

Real estate
Market Research

MMR Buyers Origin Report

August 2021





MESSAGE

From The President's Desk

Dear Members,

CREDAI MCHI and CRE Matrix our Knowledge and Research Partner, are publishing Monthly research reports on Real estate market in MMR region with focus and in-depth study of various asset classes, Residential and commercial markets, and geographies in MMR region.

We are now publishing our Monthly reports of August 2021 with focus on Origin location of Buyers Residential segment with focus on micro markets in South Mumbai, Central Mumbai, Central Suburbs, Eastern Suburbs, Western Suburbs, Thane City, KDMC, Mira Bhayander, Bhiwandi, Navi Mumbai, Panvel and Raigad. This data insight is useful to focus our marketing and sales efforts in specific areas for our projects. All this data is being collated from property registration data of the IGR department, making it authentic and trustworthy.

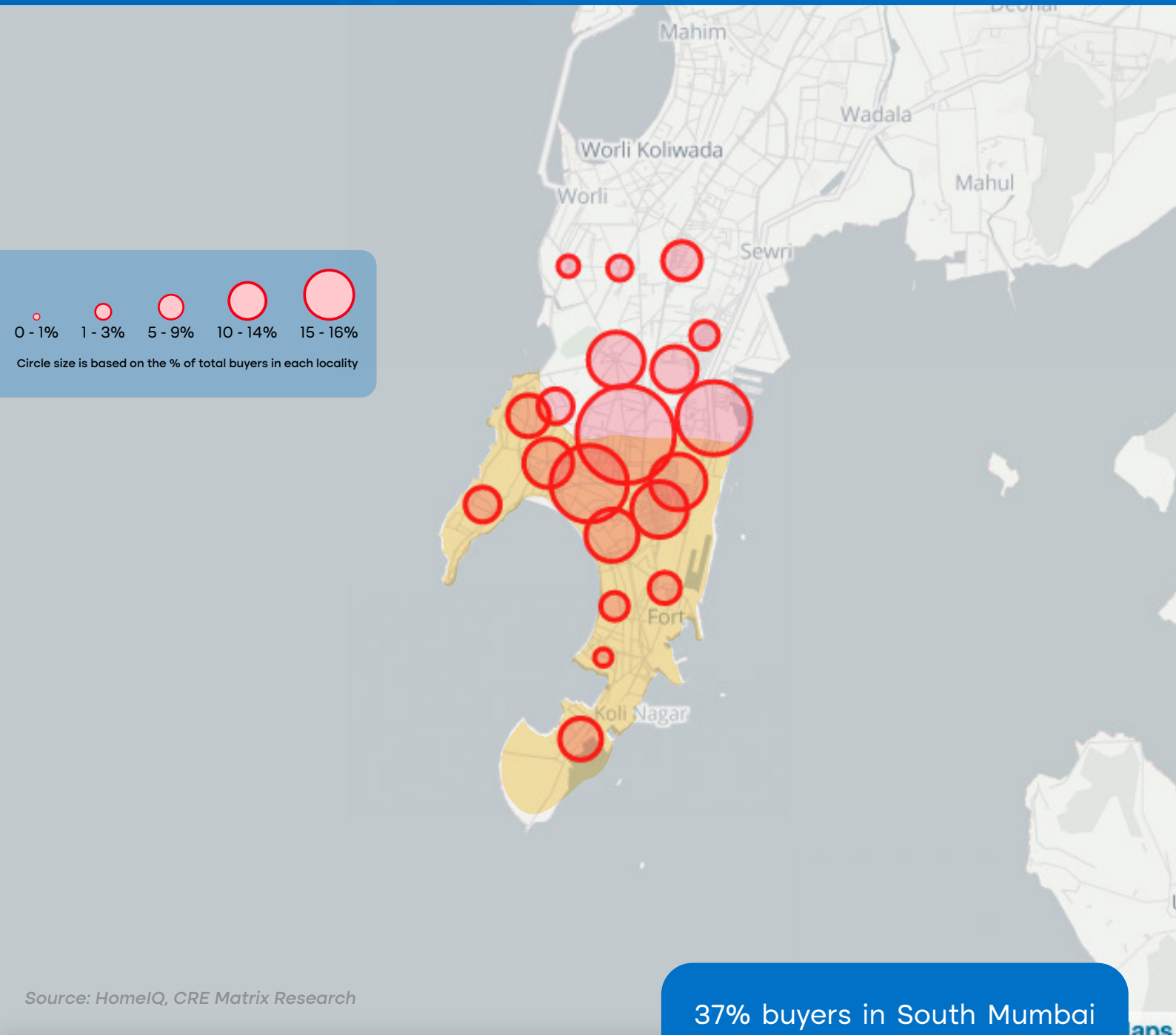
CREDAI MCHI – CRE Matrix Research Initiatives would benefit our Member Developers tremendously, providing them with data which can help them in efficient decision making.

- Monthly MMR Property Tracker
- Quarterly Research Papers
- Yearly Realty Round-Up

We believe, data-based decision making along with market research will be critical for the success of our projects and our Industry going further. The tie-up with CRE Matrix is our step in the right direction.

Shri Deepak Goradia
President

South Mumbai



Source: HomeIQ, CRE Matrix Research

37% buyers in South Mumbai are from Mumbai Central, Opera House – Girgaon, and Mazgaon.



