



# Master the Art of Dubai Real Estate Investment

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12TH AND 13TH JULY 2024  
SHANGRI LA, COLOMBO.

PRESENTATION SLIDES



# Who are we

**City Home Real Estate Brokerage is one the pioneer boutique real estate agency in Dubai, Established in year 2005.**

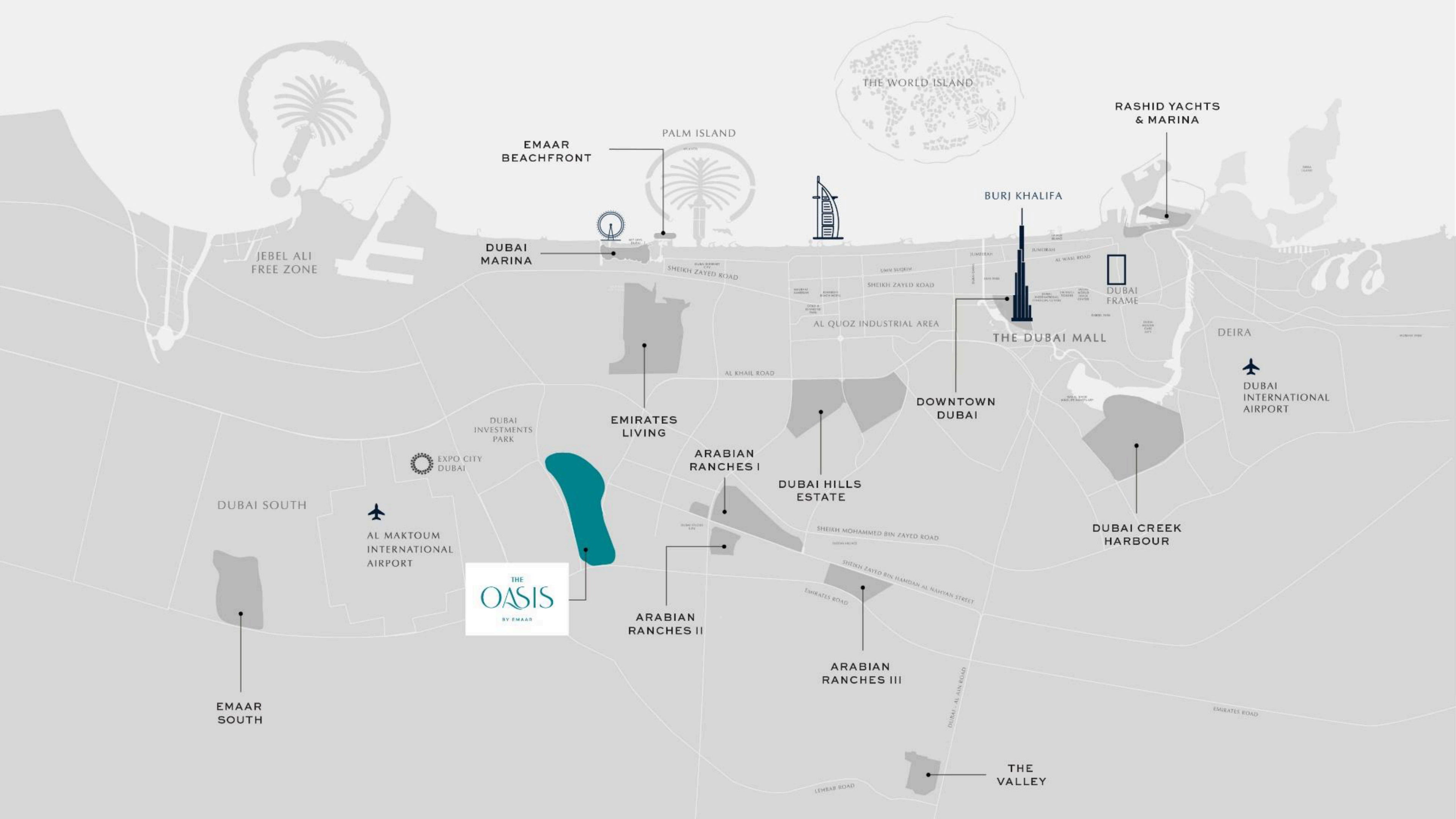


# Our Services

## Property Management Services:

- Off Plan Projects (Emaar, Nakeel, Aldar, Dubai Properties)
- Secondary Market Sales
  - Residential
  - Commercial
  - Retail
  - Industrial Buildings
  - Warehouses
  - Plots (Villa and Buildings)
  - Hotels
- Short-term and Long-term Rentals

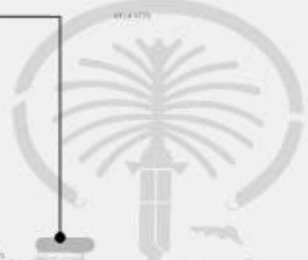
**Comprehensive Information:** We ensure transparency by providing detailed information for investors and After Post sales support.



JEBEL ALI  
FREE ZONE

EMAAR  
BEACHFRONT

PALM ISLAND



DUBAI  
MARINA



BURJ KHALIFA

RASHID YACHTS  
& MARINA



THE WORLD ISLAND

SHEIKH ZAYED ROAD

SHEIKH ZAYED ROAD

THE DUBAI MALL

DUBAI  
FRAME

DEIRA



DUBAI  
INTERNATIONAL  
AIRPORT

AL KHAIL ROAD

DOWNTOWN  
DUBAI

EMIRATES  
LIVING

ARABIAN  
RANCHES I

DUBAI HILLS  
ESTATE

DUBAI CREEK  
HARBOUR

DUBAI SOUTH



AL MAKTOUM  
INTERNATIONAL  
AIRPORT



EXPO CITY  
DUBAI

DUBAI INVESTMENTS  
PARK



THE  
OASIS  
BY EMAAR

ARABIAN  
RANCHES II

ARABIAN  
RANCHES III

EMAAR  
SOUTH

THE  
VALLEY

EMIRATES ROAD

DUBAI - AL AIN ROAD

LEHRAB ROAD

SHEIKH MOHAMMED BIN ZAYED ROAD

SHEIKH ZAYED BIN HAMDAN AL NAHYAN STREET

EMIRATES ROAD



# Why Invest in UAE?

## 1. Diversification of Investment Portfolio

- **Reduces Risks:** Investing in different asset classes, such as real estate, can reduce the overall risk of your portfolio.
- **Global Exposure:** UAE provides access to a rapidly growing market, diversifying your investment geographically.

