



Dubai Real Estate Market Report

Q4 2022



MORGAN'S
INTERNATIONAL REALTY



Morgan's International Realty's quarterly report reflects the latest market trends and gives a comprehensive view of Dubai's residential property market, the data is acquired from a vast number of reliable sources and it will offer our readers a deep view of the market performance, price movement, hottest communities and much more.



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Luxury property performance	Top performing residential communities	Most expensive properties sold	Commercial property performance
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Average price in Dubai's major communities	Rental yields	Supply	Analyst note



Property Market Performance

Real Estate Transaction Q4 2022

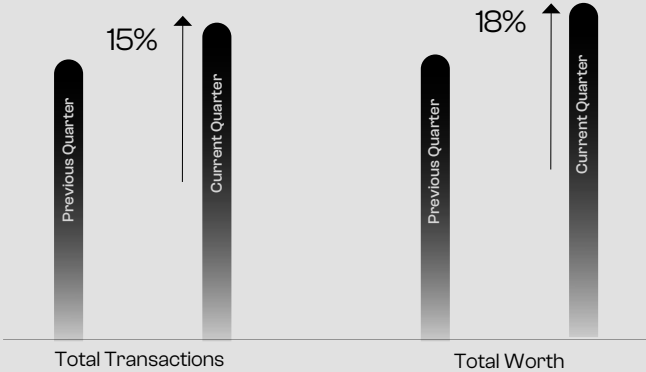
29,216
Total Transactions

AED 82.12B
Total Worth

VS. Q3 2022

25,483
Total Transactions

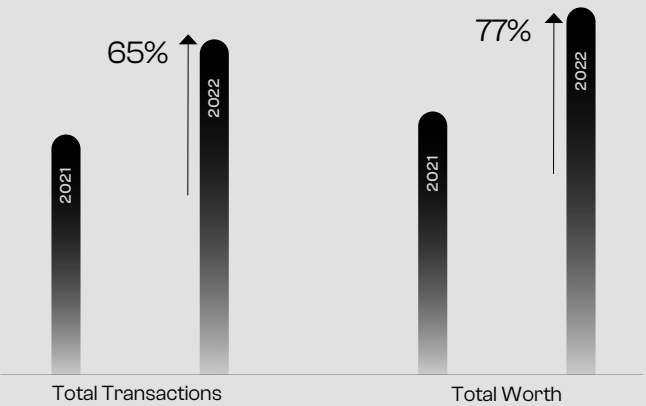
AED 69.45B
Total Worth



VS. Q4 2021

17,756
Total Transactions

AED 46.42B
Total Worth



Note: market performance studies tracks residential , commercial & land property transactions from Dubai Land Department in both primary and secondary markets.



Average price/sq.ft in Dubai



Apartment

1,596
AED/sq.ft

↑ 6% QoQ

↑ 18% YoY

Hotel Apartment

2,345
AED/sq.ft

↓ -2% QoQ

↑ 1% YoY

Townhouses / Villas

1,265
AED/sq.ft

↓ -1% QoQ

↑ 17% YoY

Commercial

1,266
AED/sq.ft

↓ -8% QoQ

↑ 14% YoY

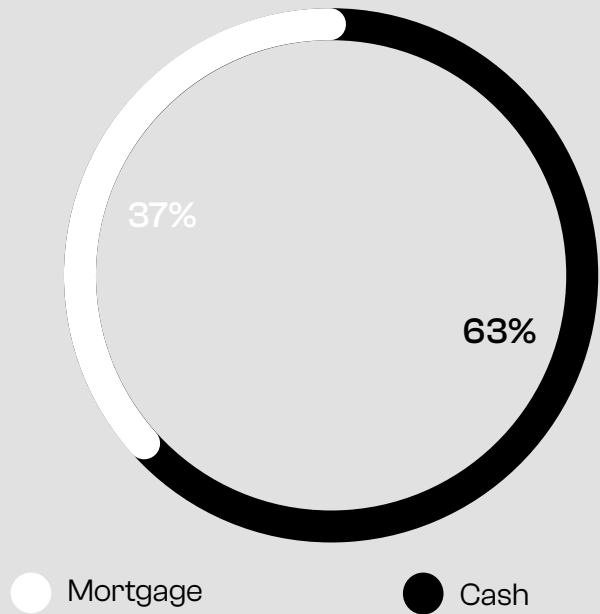


Cash vs Mortgage Q4 2022

Cash
9,091
Total Transactions

Mortgage
5,357
Total Transactions

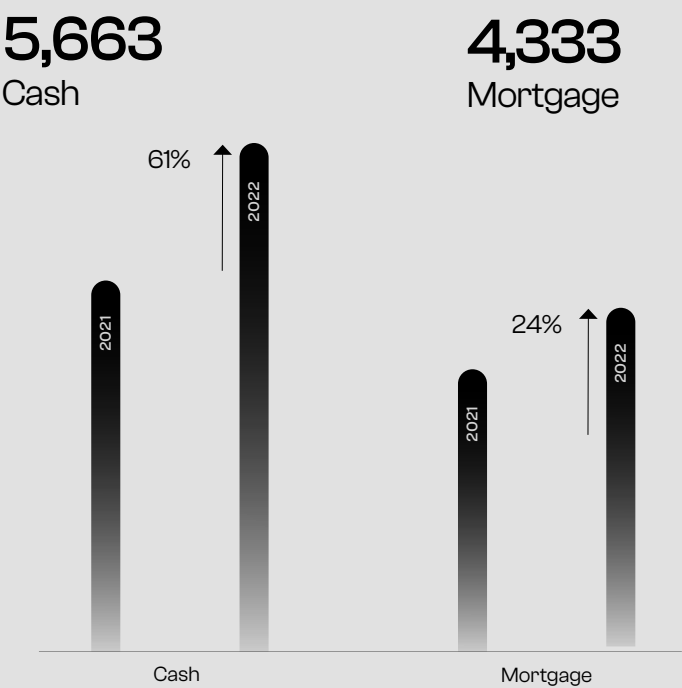
Total transactions in terms of volumes



VS. Q3 2022



VS. Q4 2021





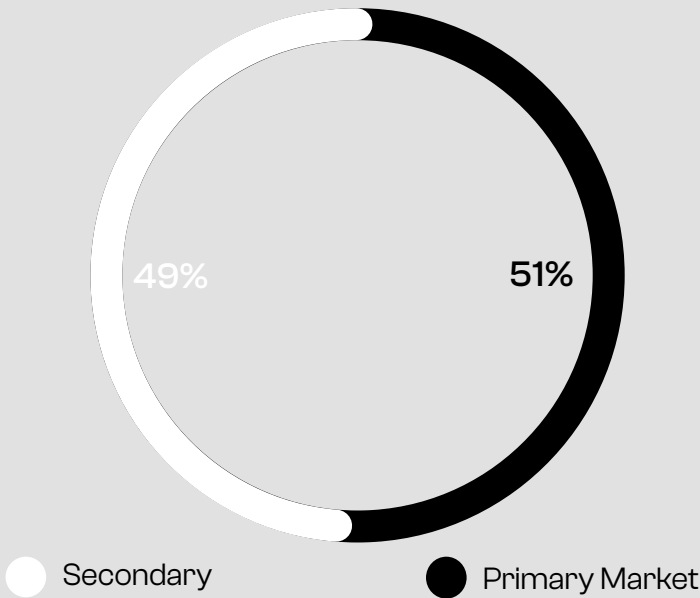
Primary Market VS Secondary Market Q4 2022

Primary (off-plan)

