



# Real Estate Outlook

**Best Real Estate  
Practices for Business  
Growth**

OFFICE SUITE 8 & 9, 3RD FLOOR  
NINEX CITY MART, SOHNA ROAD  
NEAR RADISSON HOTEL, SECTOR  
49 GURUGRAM - 122018, HARYANA



# GURGAON REAL ESTATE --- OVERVIEW

2025  
MARCH

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# OUR PROFILE

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Estate Avenues Analytics is an innovative online subscription based platform that specializes in real estate data and analytics in India. It covers a vast array of over 1,000+ projects from 150+ developers across multiple cities, making it a significant player in the Indian real estate market.

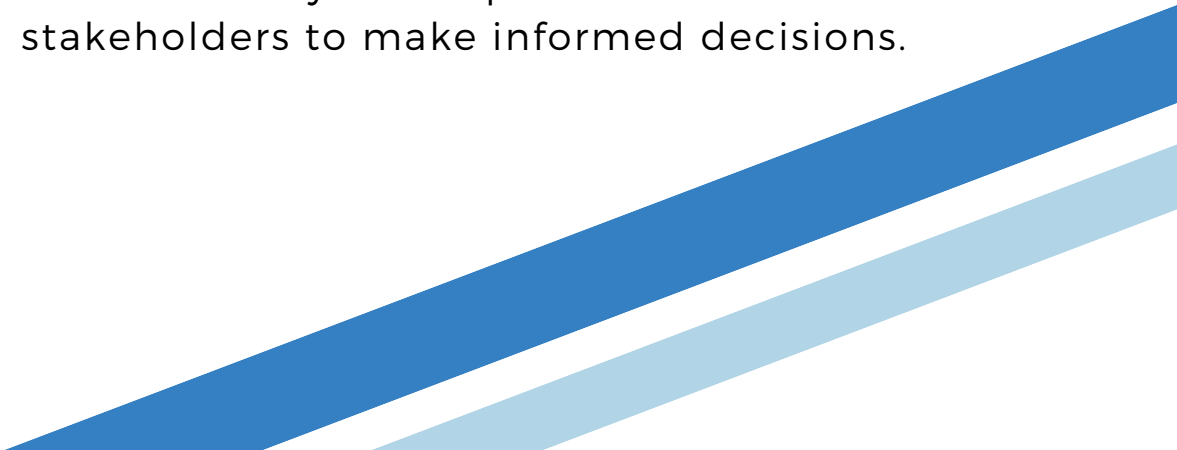
Estate Avenues Analytics stands out as a vital resource for stakeholders in the Indian real estate sector, facilitating better understanding and management of real estate investments through its extensive data offerings and analytical capabilities.

## THE OBJECTIVE

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The objective of Estate Avenues Analytics, an online subscription based real estate data and analytics platform, is to provide Market Trends, Investment Optimization, Customer Insights, Risk Management and Portfolio Management.

By leveraging advanced data analytics, Estate Avenues Analytics empowers real estate stakeholders to make informed decisions.



# Introduction

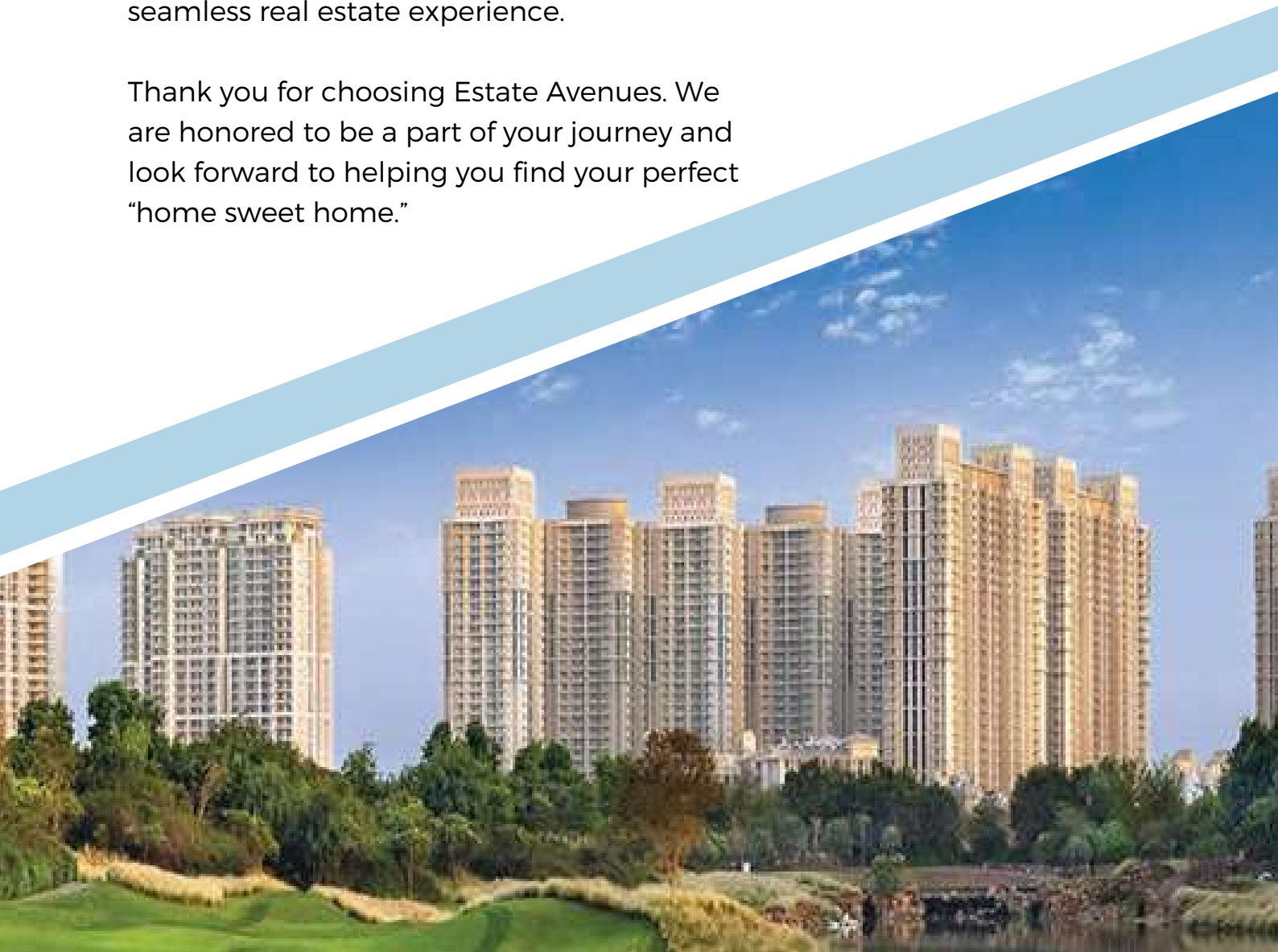
At Estate Avenues, we understand that searching for your dream home is one of the most significant and exciting journeys in life. Our team of highly skilled advisors is committed to understanding your unique needs and guiding you towards the most suitable residential or commercial projects in your preferred locations.

