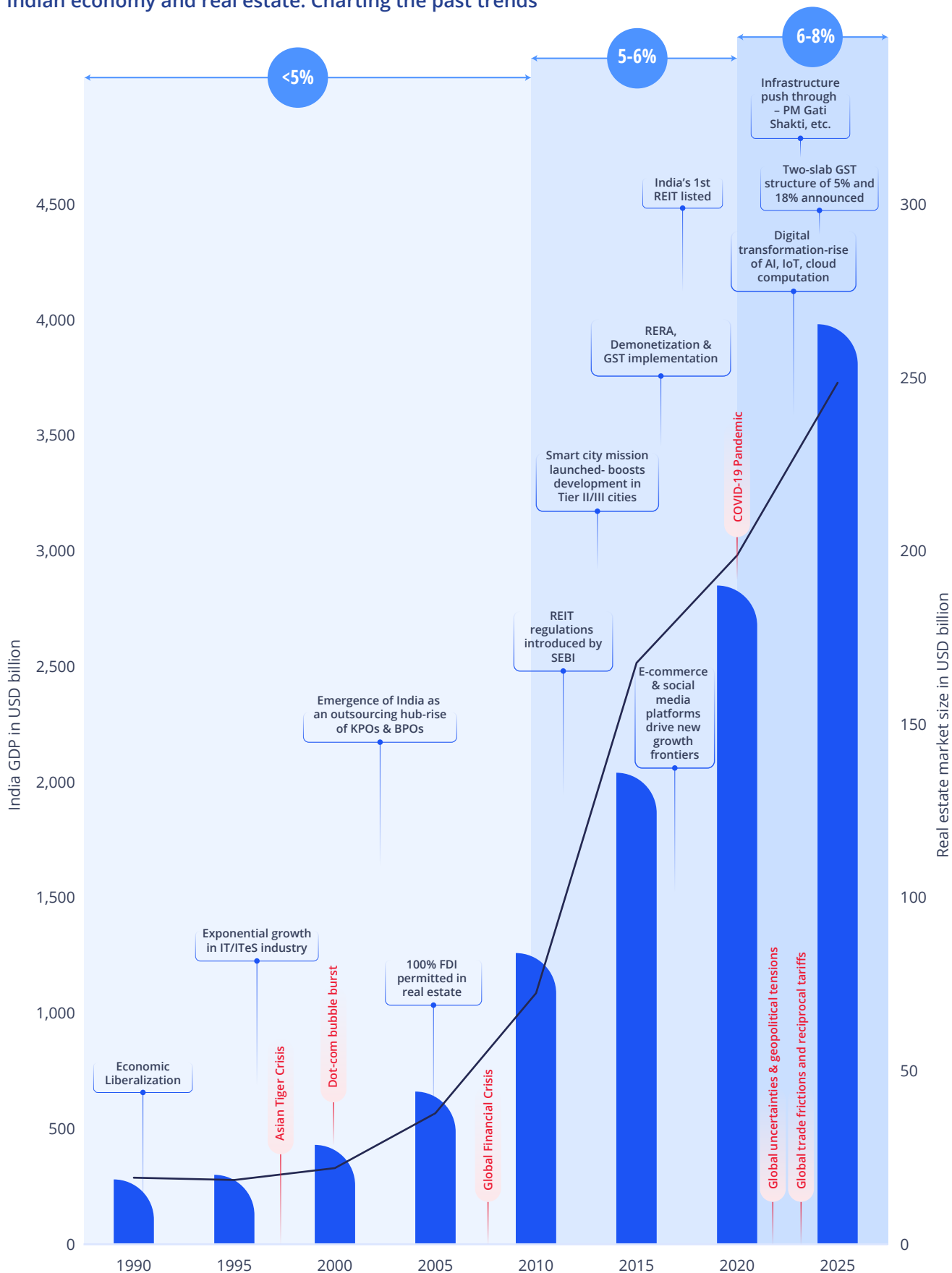
The period between 1990 and early 2000s, marked by fruition of liberalization policies, laid the foundation for development of new urban hubs in India. It also saw a rise in private sector participation in infrastructure, real estate and construction activities. Despite facing global disruptive events in the form of the Asian Tiger Crisis & Dot-com Bubble of the 1990s and the 2007-08 Global Financial Crisis, Indian real estate continued to expand and formalize, demonstrating resilience and adaptability. In the previous decade, regulatory reforms such as Real Estate (Regulation & Development) Act (RERA), Goods & Services Tax (GST), Real Estate Investments Trusts (REIT) regulations etc. have substantially enhanced transparency and efficiency across real estate asset classes.

Indian economy has rebounded strongly in the post-pandemic era, driven by government support and proactive policy making. Notably, during 2025, India became the 4th largest economy in the world, a significant milestone reflecting the country's sustained economic expansion, driven by a combination of strong domestic consumption, thriving services industry, and rapid advancements in manufacturing & technology. Additionally in recent times, inflation has eased substantially, allowing elbow-room for a growth supportive monetary policy. This is expected to keep interest rates low in the near-mid term and further boost real estate demand. Lower financing charges can potentially uplift increased housing demand and facilitate higher institutional investment. Moreover, the government's continued push for infrastructure development, digitalization, and sectoral performance linked incentives will further enhance economic resilience, solidifying India's position as one of the fastest-growing major economies globally.

While these reforms, along with the ongoing infrastructure developments and urbanization, are currently driving real estate growth, they are also expected to remain key catalysts in the future as well. Additionally, emerging drivers such as digital transformation, climate-resilient construction, and innovative financing models will further propel Indian real estate in the decades ahead.



Indian economy and real estate: Charting the past trends



Source: MOSPI-Ministry of Statistics and Programme Implementation, Colliers | Note: Data is for Financial Year (FY) | GDP represents nominal values at current prices



Share of real estate sector in India's GDP

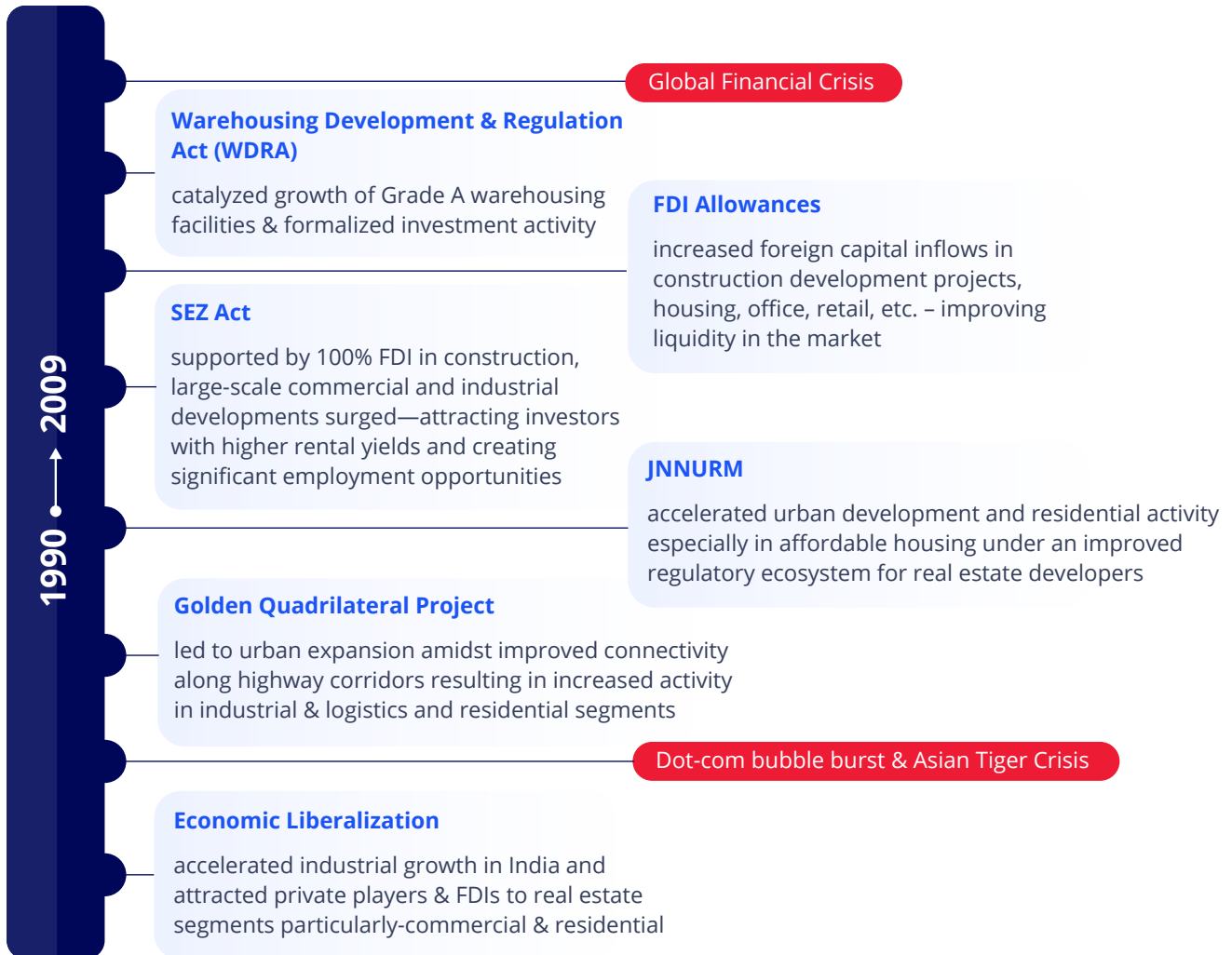


Real estate market size (RHS)

India GDP (LHS)

Decades of transformation: Tracing the growth and maturity of Indian real estate

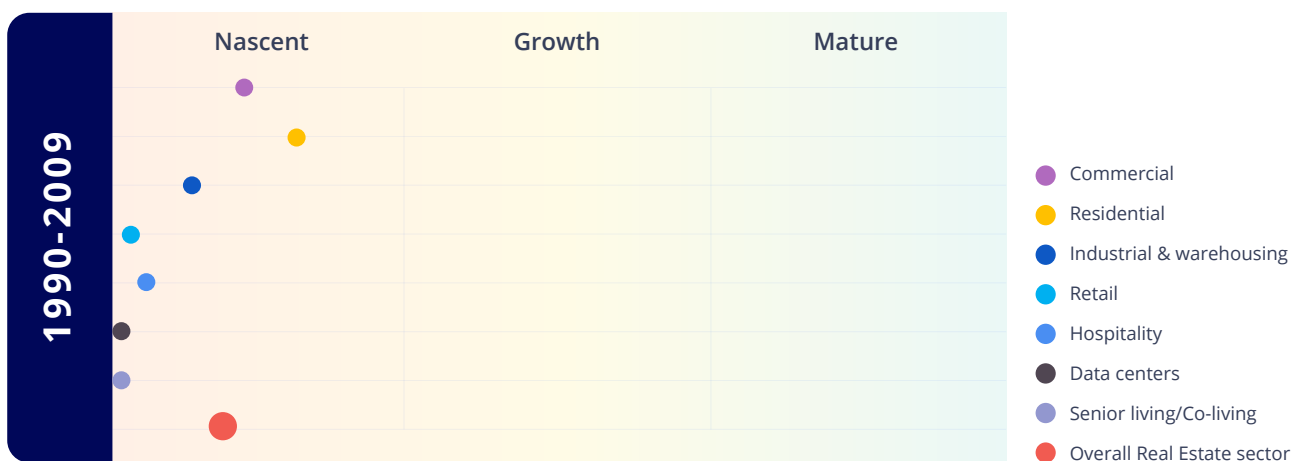
Key events & policy reforms transforming Indian real estate sector



Source: Industry, Union Budgets, Colliers | Note: JNNURM- Jawaharlal Nehru National Urban Renewal Mission; SEZ-Special Economic Zones; FDI-Foreign Direct Investments;

Impediments

Asset class wise life cycle through the decades



Source: Colliers

Key events & policy reforms transforming Indian real estate sector



Source: Industry, Union Budgets, Colliers | PMAY- Pradhan Mantri Awas Yojana; SWAMIH-Special Window for Affordable and Mid-Income Housing; PPP-Public Private Partnership

Impediments

Asset class wise life cycle through the decades



Source: Colliers

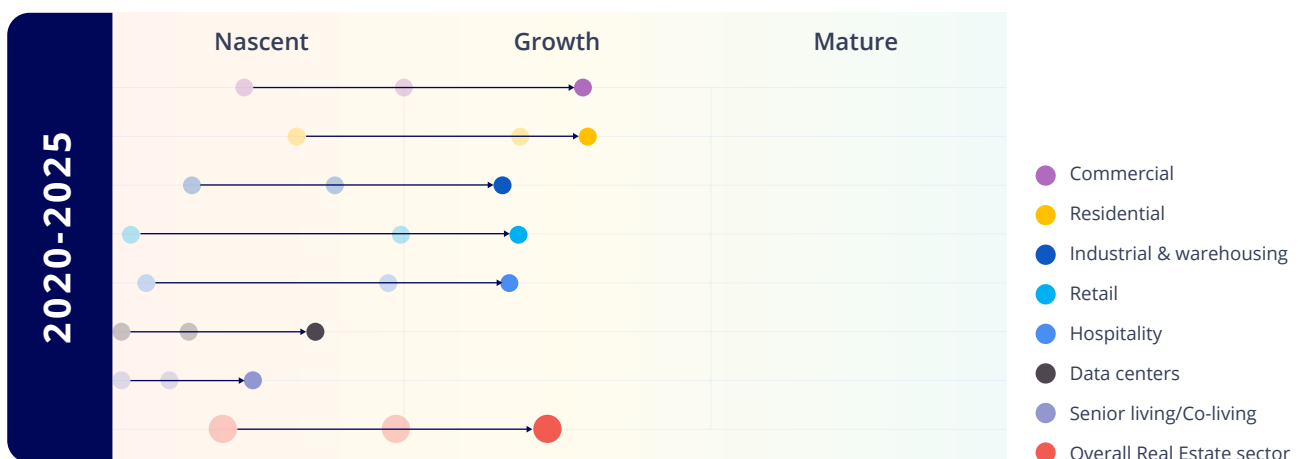
Key events & policy reforms transforming Indian real estate sector



Source: Industry, Union Budgets, Colliers | SM REITs - Small and Medium Real Estate Investment Trusts

