CITYSCAPE ABU DHABI TO ACT AS PULSE FOR REAL ESTATE SECTOR

CITYSCAPE Abu Dhabi, held under the patronage of HH Sheikh Mohammed Bin Zayed Al Nahyan, opened its doors today.

The show will be a health check for the emirate’s real estate sector where hopes are high for a rebound in the wake of significant government initiatives.

“There is a degree of optimism in the market following widespread economic stimulus moves from the government and Cityscape Abu Dhabi will put this rising sentiment to the test,” said Chris Speller, Cityscape Group Director.

Looking at the market, experts say that the capital’s real estate landscape will veer away from ultra-luxurious vanity projects to more affordable homes that are stamped by build quality.

Global real estate services provider Savills says the Abu Dhabi scenario is not unique to the region and could be a weather-vane of things to come.

“There are currently some challenges in the real estate market that are not limited to the region and should not be looked at in isolation. Irrespective of the overall sentiments, projects that offer the right product at the right price are finding favour with the buyers. This highlights that there is sustained demand for good quality real estate,” said Steven Morgan, CEO Savills Middle East.

“The real estate market is still facing a mismatch of demand and supply. Developers focus on luxurious projects and the numbers of such accommodation is steadily increasing when the real demand is shifting towards affordable housing.”

Abu Dhabi’s Avantgarde Architects & Engineers, says developers need to wake up to demand for mid-range properties which are winning financial sector support.

“The Abu Dhabi market is unfortunately skewed more towards luxury which is not currently in great demand,” explained Haifa Mussalam, the company’s Design Director.

“We need decent affordable housing. There are good mortgage plans in the market, but we’re facing a dearth of the right products for end users.”

Mussalam says the UAE capital has maintained steady interest due to its reputation as a “stable family and steady population destination compared to other places” and points to the success of the Sheikh Zayed Housing Plan, which is to build more than 34,000 affordable homes, at a cost of USD 8.7 million, across the country within the next six years for the local Emirati population.

Dubai-based Binghatti Holding says developers could be missing a trick and losing out on increasing demand for more affordable yet quality accommodation if they fail to adapt. “The Abu Dhabi real estate market has gained a lot of attraction from investors interested in low price inventory due to higher expected yields and flexible payment plans offered by developers, so it is a ‘buyers’ market,’ said Muhammad Binghatti, CEO and Head of Architecture, Binghatti Developers. The company, said Binghatti, is looking to “redefine the regional norms by delivering reasonably priced high-quality products and services in a timely manner.”
Both Savills and Binghatti are optimistic of the Abu Dhabi market and point to UAE government initiatives on regulatory changes, increasing federal spend and implementation of the 10-year visa as measures likely to boost the real estate sector. “The multitude of government initiatives will complement the UAE Vision 2021 and beyond and support long-term economic growth, which will act as a catalyst to the real estate dynamics going forward,” added Morgan.

Savills believes Abu Dhabi could represent a safer investor haven as it is set to become the second largest city in the Middle East after Riyadh in terms of GDP by 2035. In addition, developers and landlords are now offering generous payment plans and schemes that include lower initial deposits, longer payment plans initiatives and Rent-To-Own agreements.

“As per Oxford Economics, Abu Dhabi is set to achieve an average annual GDP growth rate of above 3 per cent. In addition, factors such as modern infrastructure, a strong social/cultural fabric and early adoption of new technology, makes Abu Dhabi a striking focal point for investors,” added Morgan. Industry professionals gained a better handle on the development realities on the ground at the Cityscape Abu Dhabi Conference, which took place today, where government officials and sector experts explored the emerging trends and how real estate is evolving as a productive part of the economic equation.