14,768
Total Transactions

AED 36.09B
Total Worth

Transactions Volume

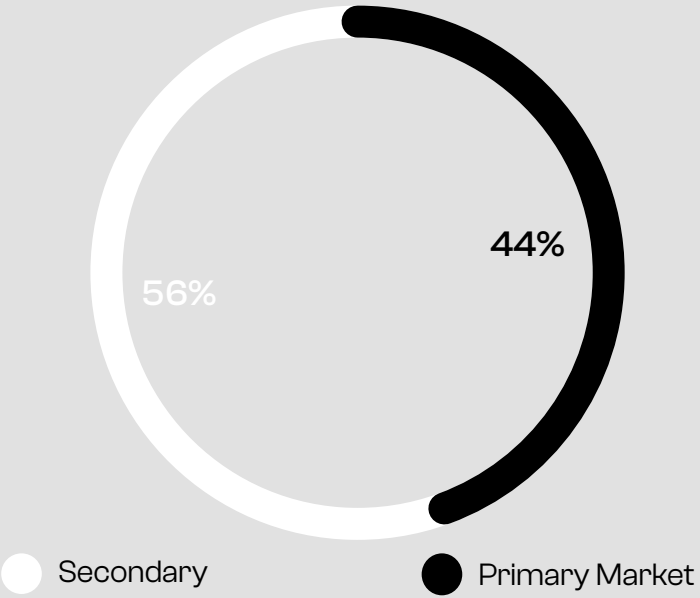


Secondary

14,448
Total Transactions

AED 46.03B
Total Worth

Transactions Value



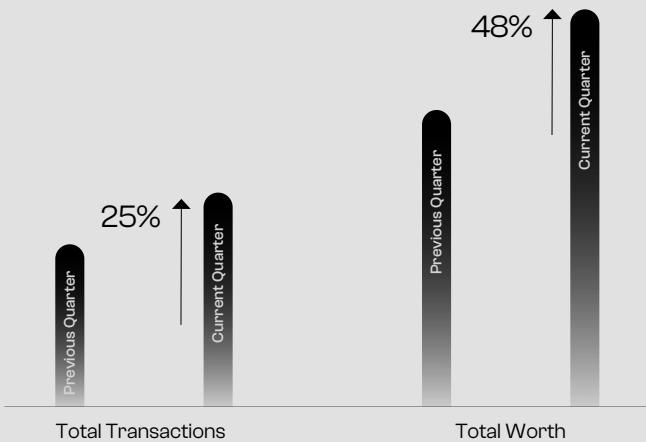


VS. Q3 2022

Primary (off-plan)

11,764
Total Transactions

AED 24.44B
Total Worth



Secondary

13,719
Total Transactions

AED 45.01B
Total Worth



VS. Q4 2021

Primary (off-plan)

7,760
Total Transactions

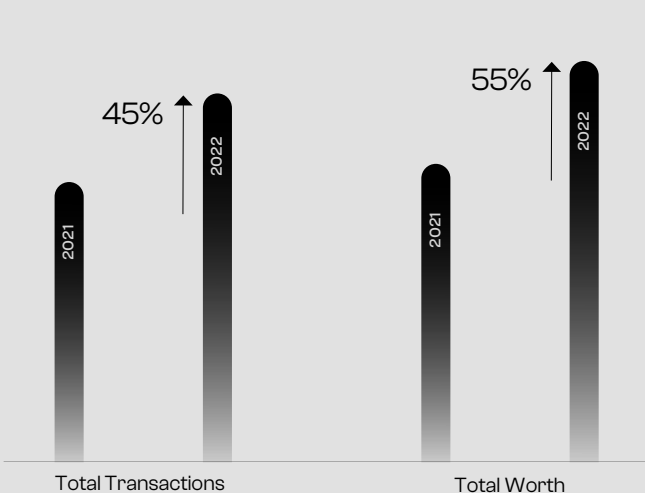
AED 16.76B
Total Worth



Secondary

9,996
Total Transactions

AED 29.67B
Total Worth





Luxury Property Performance Q4 2022

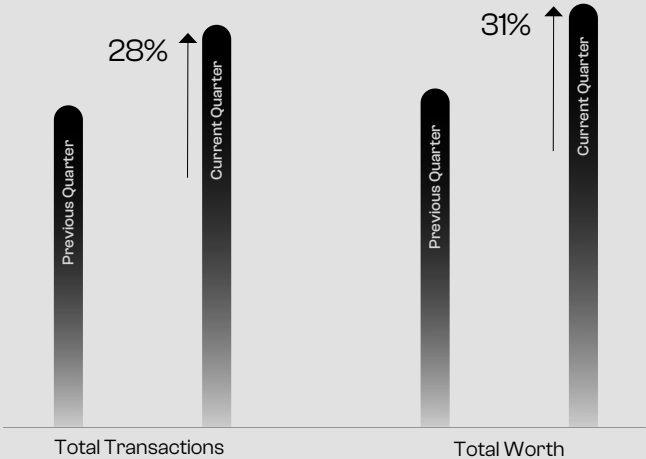
752
Total Transactions

AED 17.26B
Total Worth

VS. Q3 2022

589
Total Transactions

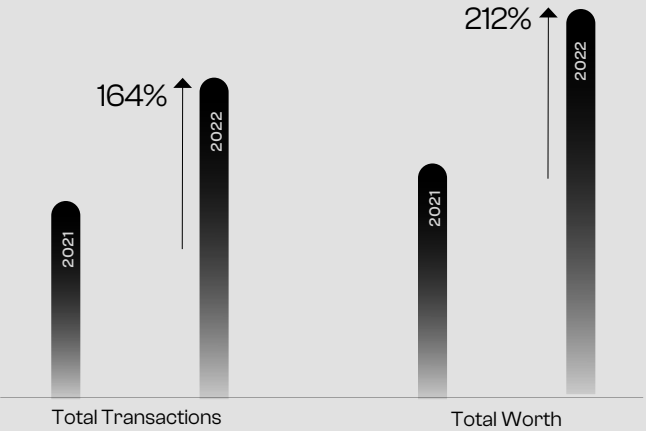
AED 13.15B
Total Worth



VS. Q4 2021

285
Total Transactions

AED 5.54B
Total Worth





Top Performing Residential Communities



65%

- Dubai real estate market outperforms global cities in Q4 2022
- Real estate sales increased by 15% quarterly and 65% annually
- Investor confidence remains robust with a total of 97,252 transactions and a total value of AED 265 billion

Apartments

Area	No. of Transactions	Total Worth (AED)
Palm Jumeirah	1,472	9,198,029,927
Business Bay	2,742	4,885,541,983
Dubai Marina	1,472	3,258,595,663
Downtown Dubai	944	3,178,133,509
Dubai Harbour	532	2,758,456,279

Villas

Area	No. of Transactions	Total Worth (AED)
Dubai Hills	146	2,799,660,473
Palm Jumeirah	53	2,792,891,000
DAMAC Lagoons	901	2,560,279,988
Al Furjan	674	2,289,119,226
Tilal Al Ghaf / Victory Heights	134	1,446,809,746

Note: Top performing communities study tracks only residential property, including hotel apartment transactions, excluding land transactions from Dubai Land Department in both primary and secondary markets, sorted by the highest value of transactions in each community within the quarter.