Impediments

Asset class wise life cycle through the decades



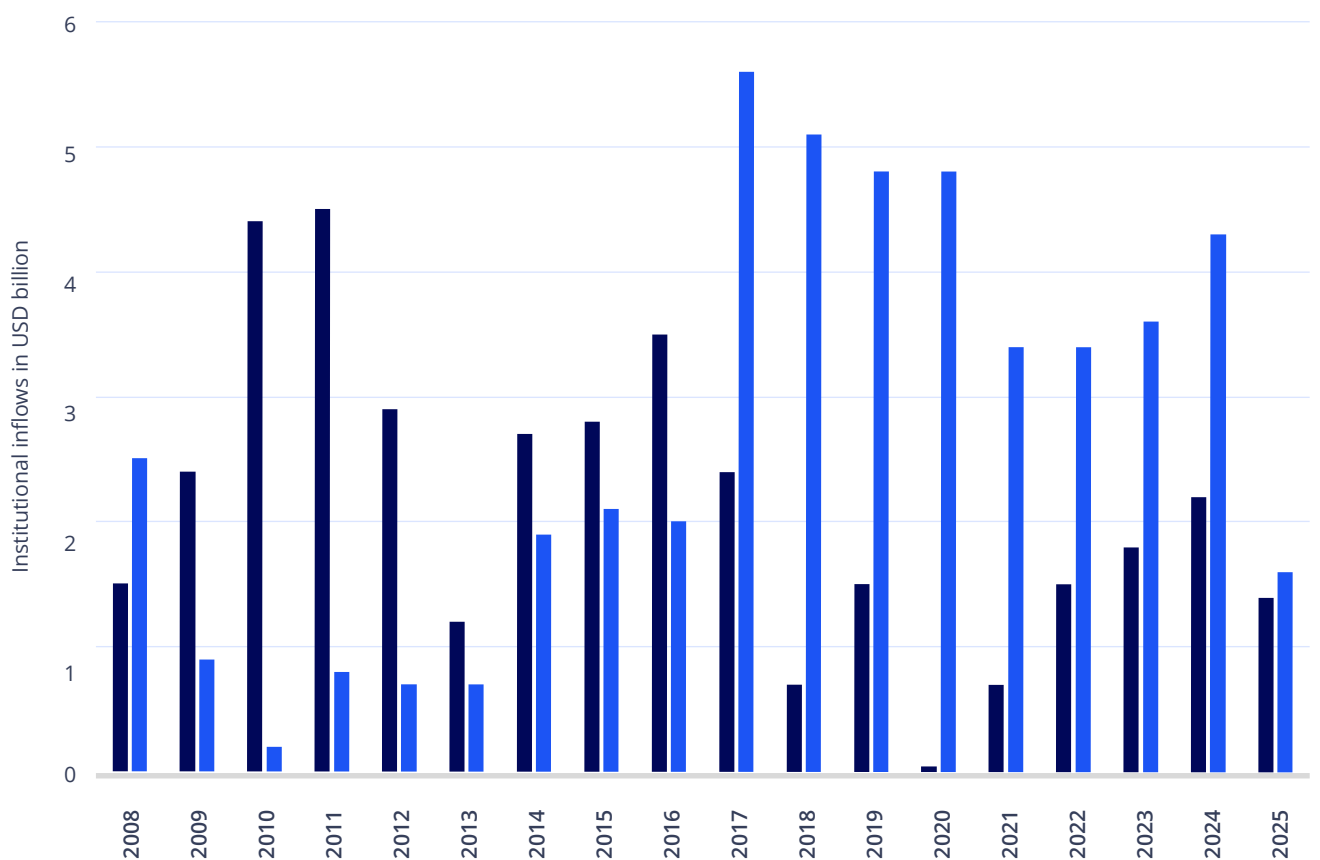
Source: Colliers

Government push accelerates realty investments as credit flow and public equity surge

Institutional investors infuse ~USD 80 bn in Indian real estate since 2010

The real estate sector in India has witnessed notable growth in institutional investments over the years. In the last 15 years, investment inflows have touched nearly USD 80 billion with strong capital from foreign players (57% share). Interestingly, domestic capital has been emerging as a key driver post pandemic, indicating a strong shift in the investment landscape across asset classes.

Trends in real estate institutional investments by domestic & foreign investors

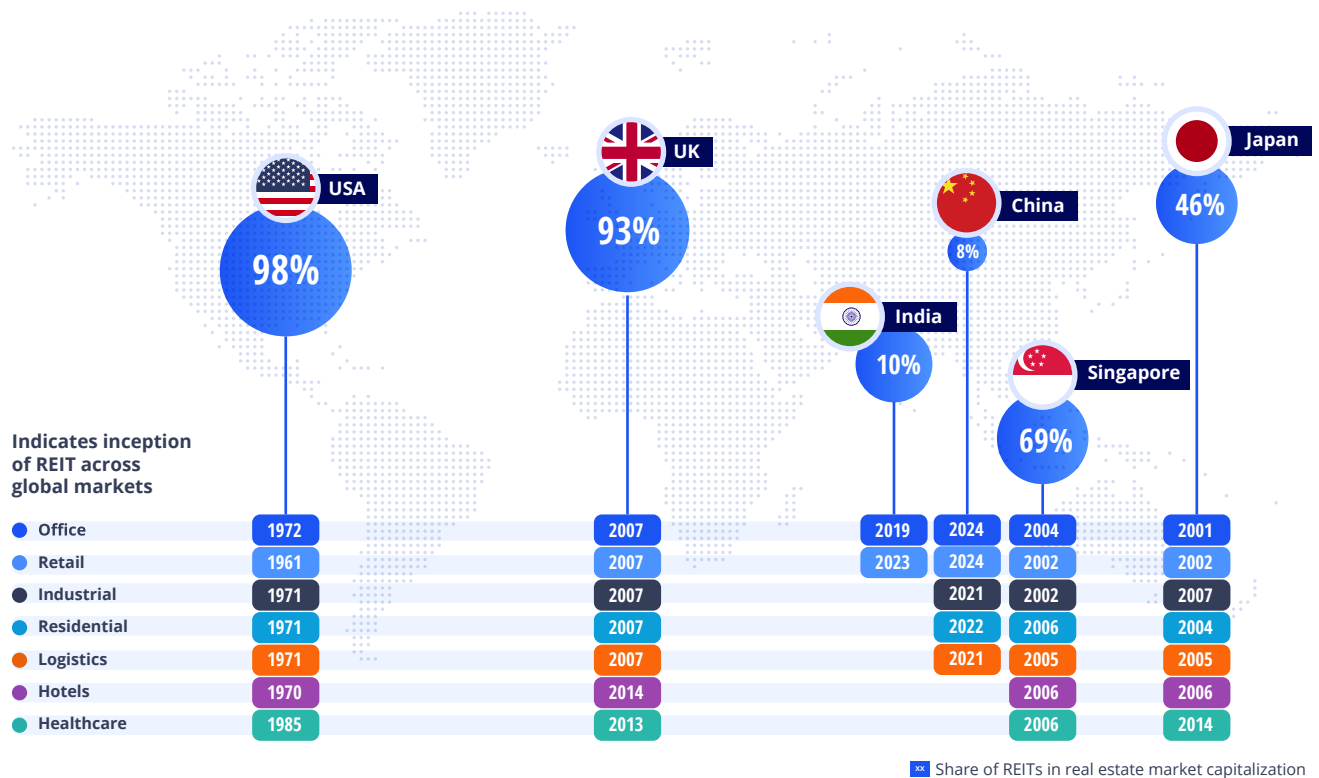


Source: Colliers | Note: The institutional flow of funds includes investments by family offices, foreign corporate groups, foreign banks, proprietary funds, pension funds, private equity, real estate fund-cum-developers, foreign-funded NBFCs, listed REITs and sovereign wealth funds. The data has been compiled as per available information in the public domain. Data for 2025 is as of H1 2025

■ Domestic investments ■ Foreign investments



India REITs can potentially expand across multiple asset classes



Source: Industry, EPRA (European Public Real Estate Association), Colliers

Note: Market capitalization share is indicative as of Dec 2024 and hence excludes the Knowledge Realty Trust (for India) which got listed in August 2025

Key statistics on investments in real estate & construction sector

USD 63 bn

FDI inflows in construction sector (FY 2001-2025)

Construction sector* accounts for 9% of the FDI inflows in the country

Real estate accounts for **>20%** of total investments made in Category II **AIFs** (as of June 2025)

USD 40+ bn invested in category II AIFs (as of June 2025)

INR 624 bn

Funds raised by real estate IPOs since 2010

3.5X rise in capital raised by real estate IPOs in 2024 as compared to 2010

Source: Securities and Exchange Board of India (SEBI), Department for Promotion of Industry and Internal Trade (DPIIT), Colliers

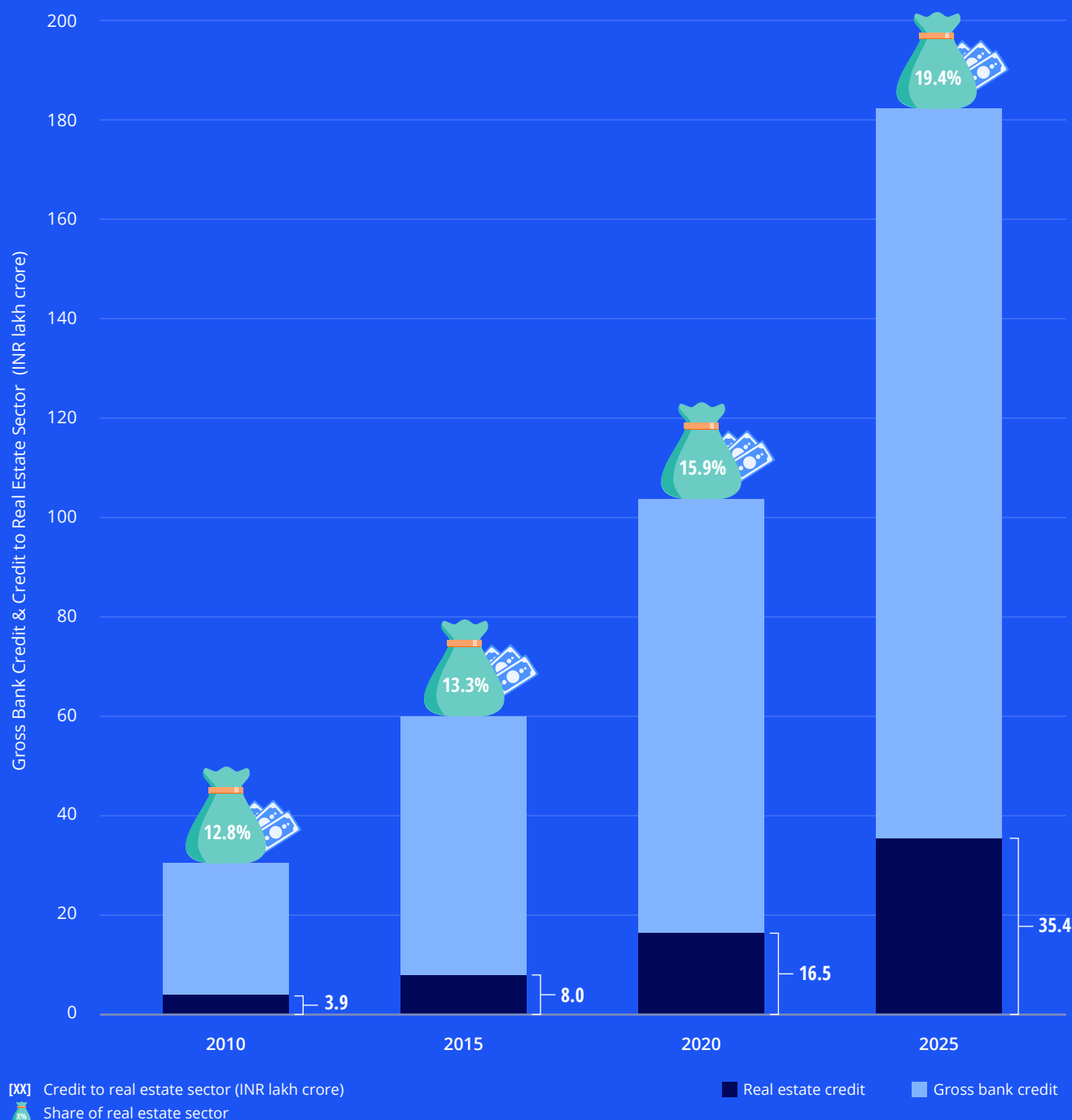
Note: *Construction sector includes infrastructure activities and developments such as townships, housing, built-up infrastructure etc.

IPOs indicate listings on BSE including both Mainboard IPOs and SME IPOs. Real estate IPOs include issues by developers, housing finance companies, flex space operators, REITs, public sector undertakings of the Ministry of Housing and Urban Affairs, and companies from the hospitality segment-Data as of July 2025

Real estate loan book doubles since FY 2021, currently at over INR 35 lakh crore

India's real estate sector has demonstrated robust recovery and growth in the post-pandemic era. Bank credit to the sector has surged multi-fold since 2010, reaching INR 35.4 lakh crore at the end of FY 2025. This growth mirrors the broader expansion in gross bank credit across the economy, which rose from around INR 30 lakh crore in FY 2010 to over INR 180 lakh crore during FY 2025. Notably, real estate sector's access to credit has improved not just in volume but also in proportion, with its share in overall credit exposure increasing from 12.8% in FY 2010 to nearly 20% in FY 2025. This signals growing lender confidence in the sector.