Largest Locality as
Buyer Source

**Mumbai
Central (14.2%)**

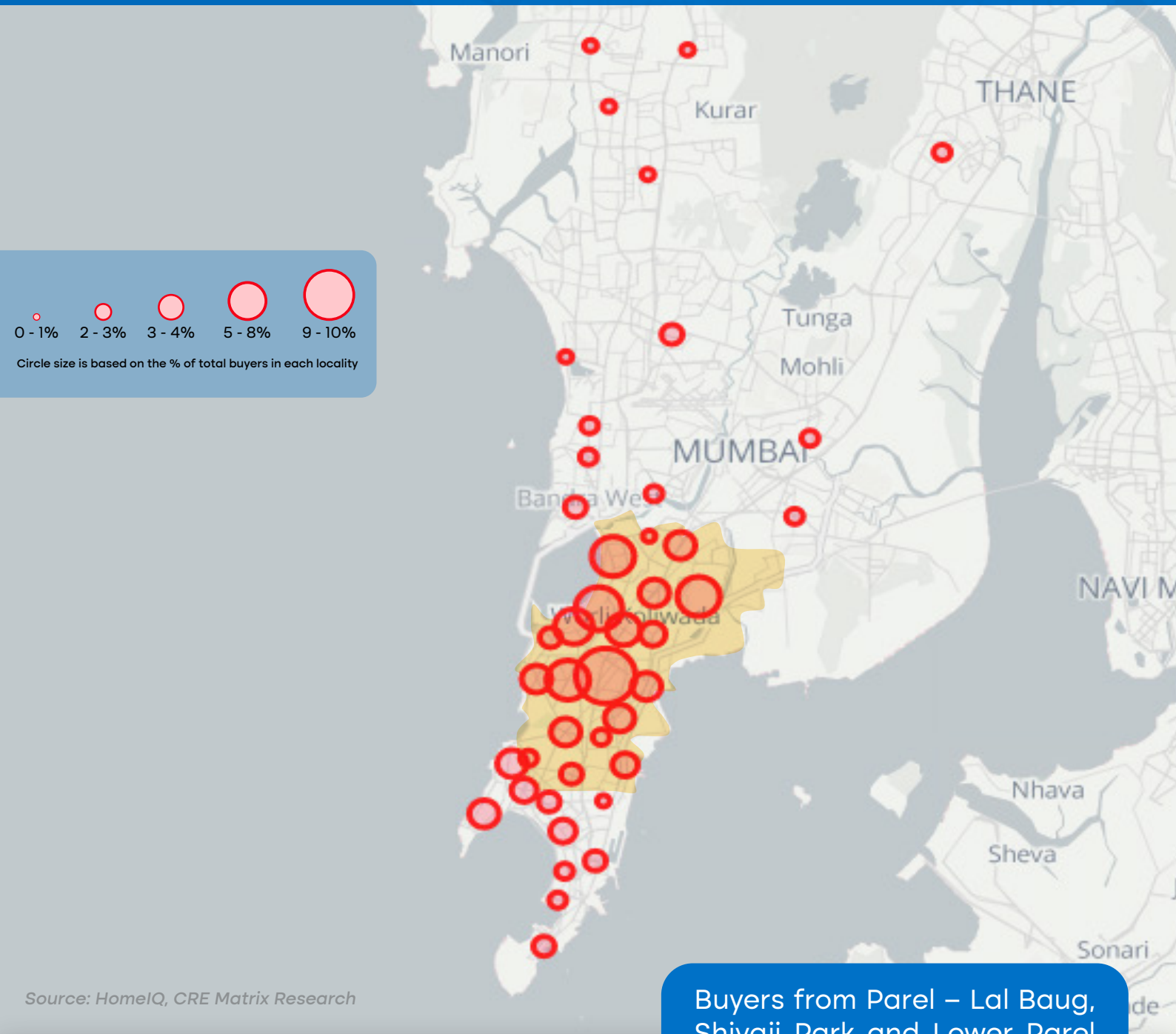


Top 20 Localities
Contribution

73.4%

Top 5 Micromarkets: Mumbai Central, Opera House - Girgaon, Mazgaon, Jacob Circle – Chinchpokli and Masjid

Central Mumbai



Buyers from Parel – Lal Baug, Shivaji Park and Lower Parel account for 20% of the total homebuyers in Central Mumbai.



Largest Locality as
Buyer Source

Parel (8.2%)

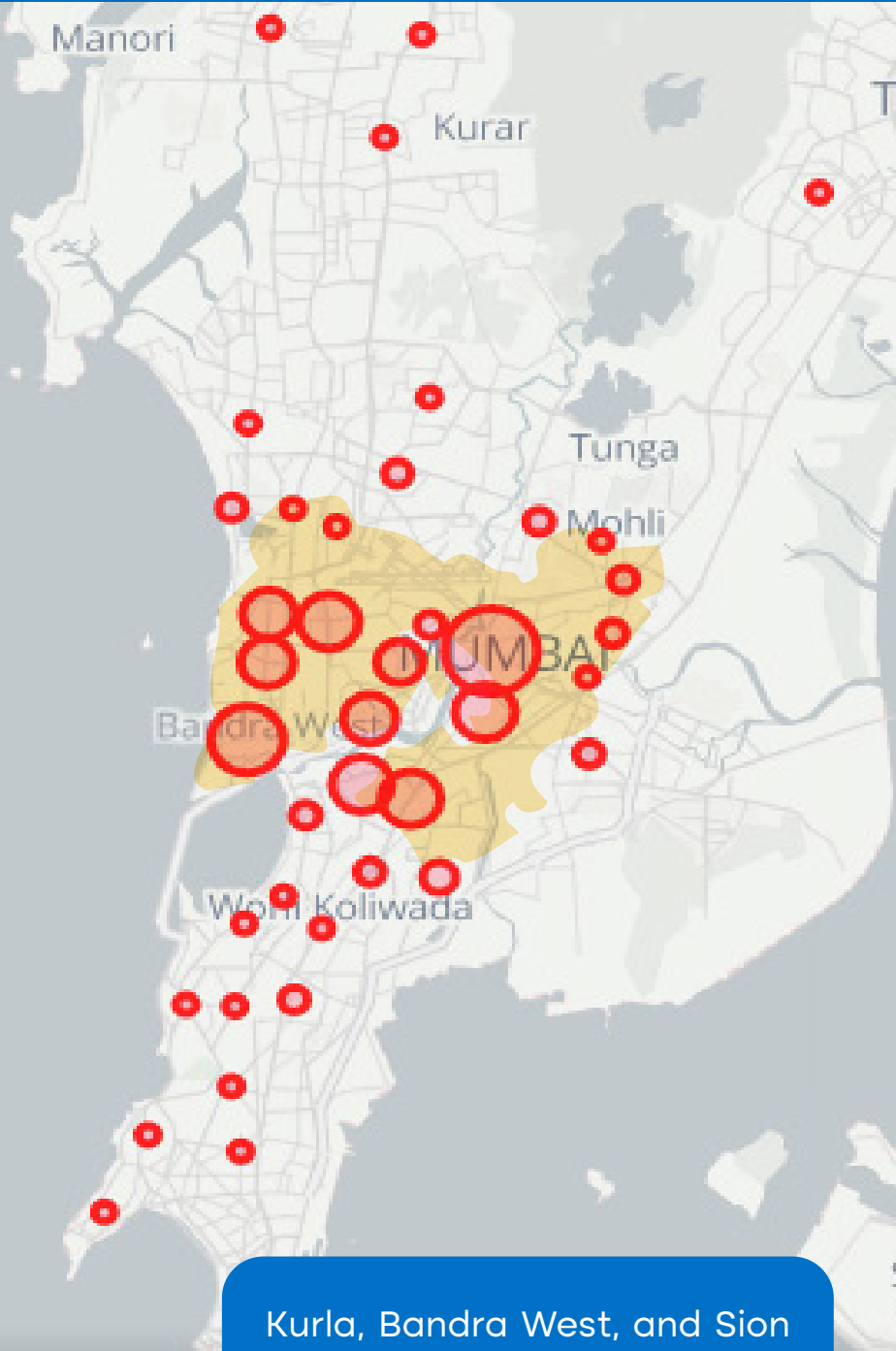
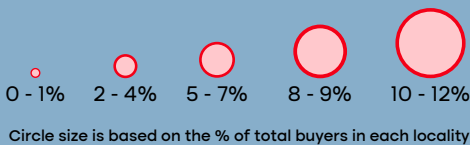


