

### Price recovery gathers steam as resale transactions dominate off-plan

Prices continue to recover with the Property Monitor Dynamic Price Index recording a monthly increase of 1.1% in January.

Median apartment price in January at AED 783,300 townhouse at AED 1,649,500, and villa price at AED 2,570,000.

Off plan properties accounted for less than 30% of total market transactions in January, confirming buyer preference for ready properties.

Mortgage transactions reached a new record, pushed by large single-day mortgage transaction activity.

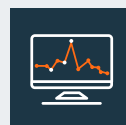
Evidence is starting to emerge of popular 'hot spots' with the price recovery not uniformly spread across all communities.

The property price recovery in Dubai gathered pace in January, with monthly gains of 1.1% recorded at an emirate-wide level. The property market is increasingly displaying signs of stabilisation with price increases recorded consistently over the past three months, providing further evidence that we reached the bottom of the market in late 2020. Presently, at AED 842 per sq ft, property prices are back to levels last recorded in March 2012 when they were AED 841 per sq ft and have moved further away from the April 2009 lows of AED 811 per sq ft.

Prices have decreased by 3.5% in the 12 months to January 2021. This marks a considerable change in market sentiment and performance compared to the prior year to January 2020 when a year-on-year decrease of 12.8% was recorded. This data, along with dissipating concerns around oversupply and a supportive credit environment, further confirms our view that the Dubai property market reached a price floor in late 2020 after six years of decline.

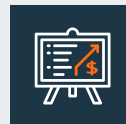
## SNAPSHOT

January 2021



**+1.1%**

DPI MoM Change



**AED 842**

DPI AED/sq ft



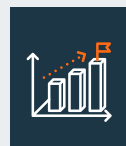
**3,364**

Number of Monthly Transactions



**6.12%**

Gross Rental Yield



**AED 43.5M**

Highest Recorded Sale  
Apt 202 – 5 Bedroom  
Palme Couture Residences,  
Palm Jumeirah



**AED 150K**

Lowest Recorded Sale  
Apt 913 – 1 Bedroom  
Sky Courts Tower A,  
Dubai Residence Complex



**The pandemic and overall economic climate seem to have triggered a more cautious approach from buyers and investors who are keen to lock in tangible properties in the most favoured locations before prices rise further.**

January transaction volumes stood at 3,364, recording a month-on-month decrease of 10.8%. This is in line with historical trends where transaction activity tends to slow down in December and January before regaining momentum in February and March. Despite recording the anticipated monthly decline, January 2021 represents a strong start to the year compared to recent years—transactions this year were 11% higher than January 2020 and 34% higher than January 2019.

Title Deed, or completed property transactions, accounted for 71.5% of sales in January versus only 28.5% for off-plan. For the eighth straight month, sales of off plan properties were dominated by completed properties. Off plan sales have declined partly because there are fewer new development launches, but more importantly because, we believe, buyers are increasingly and actively choosing completed and ready-to-move-in properties. The pandemic and overall economic climate seem to have triggered a more cautious approach from buyers and investors who are keen to lock in tangible properties in the most favoured locations before prices rise further.

With limited new projects being launched, oversupply in the off-plan market is finally beginning to taper off. However, developers might now be left with apartment projects where the supply is not aligned with the buyer demand, which is now centred on villas and townhouses offering benefits including large plot sizes, spacious rooms and ample outdoor space. There is evidence in the data that the decline in off-plan sales is particularly linked to lower volumes of off-plan apartment sales, compared to record sales numbers for completed villas and townhouses.

Resale transactions—subsequent sales of a property once purchased from the developer—reached 51.7% of the total market in January, well above the 12-month average of 33.8%. This steady strengthening of the resale market is a telling sign of a maturing market where end-user and investment demand drives activity rather than speculation.

In a rising market, properties in the most attractive and desirable communities tend to outperform, and we are already seeing evidence of this trend emerging, especially in the market for villas and townhouses. The communities of Arabian Ranches, DAMAC Hills, Jumeirah Islands, Mudon and The Villa have reported largely consistent monthly price appreciation over the past 3-6 months. As the most desirable properties and locations are attracting most buyers, our broker partners have reported cases of bidding wars and multiple offers for the same properties.