Trust and integrity are at the heart of everything we do. Customer satisfaction is not just a priority for us it's our mission. We are dedicated to going the extra mile to ensure that you receive the best service and a seamless real estate experience.

Thank you for choosing Estate Avenues. We are honored to be a part of your journey and look forward to helping you find your perfect "home sweet home."



**Bhaswar Paul**  
Founder & CEO

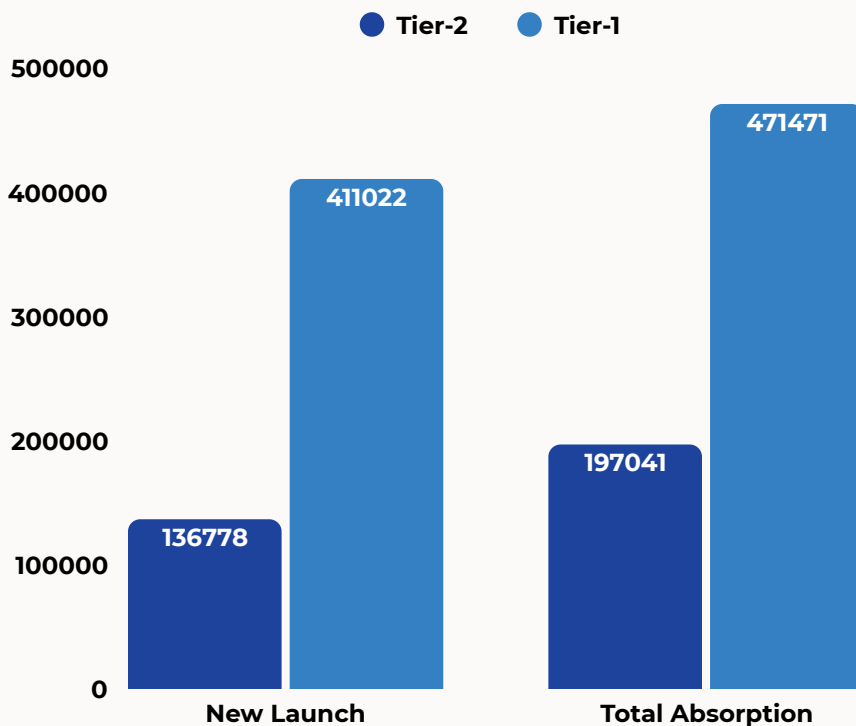




# PAN India Growth

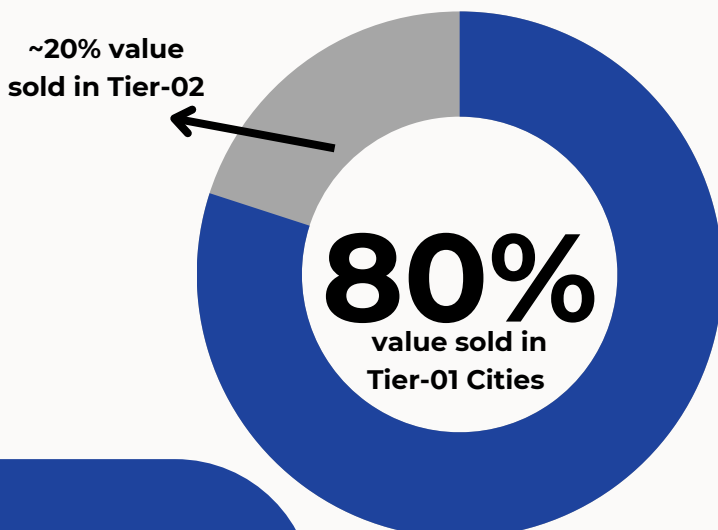
## TIER-01 VS TIER-02 CITIES

### Supply-Absorption Dynamics in CY'24



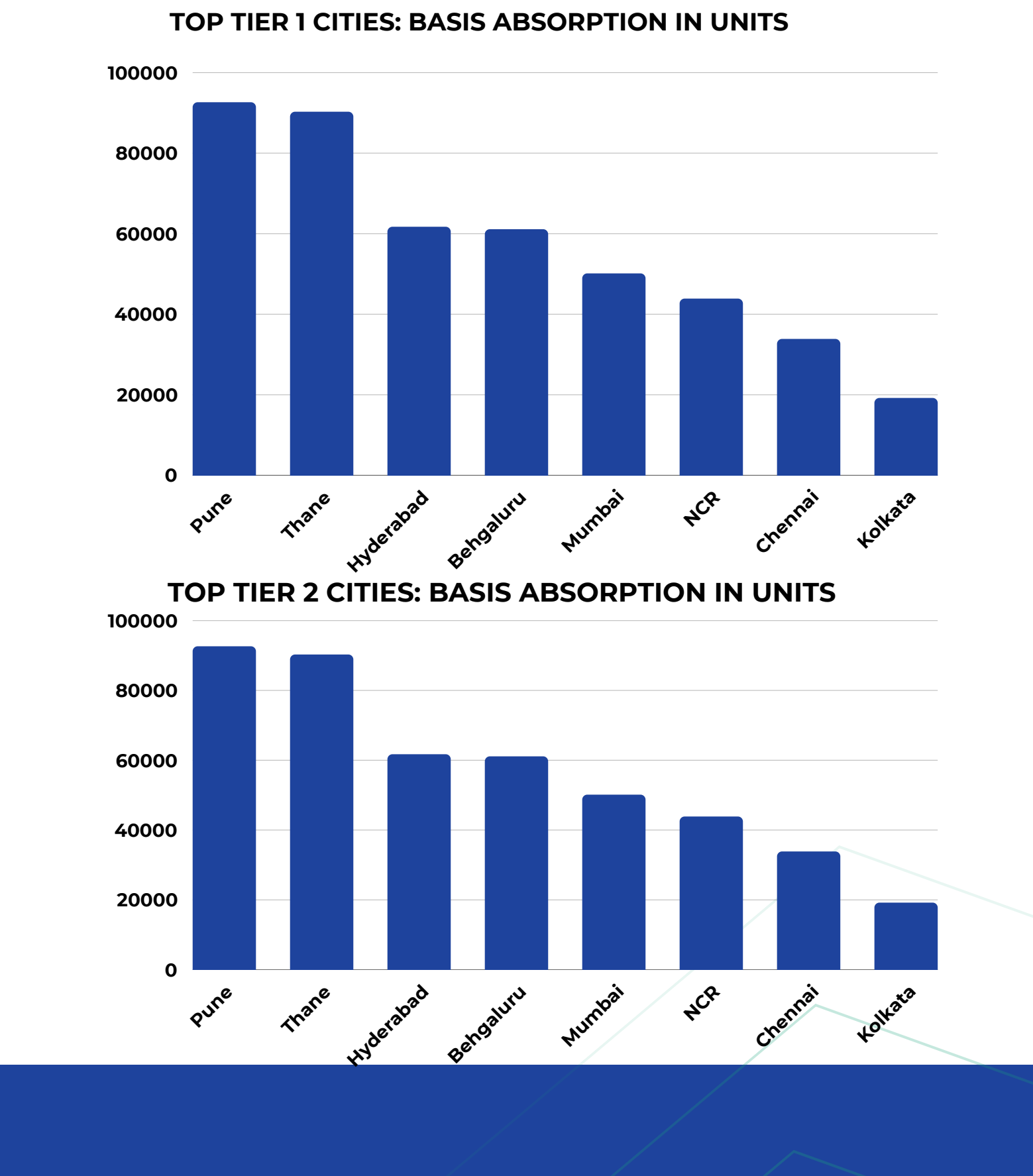
- In 2024, Tier-2 cities showed thriving growth in the Indian real estate sector, with demand far outpacing supply by an astounding 44%.
- Tier 1 cities had much higher levels of supply and absorption; on an annual basis, Tier 2 cities' overall absorption increased by 3%, whereas Tier 1 cities' absorption decreased by 8%.

## Market Share of Absorbed Value (in %)



- The market share of the Indian real estate sector in Tier-01 cities is 4 times the share of Tier-02 cities in CY 2024.

