

# Pakistani Social Entrepreneurship Academy

PROVEN TRAININGS AND SYSTEMS TO BECOME AN ONLINE SOCIAL ENTREPRENEUR



A Project of Al-Sharif Foundation

**Guest: Mian Abdul Khaliq Zafar,**  
Founder and CEO of Graceland Housing  
– Near New Islamabad International Airport

<http://www.GracelandHousing.com>

<https://facebook.com/gracelandhousing>

Actual Site - Ariel View



**Host: [Muhammad Siddique](#)**  
The Founder of [Pakistani Social Entrepreneurship Academy](#)  
Atlanta, GA, USA

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**Muhammad Siddique**(Host): Who are you where you were what happened who inspire you to do what you are doing today?

**Mian Zafar (Guest):** I am also an overseas Pakistani from United Kingdom. I have decided to settle back home Pakistan.

Here I have two options either to reside either to live in:

- My native city Faisalabad or
- settle in Lahore as I have relatives living there and also it is a big city.

However, I had the desire to settle down in capital city Islamabad.

At that time back in 1976, Islamabad was not a big city.

After coming back to Pakistan I built my home here in Islamabad.

I have also constructed a commercial plaza and started investing in real estate.

At that time government proposed a New Airport for Islamabad which is now going to be operationalized in next year.

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I started purchasing land near the airport, By the Grace of God, I owned [4000 Kanal piece of land Near New Islamabad International Airport](#).

During this period motorway also came into place and the construction of the airport got delayed.

**Location:** By the Grace of God my piece of land is

- Only 6 km from the Lahore-Islamabad-Peshawar motorway and
- 6.5 Km from New Islamabad International Airport
- and located on the Main Fateh Jang Road.

**Muhammad Siddique (Host):** Tell us something about [Graceland Housing](#), Where it is located, total area, what kind of amenities and facilities you are going to provide. Have the project acquired all the NOC's and approvals?

**Mian Zafar (Guest):** [Graceland Housing](#) is situated on Main Fateh Jang road spread over an area of 3000 Kanal.

The project development is underway and it has

- Carpeted roads
- Underground Electricity

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- Sui gas
- And state of the art other modern facilities and amenities.

I must say that Graceland Housing I the best housing project in the vicinity of the new airport.

I have registered this land with Securities and Exchange Commission of Pakistan (SECP) on the company name "Concrete Solutions Private Limited" and started a housing project with the name of "Graceland Housing".

I have fulfilled all the legalities for doing a housing project like No Objection Certificate(NOC's) and Approvals from government departments.

## APPROVALS & NO OBJECTION CERTIFICATES

Letter Number:6/17/Misc/D-28/2005 Dated:March 11, 2008  
Issued By: Ministry of Defence  
Clearance from negative area; Graceland Housing project of concrete solution (PVT) LTD

Letter Number: DD (EIA)/EPA/F-757(IEE)/0406/2012/784 Dated:July 9, 2013  
Issued By:Environment Protection Department  
Environmental Approval

Letter Number: HQCAA/1117/006/ARAS(P/C) /094 Dated:3rd February, 2014  
Issued By: Director Airspace and Aerodome Regulations, HQs Pakistan Civil Aviation Authority  
Revision of noc for provision of heights for construction of buildings at Graceland Housing Society, Mouza Mangial & Qutbal, Tehsil Fateh Jang, District Attock

Letter Number:AHQ/1532/2/ATS (PC-26/14) Dated:May 5, 2014  
Issued by:Air Headquarters, Islamabad  
NOC for construction of buildings at Graceland Housing society Mouza Mangial &Qutbal Tehsil Fateh Jang District Attock

Letter Number:614/TMAF Dated:June 25, 2014  
Issued By: Tehsil Municipal Administration  
Sanction of scheme Graceland Housing scheme Mauza Mangial & Qutbal Tehsil Fateh Jang District Attock

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Now we are developing this land in the best way possible.

**Muhammad Siddique (Host):** If a potential investor wants to invest in real estate back home Pakistan. What will be the checklist of parameters for a 100% safe and profitable investment in real estate?