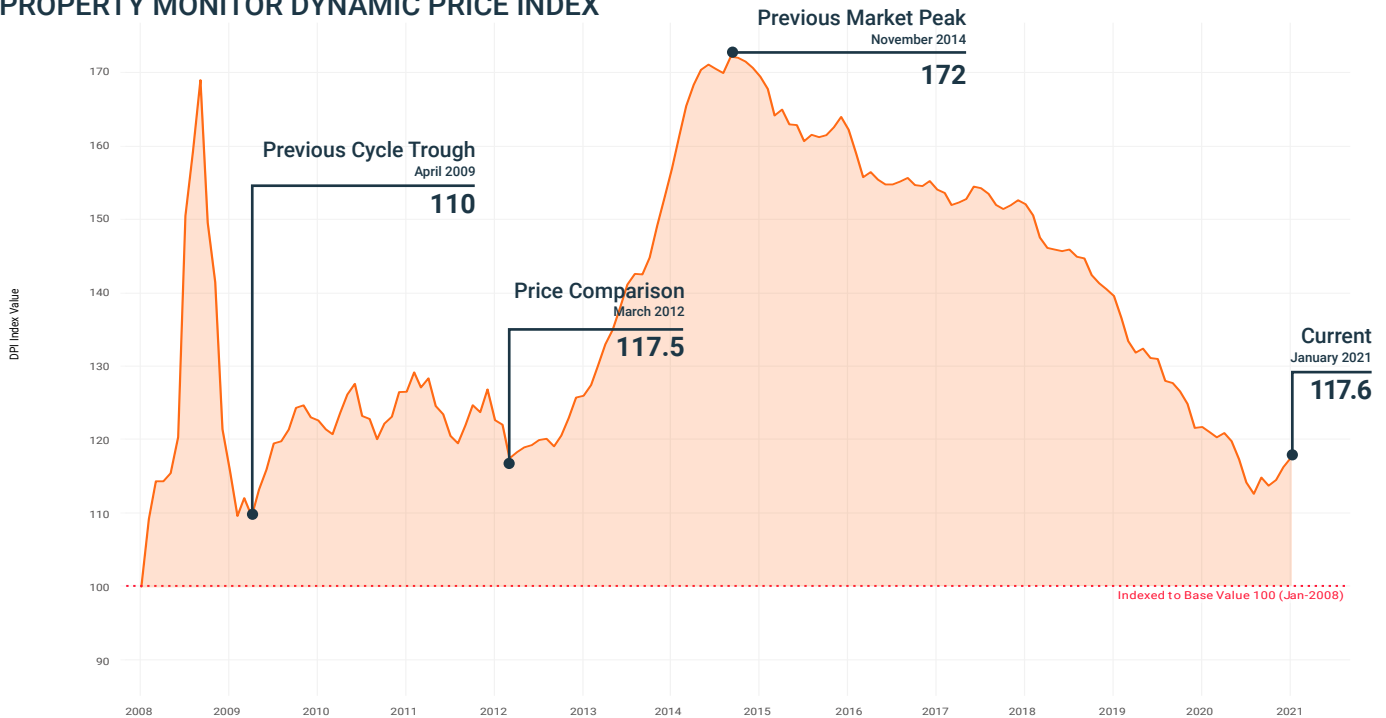
The robust resale market has partly been fuelled by activity in the mortgage market. After recording a peak in December, mortgage transactions hit another record high in January with 3,355 loans, comprising initial mortgages as well as refinancing. Mortgage activity grew a robust 53.1% on a monthly basis, and year-on-year mortgage volumes rose by an impressive 163.1%.

On the surface, we are witnessing a strong mortgage market which is scaling new heights every month. However, a note of caution is that bulk mortgage transactions, which are a one-off, may be partly responsible for driving up these numbers.

Of the 3,355 mortgages in January, 1,579 or 47% were recorded on a single day on 14 January—this single-day number alone is close to the 12-month rolling average of monthly mortgages at 1,596. This activity could have been a bulk mortgage or refinance by a developer or large asset holder, or loans being acquired by a purchasing bank in case of mergers. While it is true that investors and developers have taken advantage of favourable financing options to facilitate bulk mortgages, our data and feedback from our industry partners confirm that a significant portion of mortgages are still driven by end-users and owner occupiers, which helps put to rest any immediate concerns about the short to medium term health of the mortgage market. The willingness of lenders is underpinning the market revival and the demand from borrowers is significantly stronger.

After remaining relatively stable in the ~6.5% range through most of 2020, emirate-wide average gross rental yields started to weaken since November and now stand at 6.1%. This suggests that in many cases, prices are stabilising or increasing in communities quicker than the rents, which are still declining. The lower yields are also likely a result of higher vacancy rates as tenants turn into buyers.

## PROPERTY MONITOR DYNAMIC PRICE INDEX



**+1.1%**  
MoM Change

**+3.3%**  
QoQ Change

**-3.5%**  
YoY Change

**AED 842**  
Price Per Sq Ft

### DPI MONTHLY OVERVIEW

| Month    | Index Value | MoM Change | QoQ Change | YoY Change | Index Price (AED/sq ft) |
|----------|-------------|------------|------------|------------|-------------------------|
| Jan 2021 | 117.57      | 1.10%      | 3.34%      | -3.45%     | 842                     |
| Dec 2020 | 116.29      | 1.52%      | 1.23%      | -4.39%     | 833                     |
| Nov 2020 | 114.55      | 0.68%      | 1.68%      | -8.30%     | 820                     |
| Oct 2020 | 113.77      | -0.97%     | -0.39%     | -10.15%    | 815                     |
| Sep 2020 | 114.88      | 1.98%      | -2.11%     | -10.08%    | 823                     |
| Aug 2020 | 112.66      | -1.36%     | -5.99%     | -12.02%    | 807                     |
| Jul 2020 | 114.21      | -2.68%     | -5.57%     | -12.84%    | 818                     |
| Jun 2020 | 117.36      | -2.07%     | -2.49%     | -10.53%    | 841                     |
| May 2020 | 119.84      | -0.92%     | -1.01%     | -9.52%     | 858                     |
| Apr 2020 | 120.95      | 0.49%      | -0.68%     | -8.30%     | 866                     |
| Mar 2020 | 120.36      | -0.57%     | -1.05%     | -9.83%     | 862                     |
| Feb 2020 | 121.05      | -0.59%     | -3.09%     | -11.39%    | 867                     |
| Jan 2020 | 121.77      | 0.11%      | -3.83%     | -12.79%    | 872                     |