“Experts identified the demand hotspots and the latest trends in real estate investment market, analysing how Abu Dhabi stacked up,” explained Speller. “The excitement around Abu Dhabi is palpable ever since the announcement regarding a three-year AED 50 billion economic stimulus package to drive economic growth. Government representatives will set out their roadmap to execute this diversification plan and explain how the initiatives boost the real estate sector. Alongside the Conferences, Cityscape Abu Dhabi will also feature Cityscape Talks – a series of seminars dedicated to learning and networking. “Led by renowned experts from various real estate sectors, the Talks will reveal how buyers can maximise their real estate investment, discuss market trends and acquire valuable information before finalising any purchase. In short, they are sold knowledge-gathering opportunities for buyers who want to make the very best, informed decisions before investing,” explained Speller.

For this first time this year, Cityscape Abu Dhabi introduced the Architecture and Design Forum, which ran parallel to the Conference and focused on new standards of quality in design.
Aldar Properties has launched its latest waterfront development, Lea – located on the northern shores of Yas Island. Offering land plots starting at AED 990,000 and sizes ranging from 405 sqm - 1,800 sqm, and available for purchase by all nationalities, sales will commence at Cityscape Abu Dhabi.

Featuring 238 residential plots in a prime location adjacent to Aldar’s flagship Yas Acres project, Lea boasts parks, promenades, and waterside walkways. In addition to this, residents benefit from all of the amenities within Yas Acres – parks, swimming pools, play areas, BBQ and picnic areas, schools, mosques and the Yas Acres full length nine-hole golf course.

The launch of Aldar’s latest land plot development follows on from the hugely successful Alreeman which launched in January and sold out, generating sales of AED1.6 billion – highlighting significant January and sold out, generating sales of AED1.6 billion – highlighting significant demand for well-priced land upon which to build a bespoke home. Commenting, Talal Al Dhiyebi, Chief Executive Officer, Aldar Properties, said: “Lea represents a fantastic opportunity for any purchaser to buy land and build their dream home on Yas Island. We know that there is pent up demand for this type of product, and the runaway success of Alreeman – generating AED1.6 billion in sales – supports that. Combining the opportunity to acquire land with all of the attractions and amenities of Yas Island is a hugely compelling proposition that no-one else can offer. We look forward to launching sales for Lea at Cityscape when the spotlight can really shine on what makes Abu Dhabi such an attractive place for investment.”

Customers looking to purchase land in Lea can do so by visiting Aldar’s stand at Cityscape Abu Dhabi and take advantage of an attractive 40/60 payment plan and a 5% down payment.

Bloom Properties to showcase diversified project portfolio

Bloom Properties, a Bloom Holding business specialising in the development of integrated and sustainable communities, will present its diversified portfolio of real estate developments across the UAE. Furthermore, the developer will provide investors with updates on several developments that are currently under construction or nearing completion and introduce them to the exclusive post-handover payment plans on offer.

Sameh Muntad, CEO of Bloom Holding, said: “Cityscape Abu Dhabi has served as a key platform for Bloom to introduce its latest projects to a wide range of regional and global investors, engage them in its future development plans and expand its client base.”

He added “Our upcoming participation in Cityscape Abu Dhabi 2019 assumes special significance, as we are set to hand over two of our most eagerly anticipated residential developments in Abu Dhabi, Park View and Soho Square. The exclusive post-handover payment plan we are offering during Cityscape on the ready-to-move-in units is a great way to appreciate our investors for their continued trust in the quality of our offerings and our ability to exceed their expectations.”

In addition to Park View and Soho Square on Saadiyat Island in Abu Dhabi, Bloom Properties will also showcase Bloom Heights and Bloom Towers in Jumeirah Village Circle (JVC) in Dubai.

Provis gears up for Cityscape Abu Dhabi debut

Provis, the company launched by Aldar Properties to deliver market leading, innovative estate management solutions, will be showcasing a series of residential projects during its participation at Cityscape Abu Dhabi this week.

Projects to be featured include properties developed by Aldar Properties, EMAAR, Dubai Properties, Bloom, Ellington, Oriental Pears and many other leading developers in the UAE.

“We believe we can add value to property investors, owners and tenants, driven by our deeply rooted expertise in the industry and our knowledge of the UAE real estate market dynamics,” said Sameer Barakat, Provis Executive Director. “Cityscape is one of the key tradeshows in the region’s property sector as it brings together every aspect of the real estate industry whether developers, investors, real estate professionals or government entities. This allows us to expand our professional networks and engage with potential investors and more importantly, demonstrate how we at Provis do things differently.”