Top 20 Localities
Contribution

56.4%

Top 5 Micromarkets: Parel - Lal Baug, Shivaji Park, Lower Parel, Mahim and Antop Hill

Central Suburbs



Source: HomeIQ, CRE Matrix Research



Largest Locality as
Buyer Source

Kurla (12.2%)



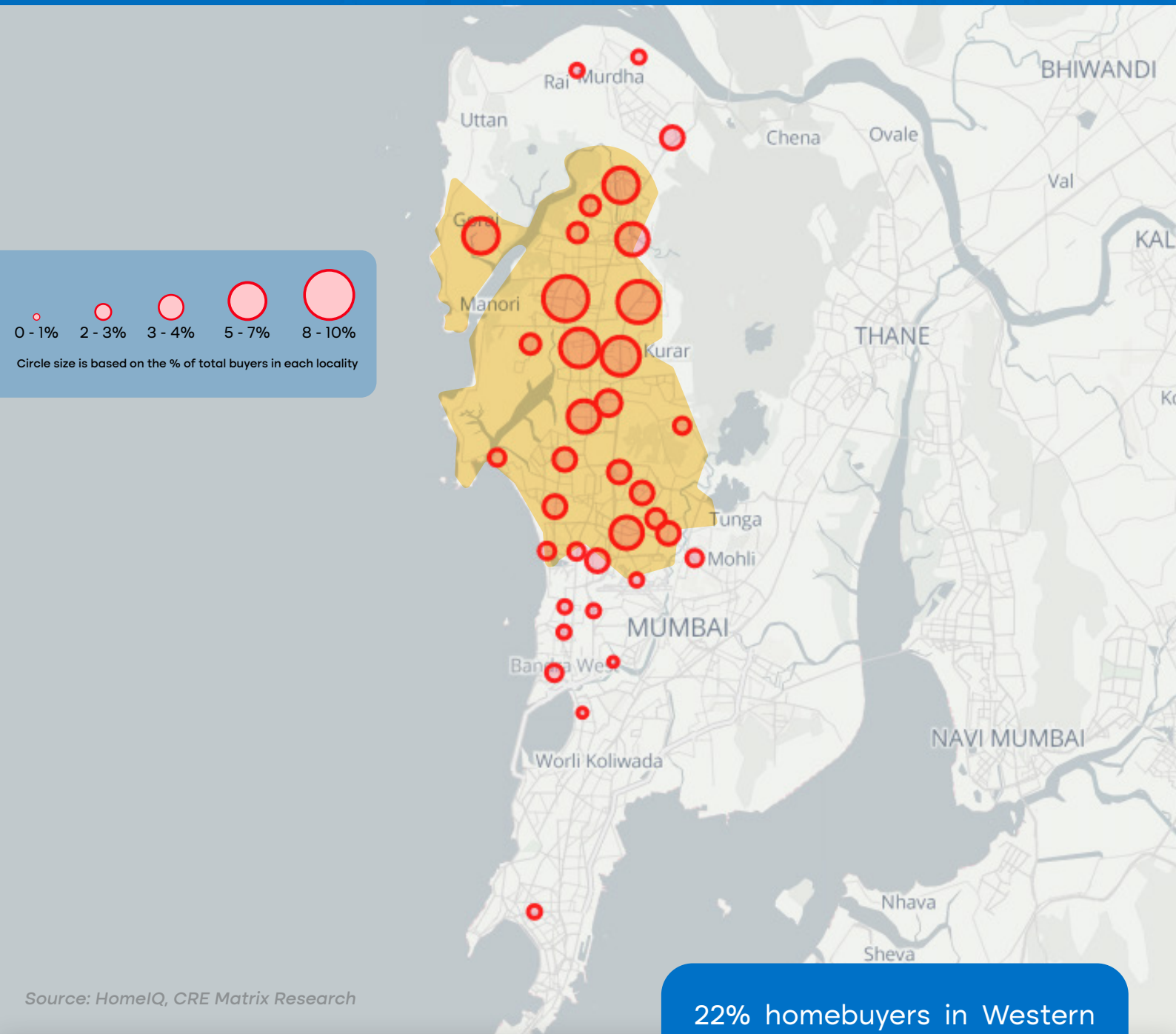
Top 20 Localities
Contribution

41%

Kurla, Bandra West, and Sion Chunabhatti account for 25% of total buyers in the Central Suburbs.

Top 5 Micromarkets: Kurla, Sion - Chunabhatti , Bandra West, Dharavi and Santacruz West

Western Suburbs



22% homebuyers in Western Suburbs are from Kandivali West - Charkop, Kandivali East, and Malad East



Largest Locality as Buyer Source

Kandivali West - Charkop (7.3%)