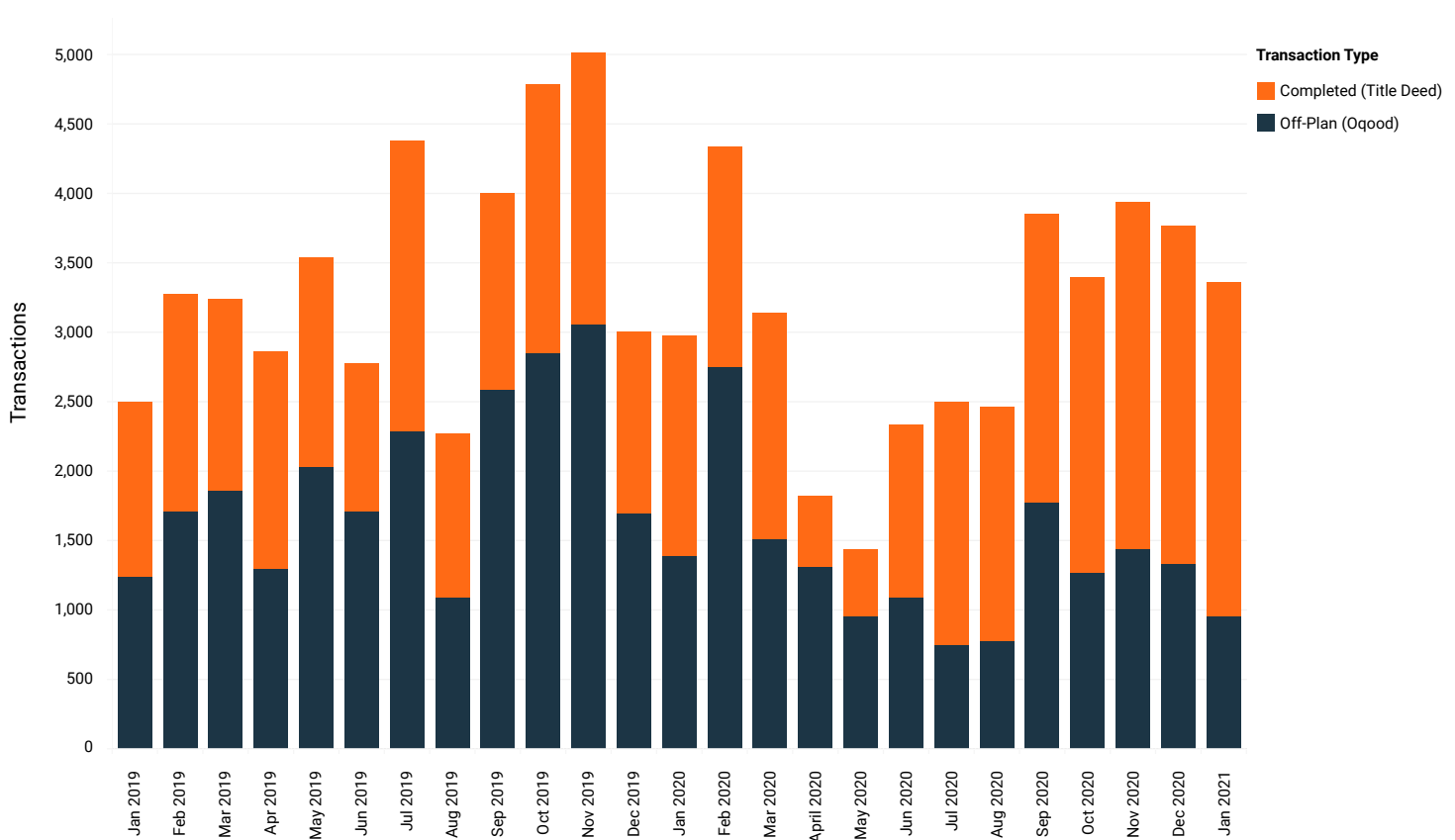
The Property Monitor Dynamic Price Index (DPI) tracks trends of residential property prices throughout 42 key communities in Dubai and is indexed to a base period of January 2008.

At an emirate-wide level, the index value for January 2021 increased by 1.28 index points to 117.57 from 116.29 in December 2020, representing a month-on-month gain of 1.1%.

In January 2021, property prices stood at AED 842 per sq ft, down 31.7% from the market peak in September 2014 and are 7.3% above the market trough of April 2009. Property prices are at now at levels last recorded in March 2012 when they were AED 841 per sq ft.

On a yearly basis, prices have decreased by 3.5% in January 2021. This number is lower than January 2020 when a year-on-year decline of 12.8% was recorded, and also below the 12-month average of -10%, displaying a drastic slowing in the pace of the price decline.

## HISTORICAL TRANSACTIONS CHART – COMPLETION STATUS



There were 3,364 transactions recorded in January representing a month-on-month decrease of 10.8%. However, transactions remain higher by 11% compared to January 2020.

In January 2021, the split between off-plan and completed property transactions remained in favour of completed properties with Title Deed transactions accounting for 71.5% of all transactions—this marks the eighth straight month of completed properties leading the market. The share of completed properties has been increasing steadily over the past months and reached an unprecedented level in January. While moving into a new home immediately is the primary benefit for buyers amid rising uncertainty, acquiring a tangible asset while avoiding risks that are associated with off-plan seems to be the motivation, thus driving a fundamental change in the market.

We expect transaction volumes to maintain their upward momentum so long as quality and well-priced ready inventory is available to fulfil strong buyer demand.