As part of Provis’s participation in Cityscape, Sameer Barakat, Executive Director, will be participating in a panel discussion titled Daring to disrupt: The proptech revolution is here to stay. Sameer will shed light on the trends that are shaping the real estate industry and the effects of innovative technology in disrupting the sector.

Post-Brexit UK property prospects in focus at Cityscape Abu Dhabi

UK investment property companies are maintaining their focus on the UAE market despite Brexit uncertainties, with one major player targeting potential Emirates-based buyers at Cityscape Abu Dhabi.

Salboy Ltd, which specialises in private equity investment, property development and construction, is currently investing heavily in the regeneration of the UK city of Manchester in light of the Northern Powerhouse Initiative by the UK government to boost the local economy by investing in skills, innovation, transport and culture. The firm believes that UK’s proven track record of delivering high-quality real estate products will resonate well with regional buyers and believes UAE-based investors remain unfazed by political developments in Britain.

“Attendees at Cityscape Abu Dhabi are knowledgable, experienced and curious about the best way to expand their UK property portfolio,” said Kevin Eyres, Sales Manager, Salboy Ltd. “We are bringing to the exhibition our portfolio of developments through our construction company, Domis Property Group, which has already proven to be a big hit with investors. “We fund, design, build and sell on prime locations which have been well received by both local and international investors. Past experience tells us that a good investment opportunity from a developer with a notable track record in an up and coming UK city is incredibly attractive to Cityscape Abu Dhabi attendees. We anticipate that this year will be no different as we have an outstanding offering.”

The post-Brexit real estate prospects will be in keen focus at the free-to-attend Cityscape Abu Dhabi Talks.

James Lapusher, Managing Director of the real estate private equity and fund management company Anacott Capital, will be taking Cityscape Abu Dhabi Talks delegates through the realities of UK real estate financing post Brexit, while the changing landscape of the London investment market will be outlined by Phillip Hope, Partner & Head of Real Estate at City of London business law firm Fox Williams LLP Lawyers.
A golden opportunity for the Gulf’s real estate market

Ahmed Alkhoshabi, Chief Executive Officer, Arada, argues that student housing is an asset class that has proved hugely popular elsewhere in the world, but is still nascent in the region.

As middle classes around the world expand, the importance of a university education has never been stronger. A degree is often seen as the pathway to a successful career, which leads to individual wealth creation and the ability to provide for the next generation. The number of tertiary students worldwide is steadily rising, with over 220 million students enrolled at the planet’s universities, according to UNESCO.

Forward-thinking countries such as the UAE have thus made education a national priority. According to Alpen Capital, the UAE’s spending on education as a percentage of its total government budget was 20.2% in 2018, higher than the US (16.9%), the UK (12.6%) and Germany (5.2%). Enrolment in the country’s tertiary education institutions has risen by 7% on average between 2011 and 2016 and there are – we believe – around 170,000 higher education students in the UAE at the moment, a large proportion of which come from overseas. Dubai International Academic City is the largest higher education free zone in the world and Sharjah’s University City hosts some 26,000 students, most of whom are studying at two of the region’s best and brightest institutes: American University of Sharjah and the University of Sharjah.

But why are we talking about student enrollment numbers at an event like Cityscape Abu Dhabi? As these numbers rise, so too does the requirement to find these students housing that is convenient, secure and packed full of the kind of facilities that can provide a suitable home for a new generation.

This is where I would argue that the Gulf is facing a considerable opportunity. Student housing is an asset class that has proved hugely popular elsewhere in the world, but which is still nascent here in the region. According to the global property agency Savills, investment into student housing worldwide has risen by 87% over the last five years. And in the US alone, according to CBRE, USD 8 billion was invested in US student housing alone in 2017, with USD 17.5 billion invested in total worldwide.

