

REAL ESTATE MARKET IN PAKISTAN

REAL ESTATE MAJOR COMPONENTS



Housing.



Commercial Activities.



Administration/Management.



Educational Facilities.



Recreational Activities.

REAL ESTATE MARKET IN PAKISTAN

REAL ESTATE

Housing
70 % to 80 %

Commercial

Recreational

Etc. 20% to 30%

Administrative

Educational

REAL ESTATE MARKET IN PAKISTAN

Housing



REAL ESTATE MARKET IN PAKISTAN

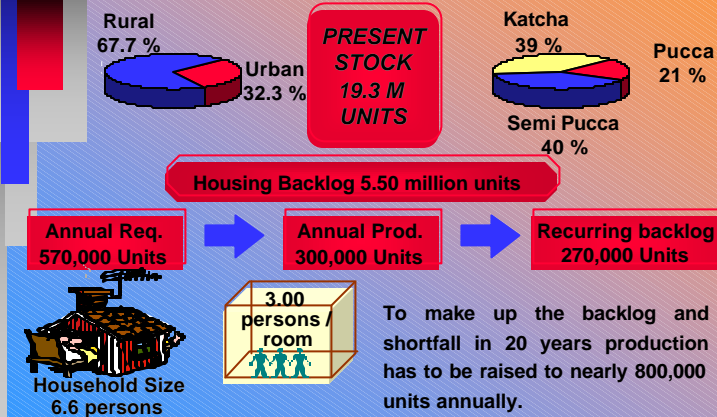
INTRODUCTIONS

- Housing – fundamental human need
- Housing productive sector of the economy
- Housing generates maximum employment
- Housing creates real income
- Housing improves quality of life
- Government must commit to housing as highest priority sector



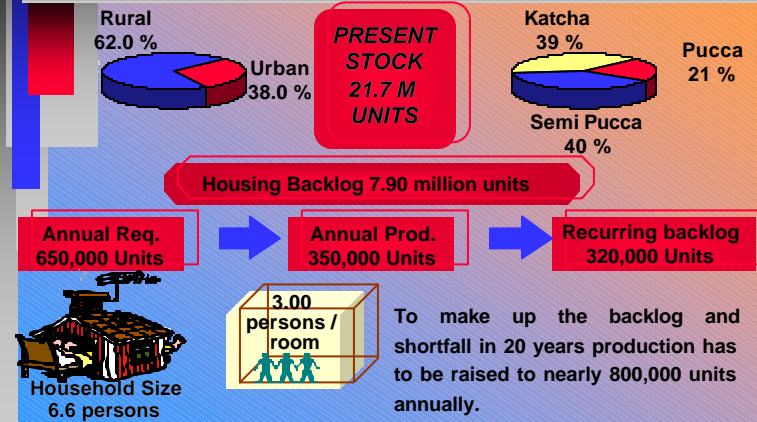
REAL ESTATE MARKET IN PAKISTAN

HOUSING INDICANTS - HOUSING STOCK-1998



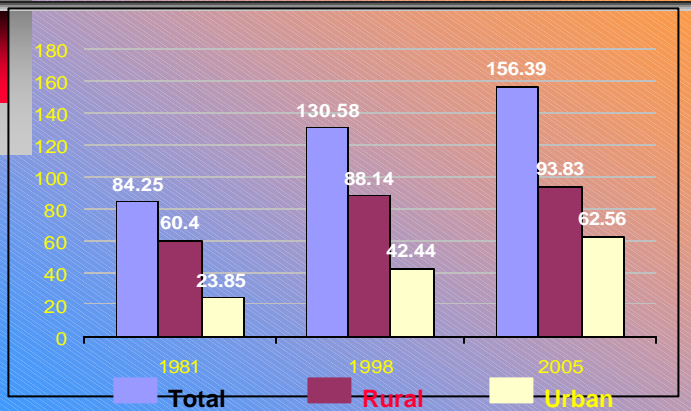
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HOUSING INDICANTS - HOUSING STOCK-2006 (Estimated)