During the month, the bulk of off-plan market transactions was by Dubai Properties who took a market share of 11.2%. It comprised of a high volume of transactions recorded for La Rosa and Amaranta in Villa Nova and La Vie in Jumeirah Beach Residence. MAG Group was next with 10.6% of Oqood (off-plan) registrations, with several transactions at their MAG Eye towers in District 7, Mohammed Bin Rashid City and MBL Residences in Jumeirah Lakes Towers. This was followed by Meraas at 8.5% comprising primarily of sales at Cherrywoods in Dubailand and their La Mer projects in Jumeirah.

Following the trend that emerged in the early summer of 2020, a significant portion of Title Deed transactions were initial sales registered directly by developers for unsold inventory in completed projects. Out of a total of 1,624 initial developer sales recorded in January, 47.5% were in completed projects, significantly higher than the annual averages of 33.3% in 2020 and 20.5% in 2019.

It is increasingly noticeable that demand for off-plan properties has dwindled with developers now routinely left with unsold units upon project completion. This is not limited to a single type of developer but is more evident among the bigger players. For instance, in January, 98% of sales for Nshama, 81.3% of transactions for DAMAC Properties and 60.8% of sales for Emaar Properties were for completed properties.

## TOP 5 COMMUNITIES TABLE – COMPLETED AND OFF-PLAN

### Completed / Title Deed

#### Completed Apartments

| Rank (this month) | Rank (last month) | Rank (last year) | Community           | Total # Transactions | Studio (Median Price) | 1BR (Median Price) | 2BR (Median Price) | 3BR (Median Price) |
|-------------------|-------------------|------------------|---------------------|----------------------|-----------------------|--------------------|--------------------|--------------------|
| 1                 | 1                 | 12               | Business Bay        | 182                  | 613,050               | 1,050,000          | 1,723,529          | 2,259,819          |
| 2                 | 2                 | 2                | Dubai Marina        | 147                  | 500,500               | 842,500            | 1,300,000          | 2,600,000          |
| 3                 | 6                 | 4                | Town Square         | 105                  | 459,888               | 616,888            | 875,888            | 1,311,888          |
| 4                 | 16                | 22               | Dubai Silicon Oasis | 82                   | 324,000               | 500,000            | 800,000            | 950,000            |
| 5                 | 10                | 3                | International City  | 70                   | 187,260               | 285,000            | 429,633            | 665,000            |

#### Completed Villas

| Rank (this month) | Rank (last month) | Rank (last year) | Community       | Total # Transactions | 3BR (Median Price) | 4BR (Median Price) | 5BR (Median Price) |
|-------------------|-------------------|------------------|-----------------|----------------------|--------------------|--------------------|--------------------|
| 1                 | 2                 | -                | Nad Al Sheba    | 102                  | -                  | 2,398,000          | 2,728,000          |
| 2                 | 3                 | 3                | DAMAC Hills     | 63                   | 1,650,000          | 2,656,009          | 3,532,560          |
| 3                 | 1                 | 1                | Emirates Living | 56                   | 2,150,000          | 3,600,000          | 6,900,000          |
| 4                 | 4                 | 4                | Arabian Ranches | 29                   | 2,865,000          | 1,680,000          | 4,400,000          |
| 5                 | 6                 | 7                | Jumeirah Park   | 26                   | 2,800,000          | 3,750,000          | 5,100,000          |

#### Completed Townhouses

| Rank (this month) | Rank (last month) | Rank (last year) | Community          | Total # Transactions | 3BR (Median Price) | 4BR (Median Price) | 5BR (Median Price) |
|-------------------|-------------------|------------------|--------------------|----------------------|--------------------|--------------------|--------------------|
| 1                 | 6                 | 7                | Akoya Oxygen       | 51                   | 800,000            | 1,386,240          | -                  |
| 2                 | 13                | 12               | Meydan City        | 46                   | 2,207,500          | 3,250,000          | -                  |
| 3                 | 4                 | 6                | Town Square        | 35                   | 1,290,000          | 1,675,000          | -                  |
| 4                 | 3                 | 2                | Dubai Hills Estate | 34                   | 2,150,000          | 2,683,964          | 2,983,109          |
| 5                 | 8                 | -                | Dubai Sports City  | 32                   | -                  | 2,250,000          | 3,600,000          |

### Off-Plan / Oqood

#### Off-Plan Apartments

| Rank (this month) | Rank (last month) | Rank (last year) | Community                | Total # Transactions | Studio (Median Price) | 1BR (Median Price) | 2BR (Median Price) | 3BR (Median Price) |
|-------------------|-------------------|------------------|--------------------------|----------------------|-----------------------|--------------------|--------------------|--------------------|
| 1                 | 1                 | 8                | Jumeirah Village Circle  | 160                  | 419,000               | 660,832            | 1,005,000          | 1,150,000          |
| 2                 | 2                 | 2                | Mohammed Bin Rashid City | 138                  | 510,000               | 992,837            | 1,841,462          | 2,662,735          |
| 3                 | 7                 | 38               | Al Jaddaf                | 45                   | -                     | 586,584            | 832,700            | 990,000            |
| 4                 | 6                 | 1                | Business Bay             | 42                   | 682,000               | 741,000            | 1,450,000          | 4,200,000          |
| 5                 | 16                | 20               | La Mer                   | 31                   | -                     | 1,370,000          | 1,987,500          | 4,146,000          |