Most Expensive Properties Sold

Apartments



Bulgari Lighthouse
Jumeirah Bay Island
(AED) 133,150,000

- ♣ Date: 27-Dec-22
- ♣ Segment: Primary
- ♣ Bedrooms: 5
- ♣ Total Area (Sq Ft): 11,655



Bulgari Lighthouse
Jumeirah Bay Island
(AED) 126,900,000

- ♣ Date: 29-Dec-22
- ♣ Segment: Primary
- ♣ Bedrooms: 5
- ♣ Total Area (Sq Ft): 11,655



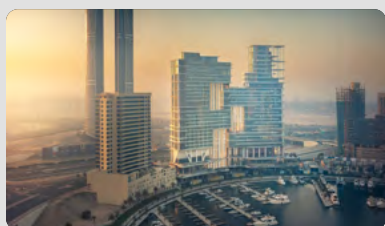
Bulgari Lighthouse
Jumeirah Bay Island
(AED) 119,000,000

- ♣ Date: 27-Dec-22
- ♣ Segment: Primary
- ♣ Bedrooms: 5
- ♣ Total Area (Sq Ft): 11,657



Bulgari Lighthouse
Jumeirah Bay Island
(AED) 77,550,000

- ♣ Date: 29-Dec-22
- ♣ Segment: Primary
- ♣ Bedrooms: 4
- ♣ Total Area (Sq Ft): 6,439



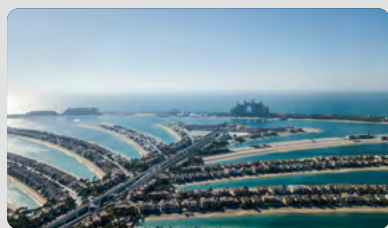
Dorchester Collection Dubai
Business Bay
(AED) 65,800,000

- ♣ Date: 02-Nov-22
- ♣ Segment: Primary
- ♣ Bedrooms: 4
- ♣ Total Area (Sq Ft): 10,060

Note: Most expensive properties study tracks only residential property including hotel apartment transactions, excluding land and full building transactions from Dubai Land Department in both primary and secondary markets.



Villas



Frond N
Palm Jumeirah - The Fronds
(AED) 600,000,000

- ♣ Date: 13-Oct-22
- ♣ Segment: Secondary
- ♣ Bedrooms: Custom
- ♣ Total Area (Sq Ft): 59,569



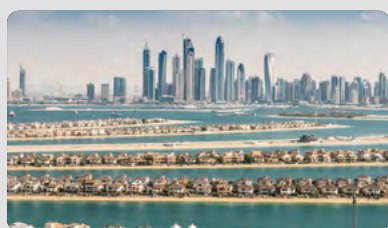
Frond G - Casa De Sole
Palm Jumeirah - The Fronds
(AED) 300,000,000

- ♣ Date: 24-Oct-22
- ♣ Segment: Secondary
- ♣ Bedrooms: 8
- ♣ Total Area (Sq Ft): 28,247



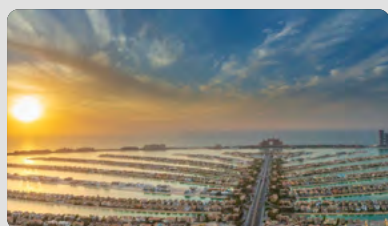
XXII Carat (Club Villas)
Palm Jumeirah - The Crescent
(AED) 145,000,000

- ♣ Date: 16-Nov-22
- ♣ Segment: Secondary
- ♣ Bedrooms: 6
- ♣ Total Area (Sq Ft): 12,167



Frond G
Palm Jumeirah - The Fronds
(AED) 130,000,000

- ♣ Date: 17-Nov-22
- ♣ Segment: Secondary
- ♣ Bedrooms: Custom
- ♣ Total Area (Sq Ft): 13,592



Frond G
Palm Jumeirah - The Fronds
(AED) 95,000,000

- ♣ Date: 27-Dec-22
- ♣ Segment: Secondary
- ♣ Bedrooms: Custom
- ♣ Total Area (Sq Ft): 13,980

Note: Most expensive properties study tracks only residential property including hotel apartment transactions , excluding land and full building transactions from Dubai Land Department in both primary and secondary markets .



