

Why Dubai



Why Dubai?

SUSTAINABILITY

(the ability to continue / make progress for a long time)

Social

- I. The second most visited city by tourists in the world - 23M tourists in 2022 => conversion between tourists – residents – new buyers of real estate
- II. Strategic Location - from Dubai you can reach most countries in the world in 4-8 hours
- III. Top 5 safest cities in the World
- IV. Shopping - 0% income tax

Economic

- I. Financial World's Business Centre - 62% of the world's companies are based here (Fortune 500)
- II. Rapid recovery from global crises and pandemic
- III. Less than 2% inflation per year
- IV. Stable exchange rate - dirham to dollar has not changed for 30 years (1\$ - 3.67 AED)
- V. **0% Income tax**

Political

- I. Friendly and cooperative worldwide communication with other countries
- II. Residency for investors – opening bank accounts, companies, driving license and long-term rent

Why Dubai?

UBS Global Real Estate Bubble Index 2023 (Prices' analysis and Valuations)

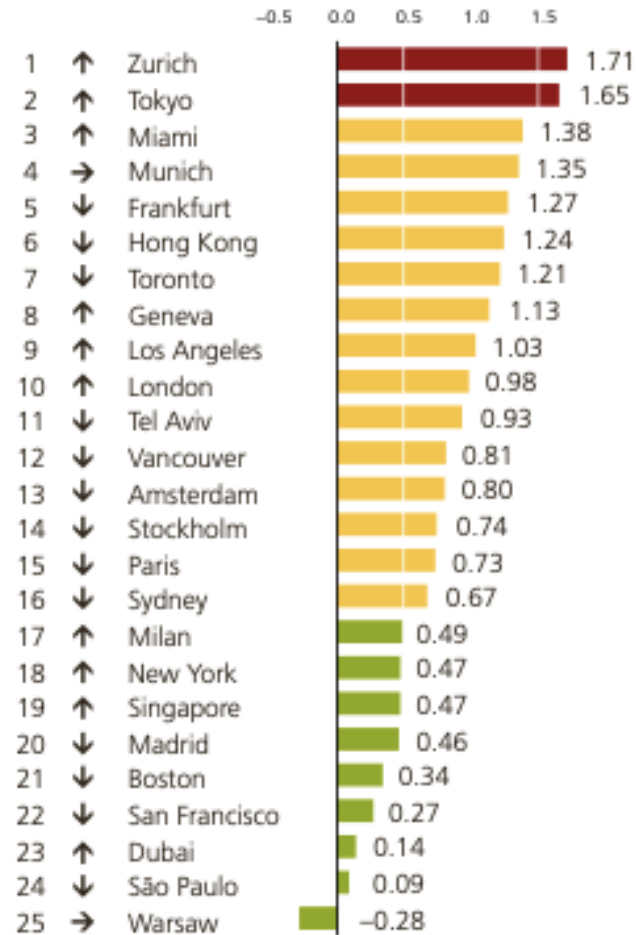
Where are the greatest bubble risks in 2023?



Why Dubai?

UBS Global Real Estate Bubble Index

Index scores for the housing markets of select cities, 2023



■ Bubble risk (>1.5) ■ Overvalued (0.5 to 1.5) ■ Fair-valued (-0.5 to 0.5) ↓ ↑ → Rank change vs. 2022

Source: UBS
For an explanation, see the section on Methodology & data on page 23.

SUSTAINABILITY



- I. With housing prices *sliding for seven straight years* , the market for real estate in Dubai started recovering in 2021.
- II. *The risk score has dropped* significantly over the course of this 10-year period.
- III. *In the last four quarters, housing prices increased in double.*
- IV. Given strong income growth and *a red-hot rental market, with rental growth even surpassing (exceeding) ownership price* growth, we see the market as fairly valued.
- V. The price should remain strong in the coming quarters => **supply does not exceed demand** - 3.6M population (annual growth 2% = 72.000 new residents per year)

World's Statistics

What Can You Buy for 1M USD in the World?