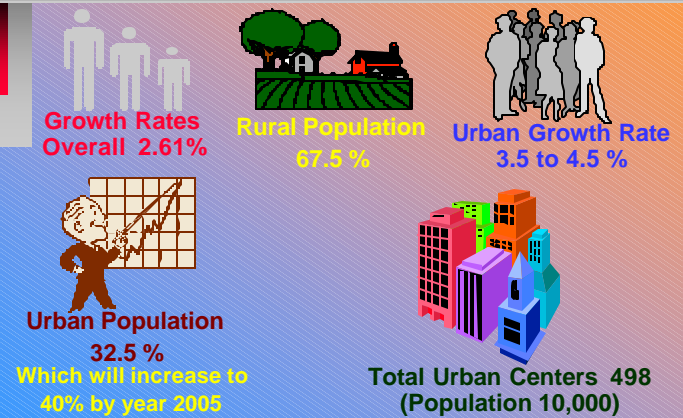
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HOUSING INDICANTS - POPULATION IN MILLIONS



REAL ESTATE MARKET IN PAKISTAN

HOUSING INDICANTS - POPULATION GROWTH RATE



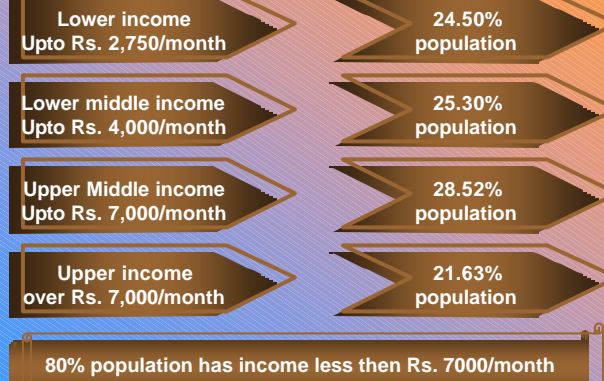
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HOUSING INDICANTS - HOUSING TENURE

Housing Units by Tenure		1981	1998
Owned		78.4 %	80.8 %
Rental		07.7 %	09.0 %
Rent Free		13.9 %	10.2 %
Structurally Obsolete units		3.72 million	

REAL ESTATE MARKET IN PAKISTAN

HOUSING INDICANTS – HOUSEHOLD INCOME



REAL ESTATE MARKET IN PAKISTAN

MAJOR ISSUES

OVER
CROWDING

RAPID
URBANISATION

HOUSING
BACKLOG

LAND
SCARCITY

AGING
HOUSING
STOCK

POPULATION
EXPLOSION

SLUMS &
KATCHI
ABADIS

REAL ESTATE MARKET IN PAKISTAN

HOUSING

- ☞ Just to meet the annual Short fall we need to construct approx 300,000 Units.
- ☞ Average Area of A Unit (2 Rooms) 500 Sq. Ft.
- ☞ Construction Space 150,000,000 Sq. Ft.
- ☞ Approx Investment Rs. 150.00 Billion Plus Land Cost.



REAL ESTATE MARKET IN PAKISTAN

EDUCATION



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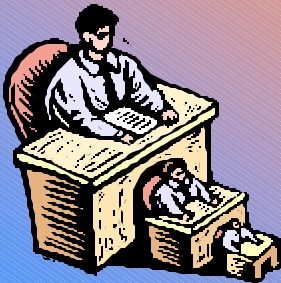
EDUCATIONAL

- ☞ Just to meet the need of the population growth annually Approximately 12,480,000 Sq. Ft. Space has to be added.
- ☞ Public Sector to Cater for 50%
- ☞ Private Sector to Cater for 50%
- ☞ Approx Investment Rs. 35.00 Billion



