



QuickStats

Qatar Real Estate
May 2020

VALUATIONS & APPRAISALS

TRUST
INTEGRITY
DEPENDABILITY

We are the only QATARI company in the region that is Regulated by RICS and a member of International Valuation Standard Council (IVSC).

- PROPERTY VALUATION**
Residential, Commercial, Retail, Healthcare, Educational, Land
- HOSPITALITY VALUATION**
Ultra Luxury to Budget Hotels, Resorts, Hotel Apartments
- INDUSTRIAL VALUATION**
Warehouse, Factory, Plant & Machinery, Heavy Equipment
- MASTERPLAN VALUATION**
Integrated Masterplan, Development Appraisal

Our valuations reports, and feasibility study are accepted by all major banks in Qatar.

Other services we offer:

- **CONSULTING AND ADVISORY**
 - Real Estate Market Research
 - Feasibility, Highest and Best Use Studies
 - Development Advisory
 - Portfolio Analysis
- **CORPORATE DEAL ADVISORY**
 - Property Buying/Selling/Leasing Assistance
 - Merger, Acquisition, and Joint-Venture
 - Portfolio Restructuring
- **CAPITAL MARKET SERVICES**
 - Project Finance Services
 - Loan Restructuring
 - Securitizations and Structured Finance
 - Private Placements – Equity or Debt

www.aredcadvisory.com

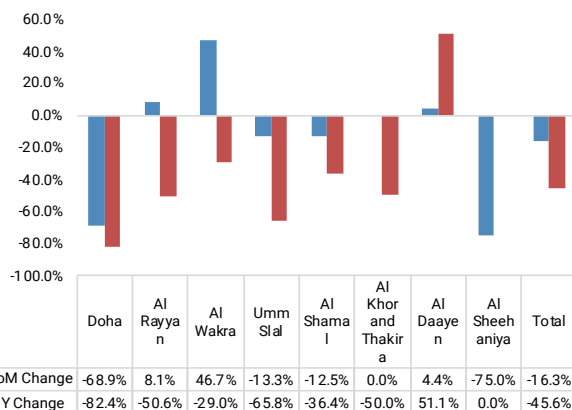
Real Estate Transactions By Municipality



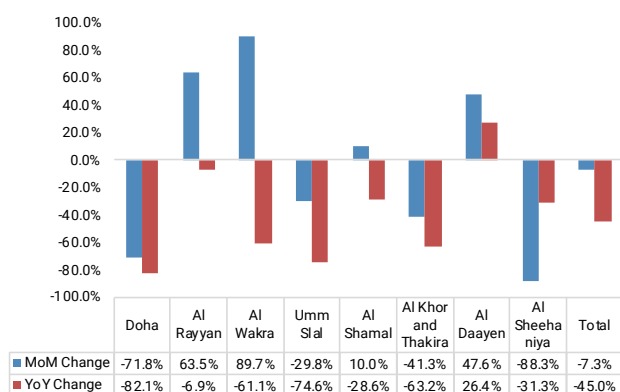
BY VOLUME

BY VALUE

Count	May-19	Apr-20	May-20
Doha	108	61	19
Al Rayyan	81	37	40
Al Wakra	31	15	22
Umm Slal	38	15	13
Al Shamal	11	8	7
Al Khor and Thakira	14	7	7
Al Daayen	47	68	71
Al Sheehaniya	1	4	1
Total	331	215	180



Value (QAR Mn)	May-19	Apr-20	May-20
Doha	572.7	363.2	102.5
Al Rayyan	312.4	177.9	290.9
Al Wakra	152.1	31.2	59.2
Umm Slal	92.9	33.6	23.6
Al Shamal	15.4	10	11
Al Khor and Thakira	26.6	16.7	9.8
Al Daayen	205.9	176.3	260.3
Al Sheehaniya	1.6	9.4	1.1
Total	1,379.6	818.3	758.4



Transaction count and value are decreased by 45% with compared to the previous year. Mostly this reduction is due to COVID-19 post pandemic effect.