Commercial Property Performance Q4 2022

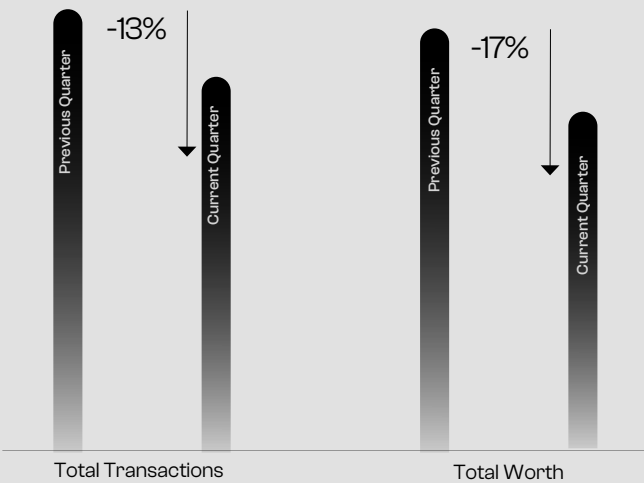
738
Total Transactions

AED 1.10B
Total Worth

VS. Q3 2022

851
Total Transactions

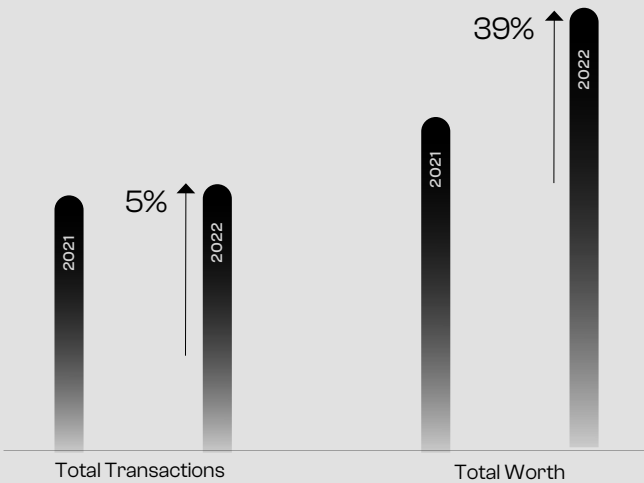
AED 1.32B
Total Worth



VS. Q4 2021

705
Total Transactions

791.41M
Total Worth



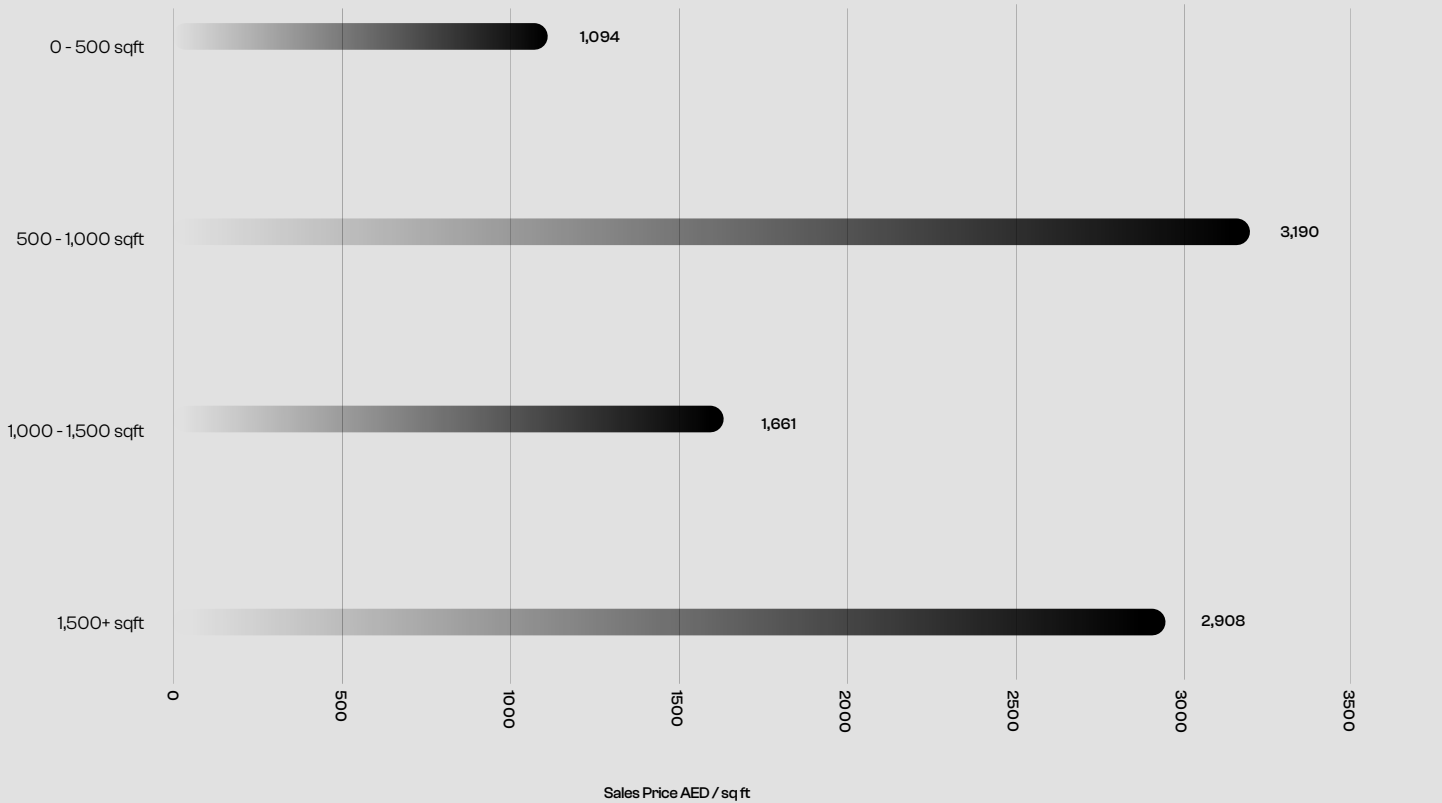


Top Performing Commercial Areas

Offices/Retails

Area	No. of Transactions	Total Worth (AED)
Business Bay	288	404,650,421
Jumeirah Lakes Towers	193	226,534,648
Downtown Dubai	12	123,400,000