In many parts of the world, student housing has switched from being a specialist area of investment and gone straight into the mainstream. It is now a global asset class in its own right, although maturity in the sector differs vastly from country to country. For example, the UK’s purpose-built student accommodation (PBSA) is now able to service 34% of the country’s student population, a healthy figure given that many students wish to stay in onsite university accommodation or private residences.

Compare that figure to some of our home markets and the potential becomes obvious. There are currently four PBSA complexes in Dubai, either completed or planned, that we are aware of, of the largest of which has just over 1,800 rooms and which is due to open next year. The most recent research from ENBD REIT indicates that in Dubai, PBSA beds can accommodate only 6.5% of students, with the figure certainly lower in Sharjah, home to one of the region’s fastest-growing education hubs. Arada’s own student housing community, Nest, which is located next to University City, will be the first of its type in Sharjah and we’ll be showcasing this product at Cityscape Abu Dhabi this week. It is also the first opportunity for individual buyers – rather than institutional investors – to purchase directly into this exciting asset class here in the Gulf.

Given the outstanding success of this segment elsewhere in the world, as well as the steadily rising demand, the ‘recession-proof’ nature of the education sector, the softer traditional real estate market and the relative lack of similar complexes here in the region, we certainly believe that student housing has a great future in the Gulf.
The art of placemaking

IMKAN’s CEO Walid El-Hindi speaks to Cityscape about the importance of design and how the focus has shifted towards providing livable spaces with vibrant neighbourhoods and interactive public spaces.

Q. What are your thoughts on how the architecture and design industry has evolved in the UAE capital over the last decade? The architecture and design industry in Abu Dhabi, although relatively young has grown and continues to do so at an unprecedented rate.

The city has raised the bar and established its place on the architectural map with structures like the Louvre Abu Dhabi, Sheikh Zayed Mosque, The Founder’s Memorial and the breathtaking restoration of Qasr al Hosn. Planned structures like the Sheikh Zayed Museum and the Guggenheim will further cement the capital’s place on the world’s cultural and architectural maps.

Looking back, we can see this has been a successful decade of massive development and transformation for the emirate. The introduction of the Abu Dhabi Grand Prix, and with it the architectural feat of the Yas Marina Circuit in November 2009, the development of Yas Island, with its theme parks, hotel complexes and the emirate’s biggest mall, has helped put Abu Dhabi on the global tourism map. Not only has the architectural landscape changed, but active investments and developments to increase the emirate’s landscape changed, but active investments and developments to increase the emirate’s beauty have helped put Abu Dhabi on the global tourism map.

We’ve seen historically, that cities with beautiful and distinctive architecture across the world attract value. This is also the case with cities that rejuvenate the design and architecture in influencing neighbourhoods, for instance, London’s Shoreditch and Brooklyn’s Williamsburg. These neighbourhoods, have now become famous centres of creativity and culture.

Q. What are the top architecture trends that will emerge in 2019 and how will it influence the industry in Abu Dhabi? In this part of the world we are fortunate enough to have accelerated into becoming a place that quickly takes on emerging trends.

How are developers and architects changing their approach when it comes to design in Abu Dhabi? Can you provide an example of how IMKAN's proposition is built around a unique

IMKAN’s tagline is ‘to create soulful places’ — how are you doing this — given one of Abu Dhabi’s goals is to create a cultural heart for creativity to thrive? IMKAN’s proposition is built around a unique research platform that uncovers the distinct social, behavioural and habits of specific market segments, from millennials to discerning high-net-worth individuals to formulate tailored user profiles. This research-led approach enables us to shape communities that are in tune with the mind-set of each profile. To do this, we focus on many verticals that support the structures of modern communities, such as, Food, Fashion, Psychology and Health. In terms of health, not only do our research allow us to focus on the physical fitness of our residents and visitors, we also place a particular focus on making sure the materials we use are the best possible fit to ensure the healthiness of inhabitants. In conclusion, it is because of our extensive research that we are able to develop communities with a people-first mindset.

