

Intelligent Investment

# India Market Monitor

## Q3 2025

### *Residential*

REPORT

CBRE RESEARCH  
October 2025



# Residential

India's residential sector reported sustained buoyancy, with both sales and launches surpassing the 200,000-unit mark over the January to September (9M 2025) period. A key indicator of healthy market dynamics was the near equilibrium observed between the volumes of newly launched inventory and the number of units sold during this timeframe.



4%

Q-o-Q increase in apartment sales in Q3 2025

97%

Y-o-Y growth in luxury apartment sales in 9M 2025; 78% > Y-o-Y growth in Q3 2025

29%

Share of mid-end\* projects in sales in Q3 2025, closely followed by high-end and budget projects\*

57%

Cumulative share of Mumbai, Pune, and Bengaluru in launches in Q3 2025

57%

Cumulative share of Mumbai, Bengaluru, and Pune in sales in Q3 2025

\*Note - Definition of segments as per ticket size (INR) for (Mumbai & Delhi-NCR): Affordable: up to 45 lakh; Budget: 45-75 lakh; Mid-end: 1- 1.5 cr; High-end: 1.5-3 cr; Premium: 3-6 cr; Luxury: 6-50 cr and Ultra Luxury: 50 cr and above.

For (Bengaluru & Hyderabad): Affordable: up to 45 lakh; Budget: 45-75 lakh; Mid-end: 75 lakh-1.5 cr; High-end: 1.5-2.5 cr; Premium: 2.5-5 cr; Luxury: 5-50 cr and Ultra Luxury: 50 cr and above.

For (Pune, Chennai & Kolkata): Affordable: up to 45 lakh; Budget: 45-75 lakh; Mid-end: 75 lakh-1.25 cr; High-end: 1.25-2.5 cr; Premium: 2.5-4 cr; Luxury 4 cr and above.

# India Market Monitor

**~202,000**  
Sales in 9M 2025

**~69,050**  
Sales in Q3 2025

**~207,200**  
Unit launches in 9M 2025

**~68,800**  
Unit launches in Q3 2025

■ Sales in Q3 2025    ■ Sales in 9M 2025  
■ Unit launches in Q3 2025    ■ Unit launches in 9M 2025

Q3 2025 CV\*\* indicator arrows (Q-o-Q)

▲ Increase    ↕ Stable    ▼ Decrease

## Delhi-NCR

~9,300 ~30,500 ▲  
~8,200 ~29,300

## Kolkata

~4,500 ~12,600 ▲  
~4,600 ~11,300

## Mumbai

~17,600 ~54,000 ↕  
~14,600 ~44,400

## Pune

~10,750 ~33,300 ↕  
~12,625 ~40,000

## Hyderabad

~9,500 ~26,000 ↕  
~10,400 ~28,800

## Bengaluru

~11,260 ~29,600 ↕  
~12,200 ~34,200

## Chennai

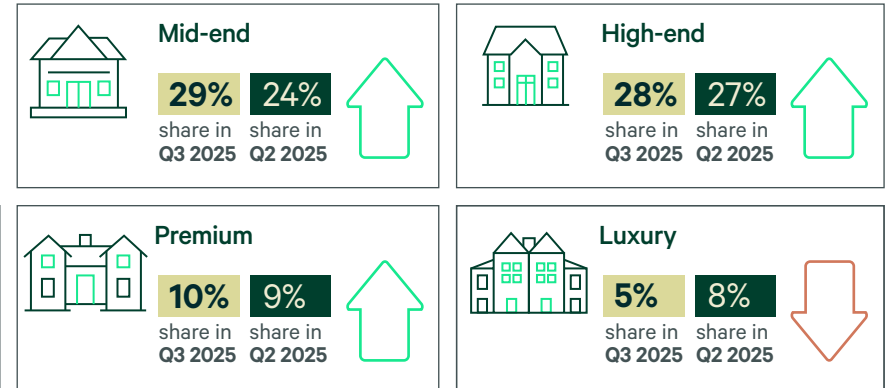
~6,100 ~16,000 ▲  
~6,200 ~19,200

\*\*Capital value  
 Source: CBRE Research, Q3 2025  
 Please note that the numbers have been rounded off and might not add up to the exact total.