Meydan One	30	62,827,574
Dubai Marina	14	47,629,628

Volume of Transactions by Property Size

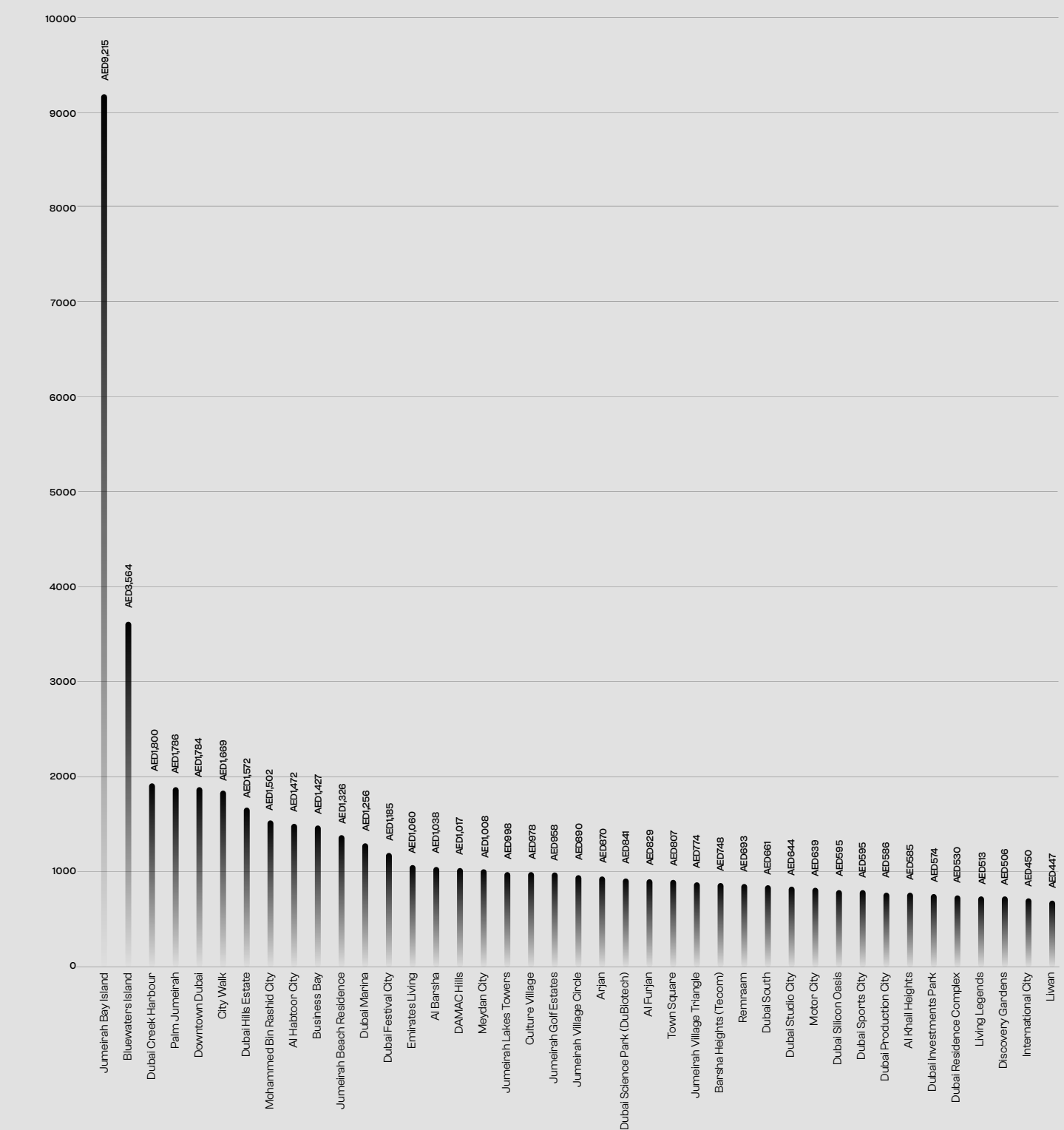


Note: Top performing communities study tracks only residential property, including hotel apartment transactions, excluding land transactions from Dubai Land Department in both primary and secondary markets, sorted by the highest value of transactions in each community within the quarter.



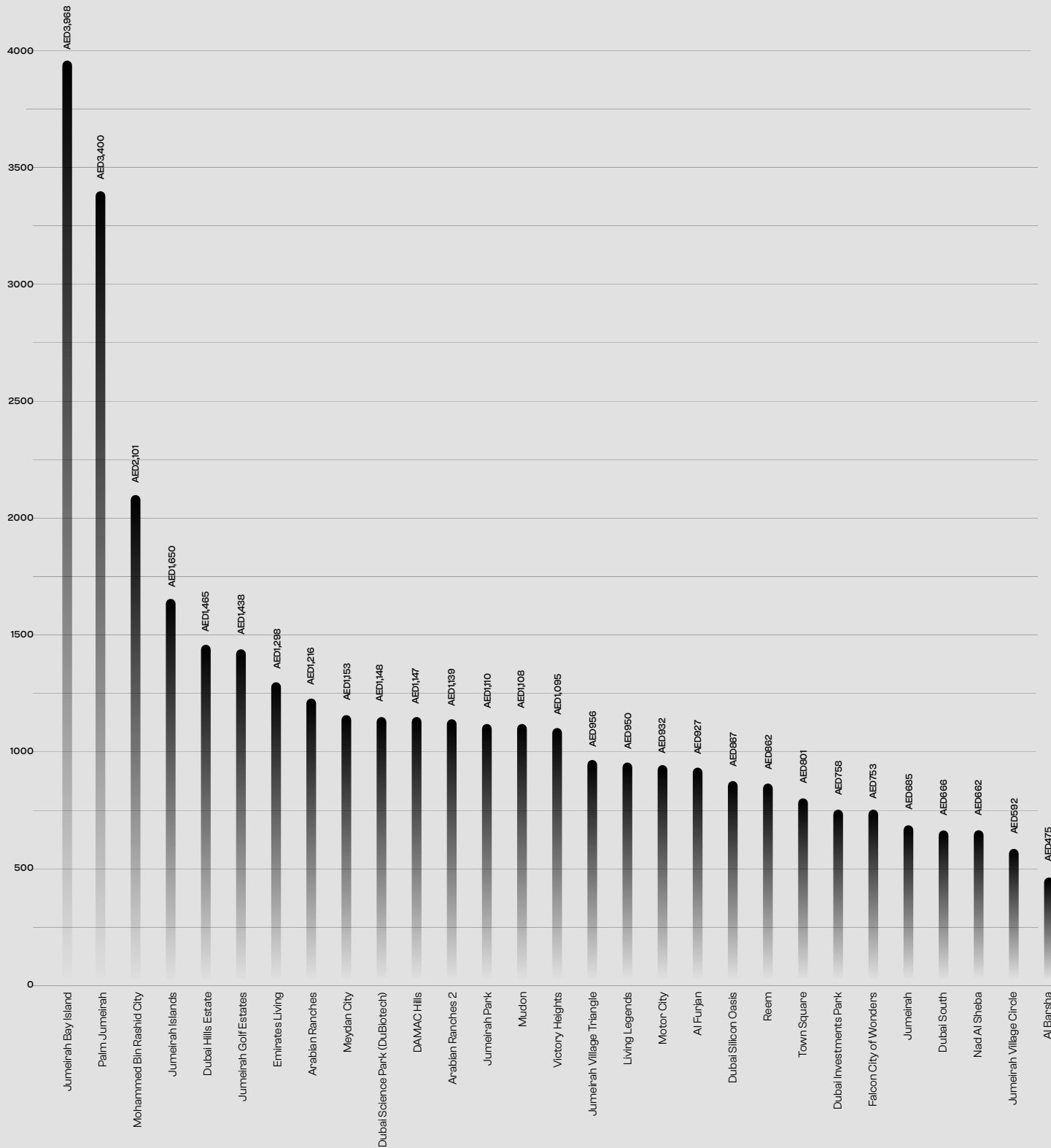
Average Sales Price in Dubai's Major Communities