## 2. Stable Rental Income

- **Attractive Yields:** Dubai offers some of the highest rental yields in the world, with residential properties yielding between 5-7% annually.
- **Consistent Demand:** High demand from expatriates and tourists ensures consistent rental income.

### 3. Capital Appreciation

- **Market Growth:** Dubai's real estate market is known for its rapid growth, providing significant capital appreciation over time.
- **Development Projects:** Ongoing and upcoming mega projects contribute to increasing property values.

### 4. Visa and Residency Opportunities

- **Investor Visa:** Property ownership can qualify you for investor visas, allowing for golden visa (10 Year Visa) for property valued 2 Million onwards.
- **Family Residency:** Visa benefits often extend to immediate family members, providing stability.

### 5. Growing Tourism Industry

- **Tourist Hotspot:** Dubai attracts millions of tourists annually, creating opportunities for short-term rental income.



## 6. Tax Benefits

- **No Personal Income Tax:** The UAE has no personal income tax, enhancing the net returns on investments.
- **No Capital Gains Tax:** Profits from property sales are not taxed, increasing the overall profitability.

## 7. Low Risk from Scams

- **Secure Transactions:** Payments made directly to UAE Government Developers ensure transparency and security (escrow Account).
- **Regulated Market:** Stringent regulations protect investors from fraud and ensure a stable investment environment.

# Current Property Demand in Dubai

## **Influx of Residents:**

- Reasons for Migration to Dubai:
  - Influx of High-Net-Worth Individuals
  - Regulated Crypto Economy
  - Tax-Free Income
  - Golden Visa: 10-Year Renewable Visa
  - Highly Secure Country
- High Demand for Dubai Properties:
  - Impact of the Energy Crisis in Europe on Dubai's Market



# Selecting a Good Developer

## **Payment Plan**

- Negotiate and understand the payment terms
- Clear terms and conditions, including escrow details and license numbers

## **Track History & Previous Projects:**

- Verify through authorities like RERA, DLD, or the Dubai Rest App
- Review past projects for quality and timely completion
- Speak with existing clients about their experiences

## **Consider Developer's Team:**

- Evaluate team size and experience
- Ensure relevant expertise in similar projects

## **Project Timeline:**

- Detailed timeline with assigned goals and responsible experts
- Ensure past projects were delivered on time

## **Consider Developer's Team:**

- Evaluate team size and experience
- Ensure relevant expertise in similar projects

## **Secondary Market Sales:**

- Assess demand for the developer's properties in the secondary market



**NAKHEEL**

**EMAAR**



# Success story of Emaar in Dubai

## SALES STATISTICS

25% increase in property sales, reaching AED 28.9 billion till Q3 (US \$7.9 billion)

## LAUNCH STATISTICS

28 successful launches of new projects across various master plans, creating a pipeline for future revenue.

