

Ruling on Quoting a Higher Price to the Customer

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What do the scholars say about the following issue: I am from India, and in our market, it is common for products to come from China. If something costs 10 rupees in China, but due to our personal connections, we manage to get it for 9.5 rupees. Can we tell the customer that the price in China is 10 rupees to make the product seem more appealing?

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If you simply state that the price in China is 10 rupees, then such a statement is permissible, as it does not involve any falsehood. However, in a murabaha sale, you are not allowed to hide the actual price at which you purchased the item. Therefore, in such a case, you must disclose the real price.

Note:

It is common for traders to say things like, "This item cost me this much," or "My purchase price was this amount," to attract customers. If they lie about the purchase price, this is impermissible. Such dishonesty removes the blessing from the business.

The Quran says:

“وَأُجْتَنَّبُوا قَوْلَ الزُّورِ”

Translation: And avoid false speech.

(Surah Al-Hajj, verse 30)

The beloved Prophet (صلی اللہ علیہ وسلم) said about buyers and sellers:

“فان صدقا وبينا بورك لهما في بيعهما، وان كتما وكذبا محقت بركة بيعهما”

Translation: If they speak truthfully and disclose any defects, there will be blessing in their transaction. But if they hide and lie, the blessing of their transaction will be erased.

(Sahih Bukhari, p. 275, Riyadh edition)

In response to a question in Fatawa Razawiyya, Imam-e-Ahle-Sunnat Imam Ahmad Raza Khan (رضی اللہ عنہ) stated:

”(دکاندار نے) کہا یہ چیز تین یا چار پیسے کی میری خرید ہے اور خریدی پونے چار کو تھی یا کہا خرچ وغیرہ ملا کر مجھے سوا

چار میں پڑی ہے اور پڑی تھی پونے چار کو یا خرید وغیرہ ٹھیک بتائے مگر مال بدل دیا، یہ دھوکا ہے، یہ صورتیں حرام ہیں۔

Translation: If a shopkeeper says, ‘This item cost me three or four Paisas (cents), but he bought it for 3.75 Paisas (cents), or he says, ‘With additional expenses, it cost me four and a quarter,’ but it actually cost him 3.75, or if he gives the correct price but changes the goods, this is deception. These situations are haram (forbidden)

(Fatawa Razawiyya, Vol. 17, p. 139, Raza Foundation, Lahore)

Mufti Amjad Ali Aazmi (رحمہ اللہ علیہ), in Bahar-e-Shariat, explains regarding Murabaha sales:

”بیع مطلق اور اس (بیع مراحہ) میں صرف اتنا ہی فرق ہے کہ یہاں اپنی خرید کے دام بتا کر اتنا ہی لینا چاہتا ہے یا اُس پر نفع کی ایک معین مقدار زیادہ کرتا ہے۔۔۔ چونکہ مشتری نے یہاں بائع پر اعتماد کیا ہے لہذا یہاں بائع کو پورے طور پر سچائی اور امانت سے کام لینا ضروری ہے۔ خیانت بلکہ اس کے شبہ سے بھی احتراز لازم ہے، خیانت یا شبہ خیانت کا بھی عقد پر اثر پڑے گا۔“

Translation: The difference between a regular sale and murabaha is that in murabaha, the seller discloses the cost price and sells on the same or adds a specific profit margin on it. Since the buyer is trusting the seller in this case, the seller must act with complete honesty and trustworthiness. Any dishonesty or even suspicion of dishonesty must be avoided, as it will affect the contract.

(Bahar-e-Shariat, Vol. 2, p. 738, Maktaba-tul-Madina, Karachi)

واللہ اعلم عزوجل ورسولہ اعلم صلی اللہ تعالیٰ علیہ وآلہ وسلم

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