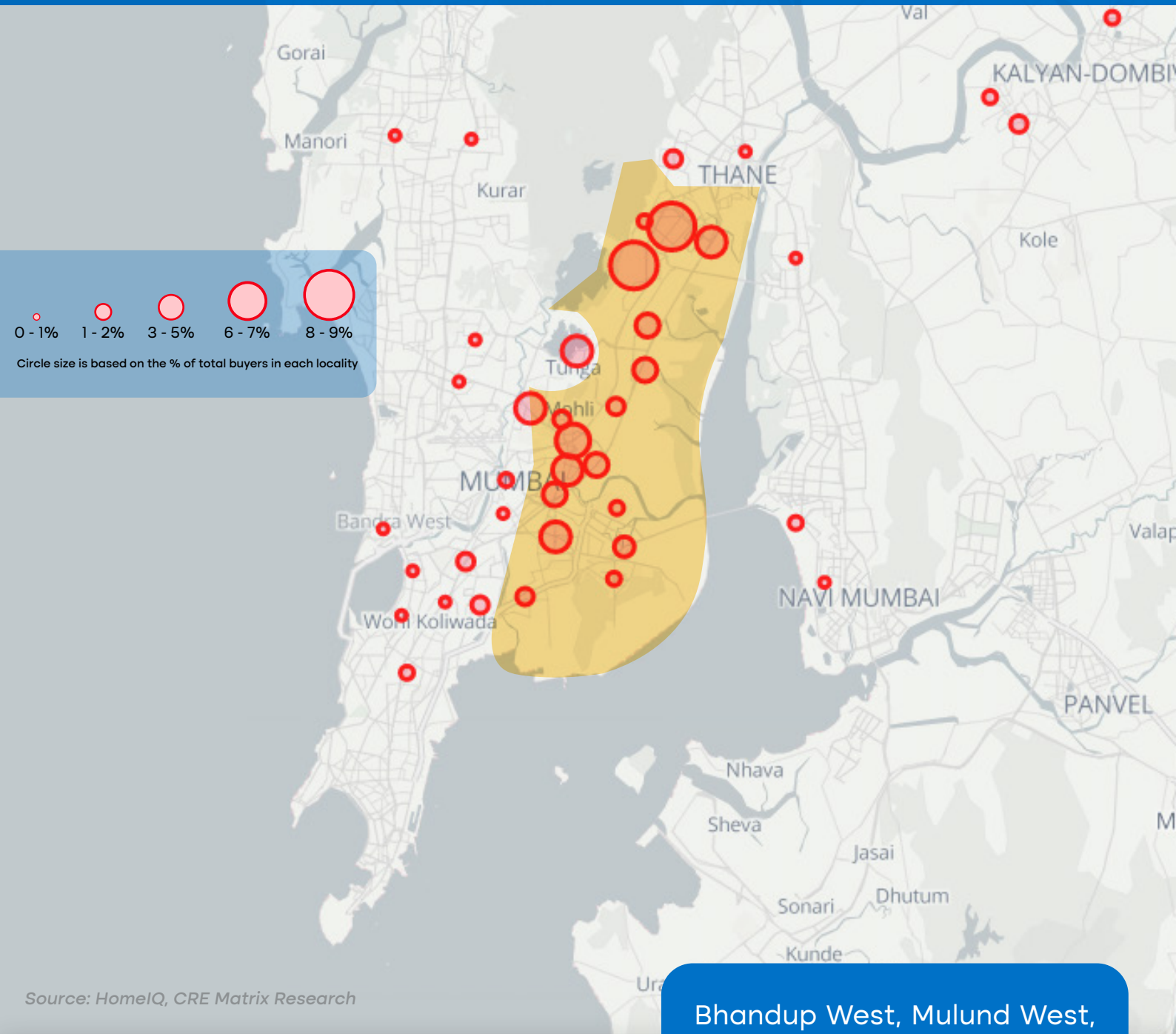


Top 20 Localities Contribution

63.7%

Top 5 Micromarkets: Kandivali West- Charkop, Kandivali East, Malad East , Malad West and Dahisar

Eastern Suburbs



Bhandup West, Mulund West, and Ghatkopar West account for 24% of total buyers in the Eastern Suburbs.



Largest Locality as
Buyer Source

**Bhandup
West (8.6%)**

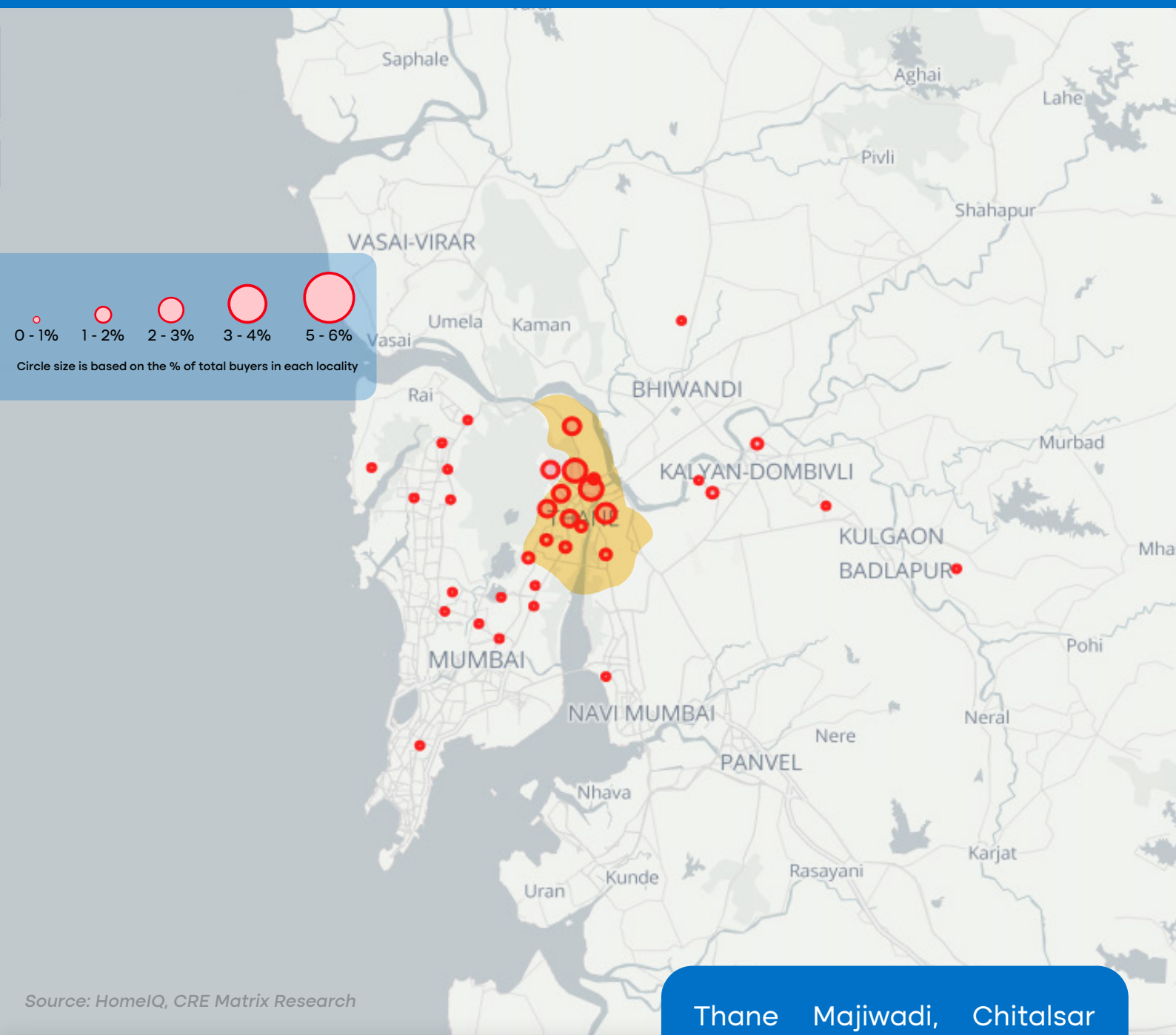


Top 20 Localities
Contribution

58%

Top 5 Micromarkets: Bhandup West, Mulund West, Ghatkopar West, Powai and Chembur

Thane - Thane



Thane Majiwadi, Chitalisar Manpada, and Kalwa consist of 24% of total buyers in Thane.