New Masterplan Launched

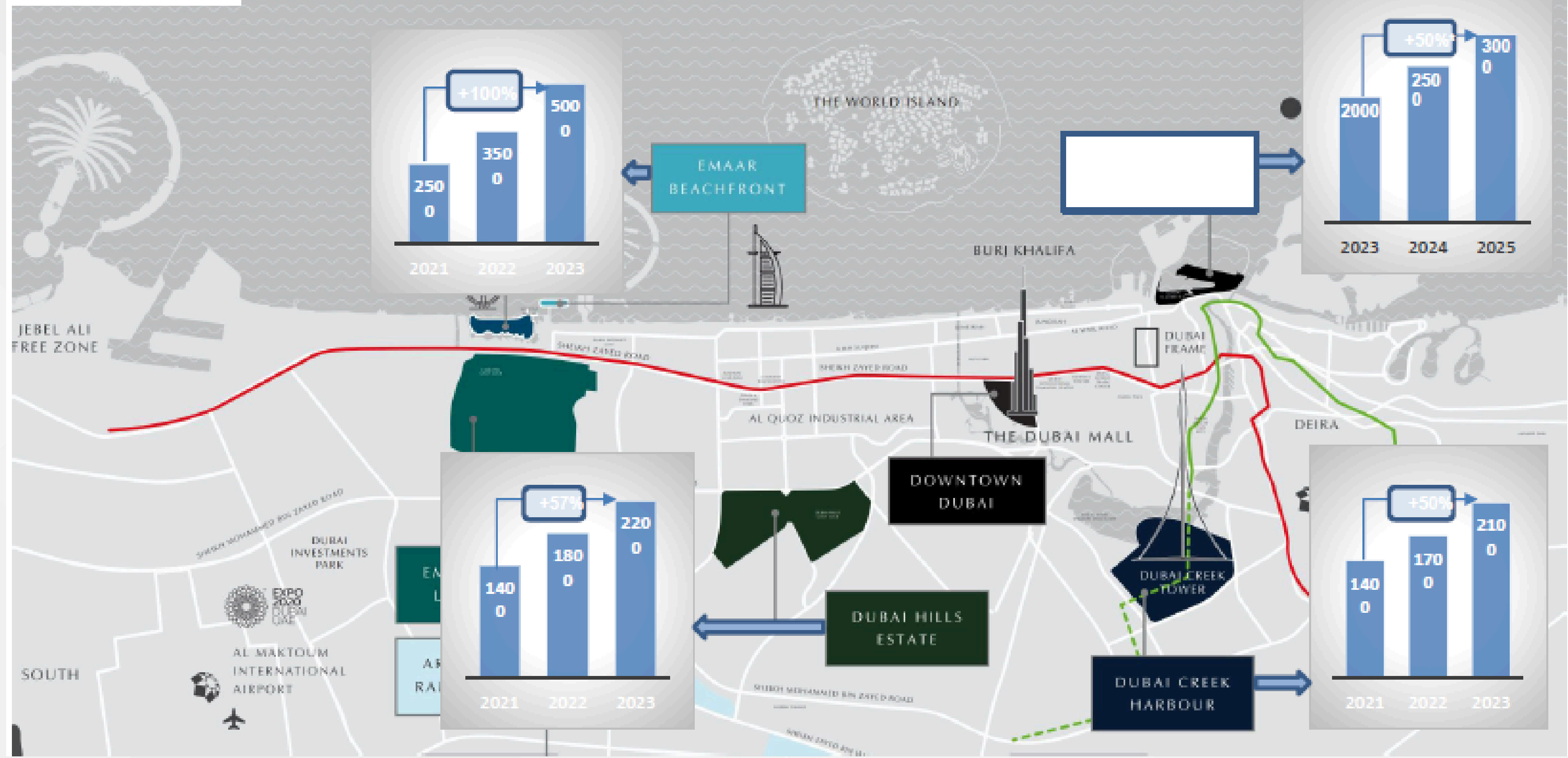
1. The Oasis
2. Al Marjan Island- RAK

## HANDOVER STATISTICS

~ 10,000 Units  
~ 95,000 Units Cumulative



EMAAR



# Analysis for Emaar Communities (Town Houses)

Type	Community	Cluster	Launch Prices (AED)	Current Price (AED)	Appreciation Percentage
3 Bed T/H	Dubai Hills	Maple	1.65M	4.3M - 4.5M	166.67%
3 Bed T/H	Arabian Ranchers 3	Sun	1.3M	2.6M	100%
3 Bed T/H	Valley	Eaden	1.1M	2.5M	127.27%
3 Bed T/H	Heights Club	-	2.49M	-	-



out

# DUBAI

## Q1 SALES MARKET REPORT

2024



### Popular Areas to Buy Apartments

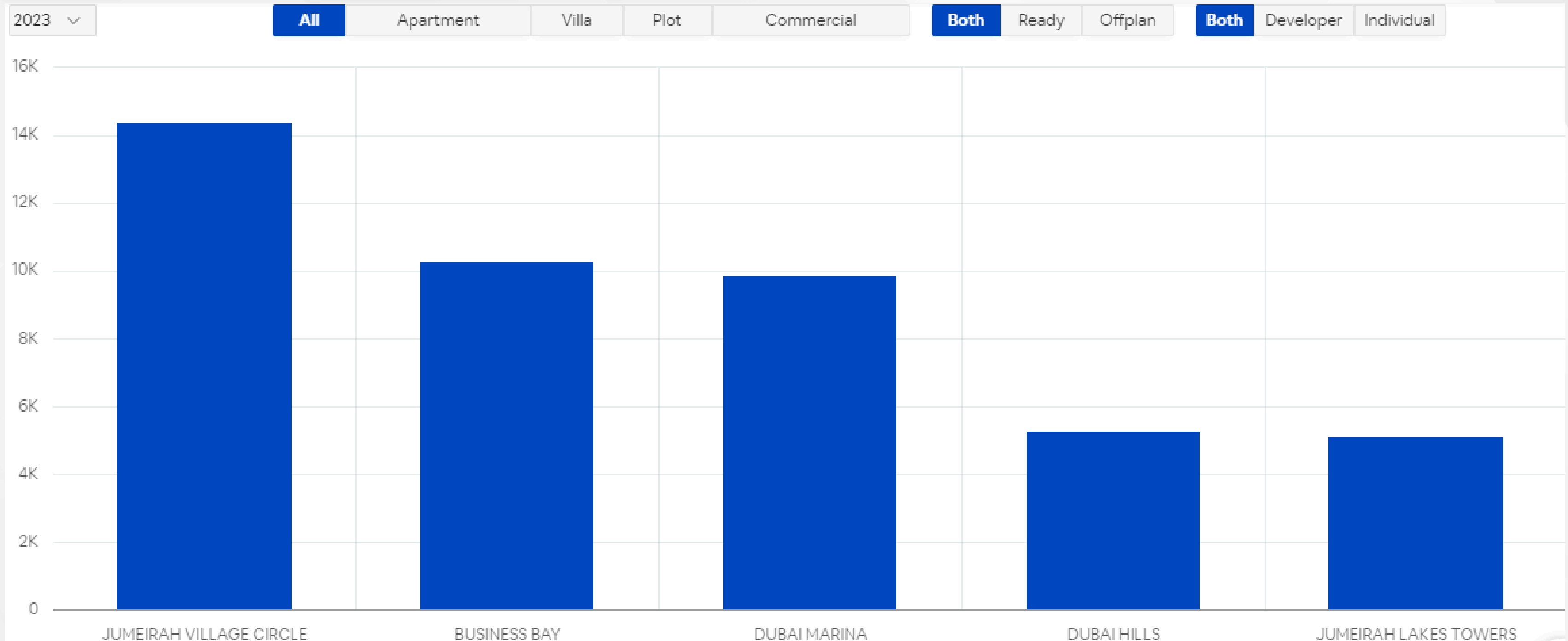
LUXURY APARTMENTS	MID-TIER APARTMENTS	AFFORDABLE APARTMENTS
DUBAI MARINA	JUMEIRAH VILLAGE CIRCLE (JVC)	INTERNATIONAL CITY
BUSINESS BAY	JUMEIRAH LAKE TOWERS (JLT)	DUBAI SOUTH
DOWNTOWN DUBAI	DUBAI SILICON OASIS (DSO)	DUBAI PRODUCTION CITY (IMPZ)