# Basis Absorption in Units in Tier-1 & Tier-2 Cities





# Overview of Gurgaon's Real Estate Market

## Current Market Analysis

- **Demand & Supply Ration**

- In **Q2 2023**, the demand for housing grew by 28.9%, which is the highest among Indian cities.
- Property is appreciated by 2.3% due to 14% decline in the supply.
- Within nine months, DLF's **The Dahlias** has achieved a sales record of **\$1.4 billion in nine weeks.**

- **Increasing Luxury & Premium Segment Demand**

- Luxury segment projects get an annual appreciation of 55%.
- The sales of the luxury segment residential units are 26% of all residential segments including affordable and mid-segment (up from 7% in 2019).

- **Prime locations:**

- Golf Course Road
- Golf Course Extension Road
- New Gurgaon



# Yearly Appreciation in Gurgaon Market

## Last Year Appriciation

Golf Course Road

↑ 30%

Golf Course  
Extension Road

↑ 29%

Dwarka  
Expressway

↑ 49.3%

## Last 3 Year Appriciation

Golf Course Road

↑ 80.5%

Golf Course  
Extension Road

↑ 88.7%

Dwarka  
Expressway

↑ 112%

## Last 5 Year Appriciation

Golf Course Road

↑ 120%

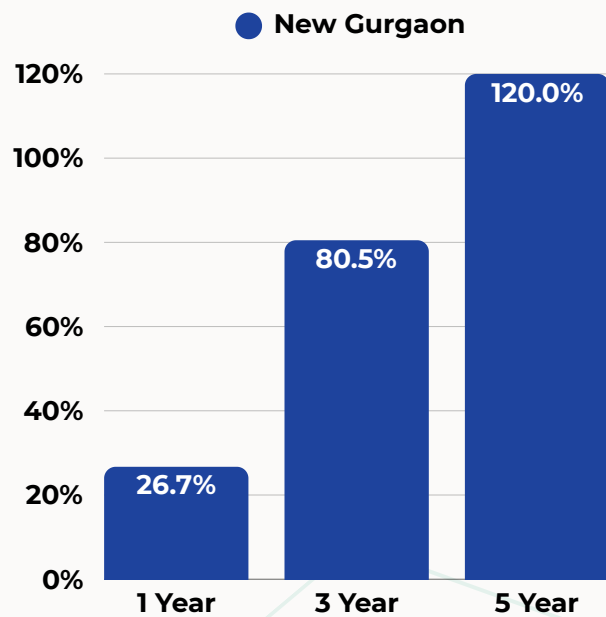
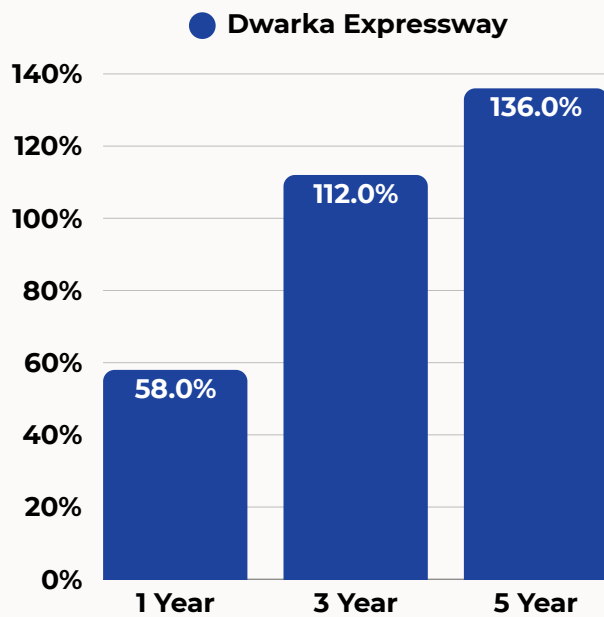
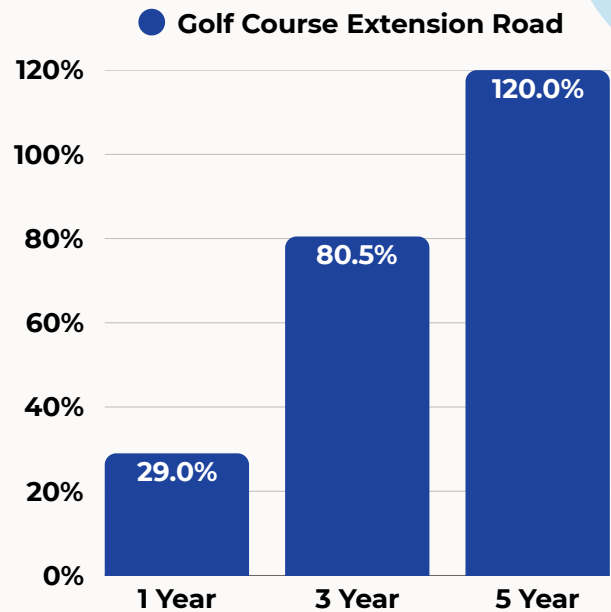
Golf Course  
Extension Road