Q. Can you provide an update on your current projects? We’ve just had the exciting sales launch of our development on the Sahel AlEmarat coastline. It is set to change the concept of owning a second home in the UAE. This project, Alufir, will be the centre of our Cityscape presentation — a new coastal community, located between Abu Dhabi and Dubai, equipped with a world-renowned wellness clinic and retreat, unique residential communities and serviced residences.

Following the launch of Alufir, we welcomed the month of March with the launch of a new tower at Pixel, the first mixed-use development at Makers District. This year, we will also showcase our Reem Island development at Cityscape Abu Dhabi.

Our Nudra project is a luxury development of 37 villas on Saadiyat Island in Abu Dhabi and is due for completion in summer of 2019. The Nudra community is setting new benchmarks for community-living with its ability to offer bespoke properties.

Starting mid-February, we have also begun welcoming proposals for multiple premium tenants in the new dynamic leisure space Sheikhha Fatima Park. In partnership with Abu Dhabi Municipality, we are transforming the former Khalidiya Ladies park into an open-air, accessible, multi-dimensional green space — revamping what was once a walled and almost secret park in Khalidiya, one of Abu Dhabi’s busiest districts. The completed Sheikhha Fatima Park will be a revitalised, multi-use space and a hive of community-led activities.

Albougu, in Cairo, will be a ready-made 500-hectare suburb with start of delivery to commence in July 2019 with 254 units. Located on Ismalia Road, just 20 minutes away from Cairo Airport, the development is made up of villas, townhouses, townhouses, duplexes and apartments.

In Morocco, our current developments consist of Le Marais, a high-end residential complex set in a natural environment on the outskirts of Rabat expected to be launched in 2020, Villa Dyaifa, a luxurious boutique hotel located in Rabat’s embassy district and Carmine, a Health & Wellness hospitality project located in Palmaire, Marrakech which is expected to be launched during 2020.

Flexible Spaces

Flexible spaces enable people to enjoy the privacy of their own living quarters, while still allowing them to be part of a community. It means that people are able to afford to live in more desirable neighbourhoods in nicer surrounds. As little as a decade ago the “sharing economy” didn’t even have a name. Right now, it’s worth is forecast to grow from AED 51.4 billion in 2014 to AED 1230 in billion in 2025. Millennials and boomers are the two different generations changing the status quo by wanting spaces that are much more in tune with their way of life and way of thinking.

Flexible Spaces

We work, the office space technicians, are pioneers in the concept of flexible working spaces. Their spaces cater for every need, from individuals such as freelancers and remote workers all the way up to whole office complexes for teams of upwards of 250 people.

Companies like Breather, X Social Communities, industrious, campspace and podshare have taken the concept of flexible work spaces further and added their own unique selling points to them. Breather, the leading app of its kind, lets users book stylish workspaces on demand according to their location.

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Spotlight on real estate trends in the UAE

Executive Director of Provis, Sameer Barakat, discusses what buyers are looking for, the current real estate landscape and how PropTech is no longer a niche phenomenon.

Q. How would you describe the current real estate market in Abu Dhabi?

The real estate market has bottomed out now and is likely to stabilise by end of 2019 and we expect the market to rebound in 2020. Service offerings and reforms and initiatives from the UAE government are expected to help in the growth of the real estate market in the UAE.

We are optimistic about the performance of the real estate market in Abu Dhabi, especially as there is a high demand for quality projects in the market that provide non-traditional, unique and innovative services to customers, and that is what makes Abu Dhabi’s market different and capable of maintaining its sustainable growth regardless the challenging circumstances.

The real estate market in the UAE generally is more transparent now than ever, which helps the buyers, sellers and investors make more informed decisions.

Q. What are your thoughts on UAE buyers’ spending behaviour when it comes to real estate decisions?

Market research indicates that millennials and the younger generation in general are increasingly eager and excited to invest in real estate. More and more of them are entering the housing market and their approach to buying a home is different from their older peers as they look for smart and energy saving features for example as priorities when buying a home.

Q. What is the Abu Dhabi market skewed more towards luxury or affordable housing? And does this match your view of consumer preferences?