### Popular Areas to Buy Villas

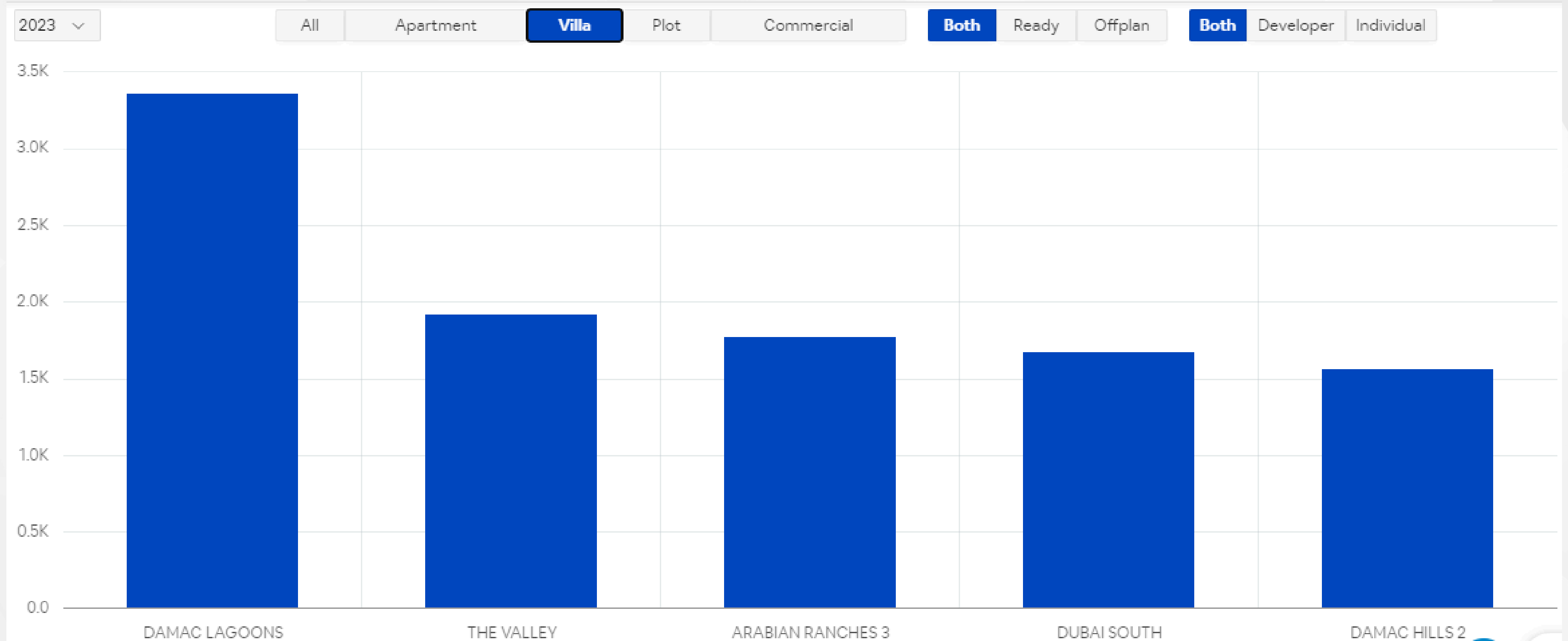
LUXURY VILLAS	MID-TIER VILLAS	AFFORDABLE VILLAS
ARABIAN RANCHES	JUMEIRAH VILLAGE CIRCLE (JVC)	DAMAC HILLS 2
DUBAI HILLS ESTATE	AL FURJAN	DUBAILAND
DAMAC HILLS	THE SPRINGS	DUBAI SOUTH



# Top 5 Performing Areas (Sales Volume)

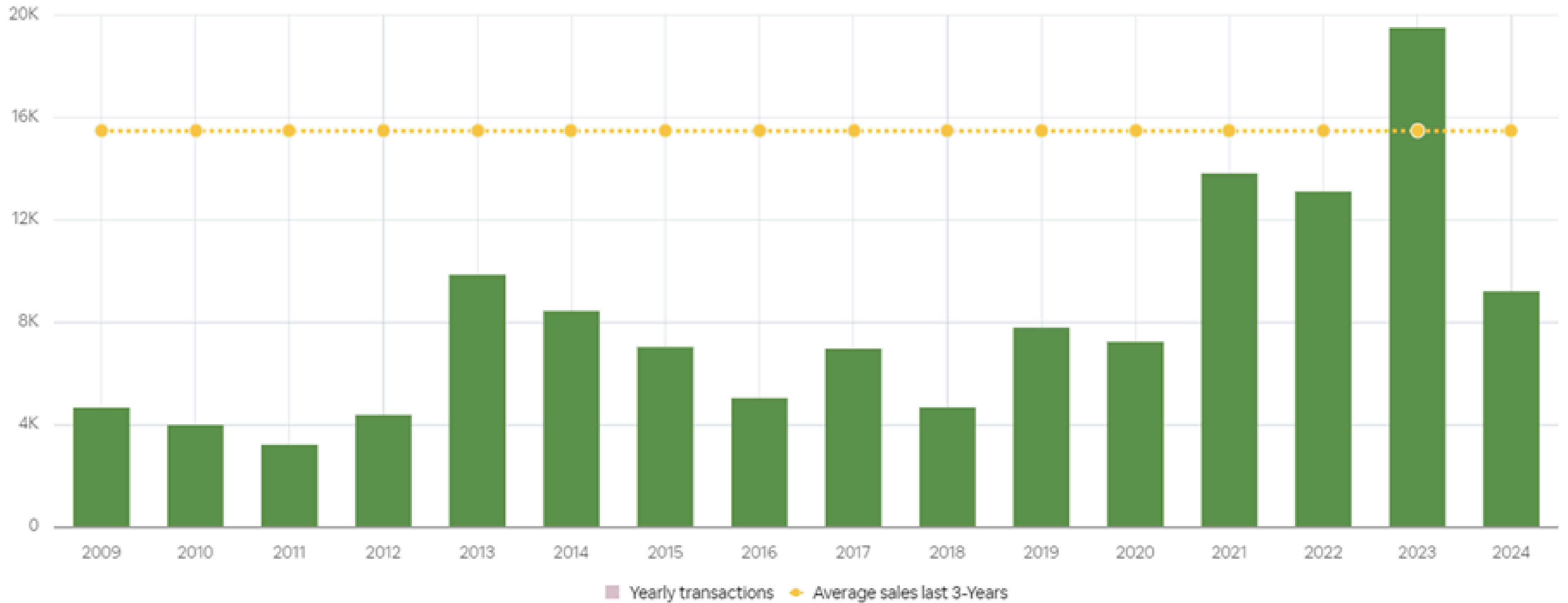


# Top 5 Performing Areas (Sales Volume)



# Sales volume in all areas

Number of property sales transactions in Dubai over years based on the Dubai Land Department