By Property Type

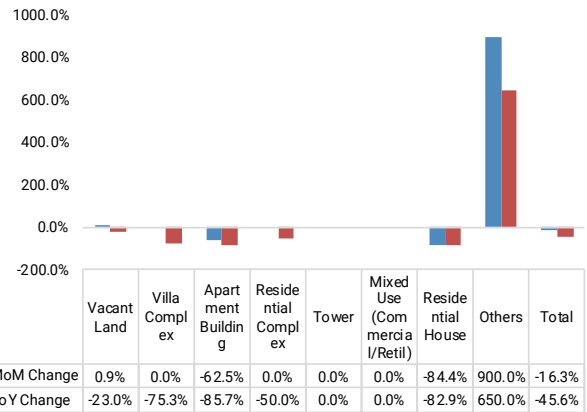


BY VOLUME

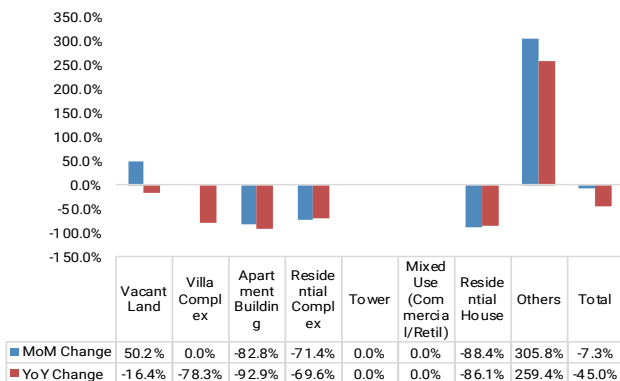
Count	May-19	Apr-20	May-20
Vacant Land	148	113	114
Villa Complex	73	0	18
Apartment Building	21	8	3
Residential Complex	2	1	1
Tower	0	0	0
Mixed Use (Commercial/Retail)	1	0	0
Residential House	82	90	14
Others	4	3	30
Total	331	215	180

BY VALUE

Value (QAR Mn)	May-19	Apr-20	May-20
Vacant Land	590.6	328.7	493.8
Villa Complex	236.8	0	51.5
Apartment Building	184.6	76.2	13.1
Residential Complex	47	50	14.3
Tower	0	0	0
Mixed Use (Commercial/Retail)	6.5	0	0
Residential House	273	327	38
Others	41.1	36.4	147.7
Total	1379.6	818.3	758.4



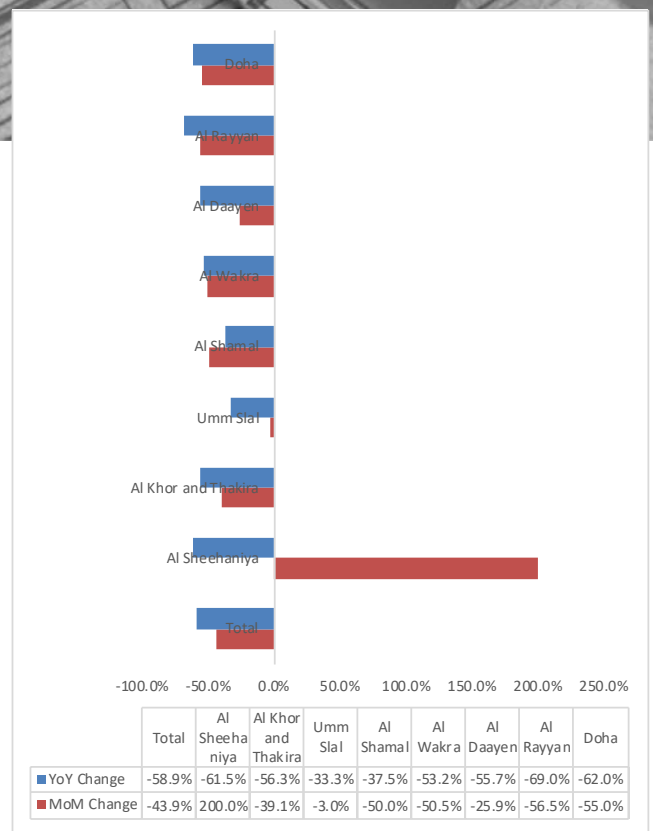
Investor sentiments are holding up as the YoY transactions under the vacant land segment are within marginal fluctuations. The major downward trend is noticed under the apartments and single family houses where the individuals and small investors are involved.



