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What industry leaders see when they gaze into the crystal ball



As we bid farewell to 2024, it is worth reflecting on a transformative year for the real estate sector. The country witnessed unprecedented advancements, driven by a combination of robust infrastructure development, evolving homebuyer aspirations, and an influx of NRI investments. These dynamics have not only redefined the urban landscape but also set the stage for a promising 2025. 2024 has been a landmark year for infrastructure in India, with several existing and new projects reaching critical milestones. Mega initiatives such as the expansion of Metro networks, construction of new flyovers, and seamless connectors have drastically improved connectivity in urban and suburban regions.

One of the defining trends of 2024 has been the resurgence of positive homebuyer sentiments. The aspiration for home ownership has gained momentum, fueled by stable economic conditions, attractive interest rates, and government incentives for first-time buyers.

Let's hear how the industry expects 2025 to look like:

Vaibhav Kathotia, COO, real estate, Crest Ventures: The outlook for the real estate sector is one of cautious optimism. While global economic uncertainty persists, there are positive signals, including expectations of interest rate cuts and a renewed focus on infrastructure investments. The government's continued push for affordable housing and urban renewal projects will play a significant role in driving growth. At the same time, luxury real estate will continue to evolve. Technology will be a game-changer. The integration of AI, IoT, and data-driven insights into real estate planning and development will enhance efficiency and improve decision-making across the board.

Pradeep Aggarwal, founder & chairman, Signature Global: Looking ahead, India's real estate market is expected to play a transformative role in the country's 'Viksit Bharat' (Developed India) vision, with projections estimating the sector could reach \$1.3 trillion by 2034. By 2030,

housing demand is anticipated to grow to around 70 million units, driven by urban infrastructure projects, favorable policies, and a resilient economy.

Shraddha Kedia-Agarwal, director, Transcon Developers: The outlook remains optimistic. The continued emphasis on infrastructure development, coupled with an increasingly discerning and aspirational homebuyer base, will drive innovation in real estate offerings. Developers must focus on integrating sustainability, technology, and lifestyle elements to meet these evolving expectations. Additionally, Mumbai's commercial real estate segment is poised for further expansion, supported by global investments and the city's inherent dynamism.

Anil Mutha, chief visionary & co-founder, Nandivardhan Group: The focus on infrastructure development is expected to continue unabated. This forward momentum will cater to the aspirations of modern homebuyers seeking a blend of luxury, comfort, and convenience in family-centric, well-connected neighborhoods. The priorities for 2025 will revolve around creating spaces that encapsulate a family-centric lifestyle, offering a strategic location, excellent connectivity, and thoughtfully designed amenities. Developers will increasingly integrate sustainability and innovation into their projects, addressing the evolving aspirations of today's homebuyers.

Vikas Sutaria, founder, Iraah Lifespaces: While the outlook for 2025 looks bright, it's essential to acknowledge that government support—such as GST waivers and tax incentives are crucial to sustaining this growth. Government sops are instrumental in driving demand, ensuring that developers meet the expectations of discerning buyers while offering luxury homes. The demand for second homes and luxury properties in coastal and hill stations will continue to rise.

Samyak Jain, director, Siddha Group: Mumbai's real estate market is poised for even greater growth. The city's infrastructure advancements are expected to unlock new growth corridors, while the continued focus on sustainability and wellness will shape the future of urban living.

Govind Krishnan Muthukumar, MD & co-founder, Tridhaatu Realty: With infrastructure projects continuing to unlock potential, government reforms further strengthening the ecosystem, and evolving buyer preferences reshaping demand dynamics, the coming year holds immense promise. Developers must remain agile, innovate, and prioritize customer satisfaction to stay ahead in an increasingly discerning market. The vision for 2025 should be to blend sustainability, aesthetics, and functionality, creating spaces that are not just homes but enriching experiences for the customers.

Abhishek Jain, COO, Satellite Developers: The enduring emphasis on homeownership, driven by changing societal aspirations and evolving needs, continues to create a robust demand for quality housing. Furthermore, the sustained development of infrastructure, particularly improved connectivity, will further expand the horizons of the real estate market, bringing new areas into focus and making suburban living even more appealing.

Mohit Goel, MD, Omaxe Group: With 2025 on the horizon, the sector is set to achieve remarkable progress, supported by a projected 7% CAGR and an anticipated 10% increase in

residential property sales. This sustained momentum reflects the growing confidence in the Indian economy and the increasing value placed on high-quality living spaces.

Amrita Gupta, director, Manglam Group; founder president, CREDAI Rajasthan Women's Wing: The Indian real estate sector will continue to demonstrate resilience and adaptability, fueled by urbanization, government support, and the rise of sustainable, technology-driven projects. The focus will be on projects that integrate innovation, sustainability, and advanced technology. As tier-2 cities continue to develop, they will be a key driver of India's real estate growth, offering a wealth of opportunities for developers, investors, and residents alike.