DUBAI

Tokyo

Moscow

Los Angeles

Mumbai

160 sq meters

67 sq meters

170 sq meters

36 sq meters

100 sq meters

Paris

Singapore

London

New York

Monaco

46 sq meters

36 sq meters

31 sq meters

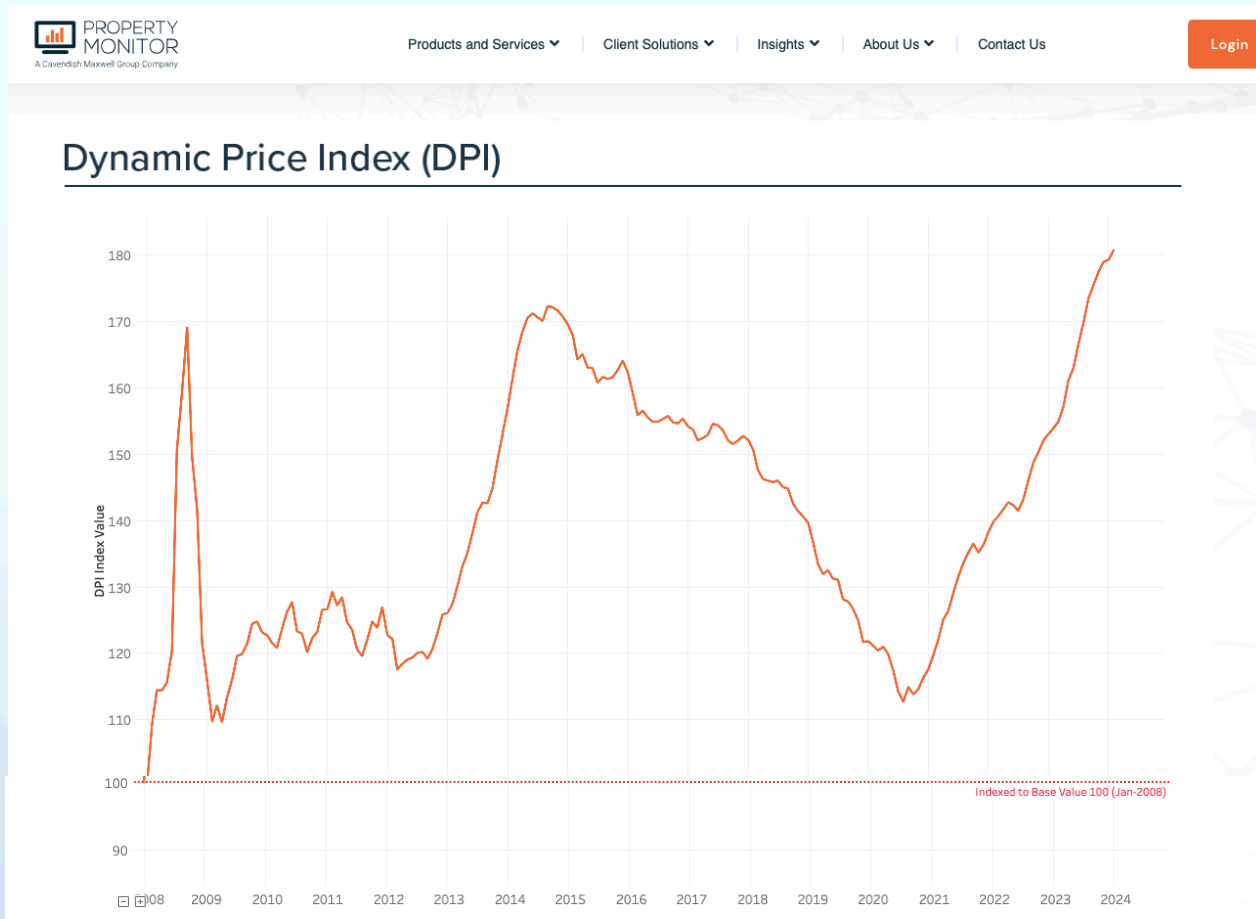
31 sq meters

16 sq meters

Transparency of the Real Estate Market:

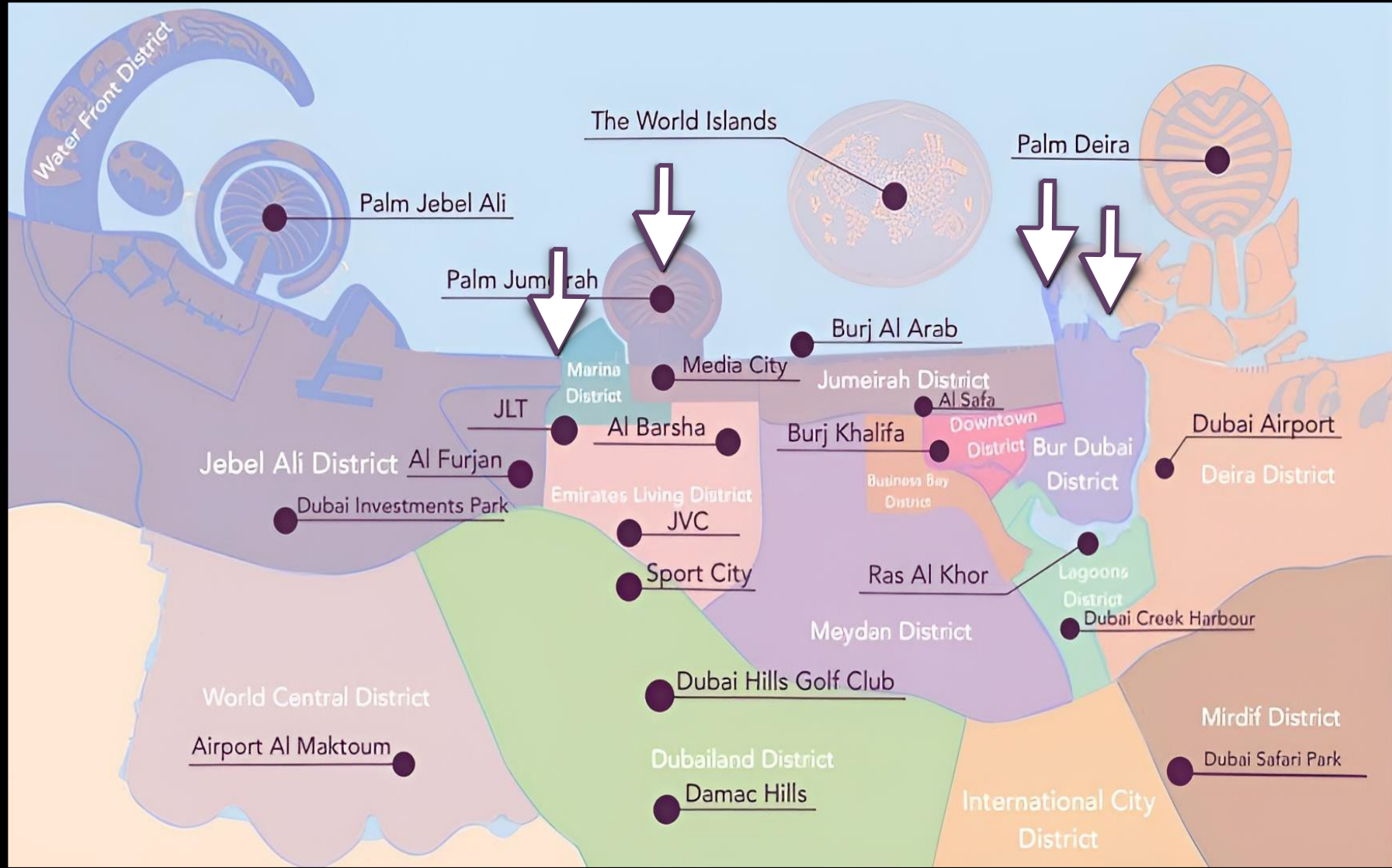
Open Data from Land Department

I. The Investor can Easily explore the Prices, Incomes, Properties - all the details of an each real estate deal



- Prices rose by 0.83% in February 2024, and moderate price appreciation is expected to continue
- Highest ever sales transaction volumes for February, up 30.4% year-on-year
- Mid-tier price points see market share growth with Dubai Maritime City emerging as a popular waterfront location
- Mortgage activity declined marginally; however loans for new purchases gained strength
- Off-plan launches continue full steam and new master communities lay groundwork for more to come