Apartments





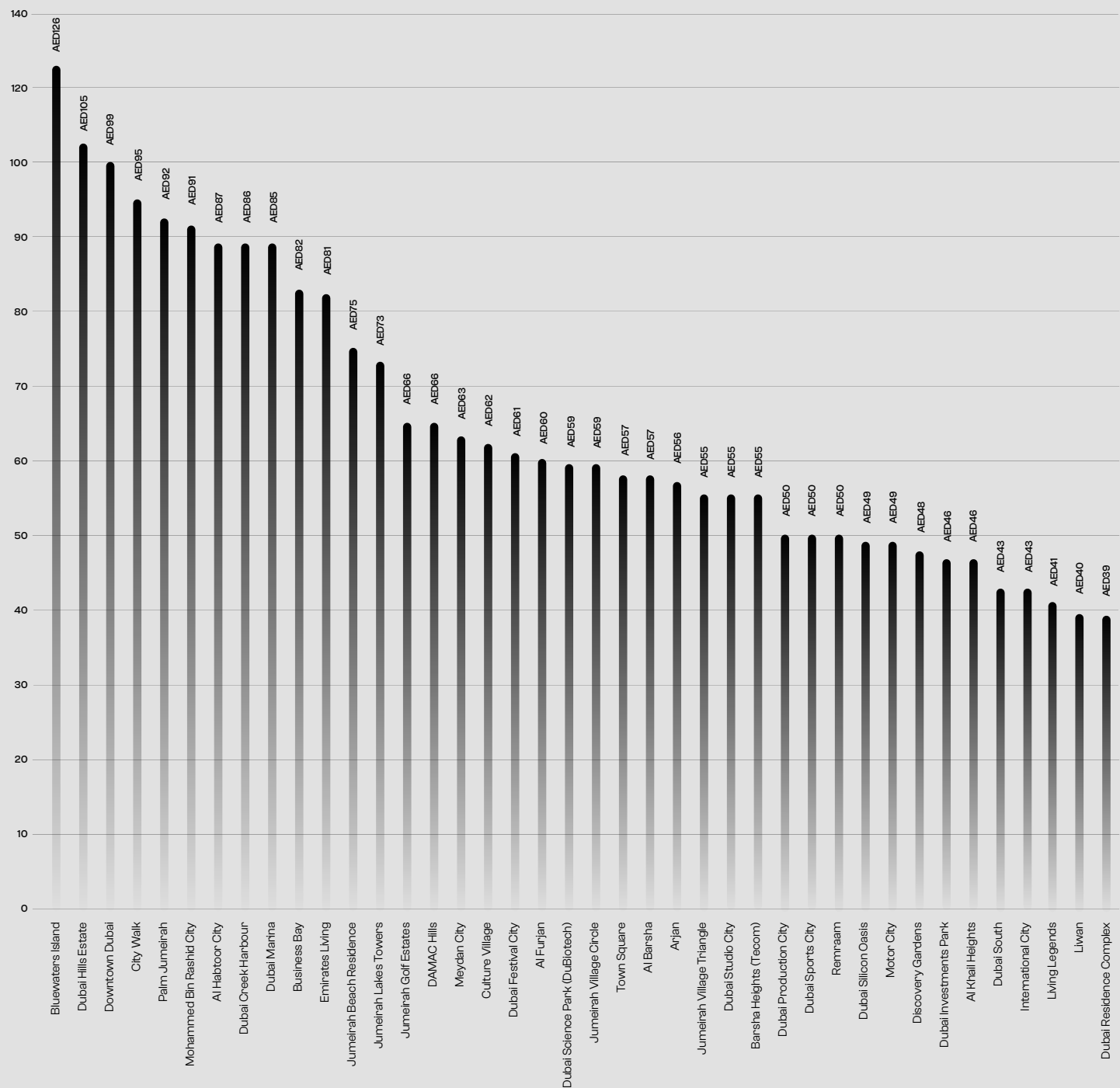
Villas and Townhouses





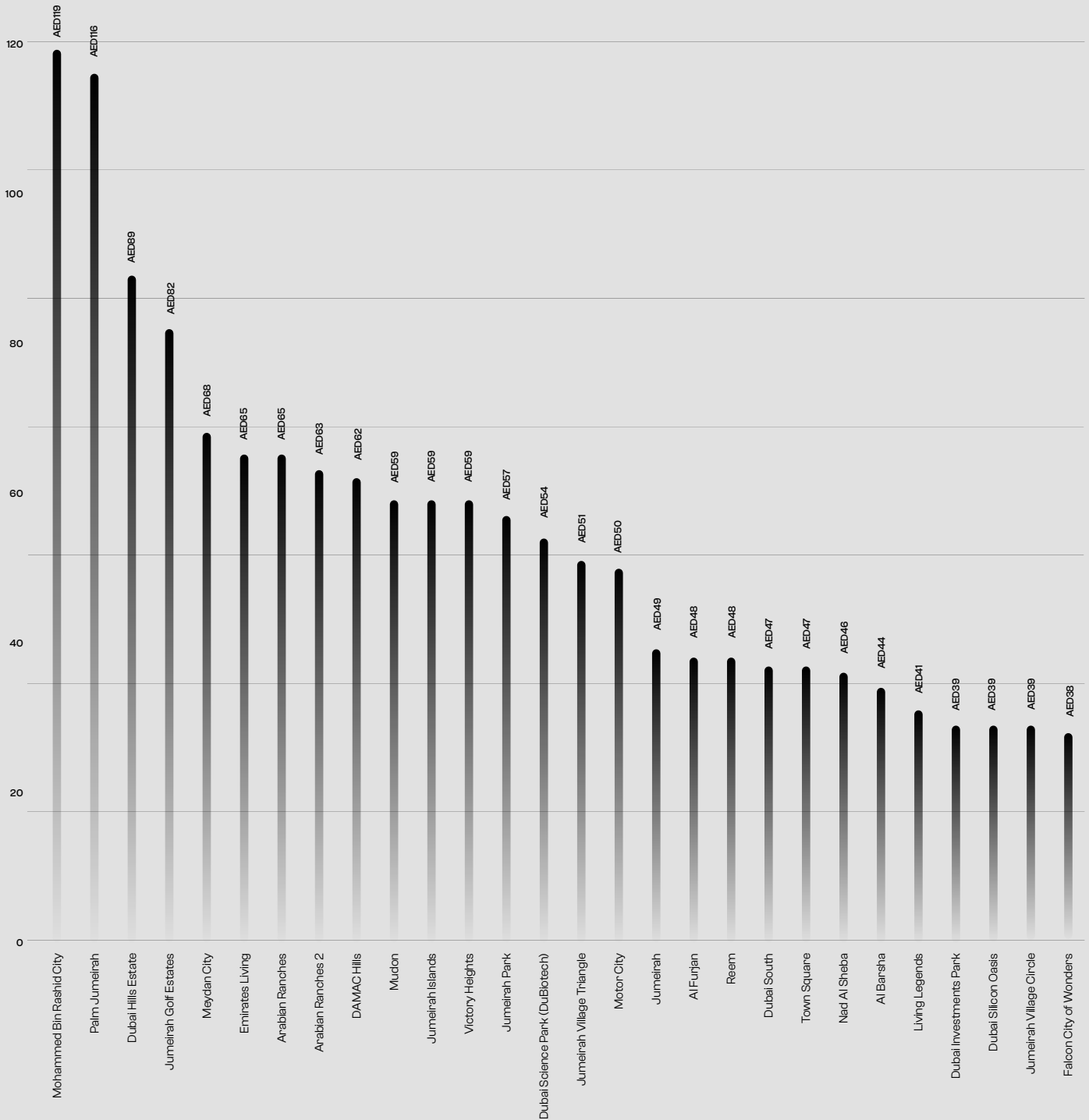
Average Rent Price Per Sq.ft

Apartments





Villas/Townhouses





Rental Yields

Apartments

Community	Average Gross Investment Yield	Community	Average Gross Investment Yield
Al Barari	7.48%	Dubai Science Park (DuBiotech)	6.94%
Al Barsha	5.47%	Dubai Silicon Oasis	8.13%
Al Furjan	7.24%	Dubai South	6.40%
Al Habtoor City	5.89%	Dubai Sports City	8.39%
Al Khail Heights	7.88%	Dubai Studio City	8.45%
Al Sufouh	6.47%	Emirates Living	7.56%
Arjan	6.39%	International City	9.47%
Barsha Heights (Tecom)	7.36%	Jumeirah Village Circle	6.64%
Bluwaters Island	3.53%	Jumeirah Village Triangle	7.03%
Business Bay	5.68%	Jumeirah Beach Residence	5.61%
City Walk	5.68%	Jumeirah Golf Estates	6.80%
Culture Village	6.30%	Jumeirah Lakes Towers	7.24%
DAMAC Hills	6.47%	Living Legends	8.10%
Discovery Gardens	9.53%	Liwan	8.82%
Downtown Dubai	5.53%	Meydan City	6.25%
Dubai Creek Harbour	4.76%	Mohammed Bin Rashid City	6.01%
Dubai Festival City	5.10%	Motor City	7.62%
Dubai Hills Estate	6.60%	Palm Jumeirah	5.11%
Dubai Investments Park	7.99%	Remraam	7.21%
Dubai Marina	6.74%	The Hills	6.75%
Dubai Production City	8.40%	Town Square	7.03%
Dubai Residence Complex	7.37%	Zabeel	7.20%

Villas / Townhouses

Community	Average Gross Investment Yield	Community	Average Gross Investment Yield
Al Barsha	9.23%	Jumeirah Golf Estates	5.68%
Al Furjan	5.09%	Jumeirah Islands	3.59%
Arabian Ranches	5.29%	Jumeirah Park	5.12%
Arabian Ranches 2	5.52%	Jumeirah	7.14%
DAMAC Hills	5.40%	Living Legends	4.29%
Dubai Hills Estate	6.05%	Meydan City	5.86%
Dubai Investments Park	5.10%	Mohammed Bin Rashid City	5.68%
Dubai Science Park (DuBiotech)	4.73%	Motor City	5.40%
Dubai Silicon Oasis	4.43%	Mudon	5.29%
Dubai South	7.01%	Nad Al Sheba	6.97%
Dubai Sports City	5.41%	Palm Jumeirah	3.41%
Emirates Living	4.97%	Reem	5.57%
Falcon City of Wonders	5.09%	The Villa	4.75%
Jumeirah Village Circle	6.65%	Town Square	5.90%
Jumeirah Village Triangle	5.35%		



Supply

Total projects to be delivered as of December 2022.