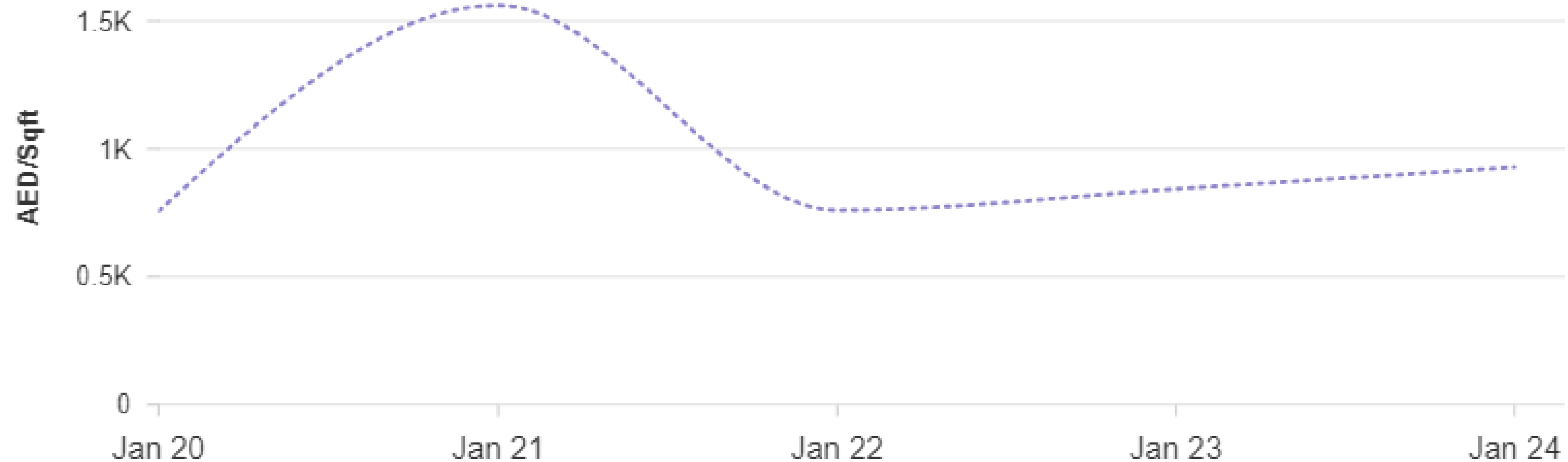
# **Relative Comparison (2020 - 2024)**

# Damac Hills 2 (Low Performing)

price-insights/graph-description/plural

1Y 2Y 5Y

--- Damac Hills 2



# Damac Aykon Tower

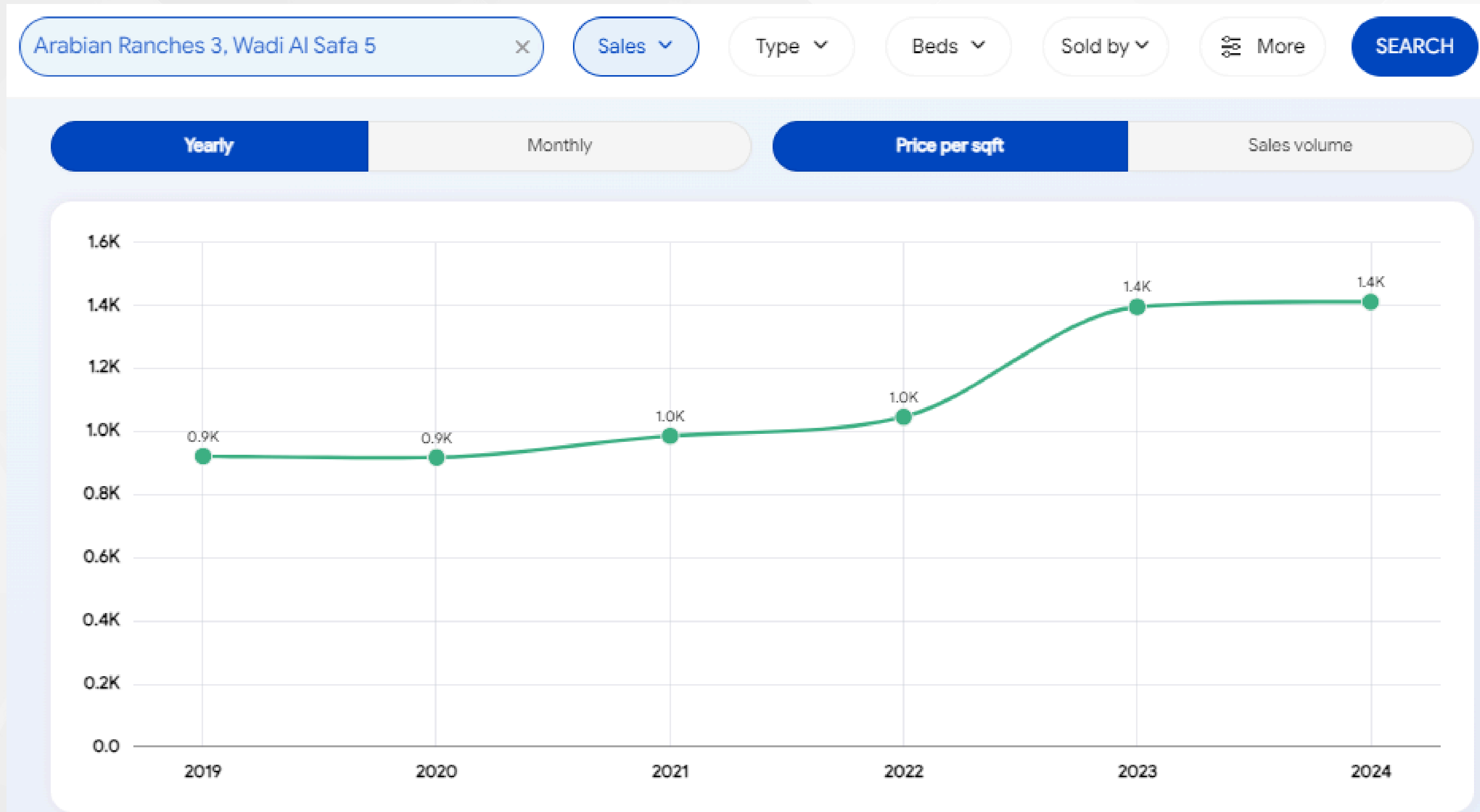
price-insights/graph-description/not-plural