Map of Dubai



MacBook Pro

Some Examples of Investing:

Palm Jumeirah (1)

General Facts

Master Developer : Nakheel

Infrastructure: Ready for life

Popularity: one of the most well-known places for holidays in Dubai => **the most expensive area for buying real estate**

Average prices: 18M AED (~ 5 M \$)

Rental prices: from 1.5 M AED / year (~ 408.000 \$ / year)

Fits for purposes: end usage, renting-out



Palm Jumeirah

Results of INVESTING

- I. The units have already given to their owners **more, than 500% income**: re-sale, renting-out
- II. 2,300 AED (626 \$) per sqft - average for 3 years
- III. The units are rather old: the Palm was ready in 2006

Palm Jumeirah Trends



Signature Villas Frond O Villas, Palm Jumeirah

26-Oct-2023

30M

4,478 per sqft

↑ +400% ⓘ

3 Times

4 Beds

6,699 sqft

Ready Villa, No. PJFRO054

Individual



Signature Villas Frond F Villas, Palm Jumeirah

11-Oct-2023

23M

3,430 per sqft

↑ +721% ⓘ

2 Times

5 Beds

6,706 sqft

Ready Villa, No. PJFRF004

Individual



Signature Villas Frond L Villas, Palm Jumeirah

14-Nov-2023

30M

4,482 per sqft

↑ +1,054% ⓘ

2 Times

4 Beds

6,693 sqft

Ready Villa, No. PJFRL060

Individual



Bluewaters (2)

General Facts

Master Developer : Meraas, 2018 opened

Infrastructure: Ready for life, closed club community

Popularity: one the most expensive area for renting real estate

Average prices: 5 M AED (~ 1.3 M \$)

Rental prices: from 400.000 AED / year (~ 109.000 \$ / year)

Fits for purposes: end usage, renting-out



Bluewaters

Results of INVESTING?

- I. The units have already given to their owners **more, than 100% income**: re-sale, renting-out
- II. **3,600 AED (980 \$) per sqft - average for 3 years**

Bluewaters Island Trends



Bluewaters Residences 7 (Bluewaters Island) Ready Apartment, No. 806	24-Nov-2023 Individual	7.3M 4,371 per sqft	↑ +104% ⓘ	2 Times	2 Beds 1,670 sqft
Bluewaters Residences 5 (Bluewaters Island) Ready Apartment, No. 109	20-Nov-2023 Individual	6.4M 4,340 per sqft	↑ +102% ⓘ	2 Times	2 Beds 1,463 sqft
Bluewaters Residences 3 (Bluewaters Island) Ready Apartment, No. 303	08-Nov-2023 Individual	5.3M 4,693 per sqft	↑ +150% ⓘ	4 Times	1 Bed 1,119 sqft



Palm Jebel Ali (3)

General Facts

Master Developer : Nakheel, 2023 opened

Infrastructure: Not ready, only several fronds opened with plots (villas are starting to being constructed)

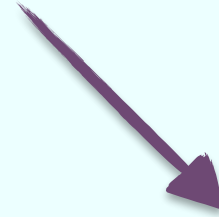
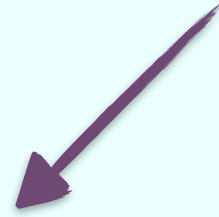
Popularity: very popular among locals for end usage

Starting prices: 18 M AED (~ 5 M \$)



Palm Jebel Ali

INVEST or NOT?



- I. There is a **chance of repeating the success of the previous Palm** (Jumeirah)
- II. Only **the beginning** of developing this mega project
- III. **Limited** number of unique man-made islands in Dubai

- I. Starting prices are already **too high** – it is **difficult to speak about enormous income from investing because of this factor**



Dubai Maritime City (4)

Master Developer : DP World => not a man-made, but natural island

Infrastructure: will be ready for life in 3 years – there is a master plan 2030

Popularity: underestimated area – reasonable prices

The area is **well connected** to major highways such as Sheikh Zayed Road and Al Khail Road, making it easily accessible to other parts of Dubai

General Facts



Dubai Maritime City

WHY for INVESTING?