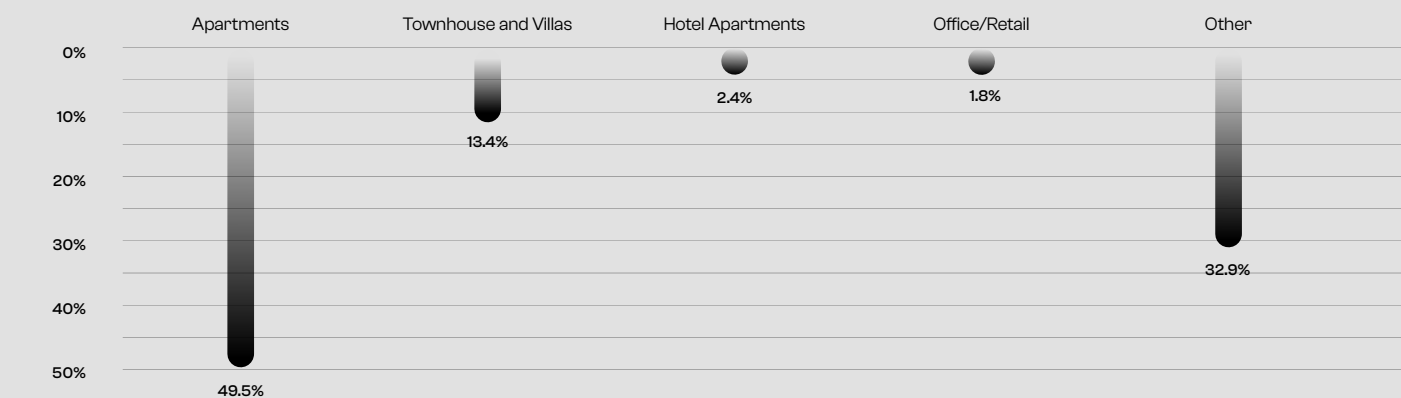
319

Total Projects

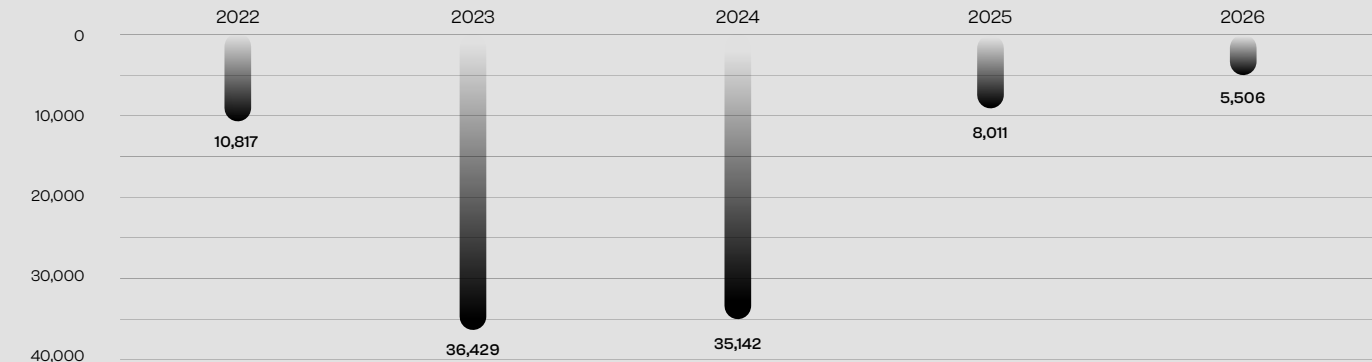
131,201

Total Units

Supply by property type

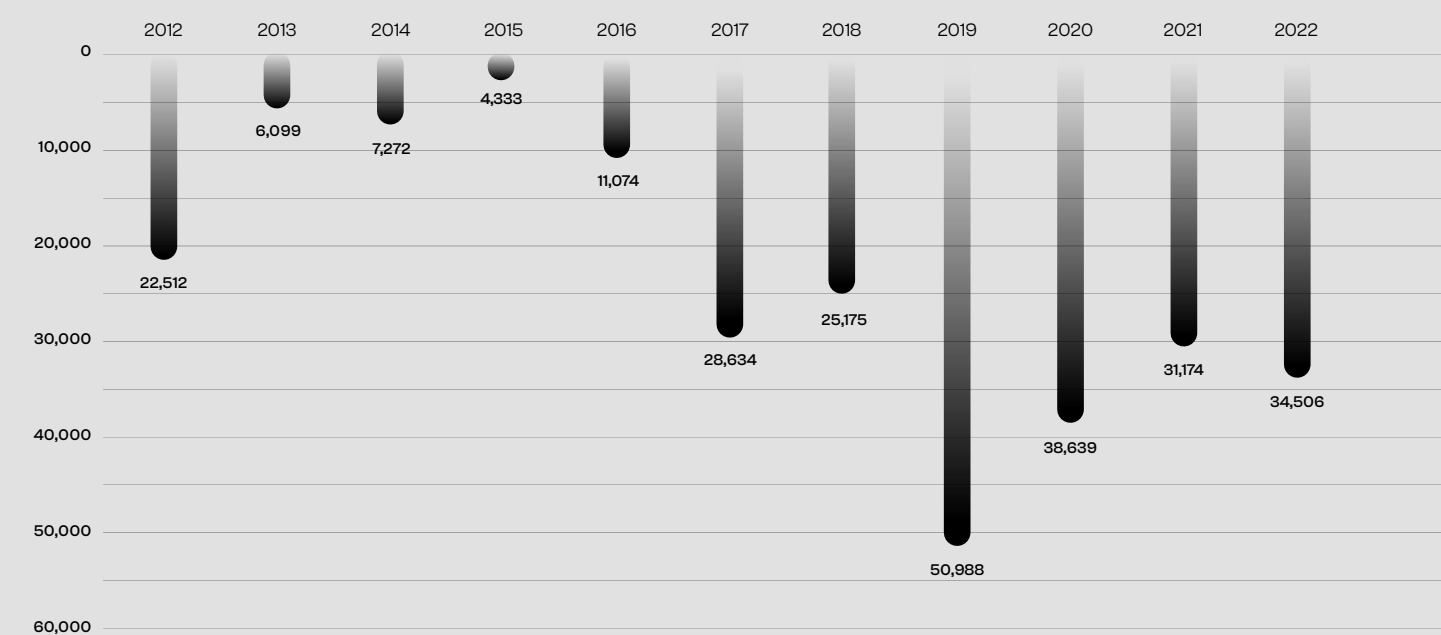


Future planned property supply

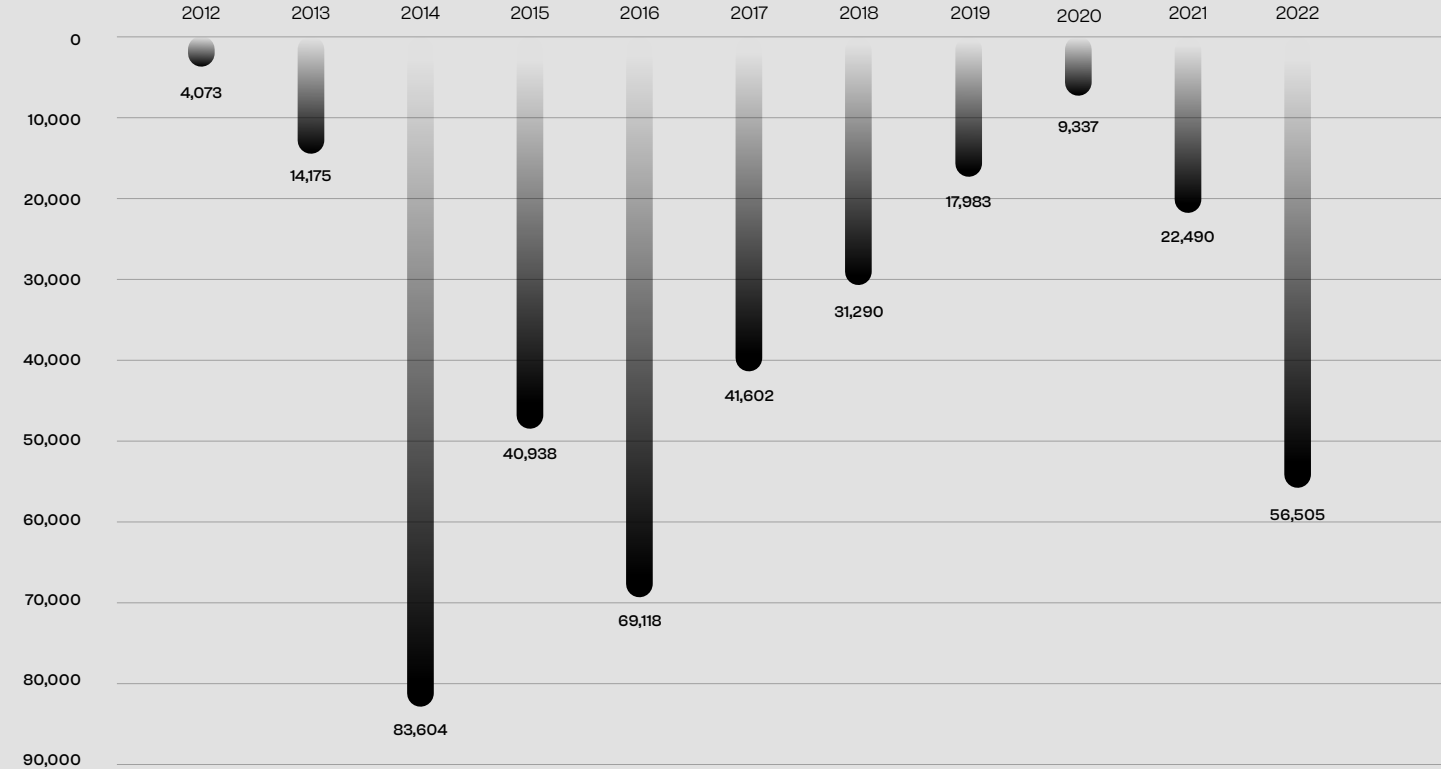




Number of Yearly Delivered Units



Number of Yearly Launched Properties



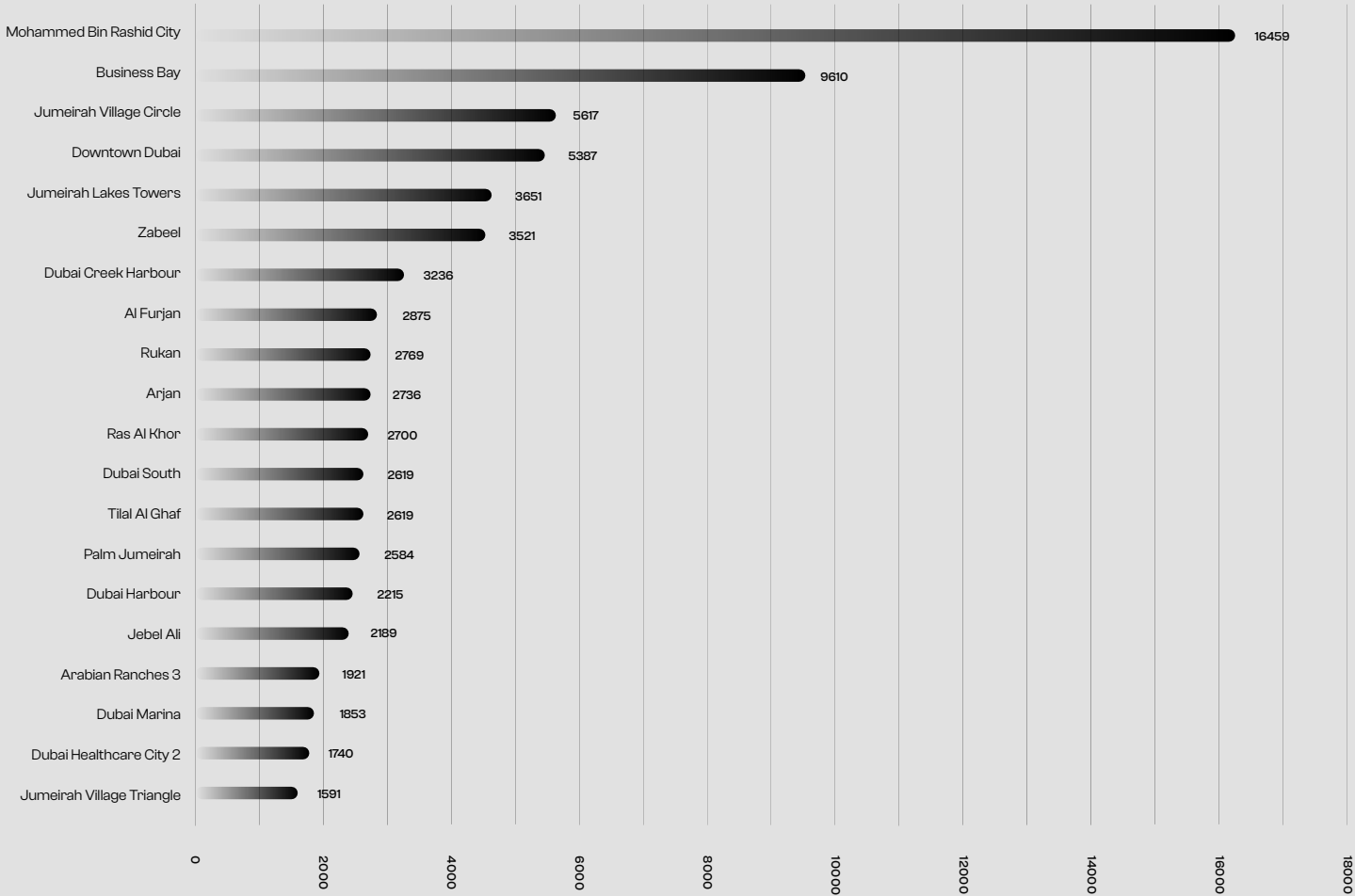


Supply Per Area



164%

- Luxury real estate market expanding with a 28% increase in transactions QoQ and 164% YoY
- Luxury apartment sales in Dubai grew 313% YoY, driven by demand for branded residences and new development launches.
- Palm Jumeirah leads in terms of value of homes sold



Analyst Note

Q4 Real Estate Market Report

Elias Hannoush
Managing Director



Strong demand for apartments was witnessed during the quarter, following a surge in sales of villa townhouses; apartment sales accounted for 69% of total transactions during the quarter; the transactional price per square foot registered a 6% increase quarter on quarter and is now 18% higher than the same quarter last year.

The Dubai real estate market continues to exhibit exceptional performance, outperforming global cities despite global market difficulties and the usual festive season slowdown on the market during the fourth quarter. Real estate sales increased by 15% quarterly and by 65% annually as investor confidence in the city remains robust.

Dubai's real estate market closed the year with a total of 97,252 transactions valued at AED 265 billion, 59.5% higher than in 2021.

The fourth quarter of 2022 witnessed a 2% quarterly increase in mortgage activity despite rising interest rates.

Strong demand for apartments was witnessed during the quarter, following a surge in sales of villa townhouses; apartment sales accounted for 69% of total transactions during the quarter; the transactional price per square foot registered a 6% increase quarter on quarter and is now 18% higher than the same quarter last year.

This increase in apartment sales was fueled by a spike in new off-plan launches, with initial sales accounting for 58.5% of total apartment sales.

Primary market transactions increased by 25% quarter-on-quarter and by 89% year-on-year, with primary market transactions accounting for 49% of total sales during the quarter. Secondary market performance, on the other hand, was solid, with a 5% increase QoQ and a 45% increase over the same quarter last year. A sizeable portion of secondary market sales were resales of off-plan properties, with most initial owners cashing out on premiums. The resale volume of off-plan properties should be carefully observed in future quarters, particularly in non-prime locations.

With a wave of high-net-worth individuals flocking to the city, the luxury real estate market is expanding. The volume of transactions surged by 28% quarter-on-quarter and 164% year-on-year.

When compared to 2021, annual transactions in the luxury segment climbed by 116% for residential properties sold above the AED 10 million threshold and by 79% for properties sold above the \$10 million threshold.

It is noteworthy that there has been a significant increase in the sales of apartments above the \$10 million mark, with a YoY growth of 313% when compared to the previous year. This trend can be attributed to the launch of high-end apartment developments by Dubai-based developers, with a majority of these properties falling under the