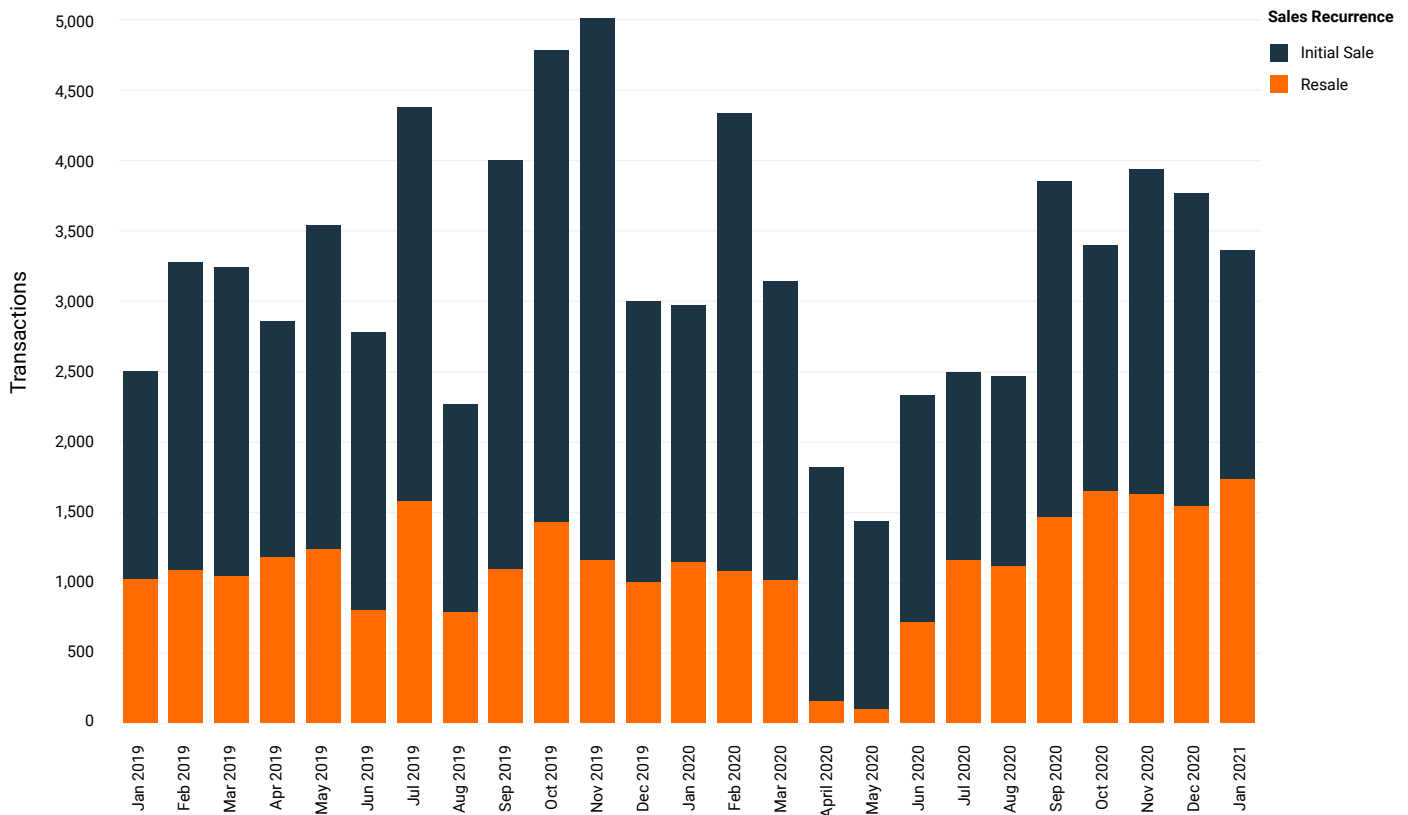
#### Off-Plan Villas

| Rank (this month) | Rank (last month) | Rank (last year) | Community           | Total # Transactions | 3BR (Median Price) | 4BR (Median Price) | 5BR (Median Price) |
|-------------------|-------------------|------------------|---------------------|----------------------|--------------------|--------------------|--------------------|
| 1                 | 1                 | 1                | Dubai South         | 5                    | 800,000            | 1,375,944          | -                  |
| 2                 | 2                 | 5                | Jumeirah Bay Island | 3                    | 5,918,000          | -                  | -                  |
| -                 | -                 | -                | -                   | -                    | -                  | -                  | -                  |
| -                 | -                 | -                | -                   | -                    | -                  | -                  | -                  |
| -                 | -                 | -                | -                   | -                    | -                  | -                  | -                  |

#### Off-Plan Townhouses

| Rank (this month) | Rank (last month) | Rank (last year) | Community         | Total # Transactions | 2BR (Median Price) | 3BR (Median Price) | 4BR (Median Price) | 5BR (Median Price) |
|-------------------|-------------------|------------------|-------------------|----------------------|--------------------|--------------------|--------------------|--------------------|
| 1                 | 4                 | 1                | Villanova         | 47                   | 1,221,000          | 1,327,000          | 1,697,000          | -                  |
| 2                 | 1                 | -                | Tilal Al Ghaf     | 41                   | -                  | 1,347,000          | 1,728,000          | -                  |
| 3                 | 3                 | 5                | Cherrywoods       | 32                   | -                  | 1,785,500          | 2,072,000          | -                  |
| 4                 | 10                | 4                | Arabian Ranches 3 | 12                   | -                  | 1,226,888          | 1,726,888          | -                  |
| 5                 | 9                 | 7                | La Mer            | 11                   | -                  | 4,660,000          | 6,110,000          | -                  |

## HISTORICAL TRANSACTIONS CHART – SALES RECURRENCE



**The dynamics are no longer predominantly governed by off-plan and initial developer sales, but by discerning buyers and investors who aim to establish a reliable market for subsequent sales and purchases.**

In recent months within the completed properties segment, we have witnessed a significant rise in the volume of resale transactions versus initial developer sales—the first sales occurrence of a property from the developer for an off-plan or completed project. In January 2021, resale transactions reached 51.7%, their highest since December 2016, and well above the 12-month average of 33.8%. Meanwhile, initial sales transactions stood at 1,624 in January, down 26.9% month-on-month by transaction volume.