I. The location is ready to repeat the success of other coastal islands

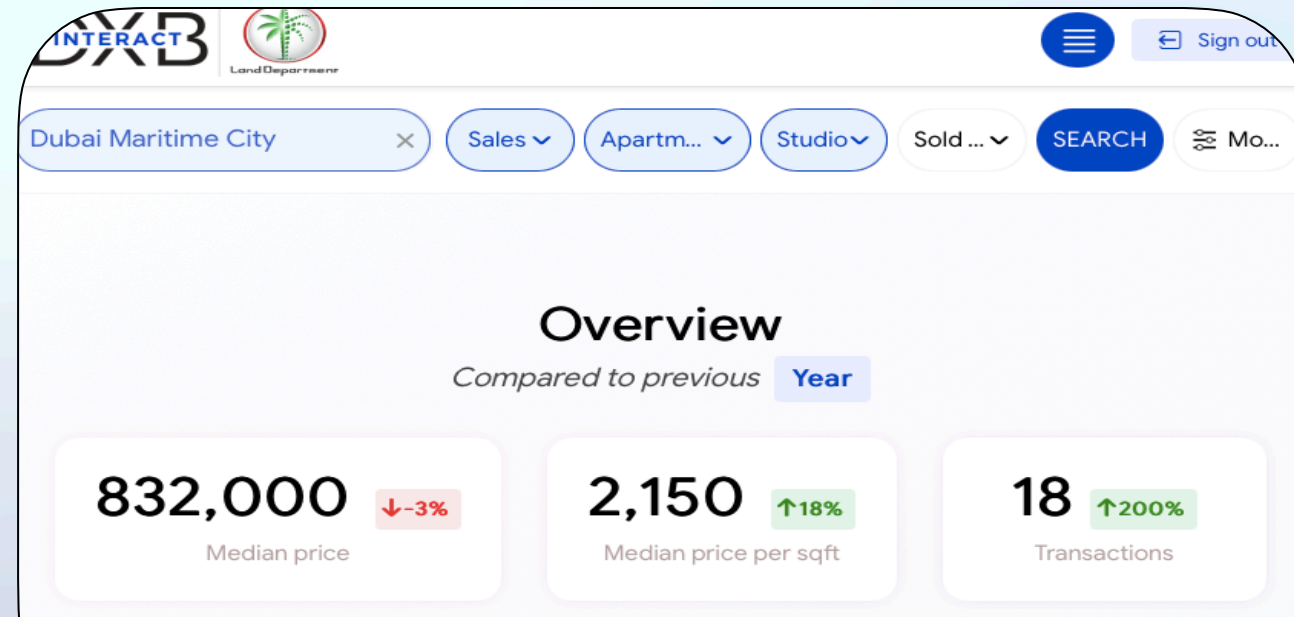
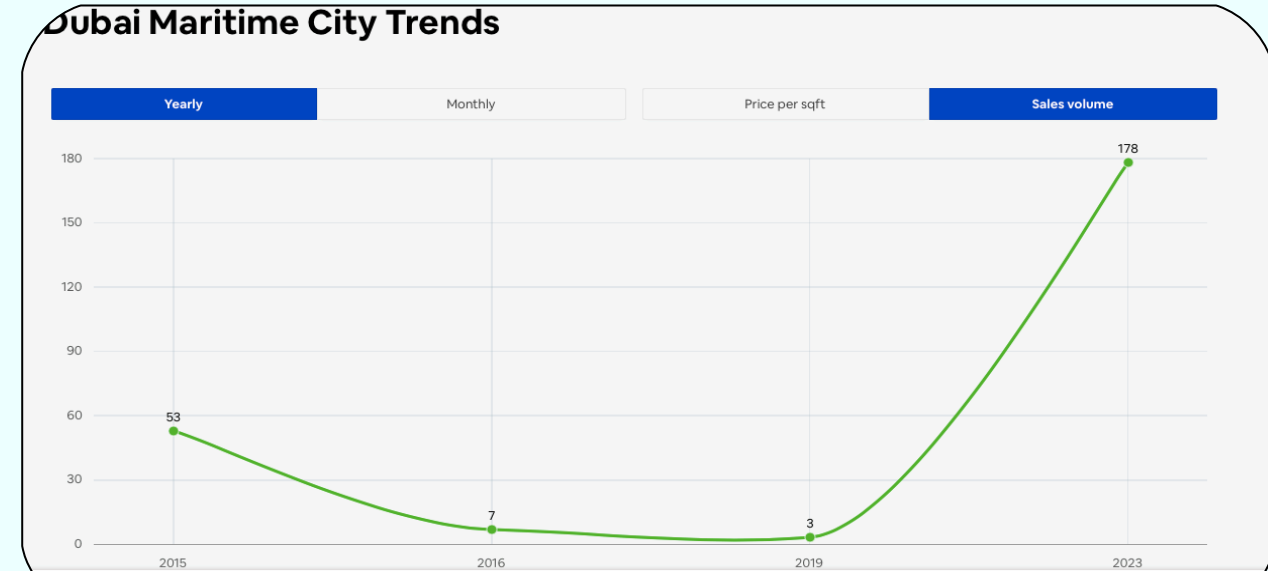
II. Median Price per square feet - 2.150 AED
(increased on 18%)