Largest Locality as
Buyer Source

**Thane
Majiwadi (9.2%)**

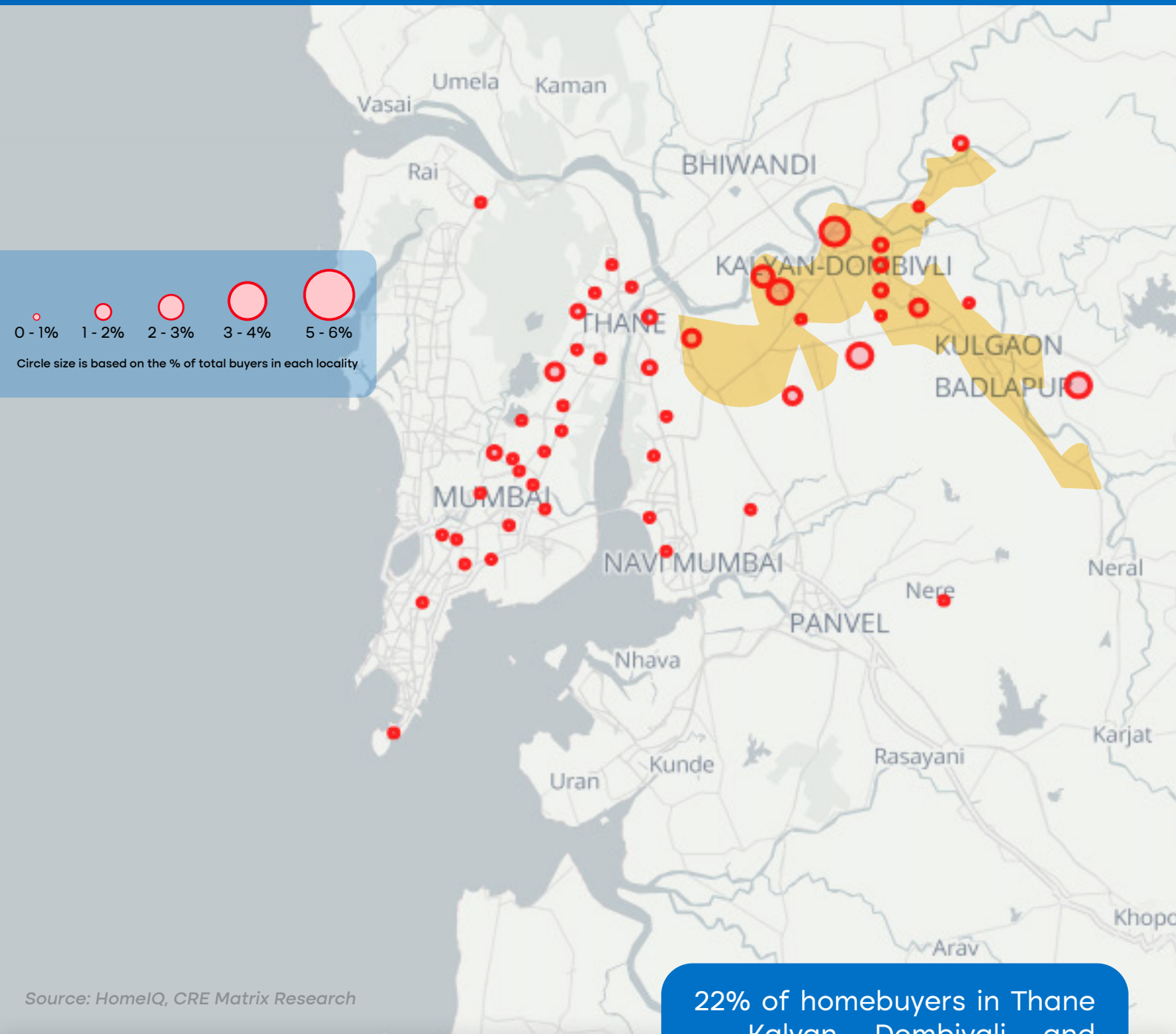


Top 20 Localities
Contribution

59.1%

Top 5 Micromarkets: Chitalisar Manpada, Kalwa, J K Gram, Thane Majiwade and Thane - Kasar Wadavali

Thane – Kalyan Dombivali and Badlapur Ambernath (KDMC)



22% of homebuyers in Thane – Kalyan Dombivali and Badlapur Ambernath are from Kalyan, Dombivali, and Thane Ganeshwad



Largest Locality as
Buyer Source

Kalyan (9.2%)