Trends in gross bank loan book in India



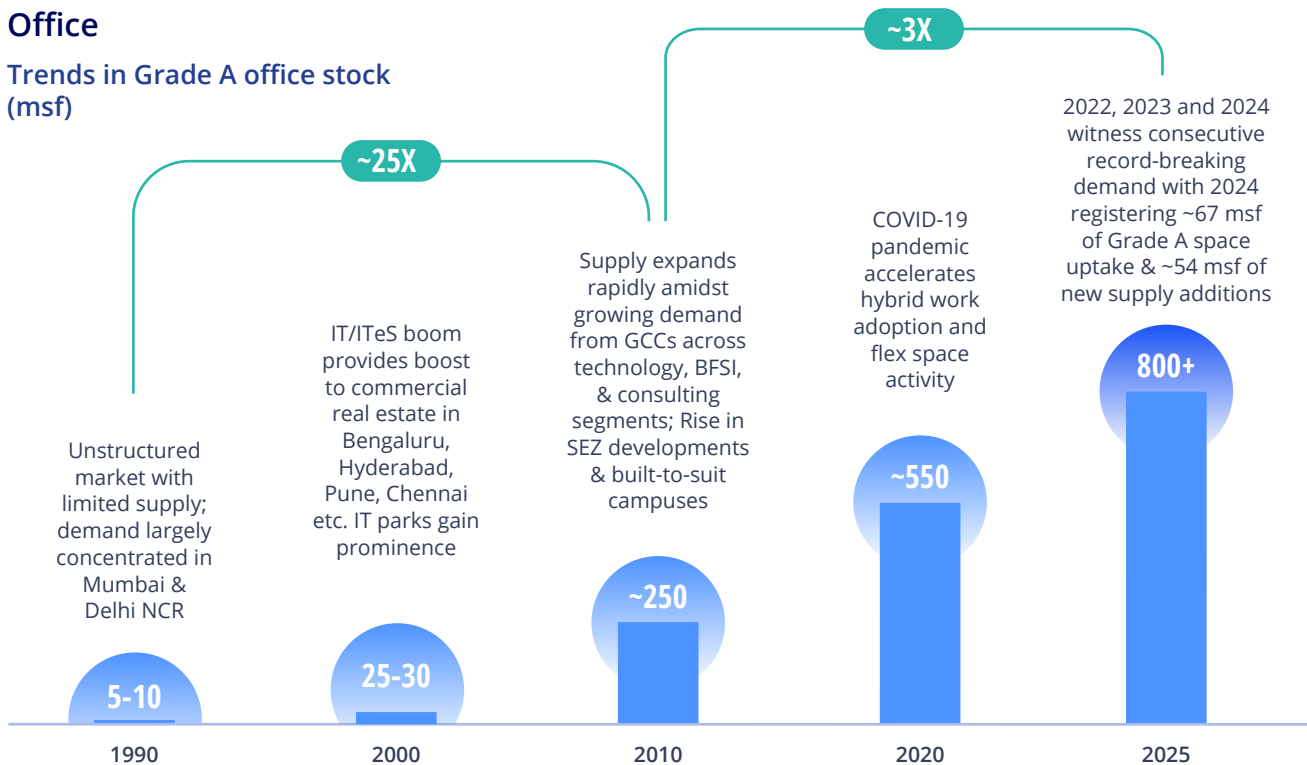
Source: RBI, Colliers

Note: Data is outstanding as of March of each year | Real estate sector credit includes loans to commercial real estate and housing loans | Housing includes priority sector lending | Data is aggregate of 41 scheduled commercial banks (SCBs), which represents almost 95% of the total non-food credit deployed in India

Realty segments surge in scale and value since 2010

Office

Trends in Grade A office stock (msf)

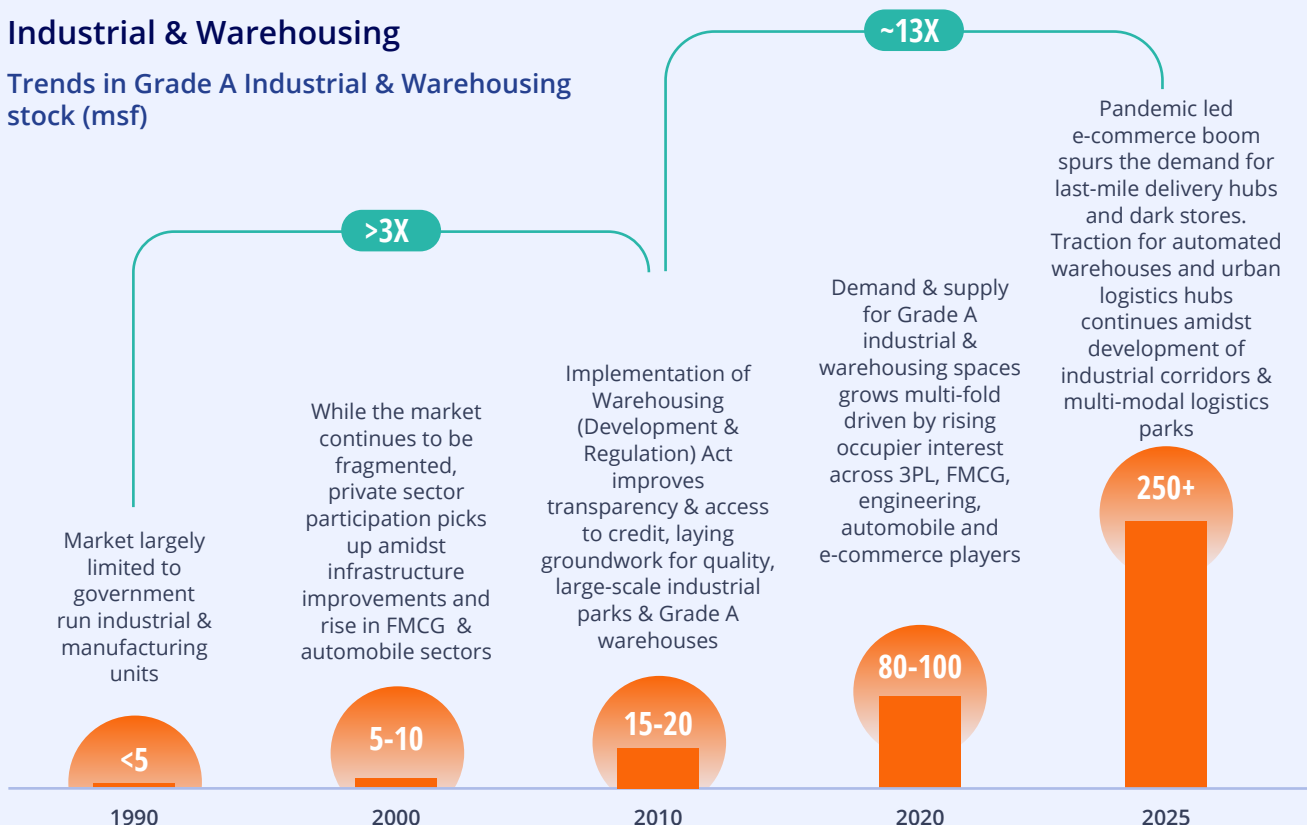


Source: Colliers

Note: Data pertains to top 7 Indian cities – Bengaluru, Chennai, Delhi NCR, Hyderabad, Kolkata, Mumbai, Pune | Data for 2025 is as of H1 2025

Industrial & Warehousing

Trends in Grade A Industrial & Warehousing stock (msf)

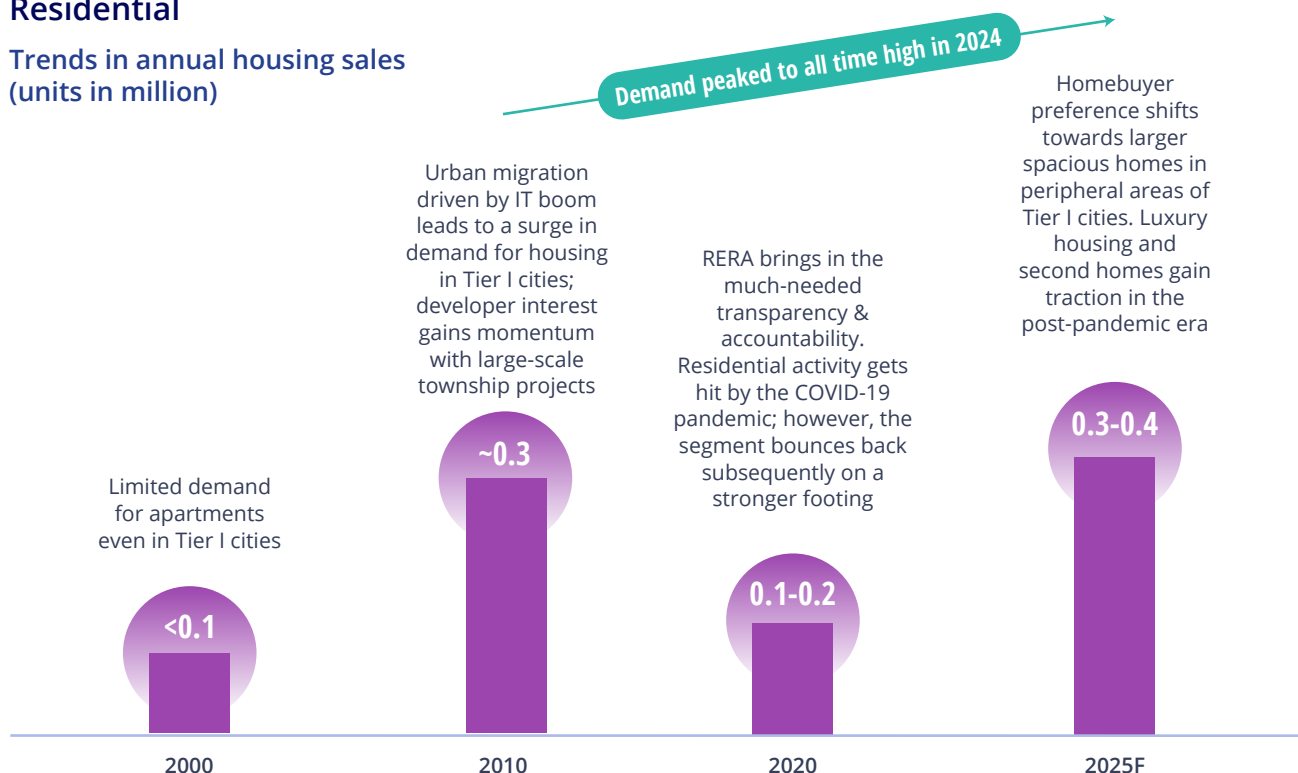


Source: Colliers

Note: Data pertains to top 8 Indian cities – Ahmedabad, Bengaluru, Chennai, Delhi NCR, Hyderabad, Kolkata, Mumbai, Pune | Data for 2025 is as of H1 2025

Residential

Trends in annual housing sales
(units in million)

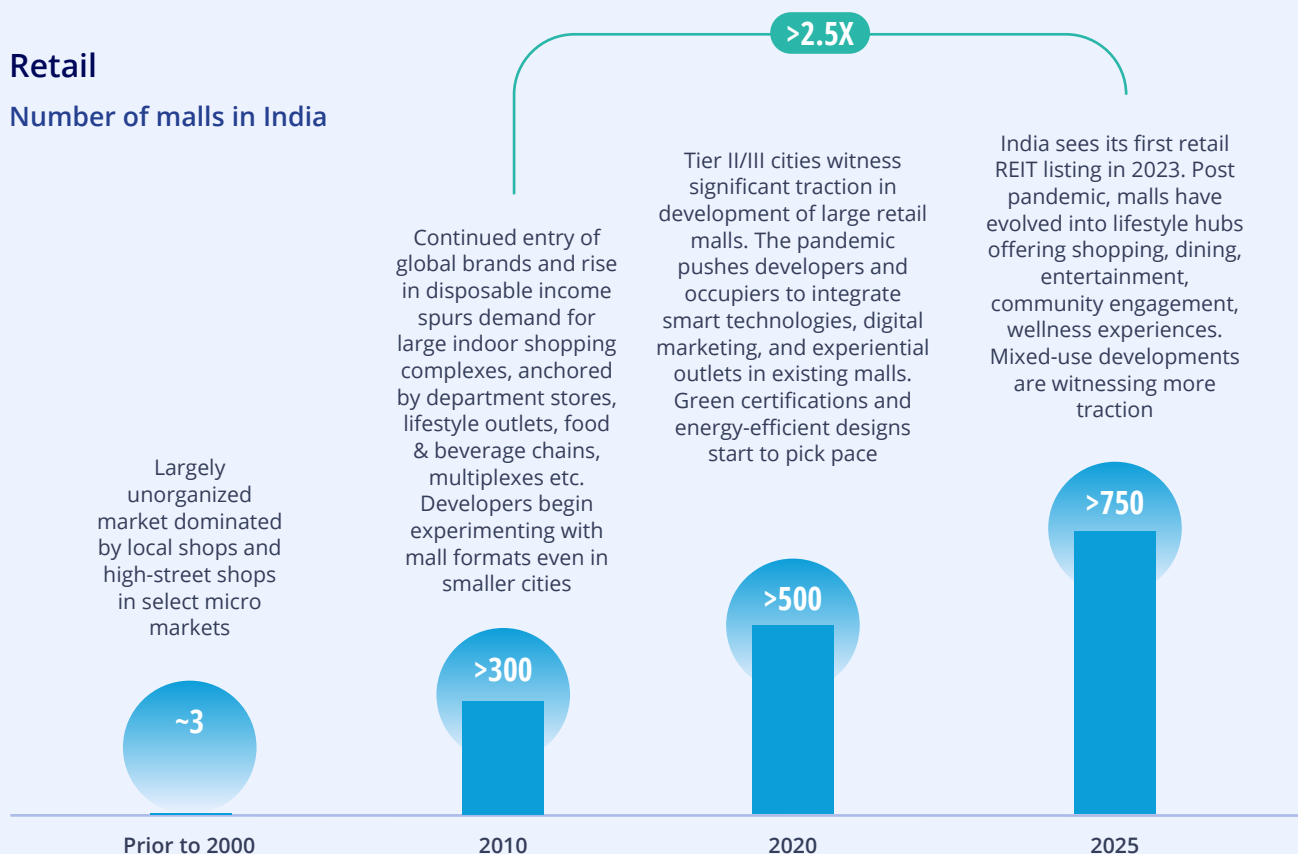


Source: Colliers

Note: Data pertains to top 8 Indian cities – Ahmedabad, Bengaluru, Chennai, Delhi NCR, Hyderabad, Kolkata, Mumbai, Pune | Sales for 2025 is estimated