↑ 110.7%

Dwarka  
Expressway

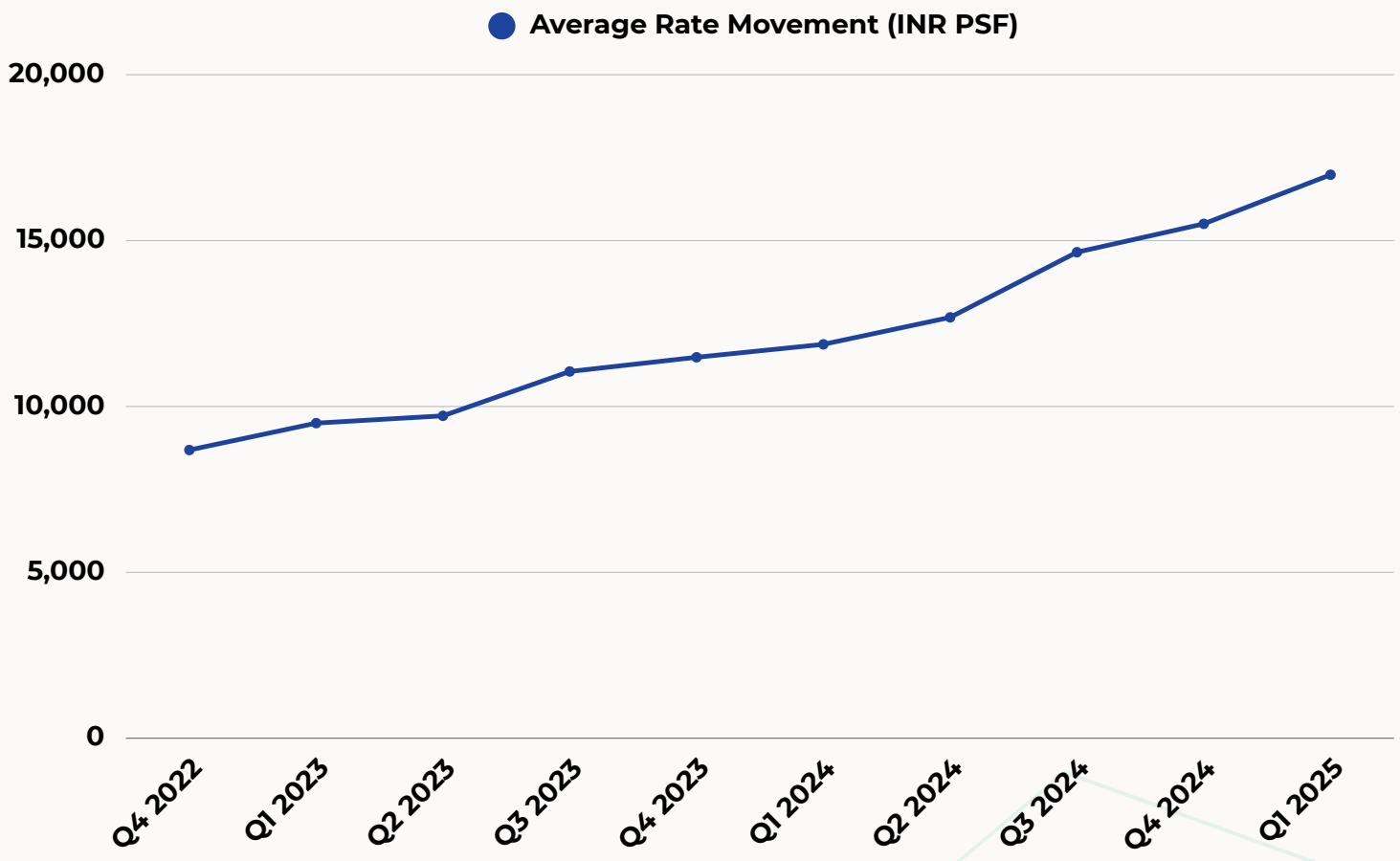
↑ 136%

# Yearly Appreciation in Gurgaon Market



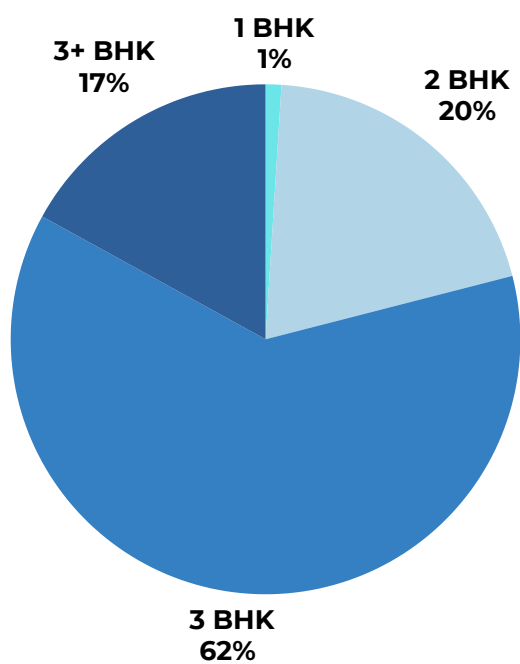
# Average Rate Movement in Gurgaon Market