Building Permits



Municipality	May-19	Apr-20	May-20
Doha	142	120	54
Al Rayyan	184	131	57
Al Wakra	97	58	43
Umm Slal	109	103	51
Al Shamal	8	10	5
Al Khor and Thakira	48	33	32
Al Daayen	32	23	14
Al Sheehaniya	39	5	15
Total	659	483	271



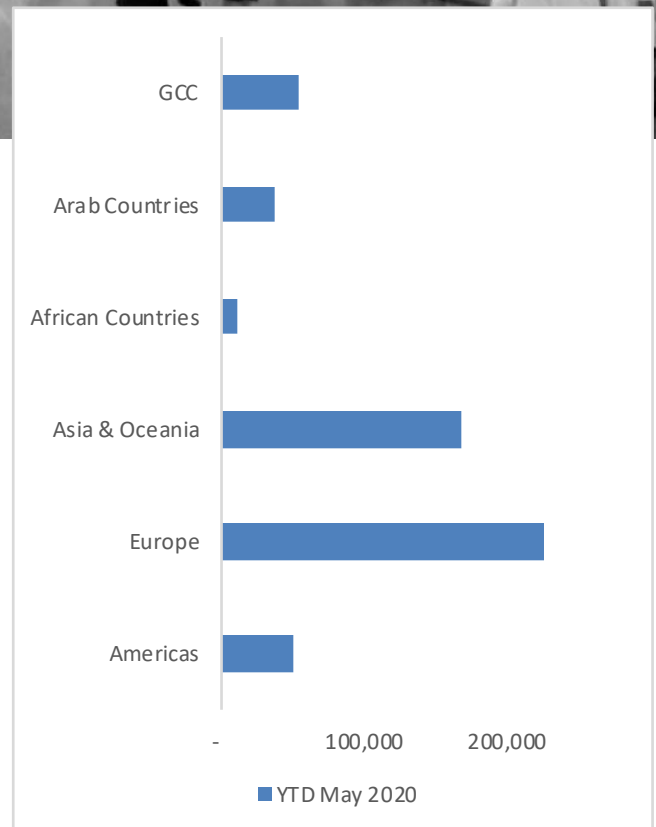
The control in issuance of the building permit signs stability in supply that eventually reciprocates into increase in absorption of the ready-to-move-in properties.

Visitor Arrivals

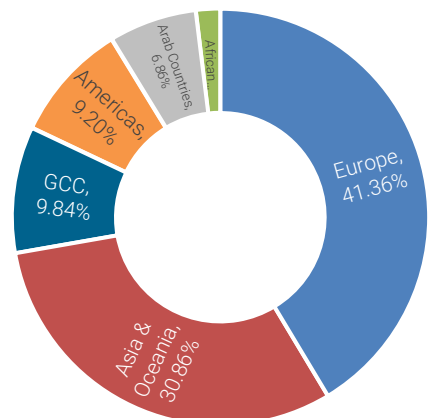
By Region



Regions	YTD May 2020	% Share
GCC	53,869	9.84%
Arab Countries	37,542	6.86%
African Countries	10,305	1.88%
Asia & Oceania	168,954	30.86%
Europe	226,417	41.36%
Americas	50,373	9.20%
Total	547,460	

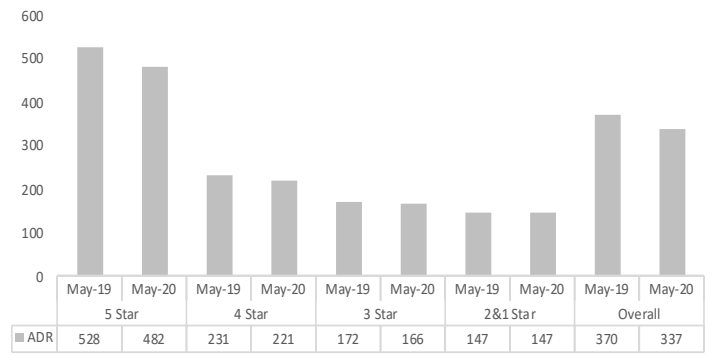


Increasing popularity of Qatar Airways created Qatar as an emerging transit hub majorly between east and west. Around 73% visitors are from Asia and Europe.

