



SHELTECH

NEWSLETTER

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Bangladesh's Secondary Real Estate Market

by, TANVIR AHMED



SUMMER OFFER

@ Platinum Grand
(Banani)



SHELTECH 37TH ANNIVERSARY FAIR

- April 15 - May 15, 2025
- 10 AM - 6 PM



Agreement Signing

- 2 Projects in Chattogram
- 1 Project in Dhanmondi, Dhaka

THE RISING PROSPECTS OF THE SECONDARY REAL ESTATE MARKET IN BANGLADESH

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As Bangladesh's cities continue to expand and evolve, the real estate sector is witnessing a notable shift. The primary real estate market is thriving with new residential and commercial development projects. However, people are getting interested to buy from previously owned apartments or commercial units that are re-entering the market, offering affordable and practical solution. That is why the secondary real estate market of Bangladesh has gained significant popularity in recent years.

Meeting Urban Housing Needs

According to UNDP, 2024, Bangladesh is already experiencing a shortage of over 6 million housing units, and if the trend continues, that housing shortage is forecasted to reach 10.5 million by the year 2030. Over 3% annual growth rate of Urban population, Bangladesh is continuously placing greater pressure on housing supply, particularly in Dhaka and Chattogram. As new construction becomes costlier day by day, hence the secondary



MR. TANVIR AHMED

market serves as a practical solution. Therefore second-hand houses are getting more suitable for middle and lower middle income people looking for reasonably priced in well located places.

Why the Secondary Market is Gaining Ground

One of the primary benefits of the secondary market is that it is comparatively affordable. Flats or apartments in the secondary market are usually priced 20–30% lower than similar brand-new flats. What's notable about these flats is that they offer a budget option to the buyers when the price tag on the

new property has gone above and beyond most people's capability (Daily Star, 2025).

The secondary market also offer a unique opportunity for tenants-with home loans now more flexible, many can shift into ownership by paying monthly installments equivalent to their current rent, securing a ready-to-move apartment without waiting for long construction period.

A Growing Investment Avenue

The secondary real estate market is getting attention also because of a growing number of property investor are showing interest in this market. As rental housing demand rises, second-hand flats can offer secure rental returns and shorter investment cycles. Resale transactions in Dhaka's key neighborhoods increased by 15% over the previous year, driven in part by investor confidence (Daily Star, 2024). Some are even targeting older apartments for renovation and resale, adding value through upgrades.

Easing Access Through Financing

To cope with growing demand, Non-Banking Financial Institutions (NBFI) and banks are offering more tailored house loan facilities to secondary market buyers. Reduced interest rates and simplified procedures have facilitated first-time homebuyers and families entering new neighborhoods.

Secondary Real Estate Market

- Ideal Locations
- 20-30% Lower Price
- Ready Projects
- Great Resale Value
- Easy Home Loan



A 2024 article by Dhaka Tribune reported that banks more and more offer loan packages specifically for second-hand apartment purchases, citing growing demand in the sector.

Challenges to Be Aware Of

Though it has several benefits, the secondary market is not completely risk-free. Legal problems, including unclear documentation of ownership and constructional faults in old buildings are common situations when one purchases secondary real estate properties. Over 30% of resale transactions in Dhaka remain suspended or become a matter of litigation due to incomplete or inaccurate documentation (Prothom Alo, 2023).

Buyers are warned to purchase from genuine property providers and seek advice from the law to ensure transactions become transparent. Good background checks and property condition reports are essential while purchasing secondary real estate properties.

A Market in Transition

Since the urban land is limited and the cost of construction materials is on the rise, the secondary real estate market will continue to play an ever more critical role in the housing market in Bangladesh. Whether it is price-sensitive families or long-term investors, increasingly, stakeholders are discovering the convenience and value of resale properties.

Among such facilitators are real estate service providers like Sheltech Homes, a sister concern of Sheltech group, which focuses on creating a secure and structured platform for buying and selling pre-owned flats. Although the majority of agencies operate in the secondary market, such players facilitate elevating industry standards by maintaining legal transparency, facilitating finance, and constructing market awareness.

As Bangladesh's urban future unfolds, the secondary property market will be the key to bridging the affordability gap, alleviating pressure from the primary market, and unleashing new opportunities for investment. Proper regulatory guidance, financing products, and professional guidance could revolutionize this space into not only a supporting but a pivotal element of real estate development within the next few years.

INAUGURATION OF SHELTECH 37TH ANNIVERSARY FAIR 2025

Sheltech (Pvt.) Ltd. has launched the Sheltech 37th Anniversary Fair 2025 with a grand inauguration ceremony. The fair has been scheduled from April 15 to May 15, 2025, at the Sheltech's corporate headquarters in Panthapath, Dhaka as well as in South Khulshi, Chattogram. Md. Sharif Hossain Bhuiyan, Executive Director (ED), Operations of Sheltech (Pvt.) Ltd., officially inaugurated the fair on April 15, 2025 at Dr. Toufiq M. Seraj Lounge at

Sheltech corporate headquarters in Dhaka and expressed heartfelt gratitude to clients and well-wishers for their continued support. The event was graced by Mr. Naushad Choudhury, Advisor Strategic Planning, PR & Marketing, Mr. Shajahan, Chief Operating Officer, Engr. Hosneara Parvin, Chief Business Officer, Mr. A K M Rafiul Islam, Head of Sales, and other senior officials of Sheltech (Pvt.) Ltd.