Aditya Kushwaha, CEO and director, Axis Ecorp: As we step into 2025, the outlook remains highly optimistic. We foresee the continued popularity of fractional ownership alongside robust growth in the luxury segment, setting new benchmarks for investor interest and market performance.

Ravindra Pai, MD, Century Real Estate: The year 2025 looks quite upbeat, with the industry poised to experience robust growth numbers and volumes. Real estate will remain a preferred asset class for wealth creation, driven by urbanization, infrastructure upgrades, and a growing appetite for high-quality living. The desire for expansive living spaces has led to a 20% increase in the average size of homes.

CJ Singh, COO, Wave City: With infrastructural development, positive policies and continued technological advancements, the year 2025 is expected to boost co-living space and rental living with young professionals heading to metropolitan and tier 2 cities for professional advancement and careers. There will be a strong demand for residential property sales and purchases.

Ramani Sastri, CMD, Sterling Developers: While the residential real estate sector continues to show robust performance in the existing interest rate environment, we definitely hope to see lower interest rates next year which will provide further impetus to real estate and other sectors.

Nirmalya Chatterjee, country VP, MD, Nemetschek Group: The global AEC software market, valued at \$14 billion today, will grow at a CAGR of 11% due to investments in AI, digital twins, and green technologies. Infrastructure spending in India will reach over \$1 trillion, creating fertile ground for innovation.

Murali Malayappan, CMD, Shriram Properties: As we look forward to 2025, the real estate sector is poised for a transformative year, with demand projected to rise by at least 30%. The mid-market and mid-premium segments are expected to lead this growth, fueled by shifting buyer preferences toward quality homes offering modern amenities at affordable price points.

Ayushi Ashar, director, Ashar Group: Developers focus on bespoke designs, premium amenities, and tech-enabled solutions to meet evolving buyer expectations. Also, improved infrastructure enhances the city's appeal, attracting domestic and international investors.

Sunny Bijlani, joint MD, Supreme Universal: This year, Mumbai documented a notable 13% rise in prime residential property prices, reflecting the growing appetite for premium high-end homes in the city. This momentum is expected to continue into 2025.

Harshvardhan Tibrewala, MD, Vida Realty: The real estate market, by all counts, flourished this year. There existed a total of 1.5 million residential units and nearly 200 million square feet of developed commercial space. Corresponding with the growth in this, an enhanced emphasis on environmental sensitivity exists as close to nearly 30 percent of new projects receive some kind of green building certification.

Nesara BS, chairman, Concorde: Looking ahead to 2025, with a more stable global economy and favourable geopolitical conditions the real estate market is expected to show continued resilience and growth and will remain a key area of focus for investors and homeowners alike.

Siddharth Vasudevan Moorthy, MD, Vascon Engineers: As we step into 2025, the mid-premium housing segment is set for remarkable growth, fueled by attractive home loan interest rates and evolving buyer aspirations. The current stability in interest rates is encouraging more homebuyers to enter the market, with manageable EMIs making property ownership increasingly accessible.

Yukti Nagpal, director, Gulshan Group: Looking ahead to 2025, we anticipate an even greater shift towards convenience-driven luxury, particularly in the hospitality sector. The evolving aspiration for curated luxury, sustainable innovation, and community-centric urban oases inspires us to continually raise the bar.

Rakesh Reddy, director, Aparna Constructions: The sector is poised for sustained growth, with a projected CAGR of 10% in volumes over the next 3-5 years. Reports indicate that the size of the real estate industry could reach \$1 trillion by 2030, driven by continued infrastructure development and a robust economy. In 2025 alone, the sector is expected to grow by 25%, fueled by strong consumer demand and favorable government policies.

Prashant Sharma, president, Naredco Maharashtra: 2025 will require industry leaders to adapt, innovate, and remain attuned to the shifting dynamics of the market. Collaboration between developers, policymakers, and stakeholders will be essential to address the growing demand for quality housing, sustainable practices, and cutting-edge technology. At its core, real estate is about more than just bricks and mortar; it is about building communities, fostering economic growth, and creating spaces that resonate with the people who live, work, and invest in them. As we look forward to 2025, the focus must remain on delivering value, enhancing customer trust, and contributing to India's growth story.

Vedanshu Kedia, director, Prescon Developers: Looking ahead, redevelopment will continue to shape the skyline of metro cities. South and Central Mumbai, with their strategic locations and potential for high returns, are set to lead the charge. For developers, the focus will remain on creating future-ready spaces that align with the evolving needs of urban residents.

The momentum from infrastructure projects will carry forward into 2025. The operationalization of additional Metro lines and the full completion of the Coastal Road project will further enhance connectivity, drawing both end-users and investors to these

newly accessible areas. The western suburbs, in particular, are poised to benefit from this infrastructure boost.

We also foresee a sustained demand for spacious homes with premium lifestyle amenities. Developers who can blend luxury with functionality and offer timely delivery will have a competitive edge. The growing interests in senior living will likely extend beyond Goa, as more regions adapt to cater to this unique segment. As we step into 2025, the real estate sector stands resilient and prepared for a year of opportunities.