**Mian Zafar (Guest):** Especially for overseas Pakistani's if they want to invest in some housing project back home, they should ensure that

- 1- The project must be a private limited company
- 2- Who are the owners of the project and their reputation?
- 3- Must have All the required NOCs and Approval from The Government
- 4- All the land must be titled to Private Limited Company (Not on personal names etc)

Because there are many housing societies like

- Cooperative Housing
- Partnership Housing
- Joint venture Housing

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These kinds of projects many involve some risks for the Real Estate Investors in Pakistan due to too many variables involved.

**Muhammad Siddique:** What is the checklist to invest in a private limited housing project and how to evaluate them?

**Mian Zafar (Guest):** The investor should look into these factors very carefully before investing even in a private limited housing project.

- 1- The reputation of the project owner
- 2- The project land must be owned
- 3- The Project must have all NOC's and approvals

After having a thorough verification of all these a potential investor may decide to invest in a project.

The Investor must have to book a physical plot rather having a plot file. Project's sell plots file because they don't have acquired piece of land they are selling, Which ultimately create problems at the end.

A potential investor must assure that the project should be able to deliver the followings to the investor at the time of booking:

- 1- Private limited Company
- 2- Clear Project Name with NOCs and Government Approvals

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- 3- Sector No
- 4- Street No
- 5- Plot No

Before making an investment decision it's better to verify all these.

It will enable a real estate investor with the proper information  
NEVER GO WRONG.

**Muhammad Siddique**: Overseas Pakistanis have really bad experience of investing here in Pakistan because so many people have affected by fraudulent activities. Why should a potential investor believe a private housing project?

**Mian Zafar (Guest)**: Most of the overseas Pakistani's have bad experience and some of them have a fear of being victim of fraudulent activities by housing projects like

- 1- Illegal Possession
- 2- Fraudulent projects
- 3- Disputed Land

But there is no such fear involved in a private limited housing project if they have presented you with

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- 1- NOC's and Approval's
- 2- They have possession of the land
- 3- Street no & Plot no allocated at the time of purchasing the plot.

Provision of the mentioned above makes the project owner accountable to deliver as promised.

Once the potential real estate investor has paid all the amount in cash, this is advisable to get the possession of that land and make a boundary wall around the area. It will make your property secure and free from any kind of theft, furthermore, it is the responsibility of the project management to look after the plot of that allottee before and after the construction of the house.

**Muhammad Siddique**: If a Project proved to be a legal entity fulfilling all the requirements mentioned in the previous question. What is the second most important thing to look for while investing here in Pakistan? What is the other factors a potential investor must consider before taking an investment decision?

**Mian Zafar (Guest)**: The second most important thing to look for while investing here in Pakistan is

- 1- The project should be situated in prime location
- 2- The Project should be situated on the main road.

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The housing projects situated away from the main roads on small roads is not a good option to invest in especially for overseas

This is advisable to overseas Pakistani's to scrutinize the project before taking investing in project which is located on better location preferably on main roads.

The potential investor should consider the new network of motorways and China-Pakistan Economic Corridor(CPEC) which will be completed in coming two to three years because it would be a great facility when you want to travel within country

The Overseas Pakistani's should invest in big cities of the country and it should be even better if they invest in the capital city like Islamabad. Because they have the biggest growth ratio in terms of population.

Overseas must consider the facility of

- International Airport
- Access to Motorways
- CPEC,
- Or any major road.
- Pattern of City growth direction.

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In Pakistan, The one should consider growth pattern of the city and especially where comparatively better housing projects are located connected with good roads and infrastructures.

For Example: If someone has plans to invest in Islamabad the capital of Pakistan. Initially, the growth of Islamabad was random but now it has taken quite a shape of growing towards

- Motorway
- New Islamabad International Airport
- CPEC.

The Sectors of the Islamabad capital territory under Capital Development Authority(CDA) are also expanding in the same direction and Graceland Housing is located along the same lines so that is one more reason, Graceland Housing is the ideal choice to build your next dream home.

Thank you for so much. For any questions on this, simply [inbox](#) on [Graceland Housing](#) Facebook page and Graceland Housing Team will respond. Here is the link:

<https://facebook.com/gracelandhousing>

## Happy Investing in Pakistan!

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