III. The units are new: off-plan

Average prices: 832.000 AED (~ 227.000 \$)

Rental prices: from 65.000 AED / year (~ 18.000 \$ / year) per 1 bedroom

Fits for purposes: end usage, renting-out, resale



Dubai Maritime City

FUTURE PLANS?

Key points:

- A commercial area with a **harbor**, **offices** for maritime-related businesses, **banks**, support services, **restaurants** and a flexible **exhibition** site.
- A **leisure area** including a **museum** and a **marina** with berthing for yachts.
- 2km of promenade zone
- 10-15 minutes to Downtown (Burj-Khalifa)
- 5-7 minute to the North Beach (**Pearl Jumeirah.**) : suitable for surfing. Quality of the sand, not a crowded place



Dubai Maritime City

- Dubai Maritime City caters to various industry professionals, residents, and tourists. The area is also ideal for investors looking to purchase properties in a thriving business and residential hub => a blend of green and open urban living and waterfront lifestyle.



Dubai Islands (5)

General Facts

Master Developer: Nakheel - man-made cluster of 5 islands with exclusive set of offerings

Infrastructure: will be ready for life in 3 years – more than 20kms of white-sanded beaches, 2 sq kms of parks and open spaces, premium golf courses, the Mall, cafes and restaurants. Resort area



