



Dubai downtown district

INVESTMENT PORTFOLIO DUBAI Premier Real Estate Market

INVESTMENT OPPORTUNITIES

Expert, concierge-style, best-in-class services to help you secure the right assets

WHY DUBAI

Discover why Dubai is the #1 global destination and the top market for real estate investments

PRICE GROWTH

Average residential prices in Dubai grew by 15.9% in the year through May 2023

"GG Benitez is well-connected in Dubai and here in San Diego. She and her real estate partners showed me multiple properties in Dubai, ultimately helping me find the most strategic investment opportunity. She is on top of her game, knowledgeable, and trustworthy in this area. If you need someone to help you buy and invest in real estate, I highly recommend her." ~ Chris M



LOOKING FOR AN AGENT? GG BENITEZ INTERNATIONAL of Realty Executives Dillon



Industry Expertise • Market Knowledge • Strategic Business • Bespoke Services
Your Resource for Luxury Investment Properties in Dubai and Coastal California

GG's range of skills, business acumen, and international connections give her an exceptional foothold in the Dubai and coastal California real estate markets. As a first-generation Arab-American and lifelong San Diego resident, GG is closely tied to both Middle Eastern and U.S. culture and is fluent in English and Arabic. In addition to being a licensed real estate agent, she is a serial entrepreneur and the founder of several highly successful businesses in sales, public relations, and the luxury and global travel industries. She earned her economics degree from the University of California San Diego - Revelle (UCSD) and a minor degree focusing on writing.

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Presented by

GG BENITEZ

International Luxury Real Estate Specialist



DRE#01487964



Burj Al Arab Seven Star Hotel in Dubai, UAE

EXPERT, CONCIERGE-STYLE, BEST-IN-CLASS SERVICES

Our team has valuable market insights and effective business strategies to expertly guide you through Dubai's complex premier real estate market and transaction process.

In collaboration with Dubai's top-ranked agents and developers, we give you direct access to exclusive off-plan listings and the most outstanding projects in all stages of development.

Whether purchasing an investment property, vacation home, or the primary residence of your dreams, GG Benitez International is here to help you discover the right property, make strategic decisions, and secure the most beneficial results for your real estate portfolio.

DUBAI IS THE #1 GLOBAL DESTINATION AND THE TOP MARKET FOR REAL ESTATE INVESTMENTS

Dubai boasts the elite status of the #1 Global Destination and attracts people worldwide for its beauty, innovation, diversity, security, and ultra-luxurious lifestyle. It's also a hub for business and tourism and takes measures to protect foreign investors, making it one of the best cities in the world to invest in real estate.

Iconic landmarks like the Palm Jumeirah and Burj Khalifa, phenomenal shopping, restaurants, entertainment, and a strong commitment to progress and environmental preservation are just part of what make Dubai so enticing. Additionally, it's deemed one of the safest cities in the world, with a low crime rate and political and economic stability.

With all of these qualities, it's no wonder there is an increasing demand for acquiring real estate, including vacation homes and rentals, with no slowdown in sight.

Photos: Below (left to right) - Business Bay, Dubai Marina, Blue Waters Ferris Wheel