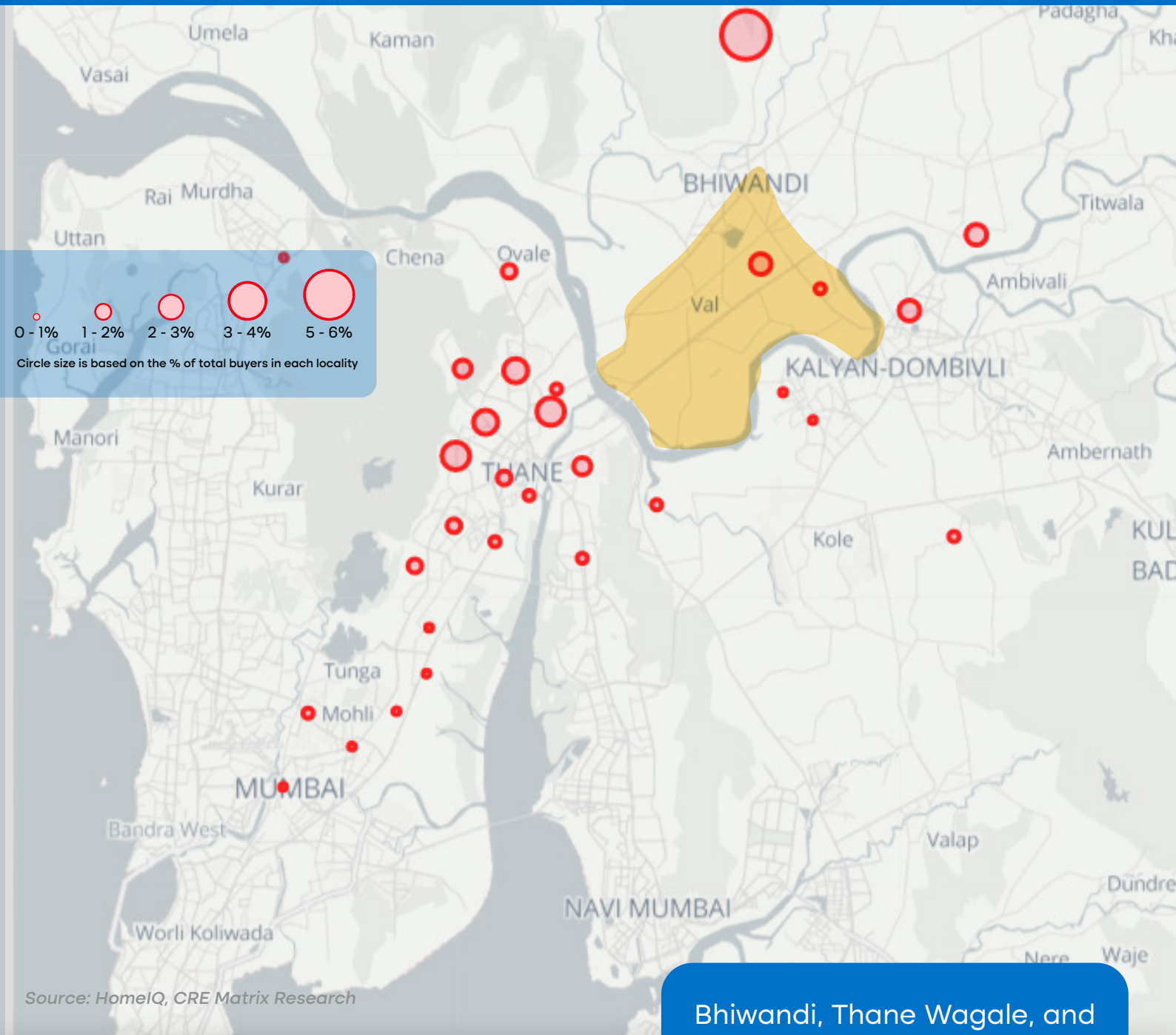


Top 20 Localities
Contribution

54.7%

Top 5 Micromarkets: Kalyan, Dombivali, Thane Ganeshwadi, Thane Badlapur and Vishnunagar

Thane – Bhiwandi



Bhiwandi, Thane Wagale, and Thane Majiwadi account for 33% of total buyers in Thane - Bhiwandi



Largest Locality as Buyer Source

Bhiwandi (19.6%)

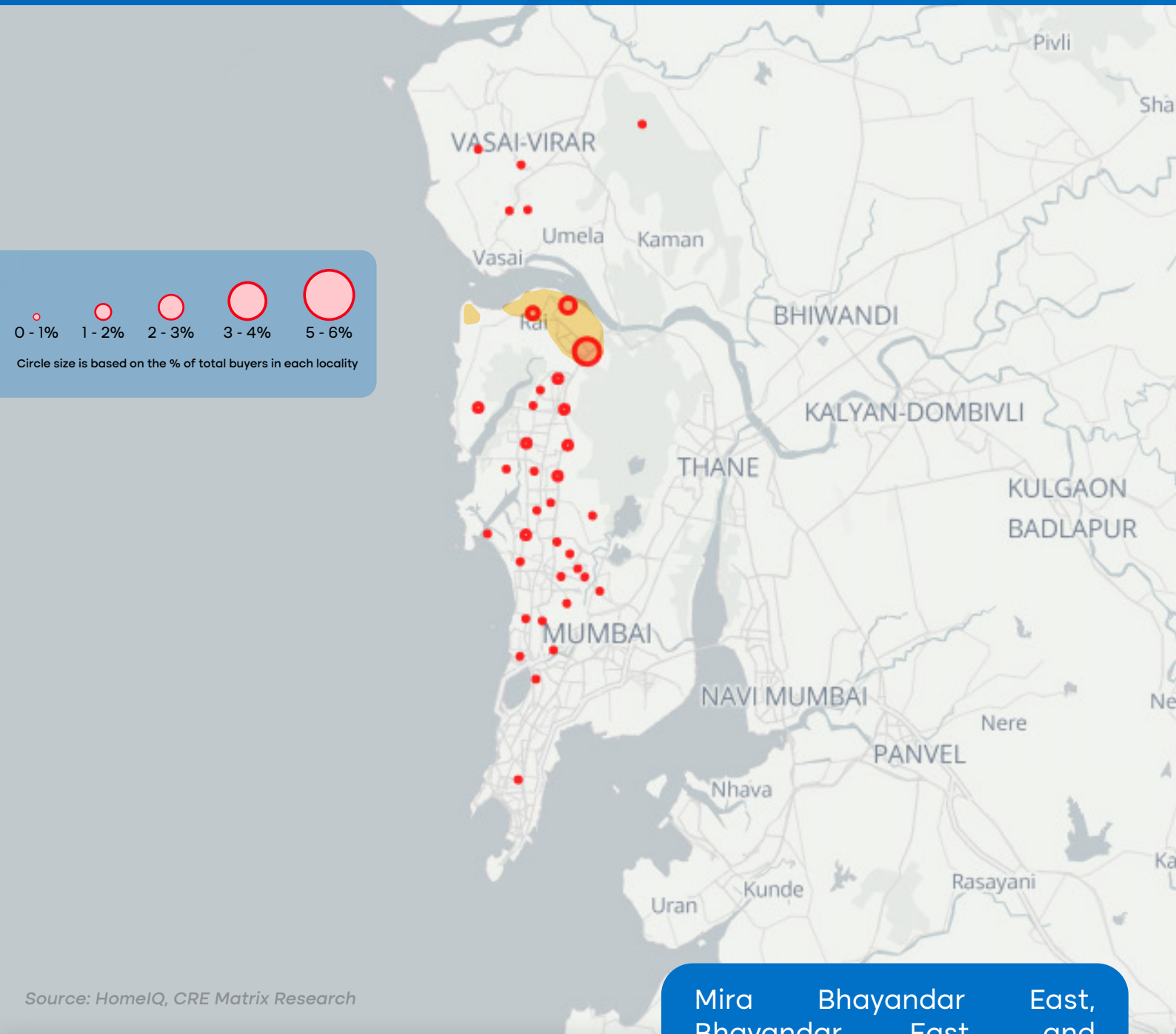


Top 20 Localities Contribution

66.6%

Top 5 Micromarkets: Bhiwandi, Thane - Wagale, Thane- Majiwada, Chitalsar Manpada and J K Gram

Thane – Mira Bhayandar



Mira Bhayandar East, Bhayandar East, and Bhayandar West account for 52% of total buyers in Thane – Mira Bhayandar