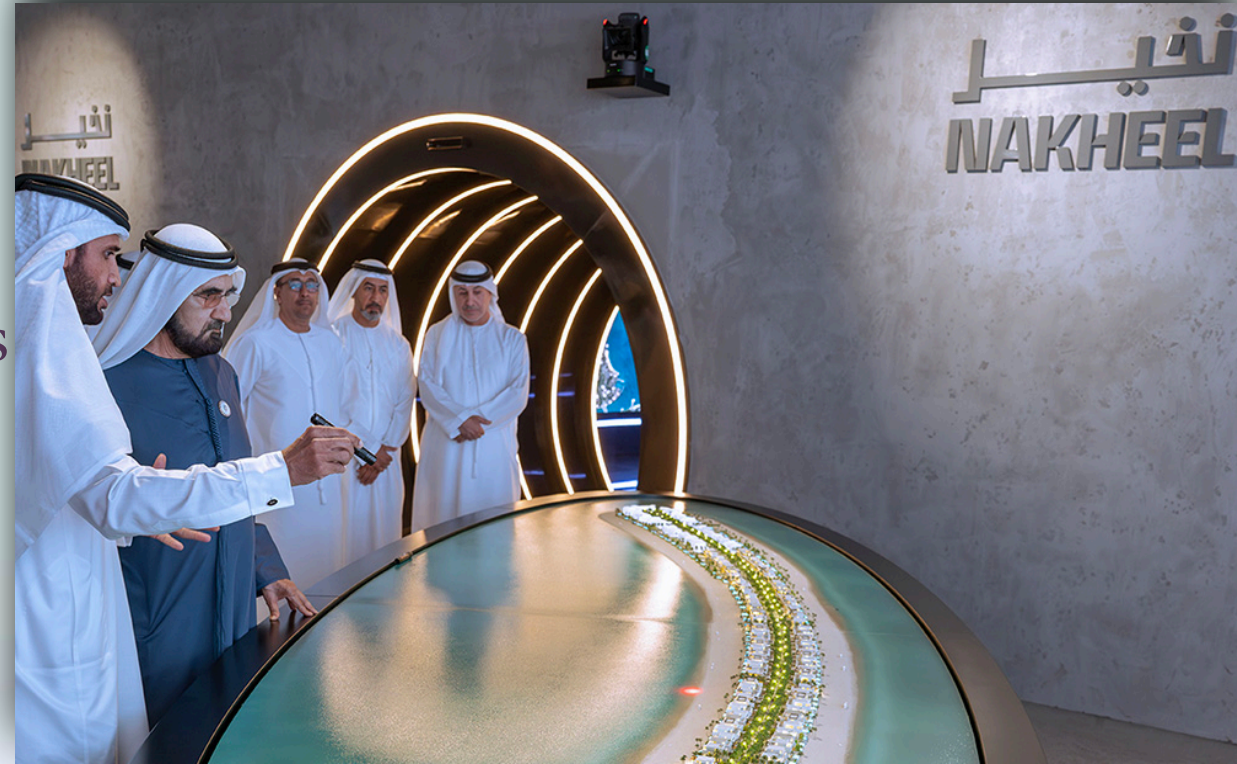
Dubai Islands

WHY for INVESTING?

Popularity: underestimated area – reasonable prices for the first coastal line!

Included in Masterplan 2030 as reinforcement of positions of Dubai as the best place for investors and residents

The area is **well connected** to major highways such as Sheikh Zayed Road and Al Khail Road, making it easily accessible to other parts of Dubai



Dubai Islands

WHY for INVESTING?

Average prices: **from 2.5M AED** (680.000 \$)
on the coastal line

Rental prices: For comparison we shall take apartments on Nikki Beach: the average price is 700.000 AED (190.000 \$) for 1 bd

Fits for purposes: end usage, renting-out, resale - PRICES are UNDERESTIMATED

Criteria	PALM JUMEIRAH	PALM JEBEL ALI	BLUEWATERS	MARITIME	DUBAI ISLANDS
Price per sq feet =>	4.270 AED (1.135 \$)	2.888 AED (786 \$)	4.200 AED (1.004 \$)	1.770 AED (481 \$)	2.200 AED (598\$)
Medium size =>	170 SQ METRES	730 SQ METRES (ONLY BIG VILLAS)	120 SQ METRES	100 SQ METRES	120 SQ METRES
Projects =>	SIS Residences, Ocean House, Ellington Beach House	Beach Villas	Bay Buildings	Anwa Aria, Oceanz, Damac Coral Reef	Rixos

JUMEIRAH

II. Median Price per square foot - **2.200 AED**
(LARGE SIZES - FROM 100 SQ METRES)

Rixos (sold out - new launches soon)

Furnishing: No. but equipped kitchen

Unit types: 1bd, 2bd, 3bd, 4bd

Amenities: SPA, Infinity Pool, Kids Area, Lobby Cafe, Fitness Centre, Treatment Rooms, Lounge, Gaming Room, First Coastal Line, Private Beach, Branded Apartment

5* Style of living

Date of Completion: Q1 2027



PRICES

An aerial photograph of a coastal residential development. The image shows a large body of water in the foreground, with a curved shoreline. On the left, there is a dense residential area with many small buildings. In the center, there is a large, open area that appears to be a park or a large open space. On the right, there is another residential area with more buildings and greenery. A white arrow points downwards from the top center of the image towards the text below.

1 bedroom from 2.6 M AED (700k \$) – 100sq meters

2 bedroom from 4M AED (1M \$) – 150sq meters

3 bedroom from 7.5 M AED (2M \$) – 280 sq meters



Nika

REAL ESTATE BROKERS



+971 58 529 0701



nikaemirates@gmail.com



**office 1714, Binary Tower, 32 Marasi
Drive Street,
Business Bay, Dubai, United Arab
Emirates**