REAL ESTATE MARKET IN PAKISTAN

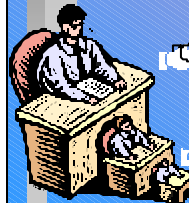
Administrative/Office Space



REAL ESTATE MARKET IN PAKISTAN

Administrative/Office Space

- ☞ For I.T alone space required is approx 10,000,000 Sq. Ft. annually
- ☞ Govt. Office Space at Islamabad alone 20,000,000 Sq. ft.
- ☞ Government Office Space requirement at Provincial Local 14,000,000Sq. Ft.
- ☞ Corporate/Private Sector approximately 4,000,000 Sq. Ft. annually
- ☞ Approx Investment Rs 40.00 Billion



REAL ESTATE MARKET IN PAKISTAN

Commercial And Recreational



REAL ESTATE MARKET IN PAKISTAN

Commercial And Recreational

- ☞ With the present growth rate nearly 650,000 Families are added every Year
- ☞ For our annual construction of approx 300,000 housing Units Approx 15,000,000 Sq. Ft Space is required for commercial, recreational, parks playgrounds.
- ☞ Commercial activities 5,000,000 Sq. Ft.



Approx Investment
Rs12.00 Billion



REAL ESTATE MARKET IN PAKISTAN

Investment Opportunities
in Real Estate In
Pakistan

AUGUST - 2006



REAL ESTATE MARKET IN PAKISTAN

Annual Potential

 Housing	150,000,000 Sq Ft
 Corporate Office/Administrative	15,000,000 Sq Ft
 Educational	12,480,000 Sq Ft
 Commercial & Recreational	7,000,000 Sq Ft
	184,450,000 Sq. Ft

REAL ESTATE MARKET IN PAKISTAN

Investment Opportunity (Annual)



Housing

Rs 150.00 Billion



Corporate Office
Administration

Rs 40.00 Billion



Education

Rs 35.00 Billion



Commercial
Recreational

Rs 12.00 Billion

Rs 237.00 Billion

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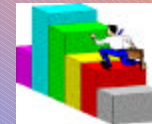
Initiate a countrywide programme of construction of 200,000 housing units annually for the next 10 years

ANNUAL
INVESTMENT



Rs. 80 to 100 billion

ECONOMIC
ACTIVITY



Rs. 250 to 320 billion

Revival of Housing Sector & Economy

REAL ESTATE MARKET IN PAKISTAN

BASIC FACTS - POPULATION



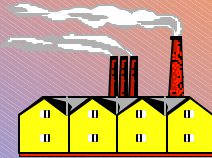
EMPLOYMENT OPPORTUNITIES

DIRECT



400,000 to 500,000

INDIRECT



1.6 to 2.0 million

Public - Private Sector Partnership

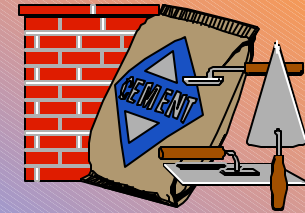
REAL ESTATE MARKET IN PAKISTAN

POLICY IMPLEMENTATION

Revival of nearly
40 allied industries



**Public - Private
Sector Partnership**



- Cement
- Sand / Crush
- Steel Reinforcement
- Windows / Doors
- Glazed Tiles
- Electric Wiring
- Sanitary ware
- Fittings
- Fixtures
- G. I. Pipes
- R. C. pipes
- Etc. etc.

REAL ESTATE MARKET IN PAKISTAN

INVESTMENT IN REAL ESTATE

- ☞ THE NEED IS THERE
- ☞ THERE IS DEMAND
- ☞ FINANCE IS AVAILABLE
- ☞ OVERSEAS PAKISTANIS REALLY KEEN

**GREAT
OPPORTUNITY**

REAL ESTATE MARKET IN PAKISTAN

GOVERNMENT TO FACILITATE

- ☞ Mortgage Finance
- ☞ Foreclosure Laws
- ☞ Developers Act/Structuring
- ☞ Encourage Home Ownership
- ☞ Stamp Duty & Registration Fee Be Minimized
- ☞ Land Availability Increased
- ☞ Provision Of Quality Trunk Infrastructure
- ☞ Special Banking Institution
- ☞ Master Planning Mandatory
- ☞ Land Information System

THANK YOU