Retail

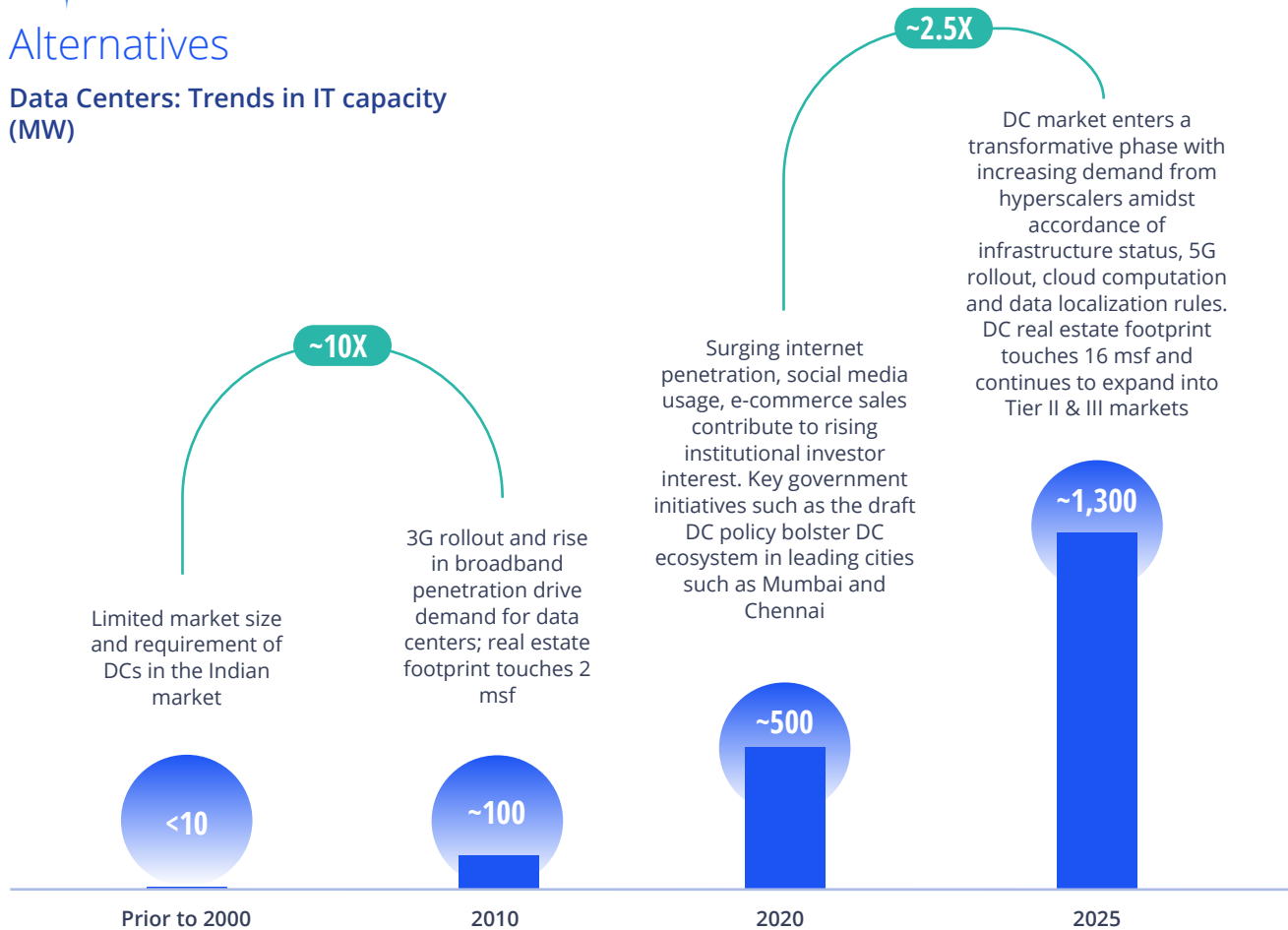
Number of malls in India



Source: Industry, Colliers

Alternatives

Data Centers: Trends in IT capacity (MW)



Source: Colliers

Note: Data pertains to top 7 Indian cities –Bengaluru, Chennai, Delhi NCR, Hyderabad, Kolkata, Mumbai, Pune | Data for 2025 is as of H1 2025

Shared living: Market trends

| Real estate segment | Co-living | | Senior living | |
|----------------------------|-----------|------|---------------|---------|
| Year | 2020 | 2025 | 2020 | 2025 |
| Demand (units in millions) | 5.8 | 6.6 | <0.5 | 1.8-2.0 |
| Stock (units in lakhs) | 2.0 | 3.0 | <0.1 | 0.2-0.3 |
| Penetration (%) | 3% | 5% | ~1% | 2-3% |
| Market size (USD billion) | 0.3 | 0.5 | 1-2 | 2-3 |

Source: Colliers

Post-pandemic, the demand for co-living facilities has gained renewed momentum, driven by shifting demographics, increased urban migration for education & employment, and rising disposable incomes. The appeal of fully managed, flexible and all-inclusive rental accommodation continues to grow, especially amongst young professionals and students seeking convenience, community, and affordability in organized living spaces.

With rise in ageing population, the demand for senior living services including medical, insurance, housing etc. has been steadily increasing. Factors like rising life expectancy, nuclearization of families, higher income levels, increasing importance of a stable post-retirement life and changing lifestyles are driving the demand for senior living facilities especially in urban areas.





3

CHAPTER

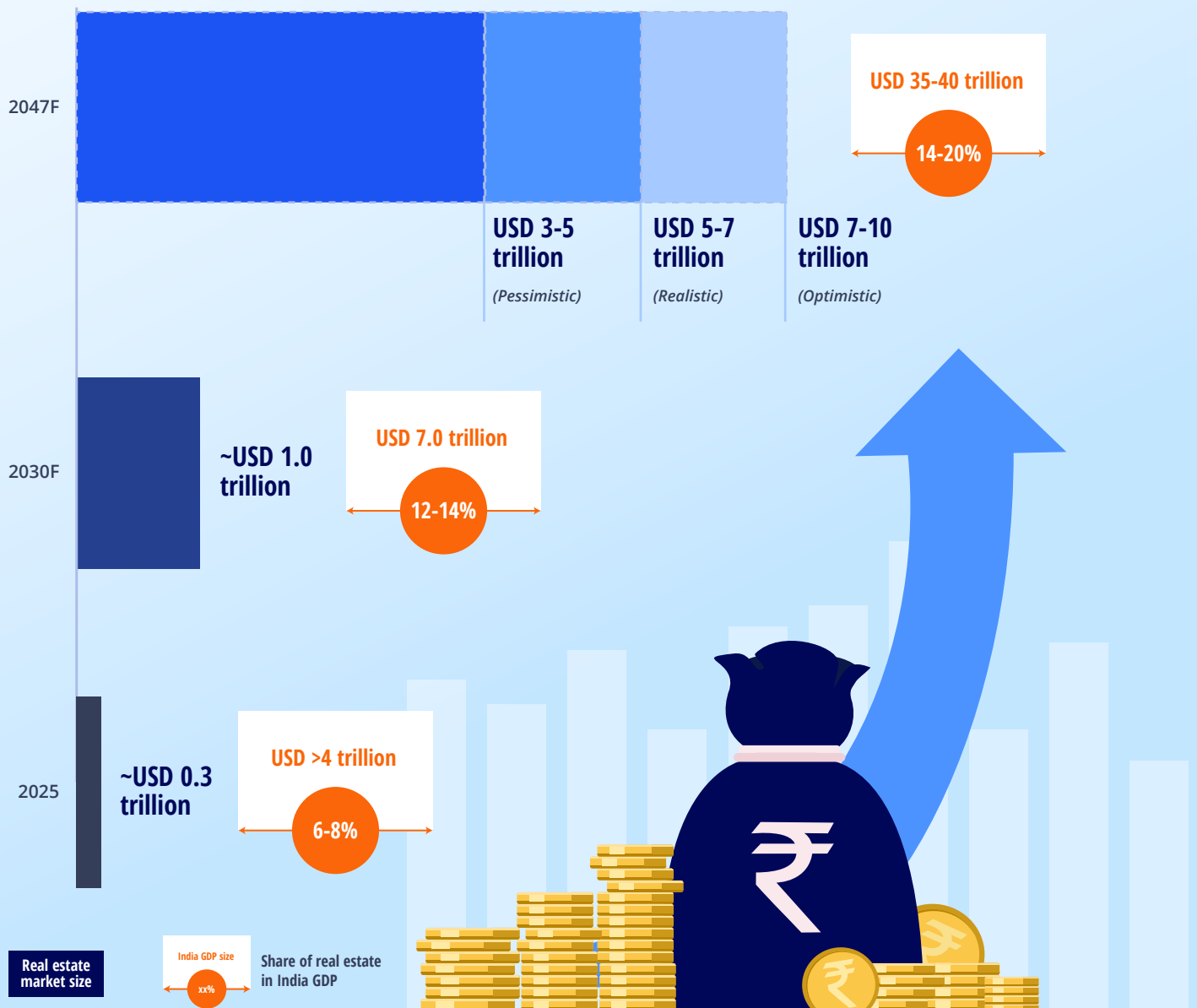
ROAD TO INDIA REAL ESTATE @2047

Real estate momentum builds as India powers into a new growth era

India is one of the fastest-growing economies globally, with ambitious goals to become a USD 35-40 trillion economy by 2047, the centenary of India's independence. Key drivers of this growth will be advancements in infrastructure, rapid urbanization, favorable demographic trends, expansion in manufacturing, employment generation, skill development, sustainability initiatives, and technological innovation.

Long-term growth in Indian real estate will also be underpinned by similar growth levers such as rapid urbanization, infrastructure development, digitalization, demographic shifts, sustainability and investment diversification—all of which will form the bedrock for a quantum leap in Indian real estate by 2047. These long-term growth ingredients will be pivotal in the expansion of Indian real estate— from under a trillion currently, to potentially a USD 10 trillion market by 2047, accounting for a 14-20% share in the country's GDP. All throughout this accelerated growth journey, regulatory frameworks, policy reforms and tax incentives will be instrumental in the alignment of real estate and broader economic goals.

Indian real estate on an accelerated growth trajectory



Source: Industry, Colliers

Strategic scaling: Drivers powering the India real estate story

India's real estate sector has steadily evolved into a strategic pillar of nation development. With its growing contribution to GDP, the sector has transformed into a robust service industry. Additionally, it is expected to continue the prioritization of transparency and efficiency—boosting investor and end-user confidence.

While existing policy frameworks, rapid urbanization and ongoing infrastructure developments will continue to shape the sector's direction, the next phase of growth will be defined by deeper structural shifts that go beyond regulation and incentives. As we look ahead, five structural forces are set to redefine the real estate landscape by unlocking new dimensions of opportunity, innovation and resilience.

These forces—urban expansion, infrastructure development, demographic shifts, digital transformation, and sustainability imperatives—are gradually redefining the contours of India's built environment. Their influence extends beyond traditional demand-supply parameters, shaping long-term planning, investment priorities, and the way spaces are designed, utilized, and governed.

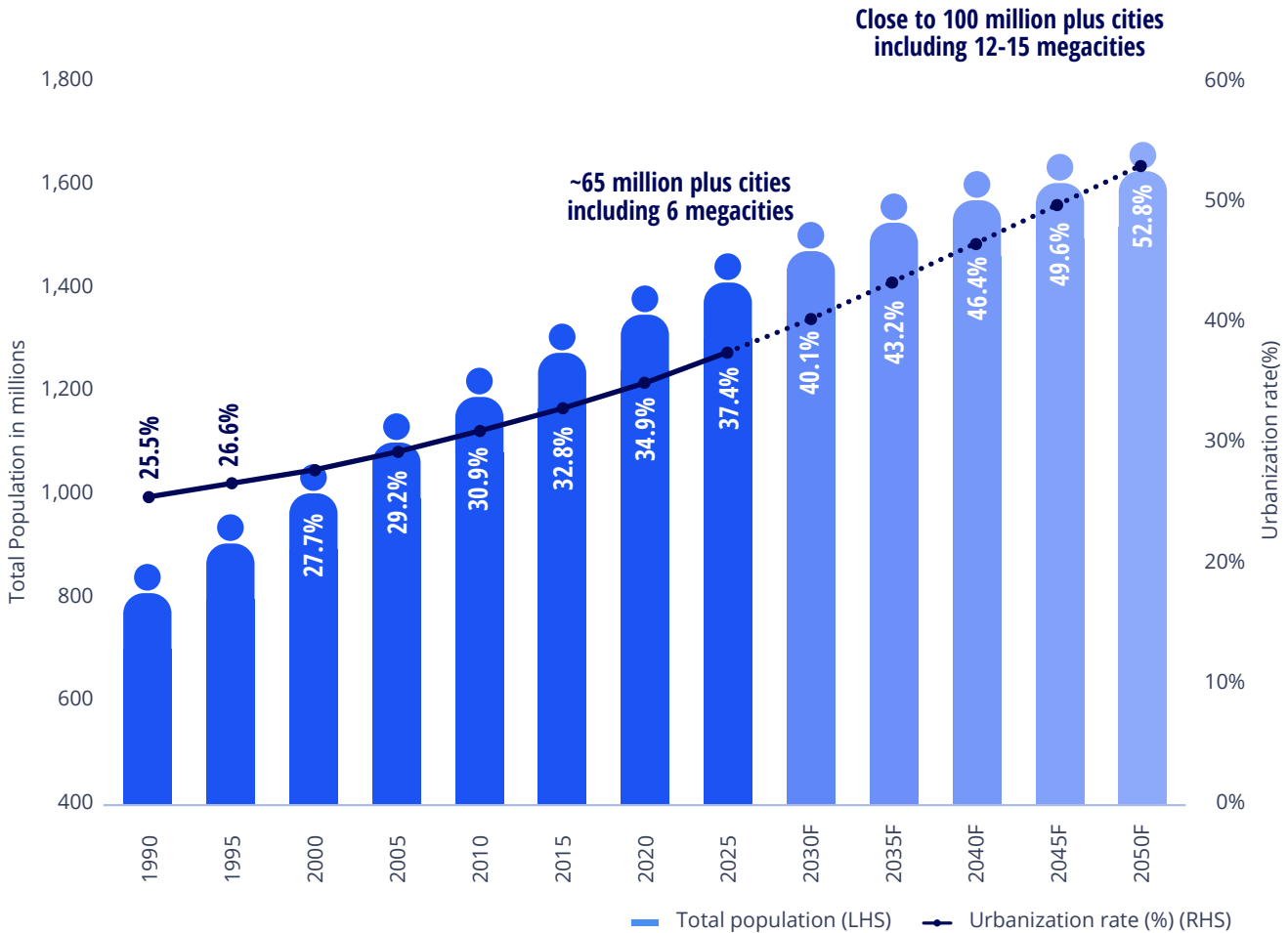
Long-term growth levers

|  Expanding urban footprint: Cities on the rise |  Infrastructure boost: Building the backbone of future growth |  Changing demographics: Shaping India's consumption future |  Digital leap: Tech-enabled transformation |  Green shift: Renewable energy at the core |
|--|---|---|---|---|
| <p>India is rapidly urbanizing and expanding beyond established Tier I cities. Emerging mega cities and relatively smaller cities are likely to promote equitable economic growth across the country</p> | <p>Strategic infrastructure investments are transforming connectivity and unlocking real estate potential across emerging corridors</p> | <p>Demographic shifts, rising disposable incomes, growing consumer confidence & lifestyle upgrades are accelerating demand across asset classes such as residential, retail, hospitality, office, industrial & warehousing, alternatives etc.</p> | <p>Tech revolution is transforming real estate at the grassroots level—enabling smarter planning, seamless transactions, and immersive customer journeys through artificial intelligence. As digital adoption deepens, every facet of the sector—from residential to retail—is becoming more transparent, efficient, and future-ready</p> | <p>India's sustainability push is embedding climate-conscious design and responsible development into the real estate blueprint where green certifications, energy-efficient design, and ESG compliance are becoming mainstream. Renewable energy transition too is accelerating with solar, wind, and hybrid systems getting increasingly integrated into existing grid structures</p> |