- **Average Rate Movement (in INR PSF)** over different quarters from Q4 2022 to Q4 2024.
- The rates have consistently increased over time, as represented by the blue bars.
- **Key observations:**
  - The price started at 8,688 INR PSF in Q4 2022.
  - It steadily increased each quarter, reaching 15,505 INR PSF in Q4 2024.
  - The growth rate appears to be accelerating, especially from Q1 2024 onwards.

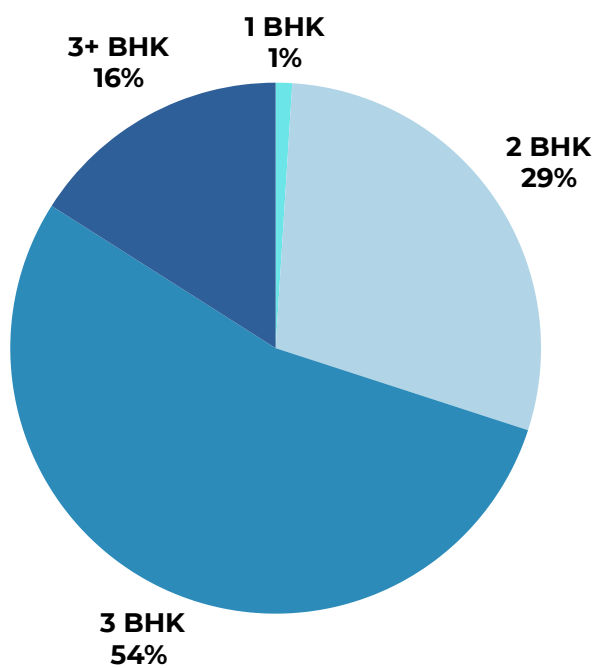


# Demand-Supply Analysis in Gurgaon Market

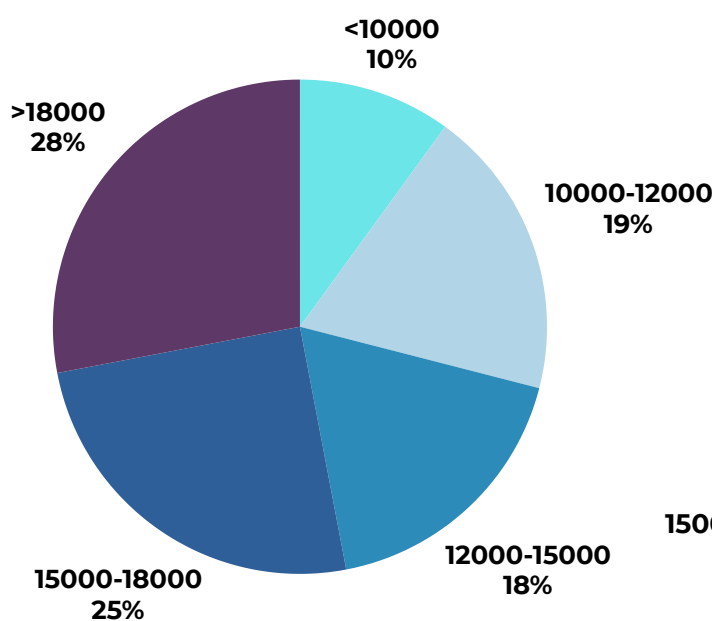
Demand by Configuration



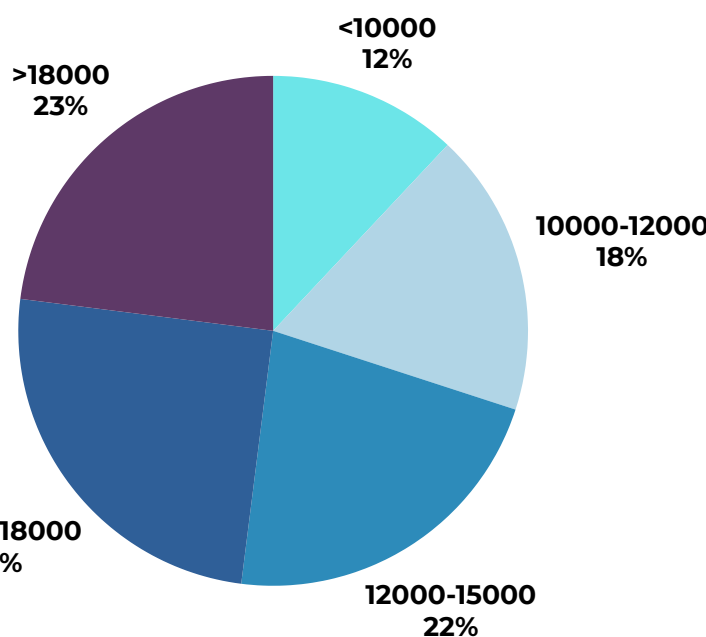
Supply by Configuration



Demand by Rate (PSF)