Largest Locality as
Buyer Source

**Mira Bhayandar
(32.4%)**

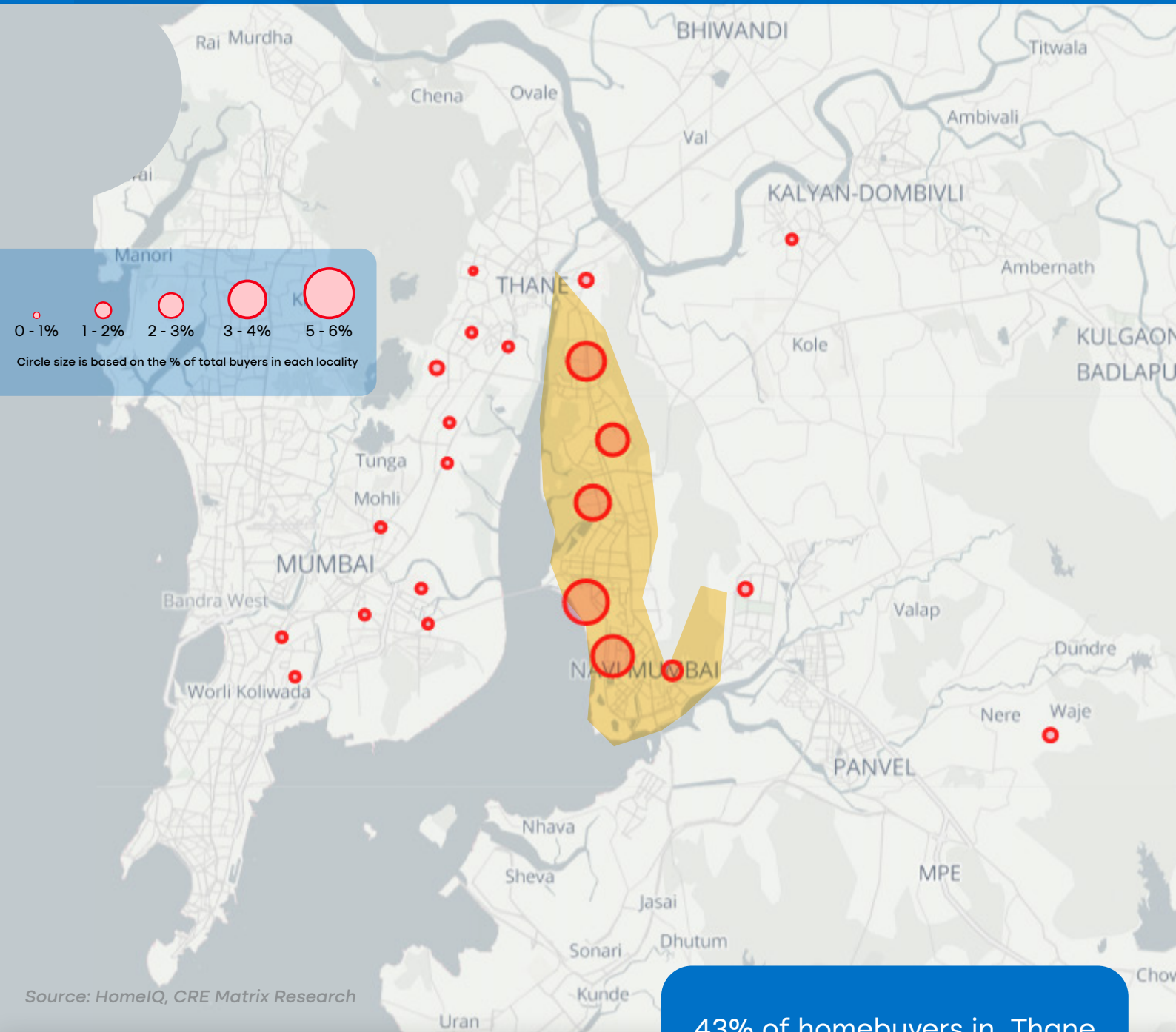


Top 20 Localities
Contribution

68.3%

Top 5 Micromarkets: Mira Bhayandar East, Bhayandar East, Bhayandar West, Kandivali East and Dahisar

Thane – Navi Mumbai



43% of homebuyers in Thane – Navi Mumbai are from Vashi Sanpada, Nerul, and Airoli