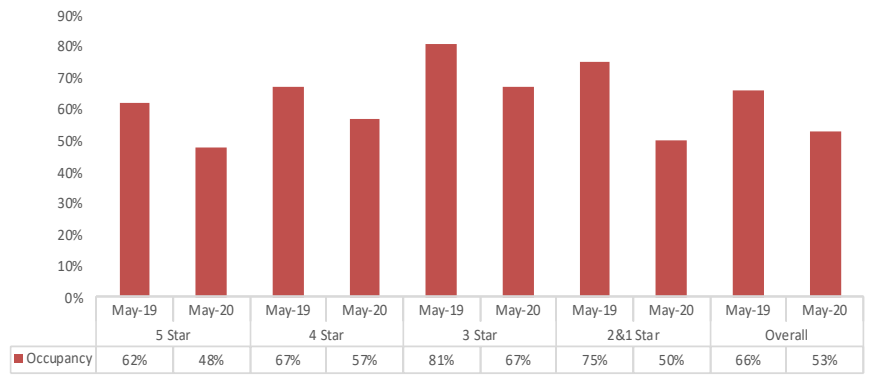


Hotel Performance

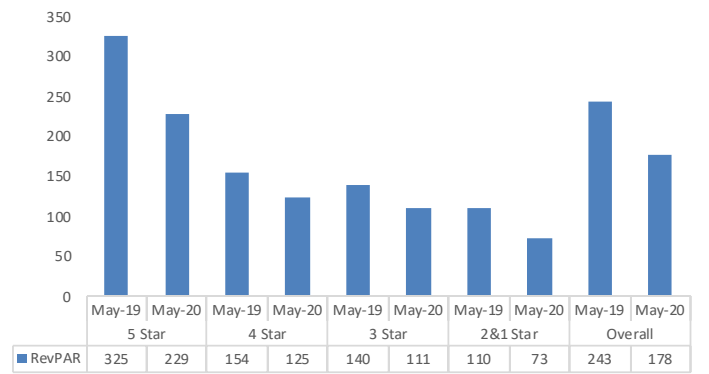
ADR



OCCUPANCY



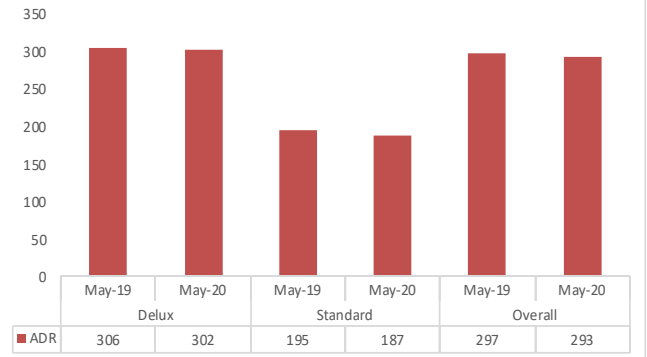
RevPAR



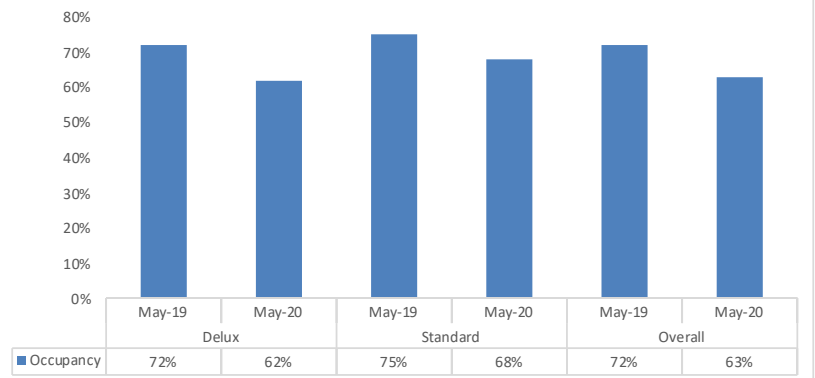
With compared to the last year, ADR outlook is stable. Overall, occupancy and RevPAR are weaken a bit although firm. Limited to 5-star segment hotels experienced challenges in the occupancy and RevPAR.