The trend of a strengthening resale market is a positive one and showcases a certain level of maturity reached in the Dubai property market. The dynamics are no longer predominantly governed by off-plan and initial developer sales, but by discerning buyers and investors who aim to establish a reliable market for subsequent sales and purchases.

Similar to last month, the most popular master development for initial sales was Business Bay, where 11.6% of all initial sales transactions occurred—Al Habtoor residence was the most favoured project with 39 sales followed by MAG 318 and Elite Business Bay Residence with 30 sales each. This was followed by Jumeirah Village Circle at 11.3% with Oxford Boulevard, Bloom Towers, and Pantheon Elysee being the most sought-after projects recording 36, 35, and 29 initial sales, respectively. Initial sales in Mohammed Bin Rashid City were at 9.2% and were spread across several projects in the master development. However, the MAG Eye project alone represented 52.7% of all initial sales in MBR City, dominating the proportion of sales recorded in the community.

The top master developments for resale transactions were Dubai Marina with 9.2% of all such transactions across multiple projects, followed by Jumeirah Lakes Towers with 7.8% and Downtown Dubai with 6%.

## TOP 5 COMMUNITIES TABLE – INITIAL SALE AND RESALE

### Resale

#### Resale Apartments

| Rank (this month) | Rank (last month) | Rank (last year) | Community           | Total # Transactions | Studio (Median Price) | 1BR (Median Price) | 2BR (Median Price) | 3BR (Median Price) |
|-------------------|-------------------|------------------|---------------------|----------------------|-----------------------|--------------------|--------------------|--------------------|
| 1                 | 1                 | 1                | Dubai Marina        | 125                  | 457,500               | 790,000            | 1,190,000          | 2,315,000          |
| 2                 | 13                | 16               | Dubai Silicon Oasis | 77                   | 318,000               | 500,000            | 800,000            | 950,000            |
| 3                 | 7                 | 2                | International City  | 71                   | 187,260               | 287,500            | 429,633            | 665,000            |
| 4                 | 4                 | 3                | Downtown Dubai      | 66                   | -                     | 1,000,000          | 1,975,000          | 3,012,500          |
| 5                 | 6                 | 13               | Palm Jumeirah       | 58                   | 740,000               | 1,370,000          | 1,745,000          | 2,550,000          |

#### Resale Villas

| Rank (this month) | Rank (last month) | Rank (last year) | Community          | Total # Transactions | 3BR (Median Price) | 4BR (Median Price) | 5BR (Median Price) |
|-------------------|-------------------|------------------|--------------------|----------------------|--------------------|--------------------|--------------------|
| 1                 | 2                 | -                | Nad Al Sheba       | 94                   | -                  | 2,398,000          | -                  |
| 2                 | 1                 | 1                | Emirates Living    | 56                   | 2,150,000          | 3,600,000          | 6,900,000          |
| 3                 | 3                 | 3                | Arabian Ranches    | 29                   | 2,865,000          | 1,680,000          | 4,400,000          |
| 4                 | 4                 | 5                | Jumeirah Park      | 22                   | 2,800,000          | 4,000,000          | 5,100,000          |
| 5                 | 5                 | 8                | Dubai Hills Estate | 18                   | 3,082,500          | 3,675,000          | 4,922,500          |

#### Resale Townhouses

| Rank (this month) | Rank (last month) | Rank (last year) | Community          | Total # Transactions | 2BR (Median Price) | 3BR (Median Price) | 4BR (Median Price) | 5BR (Median Price) |
|-------------------|-------------------|------------------|--------------------|----------------------|--------------------|--------------------|--------------------|--------------------|
| 1                 | 3                 | 4                | Town Square        | 36                   | -                  | 1,300,000          | 1,650,000          | -                  |
| 2                 | 2                 | 1                | Dubai Hills Estate | 21                   | -                  | 2,150,000          | 2,594,600          | 2,725,000          |
| 3                 | 5                 | -                | Villanova          | 18                   | 1,070,000          | 1,175,000          | 1,555,500          | -                  |
| 4                 | 14                | 8                | Meydan City        | 11                   | -                  | 2,207,500          | 2,990,000          | -                  |
| 5                 | 6                 | 7                | Akoya Oxygen       | 9                    | -                  | 650,000            | 1,200,000          | -                  |