Expanding urban footprint: Cities on the rise

Urbanization levels set to breach 50% fueling long-term real estate growth

Trends in urban population (1990-2050)

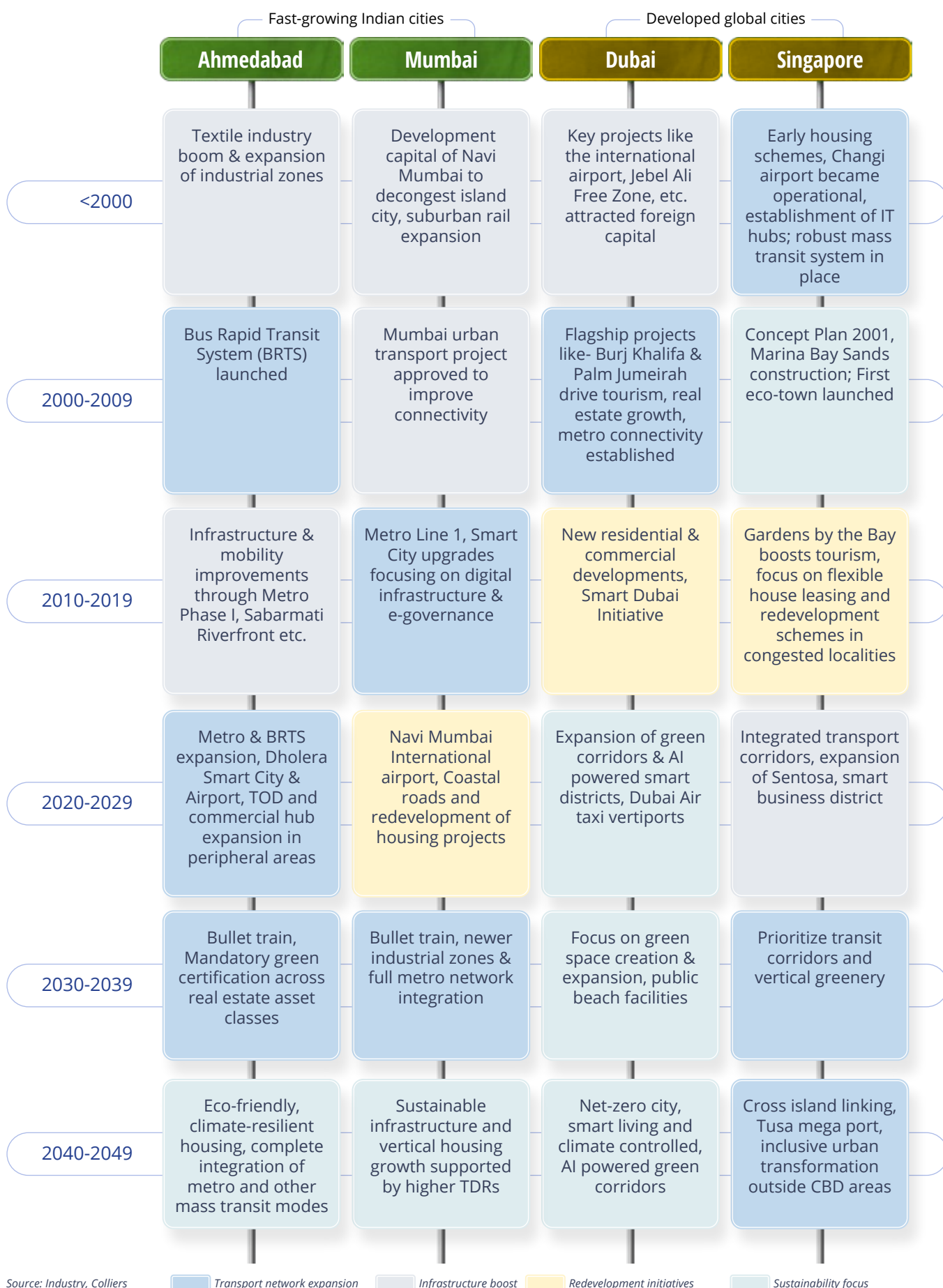


Source: UN world urbanization prospects, Colliers

Note: Megacities typically are high density large metropolitan areas with 10 million+ population and characterized by rapid urbanization and significant contribution to the country's economic growth

- India is urbanizing at a rapid pace. By 2050, nearly 900 million people—around 53% of the Indian population are expected to live in urban areas, up from the current levels of 37%. With cities needing to accommodate an additional ~300 million people, immense pressure on existing infrastructure especially in megacities such as Mumbai, Delhi NCR, Bengaluru, etc. is pertinent. These cities are already grappling with infrastructure constraints, from traffic congestion to strained public services, and are actively working to improve urban livability.
- The scale of future demand, however, calls for more proactive and integrated planning. In the long-term, emerging cities including newer million plus and megacities are likely to reshape the country's urban landscape and drive equitable real estate development.
- While improvements in connectivity, infrastructure, and job opportunities are fueling this urban growth, much more needs to be done across cities. To support this transformation, the government has launched several policies and incentive-based schemes over the years—such as the National Urban Policy, Urban and Regional Development Plans Formulation and Implementation (URDPFI) Guidelines, Transit-Oriented Development (TOD) models, Transferable Development Rights (TDR), Local Area Plans (LAP), and Town Planning (TP) schemes.
- These initiatives aim to manage urban sprawl and promote planned future-ready urban agglomerations. Recent government efforts also include the use of digital technologies to map urban areas and digitalize land record details, enabling integrated development across residential, commercial, and industrial zones.

Indian cities well placed to replicate growth patterns of global cities

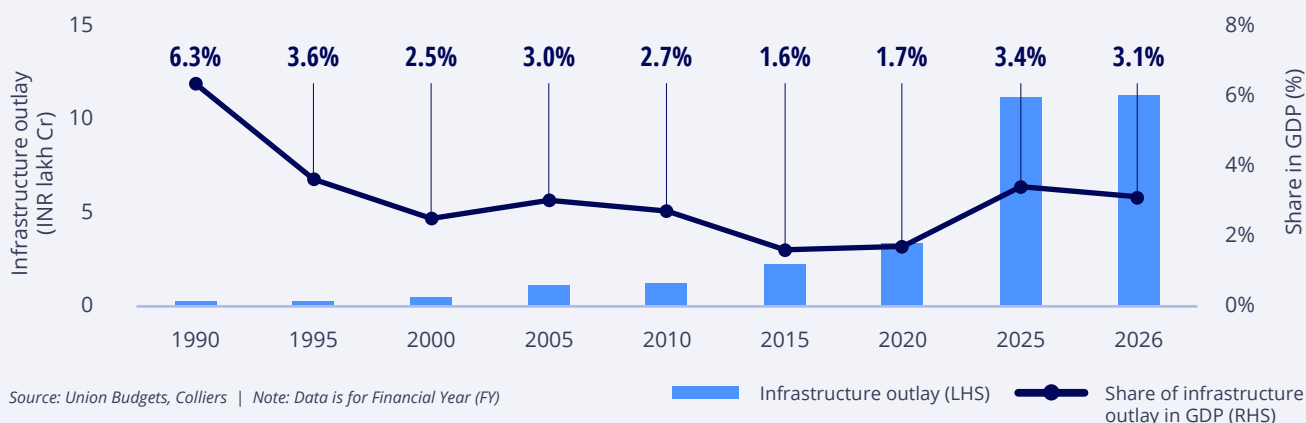


Infrastructure boost: Building the backbone of future growth

Infrastructure catalyzing the next era of real estate transformation

- Infrastructure developments are pivotal since they have a cascading effect on employment generation and economic growth across sectors including real estate.
- India already has the second largest road and fourth largest rail network globally. With ambitious plans to expand the national highways & rail network and develop greenfield ports, logistics parks & airport development zones, India strives to improve connectivity and strengthen the foundation for inclusive growth across the country.
- Budgetary allocation for infrastructure outlay has increased at a CAGR of 13-14% in the last 25 years. Commitment to long-term infrastructure creation and development will continue to unlock real estate opportunities in emerging Tier II/III cities and infrastructure corridors.

Trends in infrastructure outlay of India








Status of key ongoing infrastructure projects/components

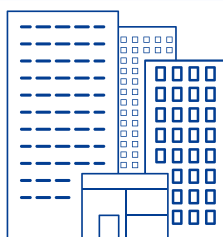
| Component/ Program | Status/Key projects |
|--|---|
| Industrial Corridor (IC) Development Programme | 7 out of 11 industrial corridors are at different stages of construction. Prominent ones include Delhi-Mumbai, Mumbai-Bengaluru, Chennai-Bengaluru, Bengaluru-Hyderabad, Amritsar-Kolkata, Delhi-Nagpur Industrial Corridor, etc. |
| Rail based Direct Freight Corridors (DFCs) | ~96% of the Eastern & Western DFC together is commissioned, with remaining sections under construction |
| Multi-modal Logistic Parks (MMLPs) | Of the total 35 sanctioned MMLPs, the ones at Jogighopa, Chennai, Bengaluru, Nagpur and Indore are in the advanced construction stage and are likely to get operational in the next 1-2 years; bids invited for 3 MMLPs in Anantapur, Pune and Nashik; feasibility studies and preliminary plans underway for Patna, Hyderabad, Jammu, Varanasi and Coimbatore. |
| Sagarmala Programme | 3 key ports at Honavar in Karnataka, Chhara in Gujarat and Kakinada SEZ in Andhra Pradesh are currently in various phases of construction. Other major upcoming ports include Vadhaven in Maharashtra, South Bay of Andaman Islands, Ramayyapatnam in Andhra Pradesh, Bhavnagar in Gujarat etc. |
| Major Airport Expansions | Greenfield airports in Navi Mumbai, Jewar (Noida), Purandar (Pune), Dholera, Bhogapuram, Hirasar, Vijayapura, Hassan, Dabra, Parandur (Chennai), Kalyani (Kolkata) etc. are in various phases of planning/ development |

Source: Industry, Colliers

Trends in infrastructure network of India

| Infrastructure | 2000 | 2024 | 2047F |
|---|---|--|--|
| Roads (National Highways)  | 57,000 kms | 146,200 kms (~2,500 km of National high-speed corridors) | >200,000 kms (with >50,000 kms of access-controlled expressways) |
| Railway lines  | 108,700 kms | 135,200 kms (~150 Vande Bharat Trains operational) | 170,000-200,000 kms (4,500 Vande Bharat Trains; 7,000 kms high-speed rail network) |
| Metro network  | 3.4 kms (Kolkata) | 1,000+ kms (23 cities) | 4,500-5,000 kms (80-100 cities) |
| Airports  | 50 | ~160 | >400 |
| Ports  | Overall port handling capacity >300 MMT/annum | Overall port handling capacity >2,500 MMT/annum | Overall port handling capacity >10,000 MMT/annum |

>50% of the urban infrastructure required for 2050 is yet to be built in India



India requires >USD 2.4 trillion investments to meet infrastructure needs by 2050

Source: PIB, MORTH, World Bank, Industry, Colliers | Note: MMT – Million Metric Tonnes | Total number of airports and port capacity includes smaller and regional ones as well

Expansion of commercial hubs & residential corridors

- The expansion of expressways, metro networks, airports, and regional railways are unlocking new residential corridors and commercial hubs in Tier II & III cities along with key peripheral areas in existing Tier I cities.
- In addition to improvements in livability, enhanced connectivity is boosting land values and encouraging development of townships.
- As office hubs decentralize, well-connected peripheral micro markets are emerging as viable locations for commercial developments, driven by adoption of hybrid work models and cost efficiencies.
- Airport expansions, tourism circuit development, and smart city infrastructure can potentially transform spiritual & holiday destinations into retail & hospitality hotspots.

Supply chain optimization through MMPLs & improved connectivity

- As freight volumes increase along key infrastructure corridors, the need for warehouses, logistics hubs, and manufacturing facilities is expected to grow across various regions. Third-party logistics (3PL) providers will play a pivotal role in driving demand for Grade A warehousing, particularly in smaller cities. This trend will also accelerate the modernization of warehouses and enhance the efficiency of storage solutions.
- Multi-modal logistics Parks (MMLPs) and Industrial townships can further attract private capital and boost institutional investor participation in manufacturing zones as well logistics hubs.