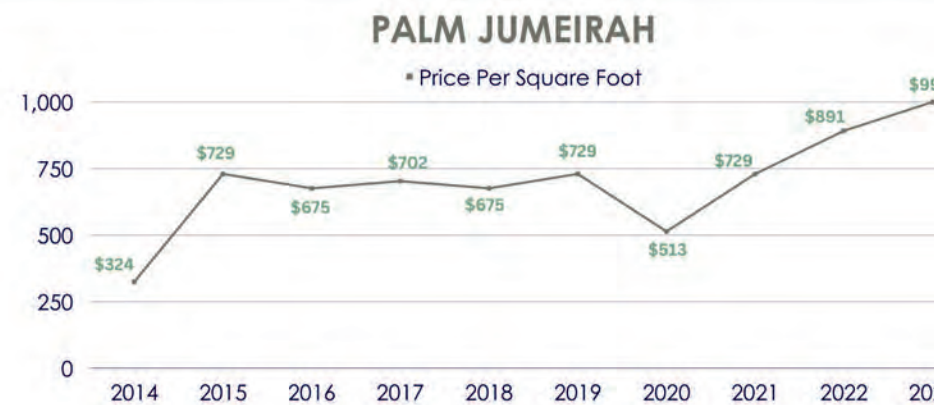
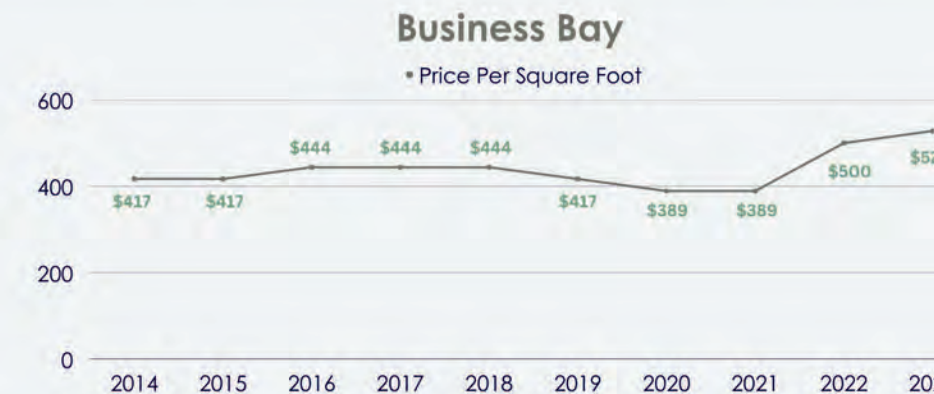
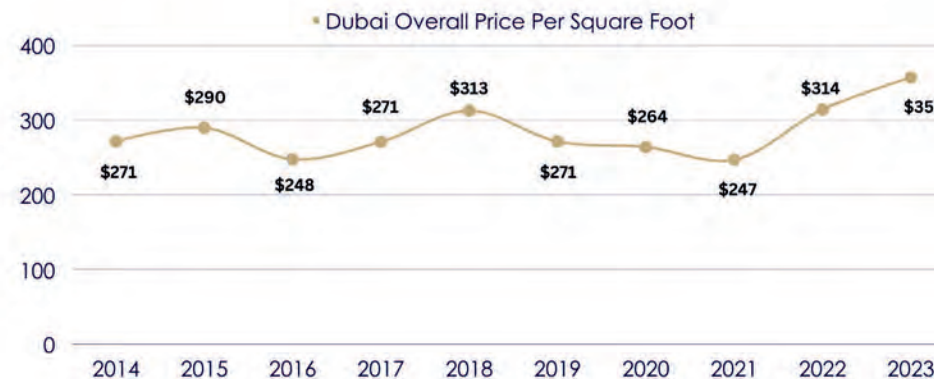


DUBAI REAL ESTATE MARKET OVERVIEW

1st Quarter 2023



Market Data taken from DXBinteract.com



AN EYE TOWARD THE FUTURE



A Growing Global Hub

- 2** 2 Major International Airports, DXB and DWC (current expansion plans)
- 3** 3 Seaports
- 15** 15+ Marinas and Anchorages

Doubling in the Next Decade



Dubai Economic Agenda (D33): A 10-year plan to accelerate growth & double the economy



100 Transformational Projects



Focus: Investing in human development, skillsets & advanced technology; consolidating global competitiveness, innovation & knowledge-based economy

Sustainable Urban Development



DUBAI 2040 MASTER PLAN:

A 20-year plan for sustainable urban development to enhance quality of life

Focus: Increases in land, population, transportation, educational & health facilities, nature reserves & natural areas, beaches, housing, hospitality & tourism, urban & service centers, industry & economy

Investment Opportunities

A projected increase in FDI to over AED 650 billion (\$177 billion) over the next decade



Over 300,000 global investors

Value of FDI to the UAE: \$20.667 billion/AED 76 billion (World Investment Report 2022)



A REGULATED INDUSTRY

One benefit of investing is Dubai's commitment to regulating real estate transactions and relationships. The Real Estate Regulatory Agency (RERA) is a government unit that implements and oversees various safeguards to protect foreign investors.

REAL ESTATE REGULATORY AGENCY (RERA):

- Creates and implements policies to safeguard foreign investors
- Settles conflicts between landlords and tenants
- Oversees escrow
- Monitors construction at various stages of development
- Registers leasing and project agreements



UAE, Dubai panoramic view of city downtown, Dubai Mall, and Dubai Fountain



WHY INVEST IN DUBAI?