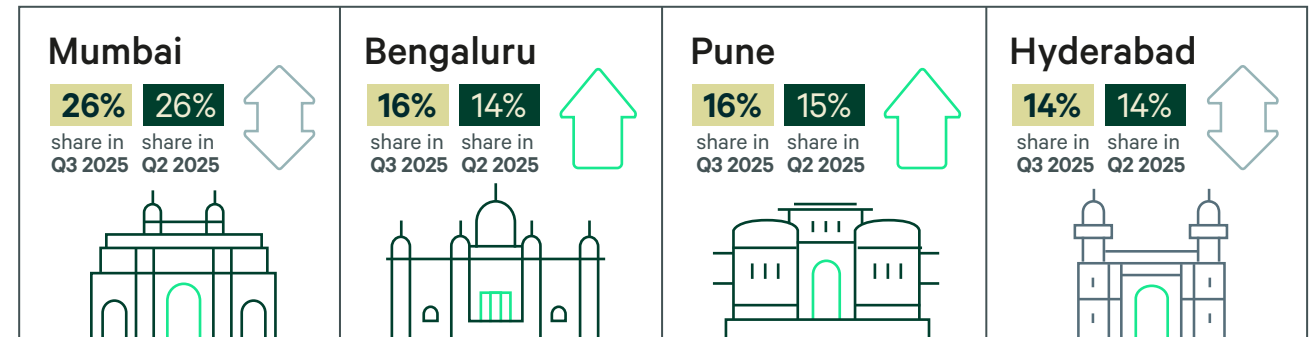
## RESIDENTIAL



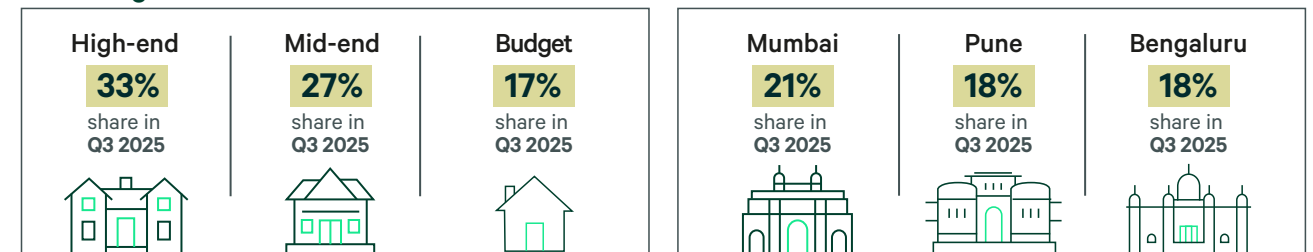
### Categories that drove sales\*



### Cities that drove sales



### Prevailing trends in unit launches in Q3 2025



\*Note - Definition of segments as per ticket size (INR) for (Mumbai & Delhi-NCR): Affordable: up to 45 lakh; Budget: 45-75 lakh; Mid-end: 1-1.5 cr; High-end: 1.5-3 cr; Premium: 3-6 cr; Luxury: 6-50 cr and Ultra Luxury: 50 cr and above.  
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# Outlook

## Residential



Following a period of significant growth, the Indian residential sector is currently in a phase of reconfiguration. However, it remains poised for an uptick in the coming quarters, driven by the ongoing festive season and supportive policy measures. Key demand catalysts include government initiatives, such as the reduction in GST rates, and the RBI's monetary easing in the first half of the year, both anticipated to specifically bolster the affordable and mid-end housing segments.

# Contacts

## RESEARCH

### Abhinav Joshi

Head of Research, India, Middle East  
and North Africa  
abhinav.joshi@cbre.co.in

### Rajorshi Sanyal

Senior General Manager  
raajorshi.sanyal@cbre.com

### Vidhi Dheri

Director, National Operations  
vidhi.dheri@cbre.co.in

### Mohamed Atif Khan

Deputy General Manager  
mohamedatif.khan@cbre.com

### Aditi Kashyap

Assitant Manager  
Aditi.Kashyap@cbre.com

### Sadiya Alvi

Senior Analyst  
sadiya.alvi@cbre.com

## BUSINESS

### Vamshi Krishna

Senior Executive Director,  
Head – Valuation and Advisory Services,  
India & South East Asia  
vamshi.krishna@cbre.co.in

### Divya Goyal

Executive Director,  
Head - Investment Risk Monitoring, India  
divya.goyal@cbre.co.in

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This report was prepared by the CBRE India Research Team, which forms part of CBRE Research—a network of preeminent researchers who collaborate to provide real estate market research and econometric forecasting to real estate.

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# Business Line Contacts

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## ADVISORY & TRANSACTIONS

### Ram Chandnani

Managing Director,  
Advisory & Transaction Services, India  
ram.chandnani@cbre.co.in

## CONSULTING & VALUATIONS

### Rami Kaushal

Managing Director,  
Consulting & Valuations, India,  
Middle East & Africa  
rami.kaushal@cbre.co.in

## GLOBAL WORKPLACE SOLUTIONS

### Rajesh Pandit

Managing Director,  
Global Workplace Solutions, India &  
Property Management, India,  
SE Asia, Middle East & North Africa  
rajesh.pandit@cbre.co.in

## PROJECT MANAGEMENT

### Gurjot Bhatia

Managing Director,  
Head - Project Management Advisory,  
Asia Pacific  
gurjot.bhatia@cbre.co.in

## CAPITAL MARKETS

### Gaurav Kumar

Managing Director & Co-Head,  
Capital Markets, India  
gaurav.kumar@cbre.co.in

## CAPITAL MARKETS

### Nikhil Bhatia

Managing Director & Co-Head,  
Capital Markets, India  
nikhil.bhatia@cbre.co.in

## OPERATIONS

### Rajat Gupta

Managing Director, Operations, India  
rajat.gupta@cbre.com

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