1Y 2Y 5Y

Aykon City Tower C



# Arabian Ranchers 3 (Performing)



# Villa Nova

Villanova Amaranta 2



Sales

Type

Beds

Sold by

More

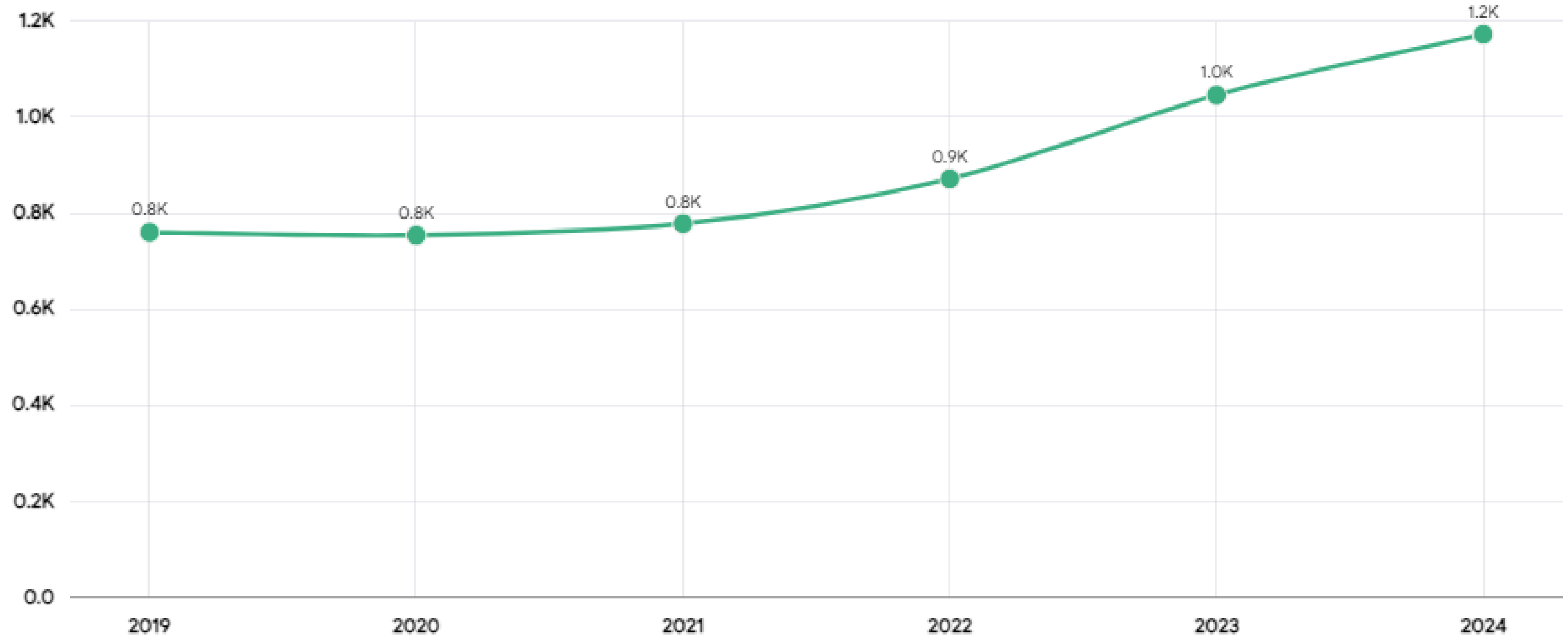
SEARCH

Yearly

Monthly

Price per sqft

Sales volume





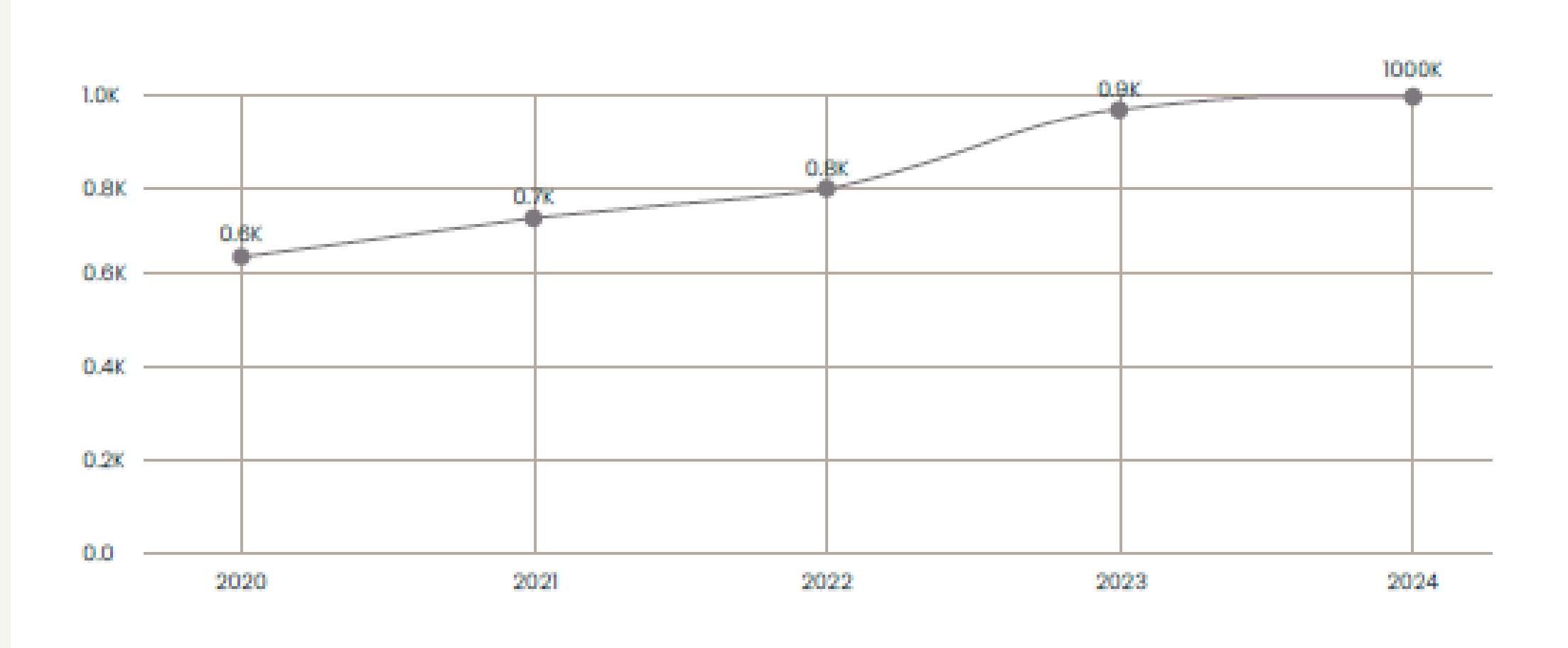
# The Valley

Yearly

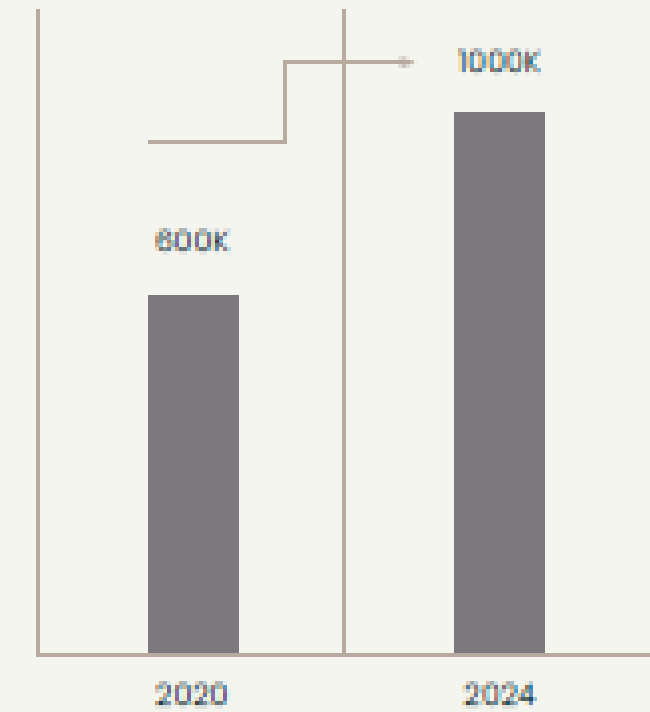
Monthly

Price Per Sqft

Sales Volume



The Valley  
Appreciation  
66%



# Understanding Passive Income in Real Estate

- **What is Passive Income in Real Estate?**
- **Types of Passive Income:**
  - Rental Income
- **Why is Passive Income in Real Estate Important:**
  - Financial Stability and Growth
  - Diversification
  - Tax Benefits
  - Inflation Hedge
  - Passive Nature