- **Population:** Hit 3.55 million in 2022 and is projected to hit 5.9 million by 2040
- **Secure:** Political & economic stability with a low crime rate
- **Government Regulated:** RERA policies, protected escrow & transparency safeguard foreign investors
- **Tax & Ownership Benefits:** UAE Golden Visa; no property, income tax or capital gains tax; no transfer limitations & other exemptions
- **ROI:** Consistent high capital appreciation & high rental returns
- **Global Hub:** The intersection of international business & tourism
- **Strategic Economy:** Initiatives include: UAE Centennial 2071, The Fifty Economic Plan, The Emirates Blockchain Strategy, UAE's Green Growth Strategy, National Program for Artificial Intelligence 2031 & UAE Energy Strategy 2050
- **Currency:** Stable exchange rate & cryptocurrency transactions
- **Lifestyle:** Known for elite residences, hotels, restaurants, shopping, entertainment, experiences, beaches, marinas, parks, promenades, and nature
- **Easy to Navigate:** Ultra-modern airports, seaports, and railways
- **Tourism:** Second consecutive #1 Global Destination by Tripadvisor Travelers' Choice Awards
- **Diversity:** Over 200 nationalities, and English is the most commonly spoken language

FREQUENTLY ASKED QUESTIONS



Can Foreign Investors Purchase Property in Dubai?

The Dubai Land Department (DLD) has designated specific properties as Freehold Properties:

- Freehold properties grant foreigners the opportunity to own a piece of land and the dwelling on it
- Homeowners have the option to occupy, sell, or lease the property

Can a Foreign Investor Obtain a Mortgage?

Mortgages are typically available to investors once a project or off-plan property is built and just prior to hand-off. At this point, you will learn more about the requirements individual to the deal:

- Usual requirements include being under the age of 55 and having a minimum of \$50,000 in your bank account.
- You can apply for a mortgage through both national and private banks
- You will meet the mortgage requirements specific to the bank you are working with

FREQUENTLY ASKED QUESTIONS (continued)

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Can You Benefit from a 1031 Exchange in Dubai?

As explained by 1031 Specialist Andrew Gustafson, CES®:

- "The IRS allows international real property to be 1031 exchanged for other international real property given the fact pattern of holding the relinquished property satisfies IRS Revenue Procedure 2008-16."
- "Property in Dubai with a capital gain tax due can be deferred in a 1031 exchange when real property of greater value is acquired and held for at least two years."
- "In each of those two years, the property must be rented a minimum of fourteen overnights, with no more than fourteen personal overnights in each of the two years."

What Are the Benefits of an Off-Plan Property?

Purchasing a property before it is built can save money. You can typically enter into the deal at a lower price, for less of an investment – which serves to increase your ROI:

- A down payment of 10% of the investment, plus a one-time 4% payment to the Dubai Land Department (DLD), is routine
- The developers will typically offer a payment plan for approximately 50% while the property is under construction, with the balance being due upon handover
- Some developers may even offer a post-payment plan spanning a period of 2 to 3 years after the handover
- A mortgage may be available to those who meet the requirements, including being under 55 and having a minimum of \$50,000 in their bank account
- For off-plan properties in particular, there are opportunities for a 3 to 6-year payment plan and a 60% mortgage upon completion of the project

What is the UAE's Golden Visa & How Can I Benefit?

One major benefit of property investment in Dubai is that property investors are eligible for residency visas:

- Those with property investments amounting to 545,000 USD (or higher) may now apply for the Golden Visa (i.e., a 10-year visa), which grants exclusive benefits to long-term residents who are investors, talents, entrepreneurs, and more
- The Golden Visa provides the property investment with more stability
- Also, property investors may sponsor their family members and provide them with a residency visa

Is the Completion of an Off-Plan Property Guaranteed?

Dubai has put numerous regulatory enforcements in place for foreign investors, including those set by the Real Estate Regulatory Authority (RERA). Under RERA, all off-plan projects must meet certain mandates to guarantee completion, including:

- Developer ownership of the land for the project
- Prior to off-plan sales, 20% of the project must be completed, OR 20% must be held in escrow
- Contractors are bound to a performance guarantee of 10%

Is Any Money Held in Escrow?

In Dubai, government-controlled escrow accounts are a required part of the real estate investment process. The escrow account is a protected place to hold the buyer's money until the project is completed for hand-over. The escrow account safeguards the interests of both the developer and buyer:

- The developer doesn't allocate the money elsewhere
- All stages of the project are monitored to ensure completion on time
- The escrow account also protects buyers if the developer is unable to finish the off-plan project
- The government intervenes to secure a new developer for the project

Am I Permitted to Offer Short-Term, Long-Term, or Airbnb Rentals of My Property & What Are the Average Rates?

Foreign homeowners are permitted to make their property available for lease, including privately and through services such as Airbnb:

- The average rental rates are 12% to 15% for Airbnb and 7.5% for long-term rentals
- Bookings are permitted using credit cards such as Visa and Mastercard
- Renting parties have 24 to 48 hours to make a wire transfer deposit into an escrow account for the property rental