The affordable segment has become an important aspect that will drive the growth of the real estate market and developers need to focus on affordable housing as it will remain the backbone of developed and matured real estate industry.

Middle income households are the largest consumer base and their stability depends on affordable housing options. According to the latest report by Property Finder Group, there is an increasing number of projects dedicated to middle-income people.

Q. Why are investors attracted to Abu Dhabi?

Abu Dhabi is known to be a family-oriented place that provides a stable environment and excellent quality of life. The wider options available to investors and owner occupier offerings which are available also at various geographic locations, the quality offering available for investors like customers go-deals are seen to be yielding 5.5 to 7.5 per annum which is an excellent offering in current market conditions backed by strong real estate developers providing quality products to investors are some of the key factors that attract investors to Abu Dhabi.

Q. How do you describe the impact of technology and the rise of PropTech?

The real estate landscape has changed. Experts are now realising that PropTech is no longer a niche phenomenon, but rather an essential element that enhances and assures the sustainable growth of this business. At Provis, we aim to implement a customer-centric innovation-driven model in order to meet the evolving consumer needs, and we strongly believe that we will only achieve this goal if we continue to listen to our stakeholders and identifying how technology can make their entire real estate experience even better and add value throughout the property lifecycle.

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2018 was predominantly a buyers’ market, this is mainly driven by the softening in sales prices and rents and enticing deals from the developers, banks etc. With more options to choose from and more information available, property buyers in the UAE are able to make much more informed decisions based on the particular unit, the amenities on offer, the community, and how that community is managed. Based on the market in 2019 we are seeing that there is still plenty of buying power.

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Today, the market is a mix of both affordable and luxury housings, though some of the consumers are aiming at downsizing they are not compromising on quality and service. Both segments have their consumer base. The products we manage are from mid to high level luxury and occupancy rates are over 90%, which is great in terms of achieved targets.

Our portfolio caters to all customer levels, with over 13,500 units under property management, over 14,000 units under Owners’ Association management, and thousands of properties sold and leased. We always adjust to the changing needs of our customers. We provide modern updated tech savvy solutions to keep in line with the need of younger generations.
Buying an off-plan property in the UAE?

Souqalmal offers tips for cautious buyers when it comes to buying an off-plan property.

The real estate sector continues its rise in the UAE with as many as 11,200 new apartments and villas coming up for delivery in Abu Dhabi alone this year. With sales prices maintaining a downward trend, attractive payment plans and many new projects in the offering, the real estate sector in Abu Dhabi is fast turning into a buyers’ market.

While all that is true, buying a new off-plan property is still a big decision that must be taken only after accounting for factors such as location, developers’ reputation, and project completion date. While it can be daunting for first-time buyers’ to enter the market, the process gets a lot easier if you are aware of the rules and carry out thorough research before sealing the deal.

So if you’re looking to buy an off-plan property in Abu Dhabi, take a look at some of the most important factors to keep in mind, shortlisted by the team at Souqalmal.com.

Understand the market
With a number of realty projects underway in the UAE and many more coming up soon, the market is flooded with choices for every type of buyer. Carrying out market research will help you understand the trends, prices, and timelines and enable you to arrive at a well-informed decision. For instance, out of the 11,000+ houses that are slated for completion in Abu Dhabi in 2019, half of the supply is concentrated on islands such as Al Reem and Yas Islands, making them attractive for buyers interested in possession-ready properties.

Similarly, the current market price can also help you shape your decision. According to the most recent property market report by Asteco, sales prices of apartments start at AED 800 per square feet at Reef Downtown, while those at Al Bandar start at AED 1,425 per square feet. Villas are priced starting at AED 530 per square feet at Hydra Village, while starting prices peak at AED 1,440 per square feet at Saadiyat Beach Villas.

Check track record of the developer
Seeing as buying a property is a huge investment, it is absolutely essential to gather information about the property developer before entering into a contract. Make sure to carry out thorough research on the past projects by the developer, completion date, quality of work and client feedback. Also, remember to check if the developer is listed in the Real Estate Development Register.