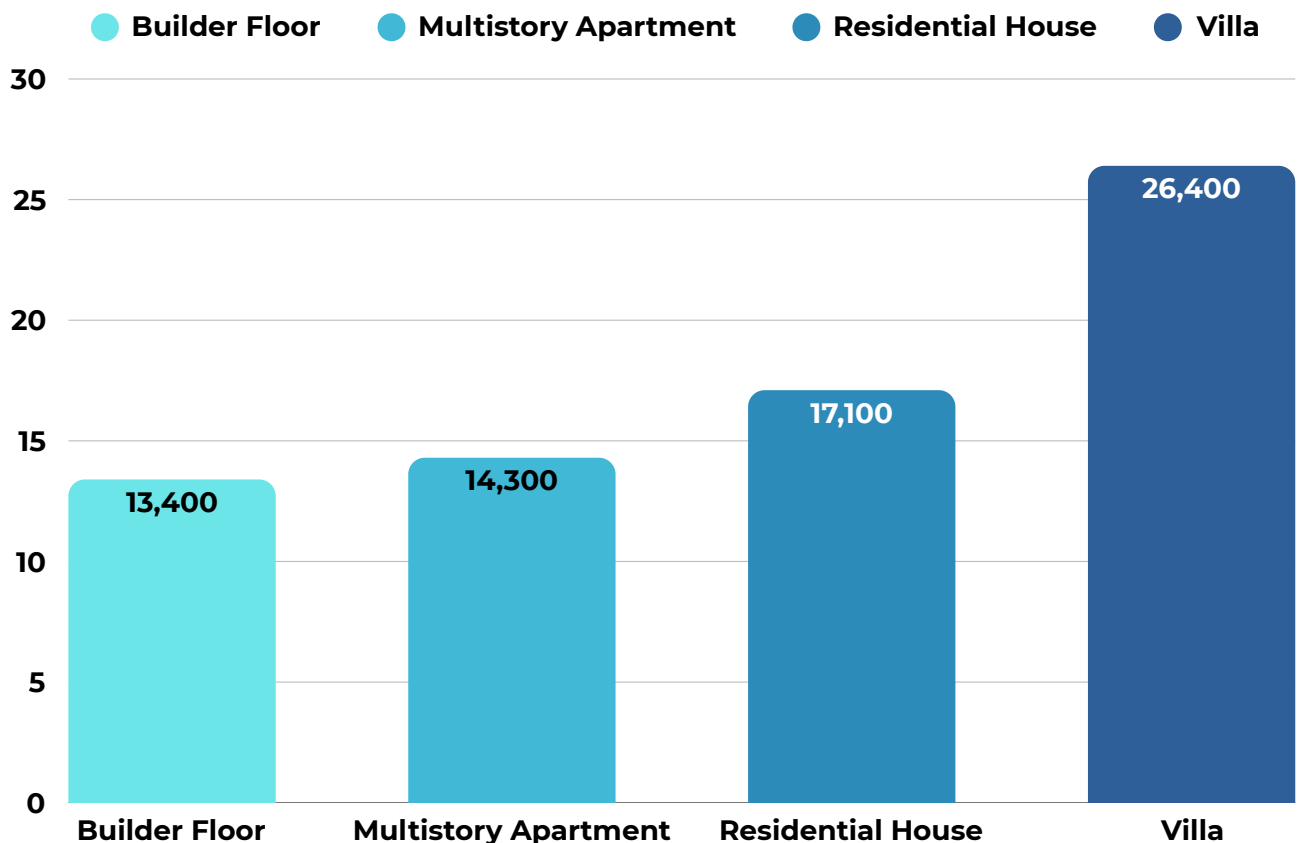
Supply by Rate (PSF)



# Property Type-wise Average Rates INR (PSF)

- **Villas are very expensive;** at **₹26,400 PSF**, they are twice as expensive as builder floors and far more expensive than other kinds of real estate.
- The price of multistory apartments is only 6.72% higher than that of builder floors, at **₹14,300 PSF** compared to **₹13,400 PSF**.
- Residential Houses show a sharper increase in cost **(19.58% higher than Apartments)**
- The cost of residential homes has increased more than that of apartments, rising by 19.58%.
- The biggest increase is seen in villas, which are 54.39% higher than residential homes.

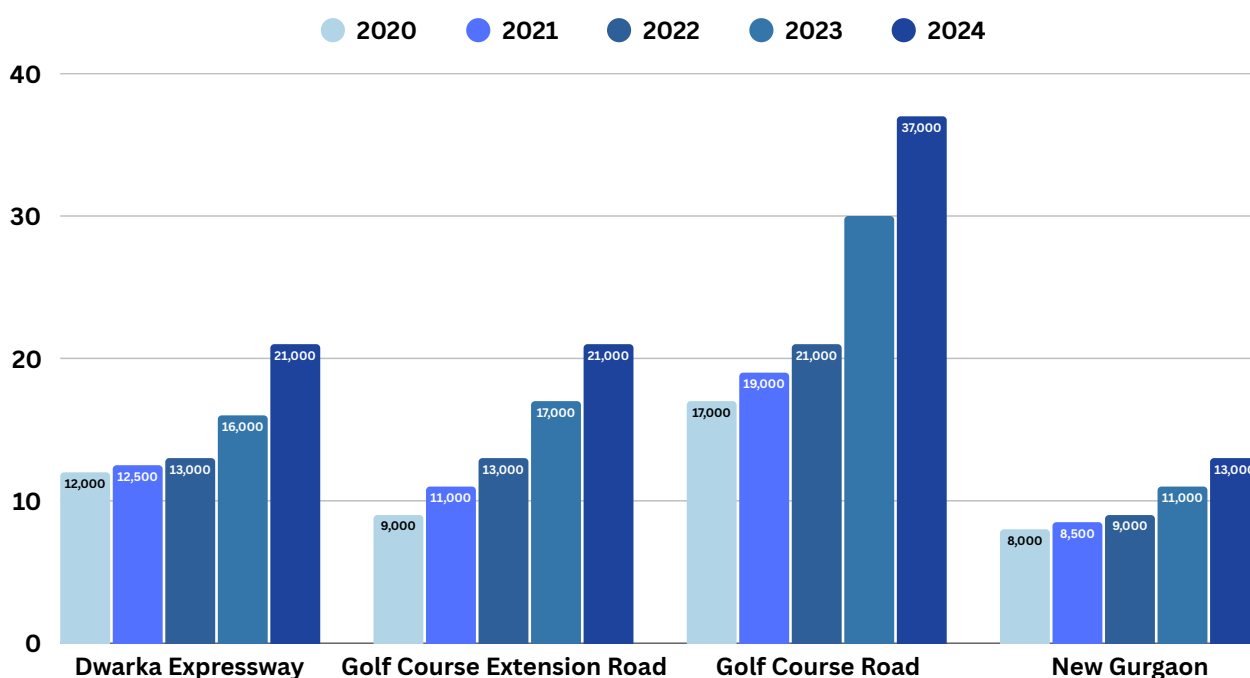
Property Type-wise Average Rates (in INR PSF)



