

# DHA Islamabad Real Estate Report (Q2 2025)

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### DHA Islamabad Real Estate: Where We Actually Stand (Q2 2025)

#### Market Trends

- After the 2021-2022 boom (+30-40% prices), 2024 saw a sharp slowdown:
  - One-kanal (500 sq. yd.) plots now average PKR 30-50 million (a 20-30% drop from 2023's peak).
  - The House Price Index for Islamabad fell by about 18% year-on-year in 2024, while inflation and construction costs kept nominal prices high-meaning in "real terms," property values are either stagnant or declining.
  - Demand is dominated by end-users (families building homes), while investors are sitting out, put off by heavy taxes, high interest rates (up to 22% in 2023), and economic/political uncertainty.
- Transaction volumes are thin: Despite an overall housing shortage in Pakistan, high-end segments like DHA Islamabad currently have more supply than genuine buyers with cash and documentation.
- Some optimism for 2025? Early 2025 brought:
  - Interest rates cut by the State Bank to ~12%.
  - Slightly clearer political direction post-elections.
  - A pause in inflation.
  - But don't expect a V-shaped recovery. Premium plot prices are holding steady-there's no runaway appreciation, just stability at a new "normal".

#### International Comparison: How Does DHA Stack Up?

- Rental yields: DHA Islamabad's gross residential yields (typically 4-7% on houses/apartments) beat Karachi and Lahore and are competitive with emerging Asian markets like Kuala Lumpur (4.3-6.5%), but still far behind rental hot spots like Dubai (7-9%) or some US sunbelt cities (7-10% gross).
  - Market cycles: Globally, luxury real estate has faced a similar correction. According to Knight
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Frank's 2024 Global House Price Index, prime markets in London, Singapore, and Sydney all saw flat or negative real returns in 2023-2024, largely due to interest rate hikes and capital controls.

- Policy risk: Pakistan's new property taxes are among the strictest in the region (e.g., 15-45% CGT, up to 20% advance tax for non-filers), which is much higher than what's seen in Dubai (0% capital gains, minimal transaction taxes) or even Malaysia (5-10% RPGT on gains).
- Liquidity risk is global: It's not just DHA-New York and London luxury property markets are also seeing "liquidity crunch" as buyers sit on the sidelines and high-value units sit unsold.

#### Investment Opportunities

- High-Yield Areas: Phase 2 and older parts of Phase 1 offer stable rents (luxury homes in Phase 2 are especially attractive to expats).
- Entry-Level Upside: Phase 3 (Serene City) and the new DHA Phase 6 have low entry costs (~PKR 10-20 million and ~PKR 8.5-9.5 million per kanal file, respectively), but require patience-expect a multi-year holding period before real gains.
- Commercial is king: 8-marla plots in Phase 2 are PKR 120 million, yielding 6-8% rental returns. This is far better than the typical residential rental yield and is in line with Asian commercial property standards (e.g., Singapore, Bangkok, Kuala Lumpur: 5-8%).
- Short-term flipping is dead: File prices in speculative schemes dropped 30-70% in 2024. Smart money is on holding for 3-5 years at today's corrected prices.

#### Legal & Regulatory Realities

- DHA's process is robust: Biometric verification, strict documentation, and mandatory in-person transfers reduce fraud-but don't let your guard down. Always cross-check with DHA records, never trust "file" dealers for new launches, and avoid power of attorney shortcuts.
- Major tax changes:

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- Capital Gains Tax (CGT): From July 2024, filers pay 15% CGT on any gain (no time exemption). Non-filers face up to 35-45%-some of the highest CGT rates in the world. Internationally, most countries still offer time-based relief or lower rates for long-term holds.
- Advance Tax: Non-filers pay up to 20% at purchase-enormous compared to even London (1-2% stamp duty) or Dubai (4%).
- Section 7E ("deemed rental"): Annual 1% tax on property value still technically applies, but is likely to be repealed.
- New Federal Excise Duty (FED): Proposed 5% on property sales-if passed, this would be among the harshest in Asia.
- All these taxes have slashed transaction volumes by over 50% since mid-2024. The tax regime is now the #1 factor depressing the market-worse than any macroeconomic trend.

### Actionable Advice

- Be a filer or forget high-end real estate: The tax savings are massive-no shortcut here.
- Never skip due diligence. Always verify title, dues, and builder NOC directly with DHA.
- Prioritize liquidity: In a slow market, you need assets that can actually sell or rent, not "paper profits" on undeveloped files.
- Balance your portfolio: Mix a rental property (for income) with a plot in a new phase (for future upside).
- Stay updated: Policy changes are frequent and unpredictable. Watch the federal budget and FBR notifications like a hawk.
- Don't trust marketing hype. The era of easy flips and "double in one year" stories is over-for now. If it looks too good to be true, it is.

### International Lessons

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- Look for markets with balanced tax and liquidity: Dubai's property boom continues, fueled by low taxes and ease of repatriation; Istanbul is rising due to a weak lira attracting foreign buyers. In both, transparent legal processes and developer reputation are non-negotiable.
- Diversify cross-border: Savvy investors are putting 10-20% of their capital in international REITs or overseas property to hedge local risk. For example, you can buy shares in US, UK, or Singapore property funds for \$1,000 or less.
- Global investor sentiment is cautious: High inflation and rising taxes are global, but Pakistan's legal and tax environment is among the most "anti-investor" in 2025. The market could bounce back if reforms (like abolishing Section 7E and slashing CGT) actually happen.

### The Final Word

Don't buy into the hype-do your homework, stay patient, and never gamble with undocumented or speculative deals. The only "guaranteed" winners in 2025 are those who are compliant, informed, and diversified. Watch for tax reforms, but don't expect miracles. The best move right now? Focus on solid, rent-generating assets and be ready to pounce if and when the policy environment shifts. That's how real money is made-in DHA or anywhere else.

### References:

- Pakistan sources: Express Tribune, Global Property Guide, Adam Estate, Zameen, FBR notifications, DHA official updates.
- International data: Knight Frank Global House Price Index 2024, JLL Asia Pacific Property Digest, Dubai Land Department, UK HMRC, U.S. NAR, Reuters, The Economist.

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