Know rules and regulations
Ensure that the developer is licensed with the Abu Dhabi’s Department of Municipal Affairs (DMA) and all payments are deposited into the Escrow account set up by the company. Also, get a “disclosure statement” along with the sale and purchase agreement carrying all relevant details of the deal. Your off-plan sale and purchase contract should mention the expected completion date of the project and how the developer will compensate you in the event of any delay.

Seek legal/expert opinion
Buying a property entails a lot of paperwork and it is always helpful to run it by a lawyer or property expert who can help decode the terms of the deed. Apart from helping you review the sale and purchase agreement, professionals can also advise you on the transaction and the reputation of the developers.

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<td>11:00 – 12:00</td>
<td>Owners Association Rights Under the Real Estate Laws of the UAE</td>
<td>Mohammed Albow, Managing Partner, Istishara Legal Consultancy and Alan Rowlands, General Manager, Three Sixty Community</td>
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<td>12:00 – 12:30</td>
<td>How XR Technology Is Changing the Way People Buy Property</td>
<td>Nathalie Habib, Partner &amp; Executive Producer, Blink Studios</td>
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<td>UK Real Estate Financing Post BREXIT</td>
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<td>New Generation Properties Sales, Marketing Expectation and Solutions Towards Digital Disruption</td>
<td>Pay Wong, Managing Director &amp; Consultant, BID LLC</td>
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<td>The Digital Impact: Real Estate Marketing and Sales</td>
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<td>Redefining the Customer Experience in the Real Estate Landscape</td>
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<td>The Human Factor: Case Study on Residential Tower Fire-Damage</td>
<td>Nicholas White, Senior Associate Director - Owners Association, Asteco Property Management</td>
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<td>Changing Landscape of the London Investment Market</td>
<td>Phillip Hope, Partner &amp; Head of Real Estate, Fox Williams LLP Lawyers</td>
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<td>16:30 – 17:00</td>
<td>Top Trends: Why are Co-Design and Community Design the Next Big Thing?</td>
<td>Ahmed El-Sharabassy, CEO &amp; Founder, Sharabassy Built-Environment Studio</td>
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<tr>
<td>17:00 – 17:30</td>
<td>BIM for Facilities Management and Digital Twins</td>
<td>Juan Tena Flores, BIM Manager, KEO International Consultants</td>
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<tr>
<td>12:00 – 12:30</td>
<td>Engaging International Travellers to UAE for Real Estate Opportunities</td>
<td>Sebastien Marteau, CEO &amp; Founder, Iconication</td>
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<tr>
<td>12:30 – 13:00</td>
<td>Exclusive Opportunities: Distressed UK Real Estate</td>
<td>James Lapushner, Managing Director, Anacott Capital</td>
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<td>13:00 – 13:30</td>
<td>Reasons Why Bosnia Is a Real Estate Paradise for Gulf Investors</td>
<td>Abdulla Al Jasmi, General Manager, Marketoo Properties</td>
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<td>13:30 – 14:00</td>
<td>Real Estate Disputes: How to Succeed and How to Sustain</td>
<td>Hamad Omid, Chairman, Freehold Mediation Information</td>
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<td>14:00 – 14:30</td>
<td>Workshop: Why You Need to Consider Investing in Industrial Real Estate</td>
<td>Fatima Al Hammadi, Director of Investor Relations, ZonesCorp</td>
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<td>14:30 – 15:00</td>
<td>Project Management: A Valuable Investment</td>
<td>Amr Etreby, Senior Project Manager, MHPFM</td>
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<td>15:00 – 15:30</td>
<td>All About Wills: Succession Planning in Advance</td>
<td>Mohammad Muria, Managing Director, Just Wills</td>
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<td>15:30 – 16:00</td>
<td>China Development and Parallels for MENA Region</td>
<td>Kerem Cengiz, Managing Director, LWK + Partners</td>
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<tr>
<td>16:00 – 16:30</td>
<td>New Hotel Concepts for the New Economy</td>
<td>Guy Wilkinson, Director, Viability Management Consultancy</td>
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</tbody>
</table>
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