# Analysis of Gurgaon Location-Wise Price Trends (2020-2024)

- **Highest price appreciation - Golf Course Road**
  - Highest growth, with average price then **₹35,000 PSF in 2024.**
  - Premium location & Amenities
  - Luxury Segment Projects
  - Corporate Hubs & Offices
  - Developed Infrastructure.
- **Witnesses to Consistent Growth - Golf Course Extension Road**
  - Consistently increasing prices, crossing **₹20,000 PSF in 2024.**
  - Close vicinity to Golf Course Road
  - Improved Connectivity.
  - Emerging luxury and mid-segment stop of home buyers and investors.
- **Dwarka Expressway Gains Significant Momentum**
  - Significantly, prices are increasing, to around **₹20,000 PSF in 2024.**
  - Upcoming Global City
  - Metro Connectivity
  - Upcoming planned infrastructure.
- **New Gurgaon Sees Moderate Yet Consistent Growth**
  - Emerging as a Luxury Alternative with New Residential Projects.
  - Best for budget-conscious end-users and long-term investors.

Location-wise 5 Year Average Price Trends in INR PSF)

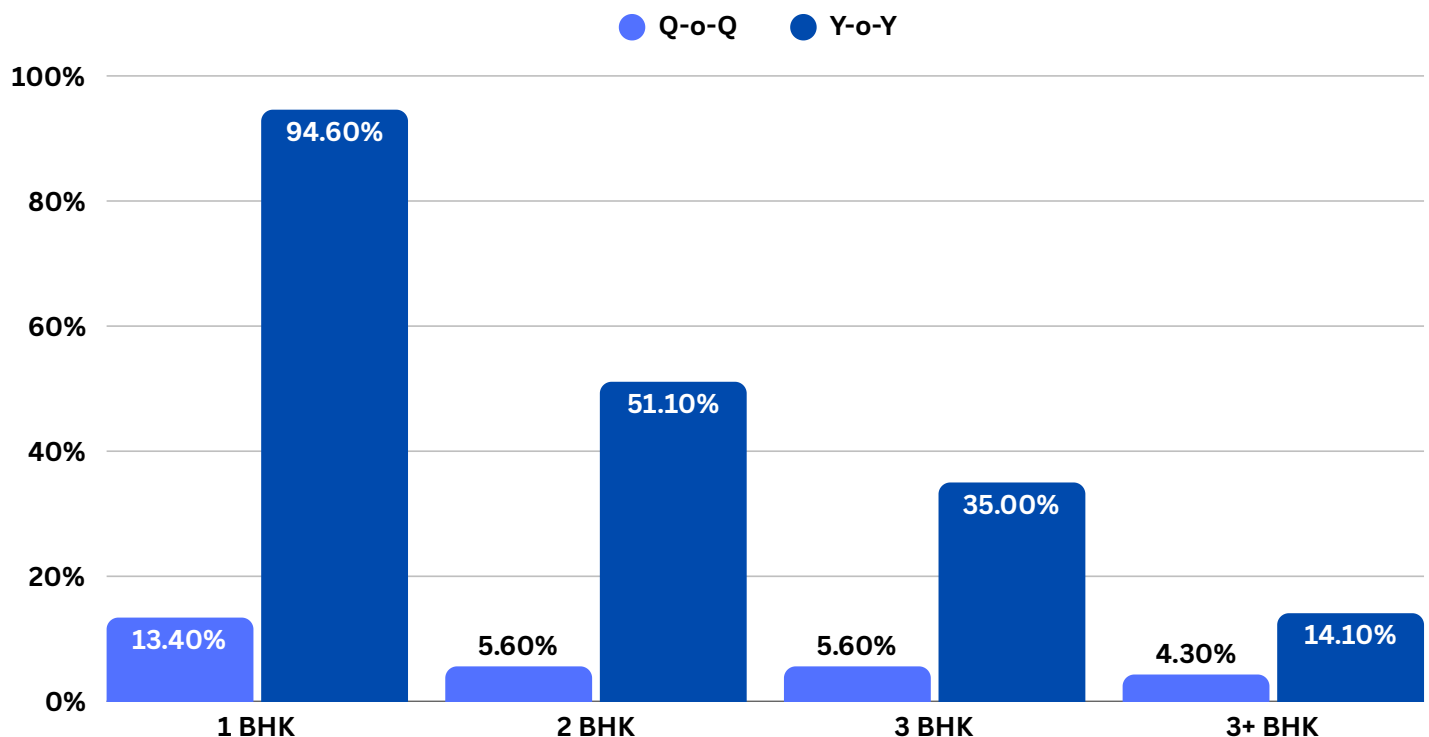




# Configuration - Wise Rate Change in INR (PSF)

- The highest year-over-year growth (~95%) is seen in **1 BHK**.
- The sharp increase points to a high demand for small, reasonably priced homes, which may be fueled by investors focusing on rental markets.
- Budget-friendly housing is preferred by migration trends.
- Significant year-on-year increases of approximately **50% and 35%** are observed for **2 BHK** and **3 BHK**, respectively.
- shows consistent appreciation, perhaps as a result of high family demand.
- **2 BHK & 3 BHK** apartments are more valuable than 4 BHK & 5 BHK.
- preference for home ownership following the pandemic.
- The least amount of growth occurs in **3+ BHK (~15% Y-o-Y)**.
- Due to increased pricing and interest rate sensitivity, the buyer pool is smaller.
- Since **Q-o-Q growth** is the lowest, there aren't many variations in demand.