Hotel Apartment Performance

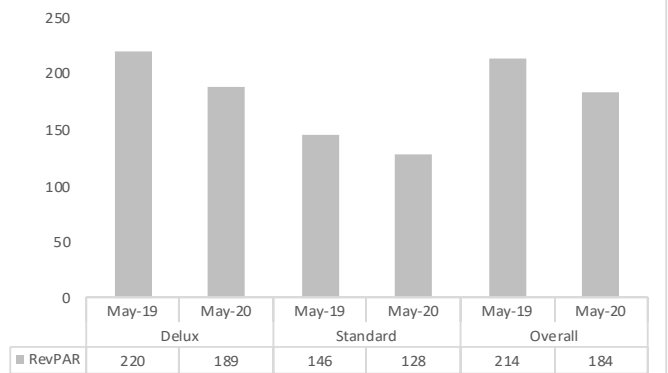
ADR



OCCUPANCY



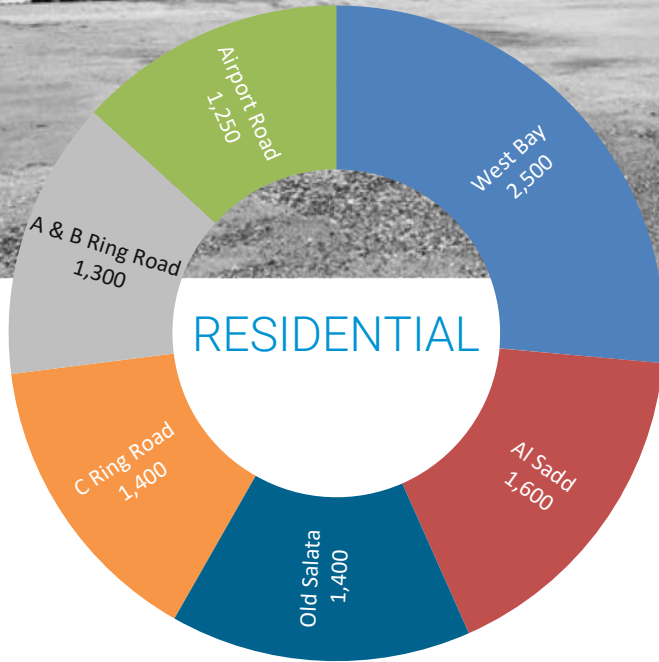
RevPAR



Many hotel apartments extended their booking policy from daily to monthly that counter steady ADR in last one year. An average of 10% decline is noticed in occupancy that compresses RevPAR.

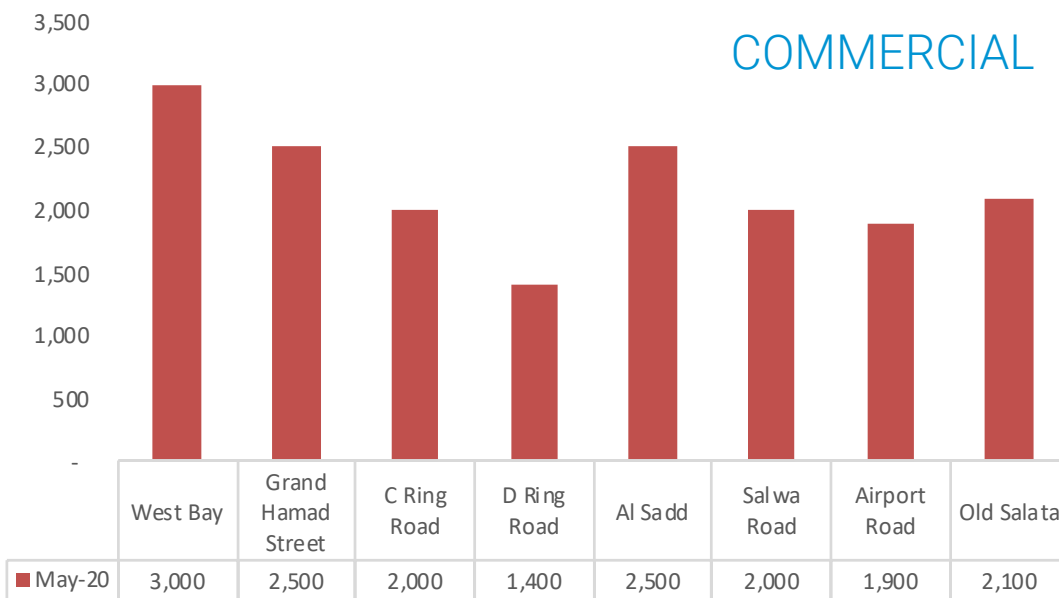
Land Rates

By QAR/sq.ft



The investor inclinations is observed for those lands which are in and around Doha with an approval of G+5 to G+10 storied residential apartment buildings, and low-rise commercial with retail strip on Ground Floor.