High impact locations
(Tier I cities)**Bengaluru**

-Whitefield, Sarjapur, Devanahalli, Hoskote, Kolar, Attibele

Chennai

-Pallavaram Thoraipakkam Road, Siruseri, Perungalathur, Oragadam, Sriperumbudur

Delhi NCR

-Dwarka, Sonipat, Narela, Okhla, Golf Course Extn Road, Greater Noida, Faridabad, Ghaziabad, Ballabgarh

Hyderabad

-Shamshabad, Kokapet, Neopolis, Kothur, Uppal, Medchal;

Mumbai

- Navi Mumbai, Panvel, Bhiwandi, Talaja, Rabal

Pune

-Kharadi, Viman Nagar, Wagholi, Ranjangaon

High impact locations
(Tier II/III cities)

| | |
|--------------------|---------|
| Chandigarh | Jaipur |
| Bhubaneswar | Indore |
| Coimbatore | Kochi |
| Surat | Dholera |
| Varanasi | Nashik |
| Visakhapatnam | Bhopal |
| Nagpur | Patna |
| Kanpur | Ayodhya |
| Thiruvananthapuram | |
| Amritsar | |

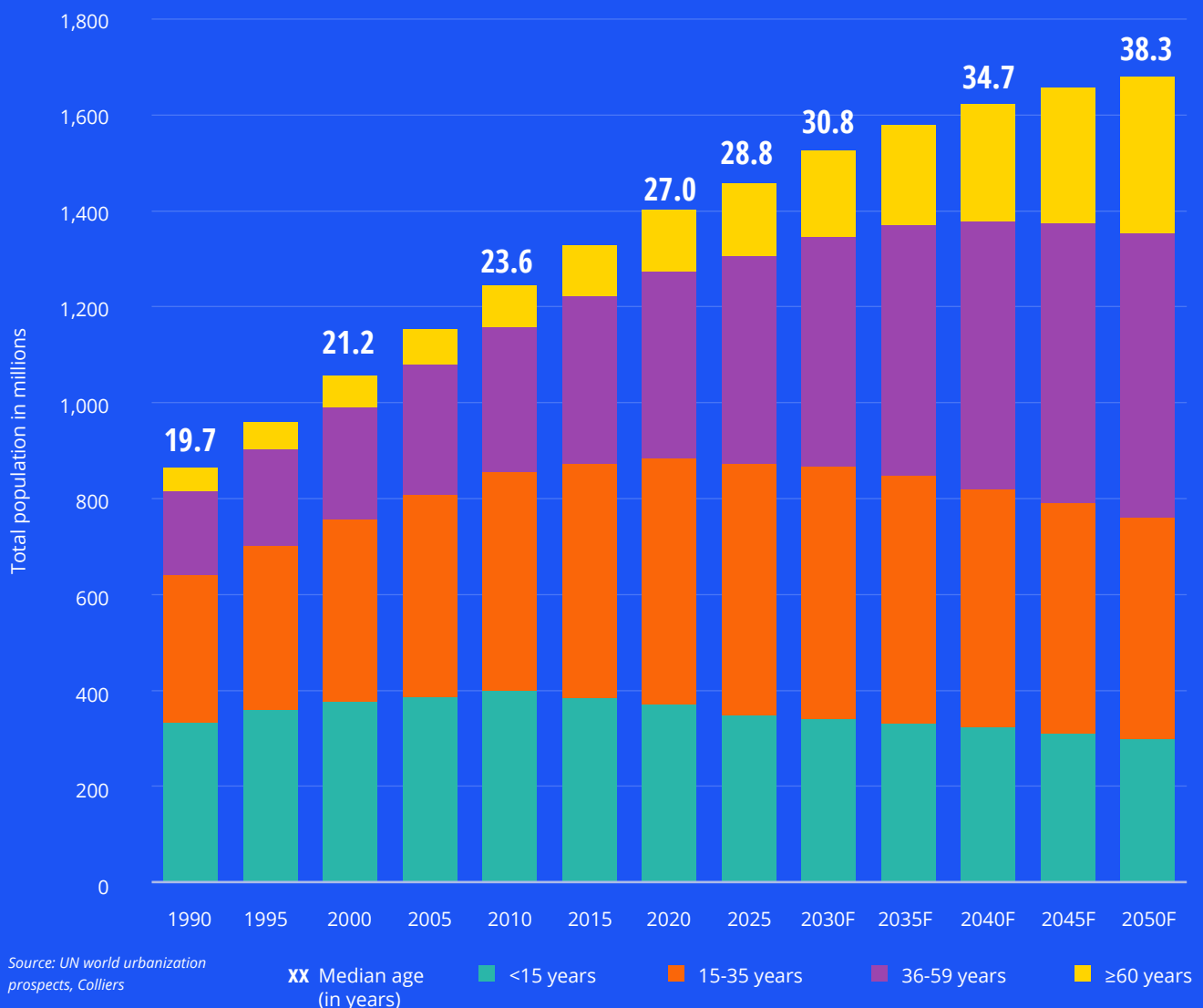
Source: Industry, Colliers

Changing demographics: Shaping India's consumption future

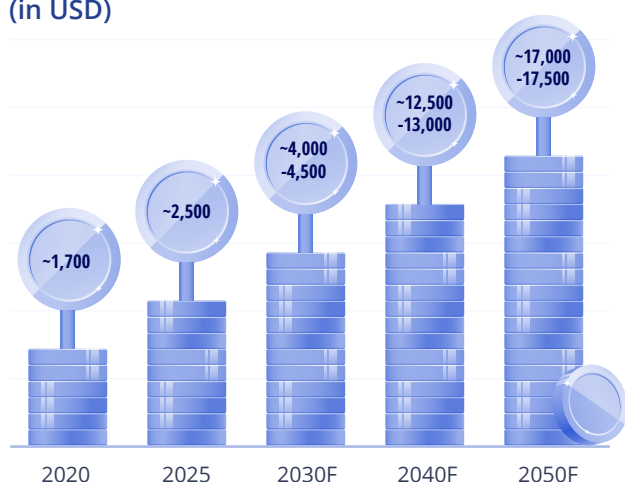
Demographic patterns to spur consumption levels

- India is poised for a significant surge in consumption levels, driven by a young and expanding middle class, rapid urbanization, and rising disposable incomes.
- With >1.4 billion people, India currently accounts for nearly 18% of the world's population followed by China and the USA. Moreover, with a current median age of ~29 years, India has a relatively young population and offers multiple demographic dividends.
- Over the next few decades, the median age is expected to rise further to 30-40 years, a range that aligns with peak income and consumption levels. This transition represents a sweet spot for the economy, as a significant proportion of the workforce enter their prime earning years.
- This will create sustained demand across economic sectors including real estate. Residential, retail, and hospitality segments are poised to witness substantial growth, driven by a marked rise in end-user engagement and participation.

Trends in population and demographic patterns



Trends in GDP per capita (in USD)



Source: MOSPI, IMF, Industry, Colliers

- Consumer confidence in India has been steadily improving, particularly over the last few decades, supported by a stable macroeconomic environment, increasing employment opportunities, rising income levels and greater financial inclusion
- Per capita income is also on a consistent upward trajectory, increasing the disposable income of households and enhancing consumption across commodities and services
- Overall, anticipated increase in per capita GDP can potentially act as a tailwind and boost long-term demand in Indian real estate

Heightened consumption levels across multiple real estate asset classes

| RESIDENTIAL | RETAIL | HOSPITALITY | INDUSTRIAL & WAREHOUSING | OFFICE |
|---|--|--|--|--|
|  <p>With the median age coinciding with average home-ownership age and income levels growing substantially over the next few decades, housing sales especially in the affordable segment are expected to be on a steady upswing across major residential markets</p> <p>Luxury housing too is likely to gain traction with increasing number of HNIs and preference of NRIs to invest in their home country</p> |  <p>Increase in retail footfall can further improve operating margins of malls across the country. Redevelopment of malls and mixed-use projects can gain prominence</p> <p>Additionally, real estate developers are likely to expand their retail portfolio to smaller cities and towns</p> |  <p>With middle class travel and tourism on an upswing, hotels, lodges, Airbnbs and holiday homes are likely to witness significant traction in coming years</p> <p>Leading hospitality chains are likely to increasingly foray into smaller cities including spiritual tourism hubs</p> |  <p>Rising consumer spending along with rapid expansion of dark stores, micro fulfillment centers driven by the e-commerce growth can amplify warehousing requirements in the long-term</p> |  <p>As younger workforce increasingly enter the corporate world, occupier preferences are likely to evolve at a much faster rate</p> <p>The demand for next-gen, technologically adept and AI-driven workspaces is expected to rise significantly as offices continue to be reimaged</p> |

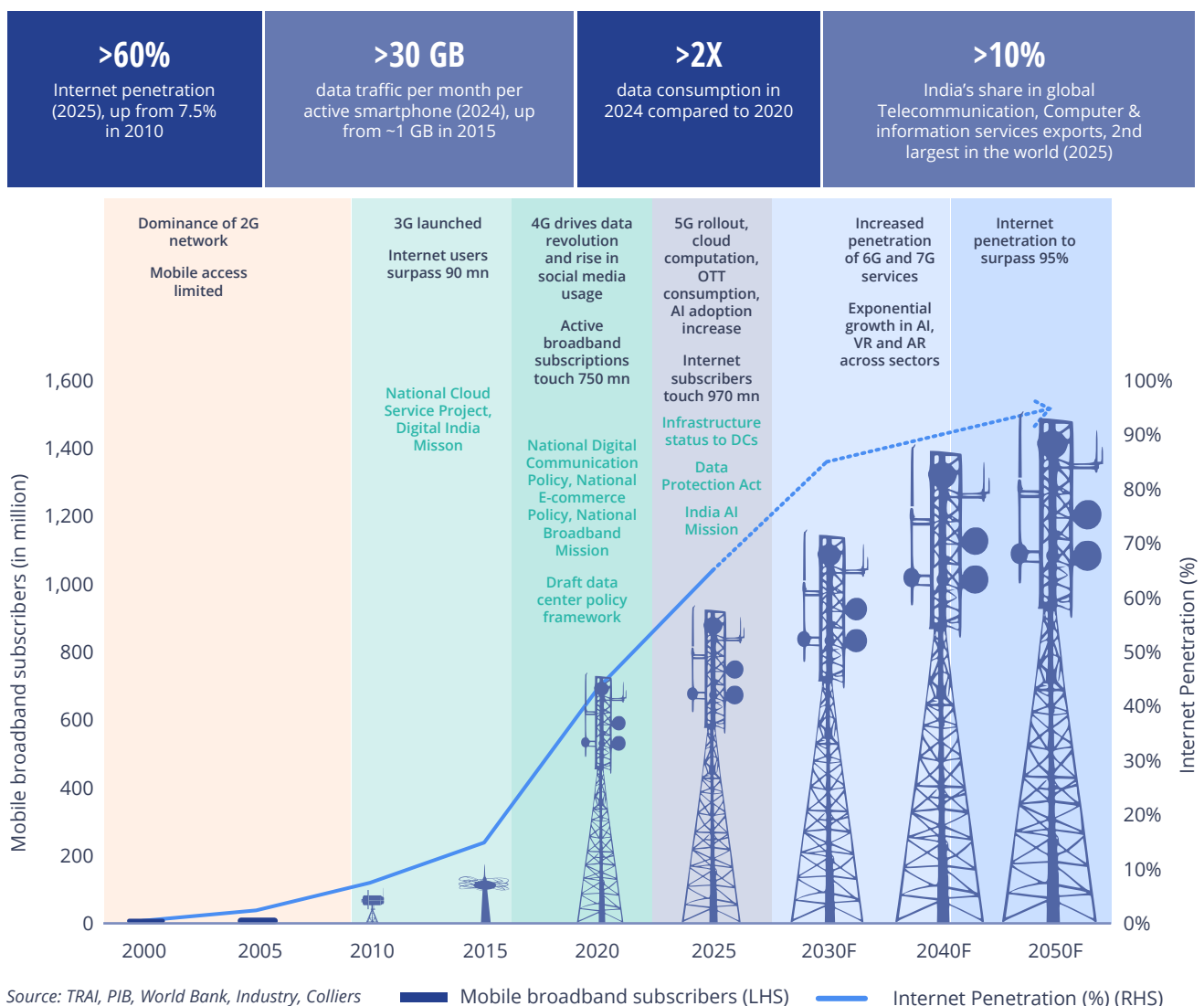
Source: Colliers

Digital leap: Tech-enabled transformation

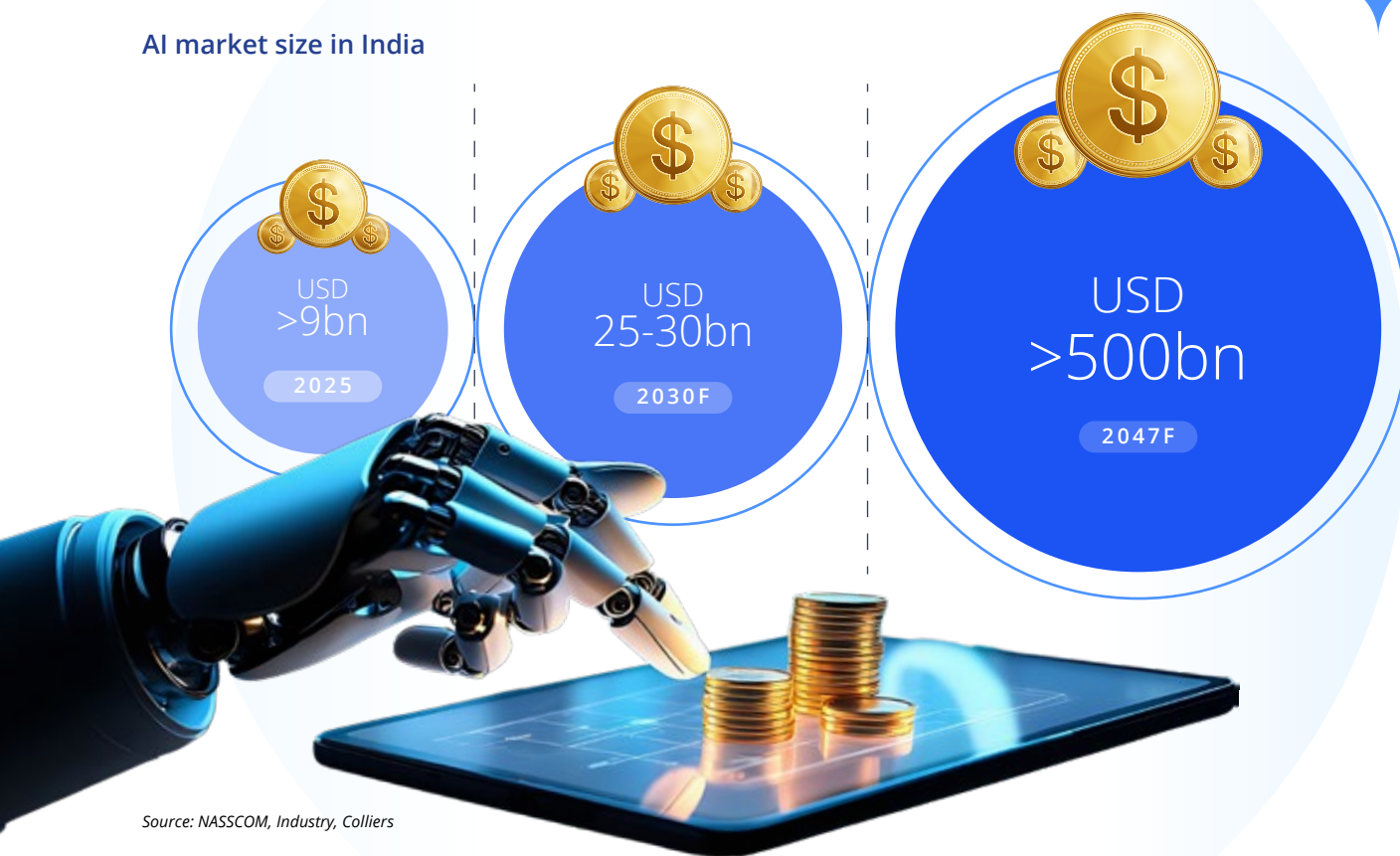
Internet penetration to cross 95% by 2050 and reshape real estate landscape