### Initial Sale

#### Initial Sale Apartments

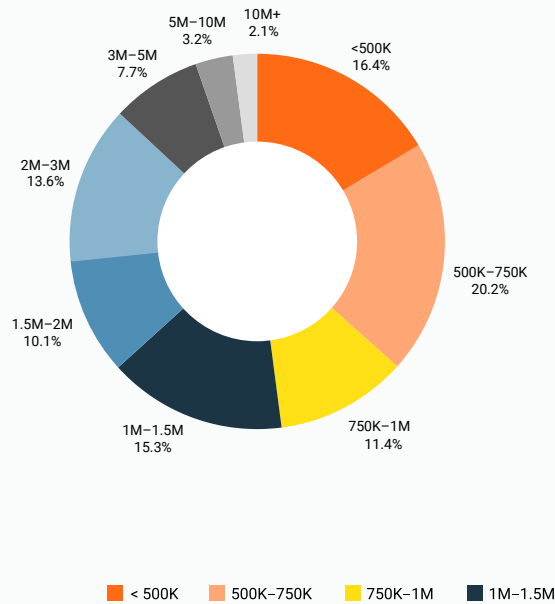
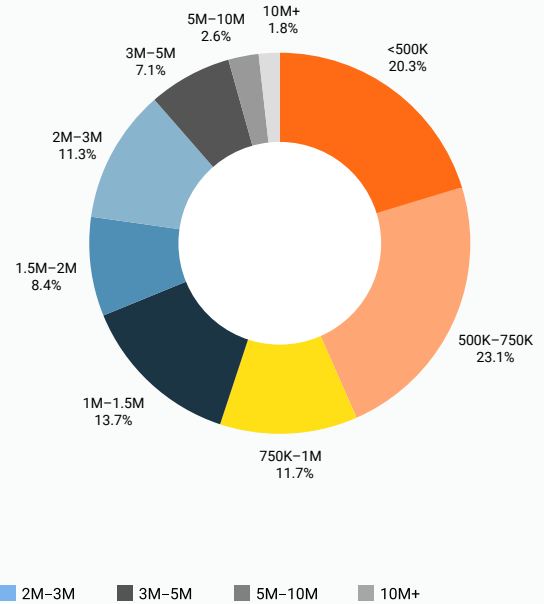
| Rank (this month) | Rank (last month) | Rank (last year) | Community                | Total # Transactions | Studio (Median Price) | 1BR (Median Price) | 2BR (Median Price) | 3BR (Median Price) |
|-------------------|-------------------|------------------|--------------------------|----------------------|-----------------------|--------------------|--------------------|--------------------|
| 1                 | 2                 | 2                | Business Bay             | 176                  | 700,000               | 1,093,190          | 1,680,719          | 2,427,894          |
| 2                 | 1                 | 8                | Jumeirah Village Circle  | 174                  | 418,000               | 661,615            | 1,000,828          | 1,150,000          |
| 3                 | 3                 | 3                | Mohammed Bin Rashid City | 130                  | 514,040               | 1,017,460          | 1,859,158          | 2,662,735          |
| 4                 | 5                 | 15               | Town Square              | 95                   | 459,888               | 620,888            | 890,888            | 1,414,888          |
| 5                 | 8                 | 38               | Al Jaddaf                | 45                   | -                     | 586,584            | 832,700            | 990,000            |

#### Initial Sale Villas

| Rank (this month) | Rank (last month) | Rank (last year) | Community                | Total # Transactions | 3BR (Median Price) | 4BR (Median Price) | 5BR (Median Price) | 6BR (Median Price) |
|-------------------|-------------------|------------------|--------------------------|----------------------|--------------------|--------------------|--------------------|--------------------|
| 1                 | 1                 | 8                | DAMAC Hills              | 50                   | 1,455,000          | 3,051,415          | 3,786,120          | -                  |
| 2                 | 19                | -                | Meydan City              | 12                   | -                  | -                  | -                  | 7,957,200          |
| 3                 | 3                 | 9                | Mohammed Bin Rashid City | 9                    | -                  | 12,200,000         | -                  | 17,580,038         |
| 4                 | 4                 | -                | Nad Al Sheba             | 8                    | -                  | 2,728,000          | 2,728,000          | -                  |
| 5                 | 7                 | 6                | Al Furjan                | 5                    | 1,910,000          | -                  | -                  | -                  |

#### Initial Sale Townhouses

| Rank (this month) | Rank (last month) | Rank (last year) | Community         | Total # Transactions | 2BR (Median Price) | 3BR (Median Price) | 4BR (Median Price) | 5BR (Median Price) |
|-------------------|-------------------|------------------|-------------------|----------------------|--------------------|--------------------|--------------------|--------------------|
| 1                 | 4                 | 1                | Villanova         | 48                   | 1,221,000          | 1,329,000          | 1,698,000          | -                  |
| 2                 | 10                | 10               | Akoya Oxygen      | 42                   | -                  | 800,000            | 1,619,352          | -                  |
| 3                 | 2                 | -                | Tilal Al Ghaf     | 41                   | -                  | 1,347,000          | 1,728,000          | -                  |
| 4                 | 13                | 12               | Meydan City       | 35                   | -                  | -                  | 3,990,750          | -                  |
| 5                 | 8                 | -                | Dubai Sports City | 31                   | -                  | -                  | 2,250,000          | -                  |