COMMERCIAL



Rental Market

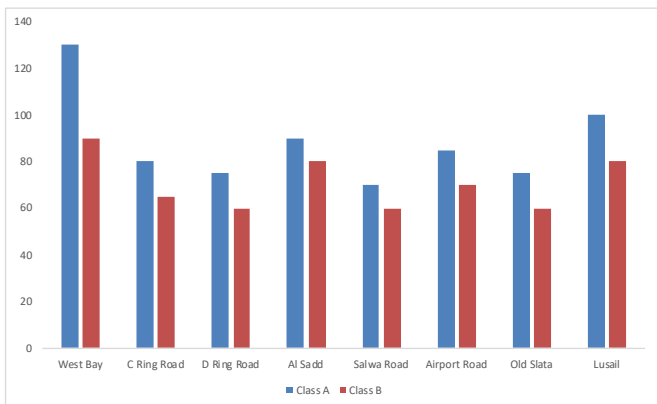


RESIDENTIAL

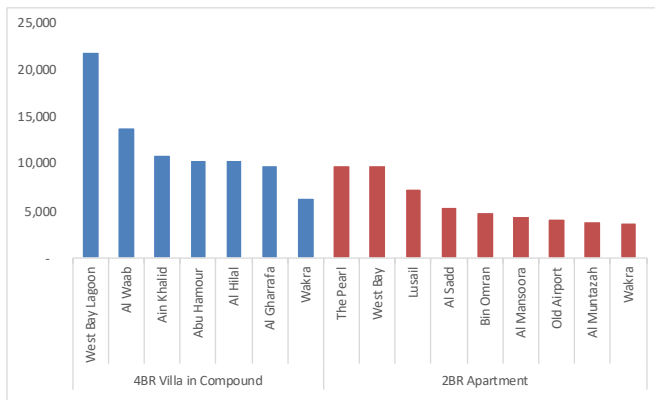
OFFICE

PSM per month

Location	Rental Rates (QAR)	
	Class A	Class B
West Bay	130	90
C Ring Road	80	65
D Ring Road	75	60
Al Sadd	90	80
Salwa Road	70	60
Airport Road	85	70
Old Slata	75	60
Lusail	100	80



Type	Location	Rental Rates (QAR)
4BR Villa in Compound	West Bay Lagoon	22,000
	Al Waab	14,000
	Ain Khalid	11,000
	Abu Hamour	10,500
	Al Hilal	10,500
	Al Gharrafa	10,000
	Wakra	6,500
2BR Apartment	The Pearl	10,000
	West Bay	10,000
	Lusail	7,500
	Al Sadd	5,500
	Bin Omran	5,000
	Al Mansoorah	4,500
	Old Airport	4,250
	Al Muntazah	4,000
Wakra	3,800	



Most sought after units are 2BR and 3BR apartments, and 4BR villas in the compounds. Rental rates are firm for such units in the better managed properties with high standards of hygiene and security.



Valuations & Appraisals

Fadi Barakeh

General Manager

Al Asmakh Real Estate

E : gm@alasmakhrealestate.com

Gaurav Borikar

Senior Executive Director

Al Asmakh Transaction Advisory

E : gaurav.borikar@alasmakhrealestate.com

Hisham Qureshi

Valuation Manager

E : hisham.qureshi@alasmakhrealestate.com

CONTACT US:

Get in touch with us for any questions:

Al Asmakh Transaction Advisory

Office: Al Asmakh Tower, Floor 28, Majlis Al Taawon Street, Doha, Qatar.

Inwani: Building No: 49, Street 864, Zone 63

E: advisory@alasmakhrealestate.com

P: +974 4448 5111

Data Reference: Planning and Statistics Authority and Internal Research



www.aredcadvisory.com