Largest Locality as
Buyer Source

**Vashi
Sanpada (16.6%)**

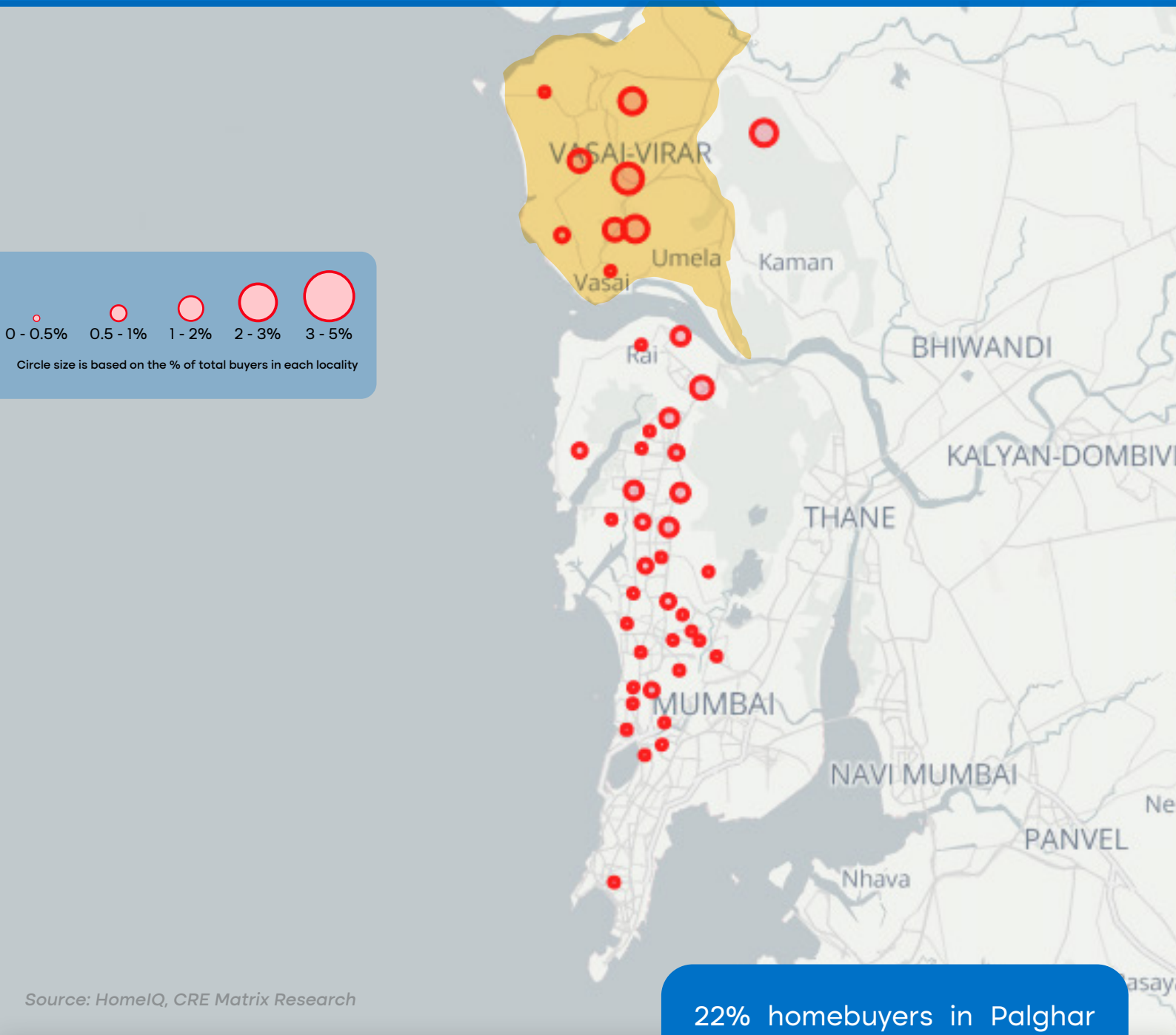


Top 20 Localities
Contribution

67.9%

Top 5 Micromarkets: Vashi - Sanpada, Nerul, Airoli, Kopar Khairne and Ghansoli

Palghar



Source: HomeIQ, CRE Matrix Research

22% homebuyers in Palghar are from Nalasopara East, Palghar – Dahisar, and Virar East



Largest Locality as Buyer Source

Nalasopara East (7.3%)

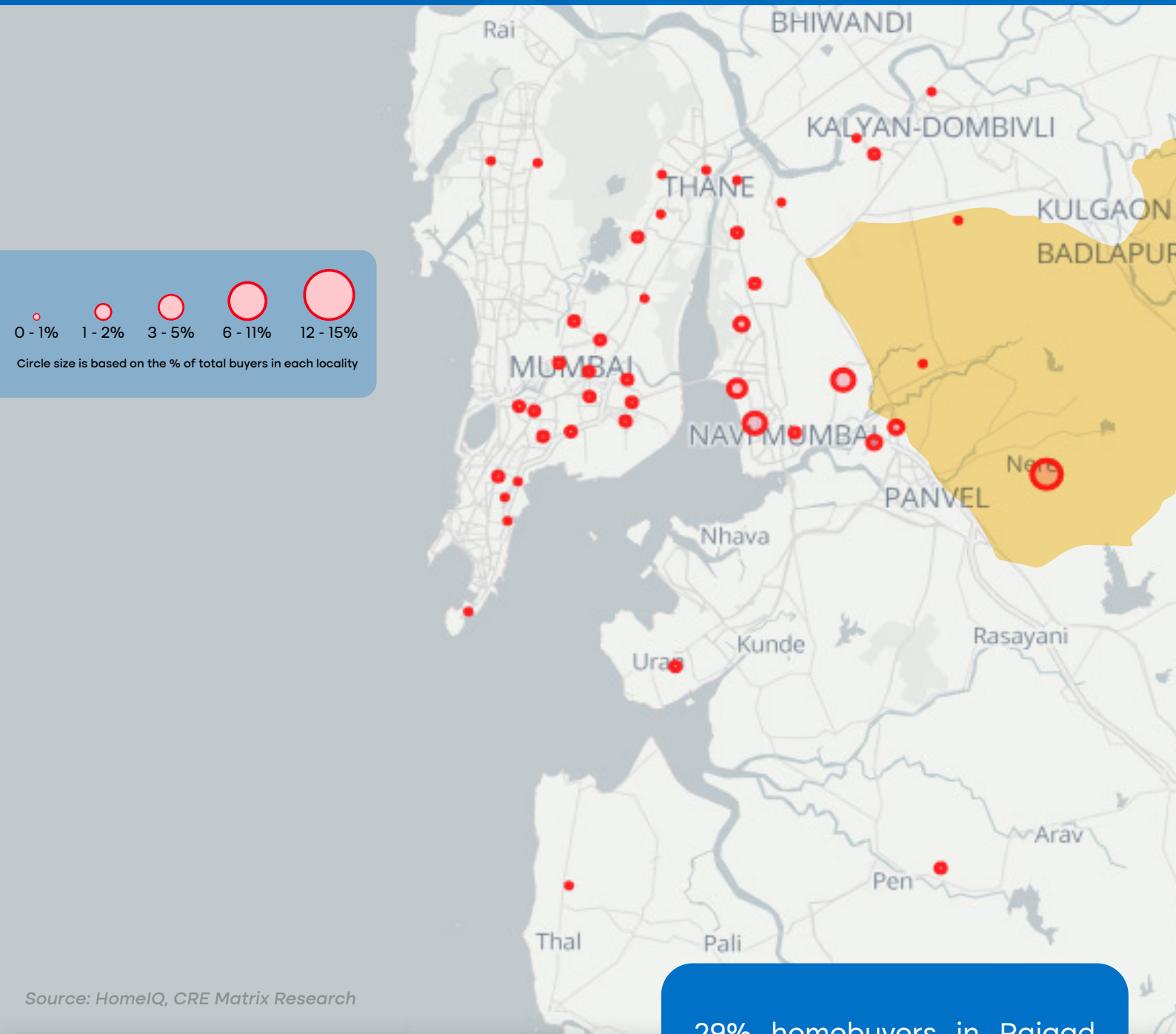


Top 20 Localities Contribution

57.8%

Top 5 Micromarkets: Palghar - Dahisar, Virar East, Nalasopara East, Vasai - Naigaon East and Mira-Bhayandar East

Raigad



29% homebuyers in Raigad are from Panvel, Nerul, and Kharghar



Largest Locality as
Buyer Source

Panvel (12.7%)



Top 20 Localities
Contribution

48.5%

Top 5 Micromarkets: Panvel, Nerul, Kharghar, Vashi - Sanpada and Kalamboli



Shri Boman Irani
President-Elect



Shri Pritam Chivukula
Secretary



Dr. Adv. Harshul Savla
Research Convener



CREDAI-MCHI is an apex body consisting of members from the Real Estate Industry among Mumbai Metropolitan Region (MMR). It is the most prominent and the only recognized body of Real Estate Developers in MMR.

We bring together members dealing in Real Estate Development on one common platform to address various issues facing the Industry. With a strong Membership of over 1400 leading Developers in Mumbai, CREDAI-MCHI has expanded across MMR, having its own units in the region of Thane, Kalyan-Dombivali, Mira-Vihar, Raigad and Navi Mumbai. CREDAI-MCHI is recognized by Government of Maharashtra and the Central Government and helps in meeting their objectives of providing housing, which is a basic necessity. CREDAI-MCHI is responsible for a host of important activities which includes providing research, statistics and general information to the members



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Asset Comparison & Valuation

Data analytics around leasing, mortgages, sales etc. that takes your negotiations to the next level.



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Demand Supply Analysis

Real time information on transactions and upcoming spaces to make decision making - cutting edge.



Asset Comparison & Valuation

Data analytics around leasing, mortgages, sales etc. that takes your negotiations to the next level.

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