

Springfield
Properties



DUBAI REAL ESTATE REPORT

Q3 2024

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**DUBAI REAL ESTATE
REPORT Q3 2024**

This report has been prepared by
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EDITORIAL

Dear reader,

Springfield Properties is pleased to present our Q3 2024 Market Insights Report, spearheaded by CEO Farooq Syed. This report provides a comprehensive analysis of Dubai's residential real estate sector, spotlighting key growth areas, market trends, and the primary factors influencing its trajectory. Designed specifically for investors and market analysts, our insights are grounded in detailed data analysis throughout the quarter.

The third quarter of 2024 has shown strong growth and continued investor confidence in Dubai's real estate market. Across the months of Q3, significant momentum has been observed in both sales transactions and market activity, particularly in off-plan properties and luxury real estate. This demand reflects the sustained appetite for high-quality investments and capital appreciation in Dubai's property sector.

Our analysis breaks down buyer and renter preferences, highlighting the strong performance of both apartments and villas/townhouses. The strategic shift towards off-plan sales continues to represent a substantial portion of overall transaction volume, showcasing investor confidence in future projects and the market's resilience.

With robust activity in key areas and a growing demand for both luxury properties and strategic land investments, Q3 2024 has solidified Dubai's position as a premier destination for real estate opportunities. This report offers valuable insights into the current dynamics of Dubai's real estate landscape and highlights the strategic opportunities available to developers and investors.

At Springfield Properties, we remain committed to providing market intelligence that empowers our partners and clients to make informed decisions. Our Q3 2024 Market Insights Report is a valuable tool for understanding the current trends and identifying the opportunities that lie ahead in one of the world's most dynamic real estate environments.

We hope you find it insightful and informative.

Sincerely,



Masroor Syed
Chairman



Farooq Syed
CEO



Osman Syed
Managing Partner



Abdullah Syed
Managing Partner

MARKET OVERVIEW: OBSERVATIONS FROM THE REPORT

Key Positive Findings from the Dubai Residential Market Overview Q3 2024

Q3 2024 TOTAL VALUE

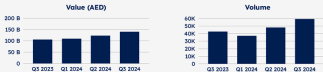
AED **142.5** B▲ **34.45% increase**
when compared to Q3 2023

Q3 2024 TOTAL VOLUME

59,710▲ **39.66% increase**
when compared to Q3 2023

The real estate market in Dubai demonstrated robust activity in Q3 2024, achieving significant growth in both transaction volume and total value compared to the same period last year. The quarter saw a substantial year-on-year increase by 34.45%, underscoring the sustained confidence of investors and the strength of the market. Off-plan properties continued to play a dominant role, contributing to a large share of overall transactions, driven by the high demand for new developments. This growth trajectory reflects Dubai's increasing appeal as a global real estate hub, attracting investments from both local and international buyers. The upward trend in transaction value and volume, compared to Q3 2023, solidifies the city's position as a leading destination for real estate investments.

Transactional Values Comparison



Key findings from Q3 2024:

- Residential Transactions:** The Dubai real estate market experienced continued growth in both primary and secondary market transactions in Q3 2024. Total transaction volume for the quarter saw significant increases, with July recording AED 40.5 billion and August following with AED 49.8 billion. September concluded with 26,935 transactions, bringing the total value for Q3 2024 to AED 142.5 billion, reflecting the ongoing demand for both off-plan and ready properties.
- Top Locations for Apartment Ownership:** The most popular areas for apartment ownership in Q3 2024 were Jumeirah Village Circle, Business Bay, and Dubai Hills Estate. These areas attracted both local and international buyers due to their prime locations and investment potential.
- Top Locations for Villa/Townhouse Ownership:** For villa and townhouse ownership, The Valley, Dubai South and Damac Hills 2 remained the top choices for Q3 2024, driven by demand for family-friendly communities with ample amenities.
- Off-Plan Property Market:** The off-plan market remained dominant in Q3, with July and August seeing 58% and 62% of transaction values attributed to off-plan. This strong demand for future developments persisted into September, with 60% of the total transaction volume coming from off-plan properties.
- Ready/Existing Property Market:** The ready property market also showed steady growth in Q3 2024, with a significant year-on-year increase in both transaction volume and value. This reflects sustained demand for properties ready for immediate occupancy, particularly in areas such as Jumeirah Village Circle and Business Bay.
- Unit Size Demand:** For renters, demand continued to spread across one-bedroom units, two-bedroom apartments, and studios. The villa and townhouse market saw strong interest in three-bedroom units and larger, particularly in family-oriented communities such as Damac Hills 2 and Dubai Hills Estate.
- Most Sought-After Locations for Apartments:** In Q3 2024, highly desirable locations for apartment rentals and ownership included JVC, Business Bay and Dubai Marina, driven by accessibility, lifestyle amenities, and proximity to business hubs.
- Popular Locations for Villa/Townhouse Rentals:** The most popular locations for villa and townhouse rentals in Q3 2024 included Damac Hills 2 and Dubai Hills Estate, which attracted families due to their spacious layouts and community-centric living.
- Market Trends:** The Q3 market highlighted a continued rise in off-plan investments, driven by new project launches and long-term investor confidence. A growing demand for community-centric living and mixed-use developments was also observed. Additionally, the luxury property market continued to expand, with premium developments like The Aclis Estates and Luvita Mansions at the Oasis attracting high-net-worth investors.

MARKET OVERVIEW: OBSERVATIONS FROM THE REPORT

Key Positive Findings from the Dubai Residential Market Overview Q3 2024

Property Volume in All Areas



During Q3 2024, Dubai's property market showed a robust performance, particularly in off-plan transactions, which exhibited a strong upward trend.

In July 2024, the Dubai property market witnessed significant growth across both off-plan and ready property sales. Off-plan units surged to 10,494, representing a 61.25% increase compared to the same period in 2023. Similarly, ready properties saw a more moderate yet notable rise, with 9,408 units sold, marking a 47.05% increase year-on-year.

The upward trend continued into August 2024, with off-plan sales reaching 11,150 units, reflecting a 49.04% increase from August 2023. Ready property transactions also saw marginal growth, with 7,682 units sold, a 14.2% increase compared to August 2023.

This robust performance highlights the enduring appeal of Dubai's real estate market, particularly in the off-plan segment, which continues to attract investors looking for long-term value. The steady increase in ready property transactions further underscores the resilience of the sector, providing strong momentum heading into the latter part of the year.

Property Value in All Areas



Dubai's real estate market is experiencing a strong surge in 2024, with a clear shift towards off-plan properties. The Q3 data highlights a significant preference for off-plan transactions, showcasing robust investor demand for new developments across a diverse range of price points. Transaction values for off-plan properties in Q3 were particularly impressive, reinforcing confidence in forthcoming projects.

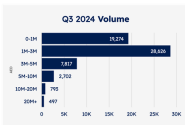
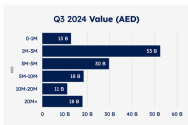
While off-plan transactions dominate, the ready property market remains relevant, maintaining consistent activity. Rental prices are expected to rise alongside property values, offering attractive opportunities for investors seeking rental income.

In summary, Q3 2024 confirms the market's pronounced preference for off-plan properties, supported by strategic developer initiatives and sustained demand. The secondary market remains active, and the outlook for rental investments is promising, ensuring a dynamic and resilient real estate landscape.

MARKET OVERVIEW: OBSERVATIONS FROM THE REPORT

Key Positive Findings from the Dubai Residential Market Overview Q3 2024

PROPERTY PRICE BREAKDOWN



PROPERTY TYPE BREAKDOWN

	Value (AED)	Volume
Apartment	78.6 B	45,805
Villa/Townhouse	60.6 B	12,530
Other	5.5 B	1,575

Q3 2024 VALUE



Q3 2024 VOLUME



Dubai's real estate market continued to exhibit remarkable resilience in the third quarter of 2024, demonstrating a robust demand for various property types across price ranges. The market recorded a total transaction value of AED 142.5 billion, representing a 15.85% increase compared to the previous quarter.

Apartments emerged as the most sought-after property type, accounting for a substantial 55.16% of the total value, or approximately AED 78.60 billion. Townhouses and villas followed closely at 42.53%, with total values of AED 60.60 billion and AED 1.10 billion, respectively.