- In the early 2000s, internet penetration was limited, and digital infrastructure was sparse. Between 2005 and 2010, adoption remained slow, but with the launch of 3G, internet users in India surpassed 90 million in early 2010s.
- The digital landscape began to shift dramatically post-2015 with the launch of the Digital India Mission and National Digital Communication Policy which laid the foundation for initiatives such as AADHAAR, DigiLocker, Unified Payments Interface (UPI), Immediate Payment Services (IMPS), FASTag etc.
- While the National E-Commerce Policy promotes a structured and inclusive digital marketplace, the recent Digital Data Protection Act provides a robust legal framework for data privacy, security and governance. The deployment of 5G services and the increasing penetration of social media and OTT platforms have further amplified data consumption.
- Today, India ranks as the third-largest digitalized economy globally, after the USA and China, with a robust digital public infrastructure and rapidly expanding tech ecosystem. The growing convergence of cloud-based services, AI, and machine learning is expected to transform industries such as manufacturing, healthcare, agriculture, real estate etc. over the next few decades.

Trends in mobile broadband subscription & internet penetration in India



AI market size in India

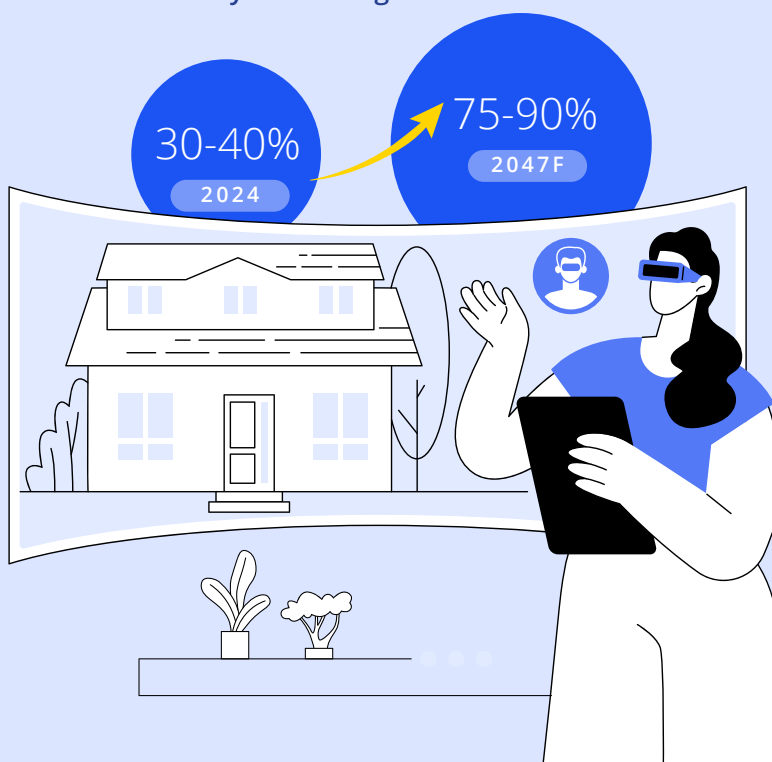


- As AI continues to permeate across multiple sectors, real estate functions such as lease abstraction, tenant screening, energy optimization, facilities management planning etc. are at the cusp of automation.
- AI data cities with specialized innovation hubs integrated with gigawatt-scale data centers, research clusters and smart infrastructure are likely to gain prominence over the next few decades.
- AI can potentially revolutionize urban planning and improve efficiencies, unlocking value across multiple real estate verticals.

Real estate in minutes: A quick and smart approach to property ownership

The emergence of technologically driven platforms is making the residential segment more transparent, and accessible for homebuyers. AI and virtual reality are increasingly touching multiple facets of home ownership including property search, virtual tours, loan approval, digital documentation, property management etc. Interestingly, a leading real estate developer has recently partnered with a Q-commerce platform, offering a fully digital experience where customers can explore, select, purchase, and track residential plots end-to-end.

Share of homebuyers seeking remote video tours



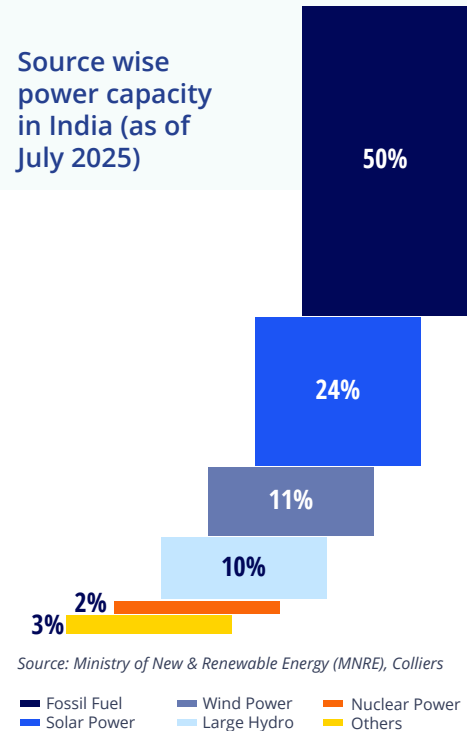
Source: Industry, Colliers

Green shift: Renewable energy at the core

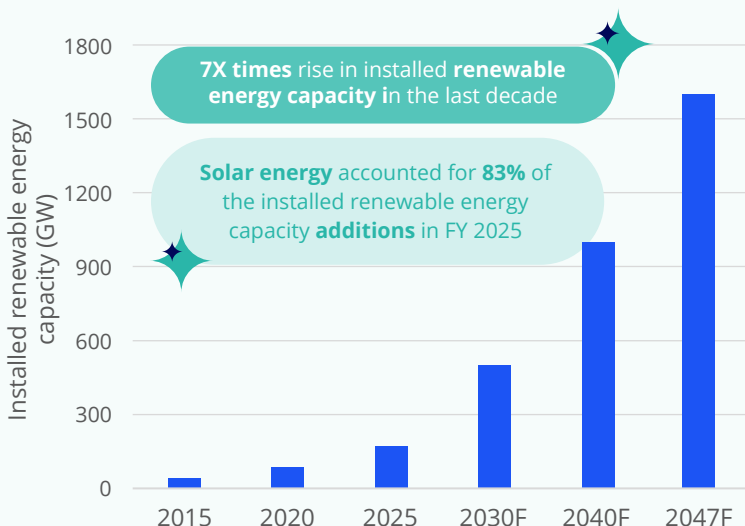
Progressing towards net-zero future: Renewable energy transition & ESG push in real estate

- India's energy sector has witnessed a remarkable growth in the past decade amidst shifting of focus to renewable energy and strong policy support.
- Noteworthy, non-fossil fuels now account for half of the country's total installed power capacity up from 30-35% during 2015s. As of July 2025, renewable energy resources (excluding large hydro power) account for nearly 40% of India's installed power capacity.
- The country has set ambitious targets of achieving 500 GW of renewable energy capacity by 2030 and reaching net-zero carbon emissions by 2070.
- The growing adoption of renewable energy is set to significantly impact Indian real estate by driving demand for sustainable buildings, reducing operational costs and aligning with government green mandates.
- Developers are increasingly integrating solar power, energy-efficient designs, and eco-friendly materials, which not only enhance property value but also appeal to environmentally conscious buyers and investors.

Source wise power capacity in India (as of July 2025)



Trends in installed renewable energy capacity



Source: Ministry of New & Renewable Energy, Industry, Colliers
 Note: Data pertains to Financial Year (FY) | Data is as of July 2025 for FY 2026 | Renewable energy includes – solar, wind energy, Small Hydro Power, Biomass (Bagasse) cogeneration, Biomass (non-bagasse) cogeneration, waste to energy, waste-to-energy (off grid) | The installed renewable capacity excludes Large Hydro Power

India ranks **4th globally** in installed renewable energy capacity, **4th in wind energy**, and **3rd in solar energy installations**

India currently has **~188 GW** of installed renewable energy capacity– Around 63% comes from solar energy

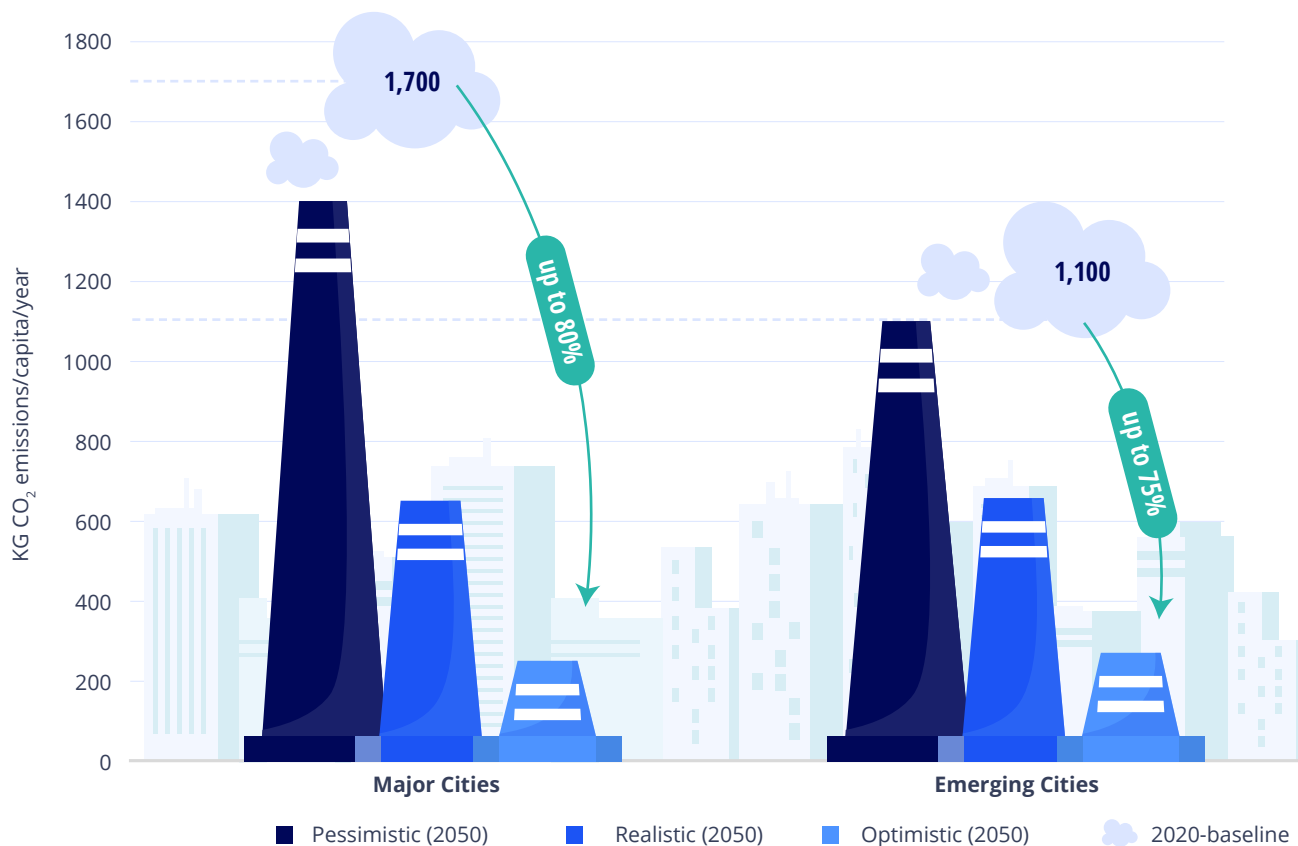
Renewable power generation has more than doubled from 190 bn units to over 403 bn units since FY 2015

Source: PIB, IRENA, MNRE, Colliers | Note: Renewable energy installed capacity excludes large hydro power

- Over the years, the Government of India has introduced and amended several key policies and schemes to accelerate the generation and storage of renewable energy. These include initiatives like the National Solar Mission, National Green Hydrogen Mission, PM Surya Ghar: Muft Bijli Yojana, and the development of ultra-mega solar power parks, amongst others.

Indian cities can reduce 50-80% of CO₂ emissions by 2050

Projected CO₂ emissions in 2050 for India compared to 2020 base levels



Source: World Bank, Colliers

Note: Per capita CO₂ emissions are modeled for 2050 for select major and emerging cities considering different scenarios such as pessimistic – if it follows the current historic trends, realistic scenario- basis the planned targets, and optimistic considering the best-case scenario which involves major use of renewable energy resources

- India is targeting a non-fossil energy capacity of 1,800 GW by 2047, with renewable sources such as solar, wind, and green hydrogen expected to contribute nearly 75–80% of this mix. This transition is set to significantly reshape the country's energy landscape, enabling major cities to reduce their per capita carbon emissions significantly.
- As renewable energy, particularly solar and green hydrogen take center stage, robust policy reforms, innovation, and advancements in energy generation and storage technologies will be critical in establishing India's credentials in global sustainability leadership.