Configuration - Wise Rate Change in INR (PSF)

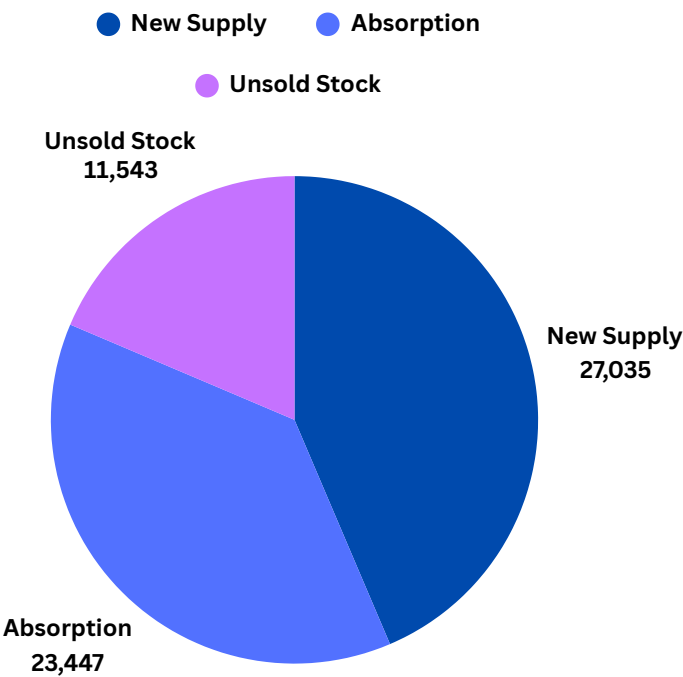


# Gurugram Real Estate Market Analysis (CY 2024)

## Supply and Absorption Dynamics

Metric	Value	Y-o-Y Change
New Supply	27,035 units	▲ 42%
Absorption	23,447 units	▲ 11%
Unsold Stock	11,543 units	▼ 60%

- **42 % growth** is shown in **new supply**, clearly indicating developer confidence and strong demand.
- Consumption of fresh units has also been increased by **11%**, showing a sustained buyer interest despite rising supply.
- A significant **60% decrease** in unsold stock indicates strong sales velocity and enhanced market liquidity.

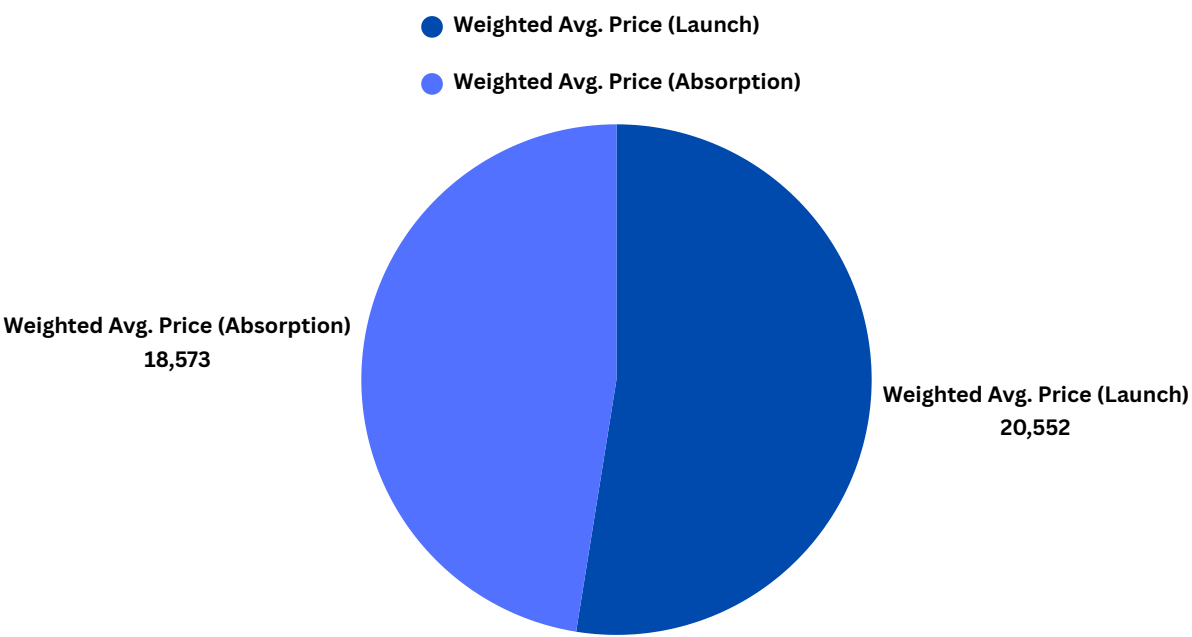


# Gurugram Real Estate Market Analysis (CY 2024)

## Pricing Dynamics

Metric	Value (INR PSF)	Y-o-Y Change
Weighted Avg. Price (Launch)	₹20,552	▲ 24%
Weighted Avg. Price (Absorption)	₹18,573	▲ 24%

- Both launch and absorption prices have significant growth of **24% year-on-year**.
- This growth in prices is clearly driven by:
  - High demand of new launches
  - Premium & Luxury Segment Projects
  - Increasing land and Construction Costs













# Market Implications & Investment Opportunities

- **Short-term investors** can benefit from rapid sales due to the rate of absorption being very high in the Gurgaon market.
- **Long-term investors** can anticipate consistent capital appreciation, especially in upcoming premium, luxury segments and high-demand segments.
- **High absorption rates & price growth suggest a seller's market**—it is a good time for investors to capitalize on appreciation with a good return value.
- **Rapid inventory clearance indicates** the demand for home buyers is strongly increasing day by day.



# Top 10 Developer in Gurgaon Major Market

Developer Name	LOGO	Number of years in Real Estate	No. of Projects in Gurgaon
DLF Group		77	132
Vatika		38	72
Signature Global		10	65
Emaar Group		27	54+
M3M		17	52
Godrej Properties		34	27
Tulip Group		19	15
Elan		31	11
Whiteland		26	5
Tata Housing		40	5





# Mission and Vision

## ➔ Mission

Our mission at Estate Avenues is to exceed our client's expectations by providing exceptional and best real estate services. We strive to match people and companies with their perfect homes and ideal properties by offering personalized support, detailed project insights, and expert guidance.

## ➔ Vision

Our vision is to change the way people view the real estate industry especially in terms of service delivery. Our goal is to become the one stop shop that clients turn to for every aspect of real estate – Trust is in our name because we are committed to being trustworthy, creative and customer focused.

# Our Approach



**Catchment  
Area Analysis  
& Case Studies**

**Collateral Risk  
Management**

**Realty Indices  
& Research &  
Consulting**

**Investor  
Relations &  
House Loan  
Assistance**





# Contact Us



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