The most active price segment was AED 1 to 3 million, capturing 35.84% of all transactions, or approximately 28,626 units. This segment accounted for a total value of AED 52.50 billion, reflecting a strong demand for mid-range properties.

Overall, the Q3 2024 real estate market in Dubai showcased a balanced and healthy landscape, with a diverse range of property types and price points attracting a broad spectrum of buyers. This positive trend is a testament to Dubai's enduring appeal as a prime real estate destination.



URBAN REAL ESTATE DYNAMICS

Dubai Positioned as a Global Wealth Magnet for Centi-Millionaires

The United Arab Emirates (UAE) continues to cement its position as the world's leading destination for high-net-worth individuals (HNWIs) and centi-millionaires. A recent report by Henley and Partners, in collaboration with New World Wealth, highlights a projected increase of over 150% in the migration of the ultra-rich to Dubai, Abu Dhabi, and Sharjah between 2024 and 2040. Dubai alone ranks 15th among the world's top 50 cities, currently home to 212 centi-millionaires; individuals with liquid assets exceeding \$100 million (AED 367 million).

This influx of centi-millionaires and billionaires further consolidates Dubai's position as the wealth hub of the Middle East. The city is currently home to 72,500 millionaires, 212 centi-millionaires, and 15 billionaires, outpacing other cities in the region in terms of private wealth concentration.

This growth is driven by Dubai's thriving economic climate, which continues to attract the super-rich from regions such as India, the UK, Europe, and Russia, motivated by the emirate's strategic location, zero income tax policy, and luxury lifestyle.

Global Appeal and Strong Inflows of Millionaires

The UAE's success in attracting global wealth is further underscored by a projected net inflow of 6,700 millionaires in 2024, surpassing every other country worldwide. The UAE is expected to retain its title as the world's leading wealth magnet for the third consecutive year. This trend is largely supported by significant inflows of wealth from India, the wider Middle East, Russia, and Africa, in addition to a substantial number of millionaires relocating from the UK and Europe.

The consistent rise in HNWIs has broad implications for Dubai's real estate market, with a noticeable increase in demand for ultra-luxury properties and high-end residential developments. The emirate's appeal as a global destination for wealth preservation and lifestyle living continues to boost both the prime residential and commercial real estate sectors.

The Future Outlook for Dubai's Wealth Influx

Looking ahead, projections indicate that the number of millionaires with assets exceeding \$1 million will grow by 15% over the next five years, reaching 232,067 millionaires by 2028, according to the Global Wealth Report by UBS. This steady influx of high-net-worth individuals is expected to have a profound impact on the luxury residential property market in Dubai, driving up demand and property values, particularly in key areas such as Downtown Dubai, Dubai Marina, and Palm Jumeirah.

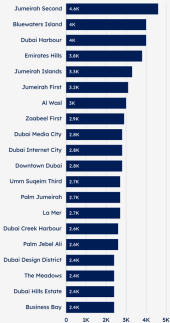
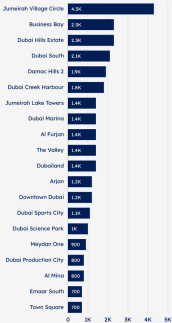
This sustained growth is attributed to the UAE's favourable regulatory environment, golden visa schemes, and commitment to economic diversification, making the country an attractive option for both millionaires and centi-millionaires seeking long-term residence and investment opportunities.

With global economic challenges continuing to reshape the movement of wealth, Dubai is poised to benefit from the continued migration of the ultra-rich, ensuring the city's position as a global wealth hub and a leading destination for luxury real estate investment.

A Thriving Future for Dubai's Real Estate Market

The forecasted growth in millionaire and centi-millionaire migration to Dubai by 2040 reaffirms the emirate's role as a prime destination for the world's wealthy elite. With strategic developments underway, a transparent regulatory environment, and a luxury lifestyle unmatched in the region, Dubai's real estate market is set to see sustained growth in both capital values and international investment. The emirate's trajectory towards becoming one of the most sought-after global cities for wealth preservation and high-end real estate is clearly defined as it continues to attract both domestic and international interest.