# Types of Real Estate Investments

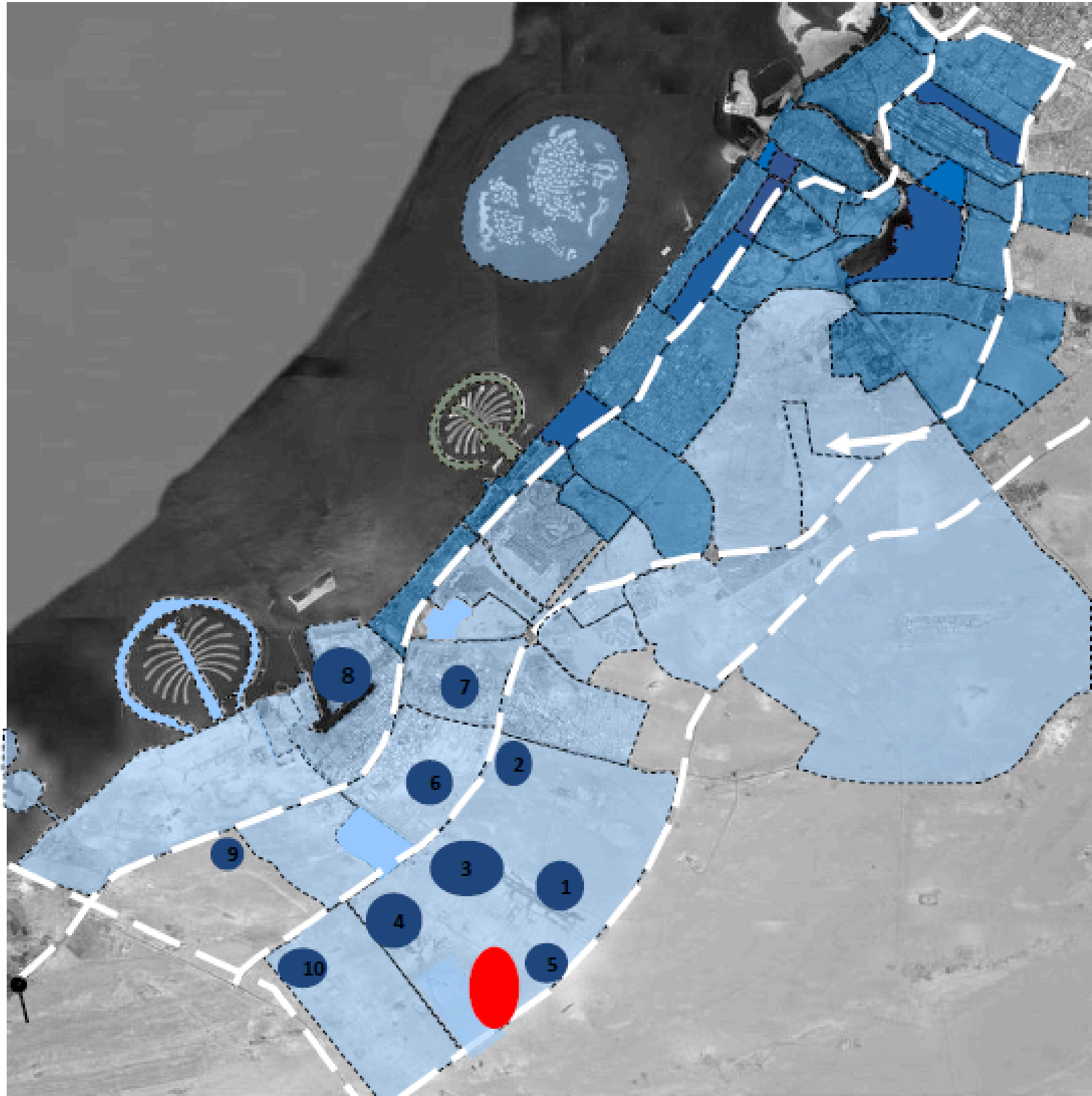
## Long-Term Investments

- Duration: **10-15 years**
- Benefits: Stable, secure, higher returns over time.
  - Example: Dubai Government regulations ensure protection and growth.

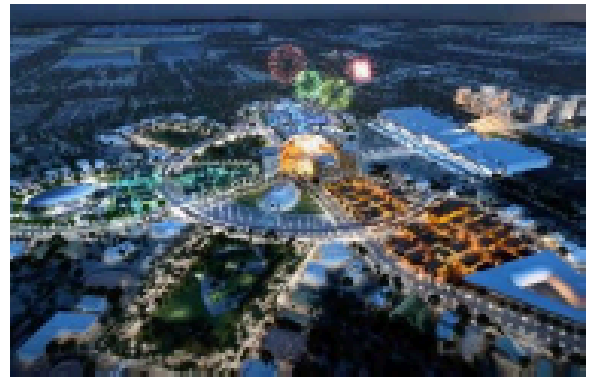
## Short-Term Investments

- Duration: **2-5 years**
- Benefits: Quick profit, leveraging Dubai's market.
  - Example: Rapid returns with minimal risk.

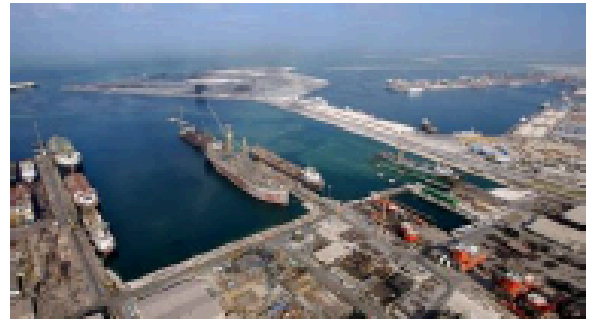
# Future Expansions of Dubai



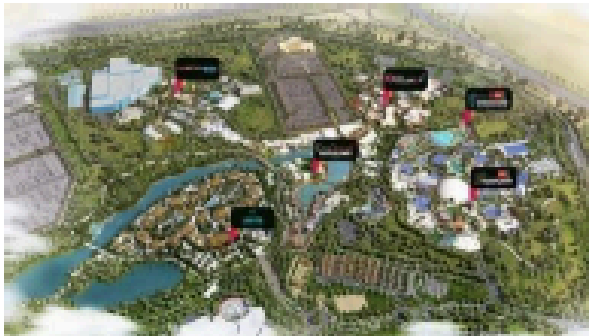
AL MAKTOUM AIRPORT



EXPO CITY



JEBEL ALI PORT



- 1 AL MAKTOUM INTERNATIONAL AIRPORT
- 2 EXPO CITY
- 3 LOGISTICS CITY
- 4 COMMERCIAL CITY
- 5 AVIATION CITY
- 6 JEBEL ALI FREEZONE SOUTH
- 7 JEBEL ALI INDUSTRIAL AREA
- 8 JEBEL ALI PORT & FREEZONE
- 9 DUBAI PARKS & RESORTS
- 10 DUBAI INDUSTRIAL CITY

# RASHID YACHTS & MARINA

EMAAR



1

CLEARPOINT

3

SEAGATE

SEASCAPE

12

11

4

6

5

9

8

7

10

13

1

MARINA, PROMENADE  
& DUBAI MALL BY THE SEA

2

THE CANAL POOL

6

PEDESTRIAN BRIDGE

7

THE MUSEUM

11

FERRY STATION

12

BOUTIQUE HOTEL

Avonlea

# DUBAI HILLS ESTATE

# EMAAR



# DUBAI HILLS ESTATE

## KEY FACTS



6,800,000

Sq.M. Mega Development



282,000

Sq.M. Regional Mall  
6 Community Retail Centers



220,000

Sq.M. Office GFA  
3 Business Parks



1,450,000

Sq.M. Parks & Open Spaces



32,000

Residential Units

28,000 Apartments / 1,840 Townhouses /  
1,266 Villas / 896 Golf Course Villas



3

Schools



2

Public/Private  
Hospitals



1,120,000

Sq.M.

18 Holes Golf Course /  
Clubhouse / 60 Maisonnettes



DUBAI CREEK  
HARBOUR

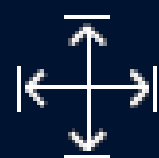
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THE WORLD OF TOMORROW



# DUBAI CREEK HARBOUR

## KEY FACTS



**550**

Hectares



**7,300,000**

Sq.M. Mega Development



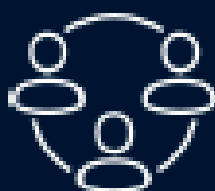
**900,000**

Sq.M. Retail Space



**300,000**

Sq.M. Office Space



**66,113**

Sq.M. Cultural Space



**700,000**

Sq.M. Parks & Open Spaces



Preservation of

**450**

Animal Species



**5,800 / 24**

Keys

Hotels



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