How real estate sector can aid in reducing carbon footprint ?

Developers should transition from "green" buildings to "net-zero energy buildings", integrating sustainability across the entire lifecycle—from design and materials to operations and maintenance

Adoption of smart building technologies such as automated energy management, IoT-enabled building monitoring, and adaptive lighting/HVAC systems can significantly reduce energy consumption and carbon footprint

A strategic focus on retrofitting older buildings with energy-efficient systems, solar panels, and waste management infrastructure will be essential to meet emission targets and extend asset life



CHAPTER

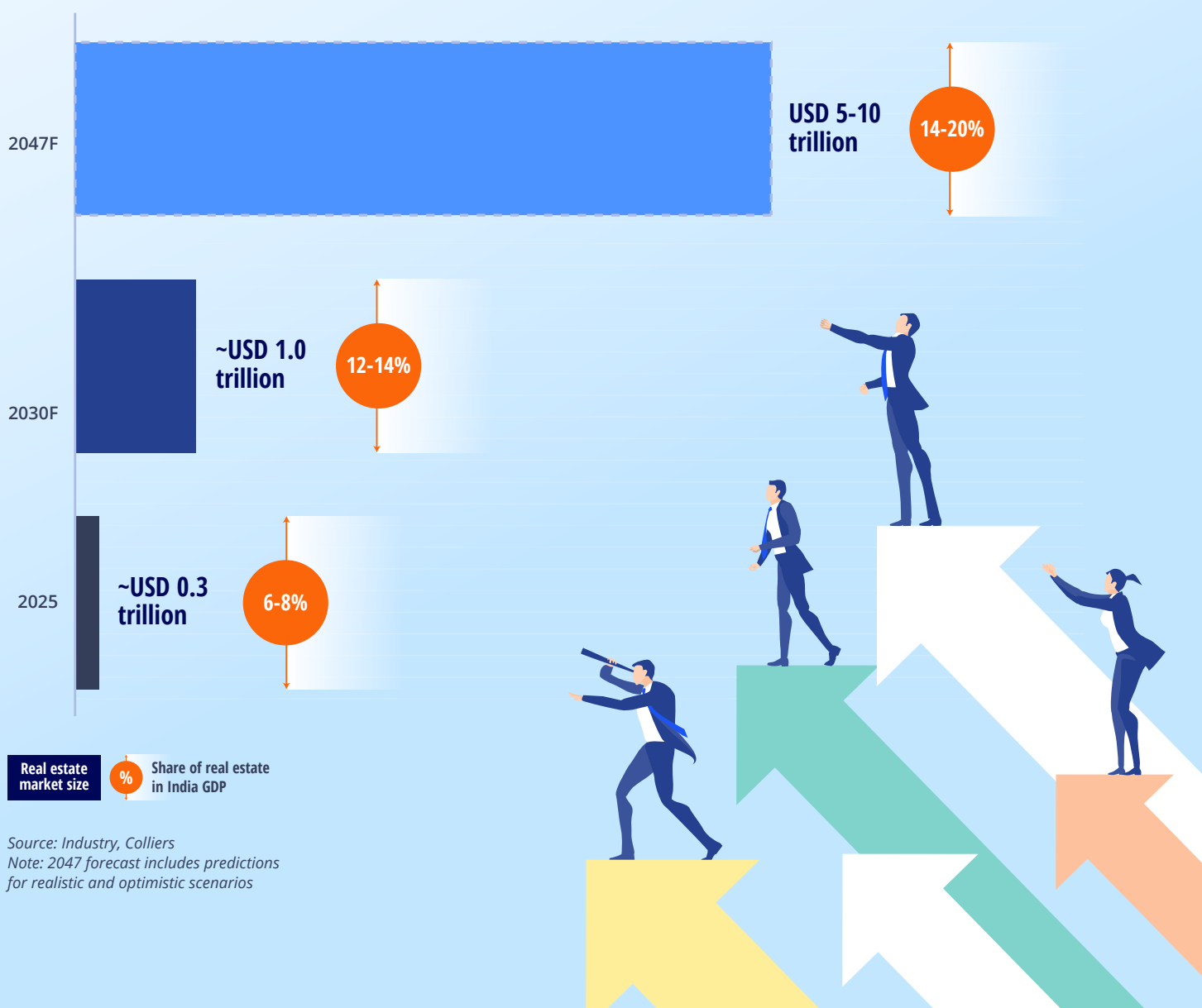
4

INDIAN REALTY: TURNING STRATEGIC EFFORTS INTO TRANSFORMATIONAL OUTCOMES

Indian real estate can potentially reach USD 10 trillion by 2047

- As India approaches its centennial year of independence in 2047, the real estate sector is likely to have undergone a profound transformation, one that mirrors the country's broader economic ascent. With India projected to become the third-largest economy by 2030, the convergence of infrastructure expansion, rapid urbanization, industrial growth, technological innovation, and focus on sustainability will reshape the contours of its built environment.
- By 2047, India's real estate sector could scale-up to a market size of USD 5–10 trillion, up from current levels of around USD 0.3 trillion. This growth will be anchored in the foundation of favorable demographics, sustained infrastructure investments and a policy ecosystem that fosters transparency, institutionalization and innovation.
- As urban agglomerations expand and new cities emerge, the real estate narrative will shift from Tier I cities to multiple Tier II & III cities, creating a more balanced and equitable growth story.
- The sector's contribution to GDP is expected to rise substantially, with real estate becoming deeply embedded in the country's socio-economic fabric. The journey ahead is not just about scale—it's about building smarter, greener, and more inclusive spaces that reflect the aspirations of a rising India.

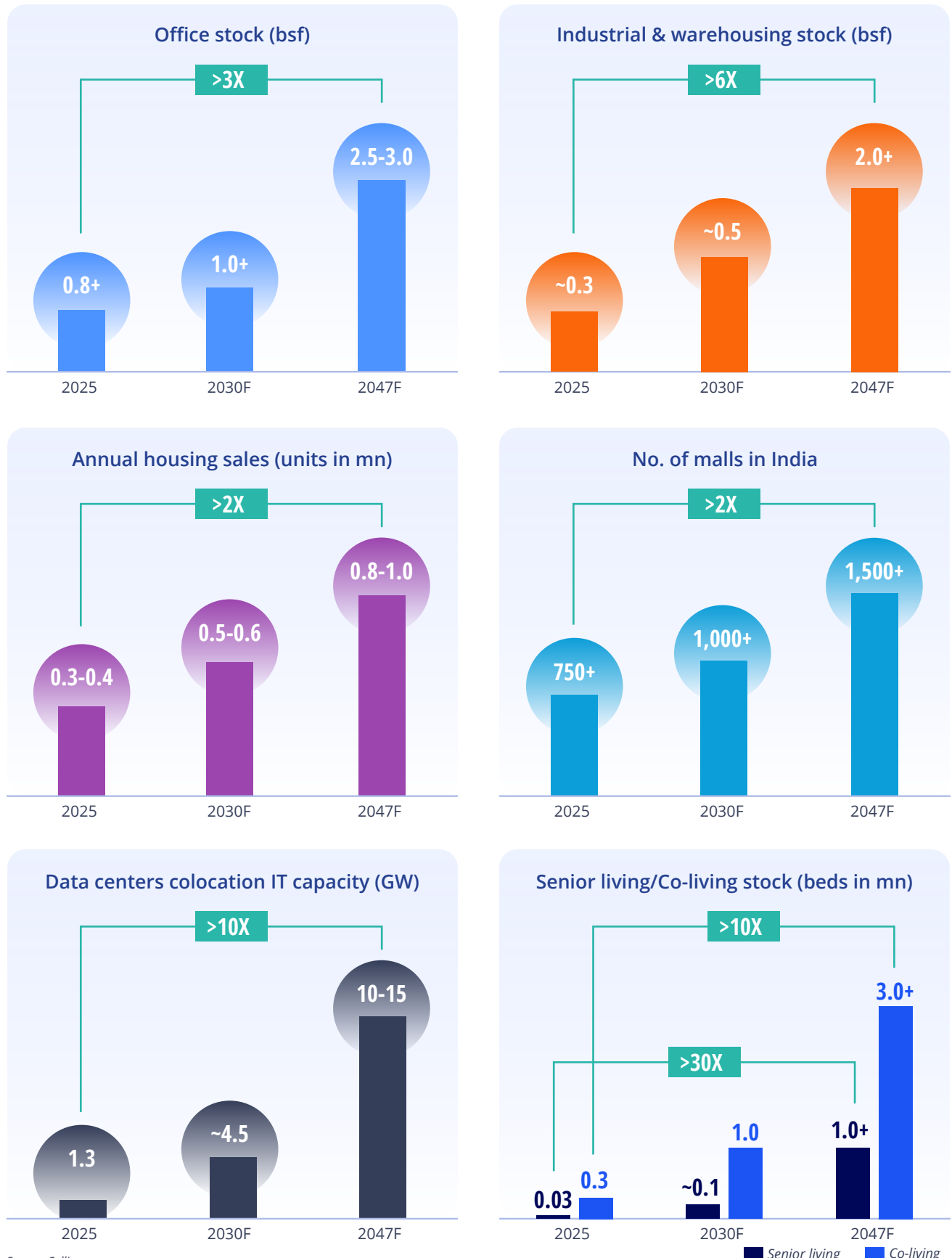
India's real estate market size by 2047



Source: Industry, Colliers

Note: 2047 forecast includes predictions for realistic and optimistic scenarios

Indian real estate scaling up across asset classes



- Real estate will be a central force in India's economic growth story, with core segments like residential, office, retail, and industrial & warehousing reaching varying degrees of maturity.
- Both office and industrial & warehousing stock are likely to exceed **2 billion sq ft** by 2047. On the residential front annual sales can potentially double up and reach **1 million** housing units, driven by rising income levels, demographic shifts and progressive housing policies.
- Rising disposable income and consumer confidence will also keep the retail and hospitality segments upbeat.
- Meanwhile, current nascent segments such as data centers, senior living, and co-living will gain significant traction, reflecting the changing needs of a digitally empowered and demographically diverse population.

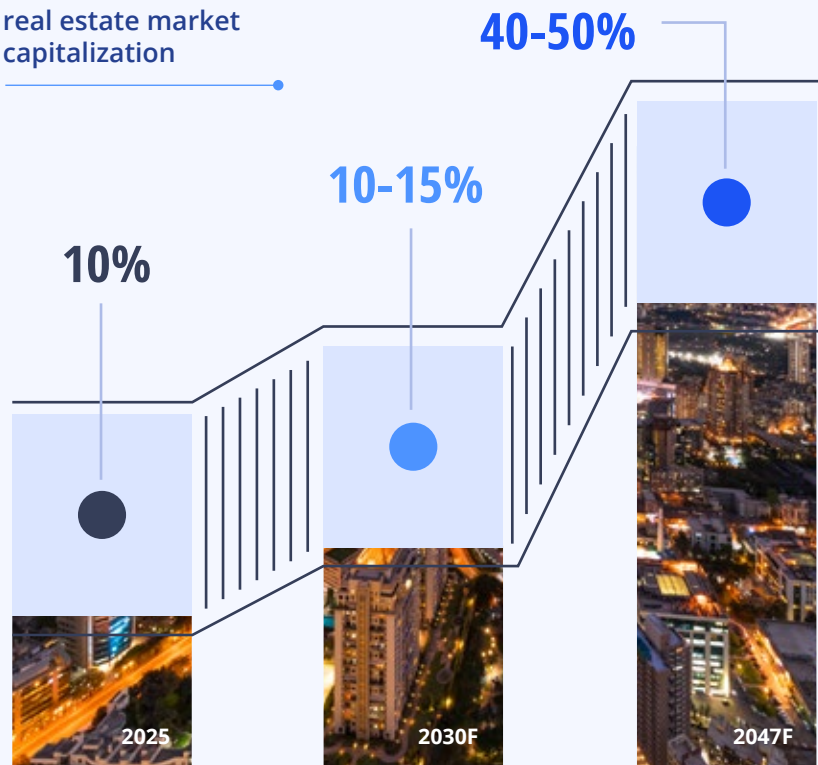
Likely life cycle stage of Indian real estate segments by 2047



REITs to anchor institutionalization of Indian real estate

- Even though India's REIT market is currently minuscule in comparison to global counterparts, going ahead asset diversification, institutional investor participation and strong economic growth prospects are likely to bode well for Indian REITs. We expect the share of REITs in the real estate market capitalization to increase from around 10% to 40-50% by 2047. The anticipated growth trajectory signals an impending era of more transparency, liquidity, and retail investor participation in real estate sector.

Share of REITs in real estate market capitalization



Source: Industry, Colliers

- Although the Indian REIT market will become more diversified over the next few decades, office segment is likely to be the dominant segment in 2047 as well. Looking ahead, REIT penetration in the office market is expected to surge from around 16% in 2025 to over 60% by 2047, marking a structural shift in how commercial real estate is owned, managed and monetized in India.

Penetration of office REITs in India



Source: Industry, Colliers

Note: REIT penetration is indicated by the proportion of office stock under current REITs as compared to the overall office stock in India

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The Confederation of Real Estate Developers' Associations of India (CREDAI) is the apex body of private Real Estate developers in India, established in 1999, with a vision of transforming the landscape of the Indian Real Estate industry and a mandate to pursue the cause of Housing and Habitat. Today, CREDAI represents 13,000+ Developers across 230 city chapters in 20 states and plays an important role in policy formulation by representing the views of its members to various Ministries at regular intervals.

About CREDAI NATCON 2025

The 23rd edition of CREDAI NATCON will be held from 11th to 13th September in Singapore, at the world-renowned Sands Expo and Convention Centre.

Bringing together pioneers and visionaries of the real estate industry, CREDAI NATCON serves as a premier platform where leaders exchange ideas, insights, and innovations that are shaping the sector's future.

Far beyond a conventional conference, it is a hub of knowledge and collaboration, featuring thought-provoking keynote sessions, insightful panel discussions, and showcases of the latest trends and advancements.

With participation from more than 1,200 stakeholders—including developers, investors, financial institutions, legal experts, and policymakers—this edition promises an engaging, transformative experience that will inspire and influence the direction of real estate in the years ahead.