KEY HOTSPOTS

Top Average Sales Transaction Price by Community
 (AED/Sqft)

Top Sales Transaction by Community
 (Volume)




KEY HOTSPOTS

Address Residences – Dubai Hills Estate: Strategically positioned within the prestigious Dubai Hills Estate, this development by Emaar embodies the perfect blend of luxury and connectivity. Offering a curated selection of one to three-bedroom apartments and townhouses, the residences cater to discerning buyers seeking a premium lifestyle. Proximity to Dubai Hills Mall and leading healthcare facilities, combined with seamless access to Al Khail Road, underscores the development's appeal to both end-users and investors. With its branded Address Hotels + Resorts residences, this project represents a unique opportunity to invest in one of Dubai's most sought-after communities.

Address Residences – Dubai Creek Harbour: Set against the iconic backdrop of Dubai Creek, Address Residences at Dubai Creek Harbour offers an unparalleled waterfront living experience. These high-rise apartments provide sweeping views of the Creek and the Dubai skyline, complemented by an array of amenities and access to a vibrant mix of retail and dining options. As part of one of Dubai's most dynamic communities, this development captures the essence of contemporary urban living, appealing to those seeking both exclusivity and convenience in a prime location.

Golf Hillside – Dubai Hills Estate: Overlooking the verdant fairways of Dubai Hills Golf Course, Golf Hillside offers an exceptional living experience within one of Dubai's most prestigious communities. This collection of one- to three-bedroom luxury apartments is designed for those seeking a balance of modern sophistication and tranquil surroundings. Residents benefit from seamless connectivity via Al Khail Road, with future links to Etihad Rail and Dubai Metro enhancing accessibility to key city hubs. The development's elevated podium features an elegant swimming pool, state-of-the-art fitness center, and multipurpose room, providing an array of exclusive amenities that elevate the standard of living in this sought-after location.

Lavita – The Oasis: Lavita introduces 43 exclusive mansions set within The Oasis by Emaar, offering a tranquil retreat amidst lush greenery and waterways. Ranging from 21,000 to 35,500 square feet, these 6- and 7-bedroom homes blend modern design with classic sophistication.

Strategically located near Sheikh Zayed bin Hamdan Road, Lavita ensures seamless access to key Dubai attractions while providing a serene escape from the city's hustle. Key amenities include landscaped gardens, a fitness center, exclusive clubhouses, and children's play areas.

Mirage – The Oasis: Mirage at The Oasis by Emaar Properties introduces a collection of 4 and 5-bedroom villas and 6-bedroom mansions, set amidst serene waterways and leisure areas. Available in three architectural styles—Classic, Contemporary, and Chamfered—these residences offer expansive living spaces, private terraces, and rooftop areas, many with stunning waterfront views. Mirage combines luxury and tranquility, providing an ideal sanctuary within Dubai's vibrant landscape.

The Acres – Meraas: The Acres by Meraas offers 3 to 5-bedroom standalone villas surrounded by tranquil gardens and swimmable lagoons. Each villa features expansive living areas, floor-to-ceiling windows, and sustainable design elements. The community includes Halo Loop Park, an Edible Garden, and a variety of leisure amenities. With a focus on wellness, nearly one-third of the roads are reserved for pedestrians and cyclists, providing a safe and serene environment.

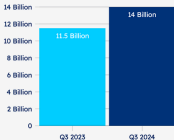
One by Binghatti: Positioned in Business Bay, One by Binghatti offers an elevated living experience through its distinctive architectural design and exceptional facilities. The development features premium branded residences, including collaborations with Bugatti, Mercedes Benz, and Jacob & Co. Residents enjoy a range of amenities, such as adult and children's swimming pools, sports facilities, a gym, and wellness areas. With its prime location and unparalleled lifestyle offering, One by Binghatti redefines luxury living in Dubai.

DAMAC Sun City: DAMAC Sun City redefines luxury living within a wellness-focused community designed to enhance well-being. Each residence features spacious balconies and terraces, maximizing natural light and outdoor living. The community offers serene spaces dedicated to promoting health and happiness, providing a holistic lifestyle inspired by nature and the vitality of the sun.