OPENING CEREMONY



SHELTECH HANDED OVER TWO RESIDENTIAL PROJECTS AT WEST DHANMONDI & GULSHAN LAKE DRIVE ROAD

Sheltech proudly handed over its two brand-new residential projects- Sheltech Ahmed's Amber at West Dhanmondi, Dhaka and Sheltech Kheyatori at Gulshan Lake Drive Road, Dhaka. The handover ceremonies were held at Dr. Toufiq M. Seraj Lounge at Sheltech Corporate Headquarters in Panthapath on March 22, 2025 and at Xinxian Restaurant, Dhanmondi on April 19, 2025 respectively.

Mr. Shajahan, Chief Operating Officer (COO), and Engr. Hosnara Parvin, Chief Business Officer of Sheltech (Pvt.) Ltd. along with engineers, architects, and other professionals of Sheltech (Pvt.) Ltd. as well as the apartment owners of the projects were present during the ceremonies. Our clients were very happy to be able to move into their dream homes.



Handover Ceremony of Sheltech Ahmed's Amber at West Dhanmondi on March 22, 2025



Handover Ceremony of Sheltech Kheyatori at Gulshan Lake Drive Road on April 19, 2025

SHELTECH EXPANDS IN CHATTOGRAM WITH TWO NEW PROJECTS

Since 1988, Sheltech (Pvt.) Ltd. has been a trusted name in the real estate industry of Dhaka city. Sheltech now proudly marks a new chapter by expanding into Chattogram and signed agreements for two new landmark projects in this port city- **Sheltech Saber Marium Square** at Panchlaish and **Sheltech Hill View** at South Khulshi. The signing ceremonies were held on April 22, 2025, in the presence of Mr. Tanvir Ahmed, Managing Director of Sheltech Group, alongside the respective landowners. Mr. Taosif Iqbal Siddiqui, Director of Sheltech Homes Ltd., Md. Sharif Hossain Bhuiyan, Executive Director (ED), Mr. Shajahan, Chief Operating Officer (COO), and other senior officials of Sheltech were also present at the event.

Sheltech Saber Marium Square is a 16-storey residential-cum-commercial Project that will

feature 40 apartments (each 1920 sft.), and 18 commercial spaces (ranging from 1004 to 1885 sft.), supported by 60 parking spaces. Meanwhile, Sheltech Hill View is a modern 10-storey residential project offering 9 exclusive single-unit apartments (each 2220 sft.) along with 10 dedicated parking spaces. Both projects are poised to offer premium living within safe, comfortable neighborhoods while ensuring excellent connectivity across the vibrant port city of Chattogram.

With these new developments, Sheltech continues to expand its footprint in Chattogram, reinforcing its commitment to deliver high quality real estate development.

Pre-booking is available for these projects. For more information on our upcoming and ongoing projects, please contact our sales hotline at **16550!**

Sheltech Hill View




-  44-45, VIP R/A, South Khulshi, Chattogram
-  2220 Sft. Apartments
-  10(G+9) Residential Building



Scan to know more about the project



Sheltech Saber Marium Square

-  86 Panchliash, Chattogram
-  1004-1885 Sft. Commercial
1920 Sft. Residential
-  16 (B2+B1+G+14+Com) Res.-cum-Com.



Scan to know more about the project

AGREEMENT SIGNING OF SHELTECH COOL BREEZE

Sheltech (Pvt.) Ltd. has signed a brand-new **SAPPHIRE SERIES** residential project, Sheltech Cool Breeze at Plot 15, Road 9/A, Dhanmondi R/A, Dhaka. The project was signed between Mr. Tanvir Ahmed, Managing Director of Sheltech Group and respected landowners of the project on April 16, 2025 at Ascott Palace at Baridhara Diplomatic Zone, Dhaka. Md. Sharif Hossain Bhuiyan, Executive Director (ED), Mr. Shajahan, Chief Operating Officer (COO), and other senior officials of Sheltech (Pvt.) Ltd. were also present at the agreement signing ceremony.

Sheltech Cool Breeze presents a 13-storey residential building with 22 exclusive apartments, offering a calm and serene living environment in one of Dhaka's most prestigious neighborhoods-Dhanmondi. With a well-connected road network across Dhaka and essential civic amenities such as hospitals, schools, and colleges within walking distance, Sheltech Cool Breeze ensures unmatched convenience to its residents. This project promises to be the gateway to premium urban living for discerning apartment owners. For more information about the project, please contact our sales hotline at **16550**.



Agreement Signing Ceremony of Sheltech Cool Breeze at Dhanmondi 9/A

GROUND BREAKING OF 2 RESIDENTIAL PROJECTS

Sheltech proudly organized two ground breaking ceremonies for its latest residential projects: **Sheltech Abode** and **Sheltech Rahman's Retreat**. The ceremonies were arranged on April 22, 2025 at the project premises.

The ceremonies were graced by the Senior Officials, Architects, and Engineers of Sheltech (Pvt.) Ltd. as well as respected landowners of the projects. Sheltech Abode is situated at Sector-12 where as Sheltech Rahman's Retreat is situated at Sector-16 in Jolshiri abashon, Dhaka. Both the projects are offering 9-storied (G+Mezzanine+8) residential building with 08 single units 4 bed-room apartments. Sales are currently ongoing for these beautiful projects. Call our sales hotline at **16550** to learn more!



Ground Breaking of Sheltech Abode



Ground Breaking of Sheltech Rahman's Retreat

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