category of branded residences. This indicates a strong demand for this type of product among buyers.

Palm Jumeirah surpassed other communities in Dubai in terms of the value of homes sold in the quarter, leading to a record-breaking year for the community in terms of both volume and value of properties sold in a year.

During the quarter, a 600 million AED villa with a plot on Palm Jumeirah's frond N was sold, shattering the record for the most expensive property sold in Dubai for the third time this year. The performance of commercial real estate remains sluggish, falling 16% from the previous quarter but remaining 5% higher than the same quarter last year; greater performance is projected for the sector in the following quarters. The primary market (off-plan) returned to dominance in 2022 with no signs of a supply slowdown in sight, while 56,000 units were launched during the year it's still 32% lower than the number of units added during the industry's peak in 2014.

While we remain positive about the stability of the Dubai market and foresee continued expansion, developers and investors will need to carry the lessons of previous market cycles in mind. The current expansion of the market cannot continue forever. Large gains are likely over for the foreseeable future, and several months of price stability with small price increases are predicted.

164%

With a wave of high-net-worth individuals flocking to the city, the luxury real estate market is expanding. The volume of transactions surged by 28% quarter-on-quarter and 164% year-on-year.

About Us

Morgan's International Realty is a luxury real estate brokerage and property investment consultancy firm. Established in Dubai at a tipping point of the industry, to create an impact in a market which was just evolving empowered by a joint effort of the public and private sectors, aiming to change the perception of the market and market players.

We chose to participate in setting a benchmark of higher levels of transparency, professionalism and investor protection. Believing that client satisfaction and retention are the key factors of sustainability and organic growth in a market nearing maturity, we laid down the corner blocks of an organization that reflects the history of its' founders. We share this belief with each of our team members who aim to leave clients with a pleasant memory of their past, standing by and guiding them in their present and planning for their future.

Services

Our firm provides a whole spectrum of consulting services, enabling our customers access to our knowledge, expertise, and tailored recommendations.

Our studies are detailed, well-recognized, and widely covered. We conduct bespoke research for clients seeking to enhance their property investment performance. Services you may be interested in:

- Investment Advisory
- Development Advisory
- Property Management
- Project Management
- Private Retreats
- Buying & Selling
- Leasing
- Research

Franchise

Morgan's International Realty franchisees will massively benefit from partnership with a very reputable and prestigious association. Morgan's International Realty's headquarters supports its franchisees with operational resources, marketing resources, sales through a referral program, training and supervising and business development resources.

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