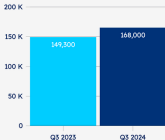
DYNAMIC RENTAL YIELDS

Q3 2023 vs Q3 2024 Rental Transactions

Total Value (AED)



Total Volume



Dubai's Real Estate Market in Q3 2024: A Closer Look

Dubai's real estate market in Q3 2024 reflects a strong demand for rental properties, following trends from Q3 2023, where the total value of transactions reached AED 11.5 billion and the total volume of transactions was 149,300.

In Q3 2024, the total value of real estate transactions amounted to AED 14 billion, showing a 21.74% increase compared to the previous year. Similarly, the total volume reached 168,000 transactions, marking a 12.53% increase compared to Q3 2023.

Key neighborhoods, including Downtown Dubai, Palm Jumeirah, and Dubai Marina, remain in high demand for both long-term and short-term rentals. These areas continue to attract both residents and international investors seeking luxury properties and high-end living experiences.

Overall, the real estate market in Q3 2024 has continued to build on Dubai's reputation as a global hub for real estate investment, with high demand for residential properties despite global economic shifts.



STRATEGIC OUTLOOK

Sector Growth and Innovation

Dubai's real estate market continues to demonstrate resilience, driven by sustained foreign demand and innovative advancements in PropTech. The integration of AI-driven property management solutions is optimizing operational efficiencies and streamlining real estate transactions, particularly for international buyers. These developments, coupled with a focus on green urban initiatives, position Dubai as a premier hub for real estate investment on a global scale.

Emaar's announcement of a new Opera House, while still awaiting final location confirmation, is expected to further elevate Dubai's stature as a global cultural destination. Projects of this caliber typically drive luxury residential demand, with positive implications for surrounding property values. Investors will likely see enhanced opportunities in the areas adjacent to the Opera House, once the location is finalized.

Simultaneously, Discovery Land—renowned for its celebrity communities in the US—has launched the Discovery Dunes project, an ultra-luxury estate development behind Emaar South. This new addition, featuring estate plots surrounding a

championship golf course, is expected to attract high-net-worth individuals seeking privacy and exclusivity. The project reinforces Dubai's appeal to global elites, contributing to the city's continued status as a leading destination for luxury real estate investment.

Population Growth and Tourism Impact

Dubai's tourism sector remains a key driver of real estate demand. In the first seven months of 2024, the city welcomed 10.62 million tourists, an 8% increase from the previous year. With the largest share of visitors coming from Western Europe (23%), South Asia (20%), and the GCC (17%), this surge is fueling demand for short-term rentals and luxury investments. Areas like Downtown Dubai and Palm Jumeirah continue to benefit from this influx of high-net-worth tourists seeking second homes or investment properties, underpinning the growth in these key markets.

At the same time, Dubai's population growth - currently estimated at 3.77 million - is projected to reach 7.8 million by 2040. This continued expansion supports the demand for both residential and commercial properties, reinforcing Dubai's position as a global real estate hub and a preferred location for long-term investments.





FORWARD VISION

Q3 2024 has further solidified Dubai's position as a resilient and dynamic real estate market. Sustained by strategic infrastructure developments and a growing influx of international investors, the market remains on a strong upward trajectory.

Looking ahead, the expansion of Al Maktoum International Airport, set to become the world's largest, will significantly bolster connectivity and logistics, driving demand across both residential and commercial real estate sectors. Meanwhile, the announcement of Dubai's new Opera House adds a cultural dimension, further elevating the city's global appeal and catalyzing growth in surrounding luxury property markets.

Dubai continues to be a global leader in real estate transparency, with both Dubai and Abu Dhabi ranked among the top five cities for improvements in the Global Real Estate Transparency Index (GRETI). This, combined with the city's affordability compared to other luxury markets, has solidified its status as a premier global investment destination.

Despite rising property prices, Dubai remains competitive on the world stage. Strong demand for off-plan properties and high-net-worth investments, coupled with strategic new housing developments, is ensuring a well-balanced market.

In conclusion, with Dubai's continued investment in infrastructure, transparency, and cultural projects, the market is set to maintain its momentum well into 2025, offering a robust landscape for investors and residents alike. Its status as a vibrant and dynamic real estate market. The remainder of 2024 is anticipated to build on this momentum, paving the way for continued success and development in the sector.

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