**PRICE TIERS (AED) – JANUARY 2021**

**PRICE TIERS (AED) – DECEMBER 2020**

**PRICE TIERS (AED) MONTHLY COMPARISON**

|           | Dec 2020 | Jan 2021 | MoM Change |
|-----------|----------|----------|------------|
| <500K     | 20.3%    | 16.5%    | -3.8%      |
| 500K-750K | 23.1%    | 20.2%    | -2.9%      |
| 750K-1M   | 11.7%    | 11.4%    | -0.3%      |
| 1M-1.5M   | 13.7%    | 15.3%    | 1.6%       |
| 1.5M-2M   | 8.4%     | 10.1%    | 1.6%       |
| 2M-3M     | 11.3%    | 13.6%    | 2.3%       |
| 3M-5M     | 7.1%     | 7.7%     | 0.6%       |
| 5M-10M    | 2.6%     | 3.2%     | 0.6%       |
| 10M+      | 1.8%     | 2.1%     | 0.3%       |

In January, the mid-tier price bands between AED 1M and AED 3M all witnessed small gains with the historically dominant segment of the market—the AED 1M-1.5M price tier—climbing to take a 15.3% market share from its 10-year low of 13.7% recorded in December 2020. The other mid-tier price bands, the AED 1.5M-2M and AED 2M-3M price tiers, increased by 1.6% and 2.3%, respectively. The rise in the share of the AED 2M-3M tier is mainly attributed to a surge in sales at Nakheel’s completed Nad Al Sheba Villas project in Nad Al Sheba 3.

Meanwhile, sub-AED 1M price tiers all lost ground in January—the most notable of these was the <AED 500K price tier which shrank by 3.8%.

Despite the weaker performance in January, properties under AED 1M still account for the largest share of the market with a little over 48% of total market activity versus 55.1% last month. The mid-tier of AED 1M-3M now represents 38.9% of the market, up from 33.4%, and the high-price tiers with property values greater than AED 3M account for 13% of total residential market transactions, up from 11.5% in December 2020.



## METHODOLOGY AND METRICS

### Dynamic Price Index

The Property Monitor Dynamic Price Index family (DPI) are calculated using a moving average algorithm of median prices and the Dutot price index formula with cleansing of extreme values and outliers. The indices are published at the end of each calendar month and are subject to backward revision should any new datapoint or datasets become available. This is a unique feature of the Property Monitor DPI as it always uses the fullest data set available and takes into account data which was not available at the point of original index compilation. Detailed index methodology and notes are available at [propertymonitor.ae/pmdpi.html](http://propertymonitor.ae/pmdpi.html)

### Completed Transaction

Consists of transactions that are recorded on the Dubai Land Department's official Title Deed register for all sales of completed property which has been issued a building completion certificate (BCC) and is available to purchase and occupy. Typically, it refers to the subsequent resale(s) of a property and transfer of ownership which takes place between two or more private parties, however, it may also include any initial first-time transfers between developers and buyers whereby a BCC has been issued and the developer had not previously sold the property.

### Gross Rental Yield

Is the annual rent as a percentage of the purchase price or value of a property and is presented in this report as a value that represents the blended average rental yield of properties in Dubai across all communities.

### Highest Recorded Sale

The single transaction of an apartment or villa that achieved the highest recorded transferred sales price during the month either in the off-plan or completed segment. Excludes plot/raw land only sales.

### Initial Sale

The first sale of a property, usually directly from the developer or project sponsor to a buyer. Typically, an initial sale would occur during the construction phase of a project and get registered as an off-plan transaction with an Oqood. However, should the developer hold unsold units after the project is completed, an initial sale would be recorded with a Title Deed. An initial sale only occurs once and every subsequent sale thereafter is a 'resale'.

### Lowest Recorded Sale

The single transaction of an apartment or villa that achieved the lowest recorded transferred sales price during the month either in the off-plan or completed segment.

### Median Price Per Sq Ft

The exact middle recorded price per square foot among all residential apartments and villas (townhouses are excluded) that transferred during the month that included square footage information recorded in transaction records of the Dubai Land Department.

### Median Sales Price

The exact middle sales price among all recorded sales prices for residential apartments and villas (townhouses are excluded) that transferred during the month. In general, median values are more accurate than average values, which may be skewed by price outliers (a few sales that are extremely expensive or extremely inexpensive).

### Off-Plan Property Transaction

Consists of transactions that are recorded on the Dubai Land Department's official interim register (Oqood) for all sales and purchase agreements and other contracts of sale pertaining to the transfer of a property which is in a new development project that has either yet to have construction commence or has yet to have construction completed. Typically, it refers to the initial first-time sale of a property between developers and buyers, however it also includes any subsequent transfers between the initial buyer and new buyer up until the property is issued a Building Completion Certificate (BCC) and then eligible for transfer by Title Deed.

### Price Tiers

All recorded transactions, in the off plan and completed segments for residential apartments and villas (townhouses are excluded) are placed into one of nine price tiers based on recorded transfer price. Values that fall on the exact tier upper limit, i.e. 500,000 are placed into the higher tier, in this case 500K-750K.

### Resale

Any subsequent sale of a property that follows the initial first-time sale from the developer, irrespective of the completion status of the property or registration type (Oqood or Title Deed). A resale may occur during the construction phase of a project whereby a buyer previously purchased a property from the developer and registered as an off-plan transaction with an Oqood, and then resold to a new buyer prior to project completion.

## ABOUT PROPERTY MONITOR

Property Monitor is the region's leading real estate intelligence platform and the only data source powered by RICS-accredited professionals, bringing unprecedented transparency and accuracy to local property markets. Through Property Monitor, market stakeholders can directly access real-time, transparent and accurate intelligence, unmatched anywhere else in the region. The platform empowers investors, property specialists and banking professionals with authoritative data, analytics and insights that closely correlate with market movements, empowering confident and informed property-related decisions.



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