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## India's Housing Sales Reach ₹3.6 Lakh Crore in H1 2025, Luxury Segment Leads Growth

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– Categories: Real Estate



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India's residential real estate market recorded sales worth ₹3.59 lakh crore in the first half of 2025 across eight major cities, marking a 9 percent increase in overall value compared to ₹3.30 lakh crore in the same period last year. This growth came despite a 5 percent decline in unit sales, with 2.53 lakh homes sold during the period.

The surge in sales value was driven primarily by strong demand in the premium and luxury housing segments. Homes priced above ₹1 crore contributed 62 percent to the total market value, up from 51 percent in the first half of 2024. There was a notable rise in transactions in the ₹3 crore to ₹5 crore price range, as well as for homes priced above ₹5 crore.

Delhi-NCR led in high-end housing demand, with 73 percent of its sales value coming from homes priced above ₹3 crore. The region accounted for 26 percent of the total housing market value across the top eight cities. The Mumbai Metropolitan Region followed closely with a 23 percent share, supported by an increase in the proportion of sales for homes priced above ₹3.5 crore.

Southern cities also performed strongly. Chennai posted a 23 percent growth in sales value, while Bengaluru and Hyderabad saw increases of 4 percent and 2 percent respectively. The overall growth in value across these regions reflects the continuing shift in buyer preference toward premium housing.

In addition to rising demand, new launches in the luxury segment also picked up pace. More than 7,300 luxury units were launched in H1 2025, representing a 30 percent increase over the previous year. Bengaluru, Mumbai, and Delhi-NCR together accounted for more than 90 percent of these launches.

The average ticket size of home sales rose from ₹1.24 crore to ₹1.42 crore, underlining the trend of buyers opting for larger and more expensive homes. This shift is being attributed to growing aspirations among homebuyers, increased participation from high-net-worth individuals and non-resident Indians, and a more favorable policy and economic environment.

While the premium segment surged ahead, the share of mass housing units priced below ₹1 crore fell to 38 percent, reflecting a reduced contribution to the overall housing market value. The data suggests that India's residential sector is increasingly being shaped by demand in the higher-end categories.