

Property Review

# Northern Emirates Real Estate Report

Q3 2023

# Northern Emirates

## Market Overview

Average apartment rental rates in the Northern Emirates continued their steady rise, albeit modestly, with a 2% increase in Q3 2023 and a 4% annual uptick. Established areas in Sharjah and Ras Al Khaimah (RAK) saw limited movement in rents, yet high-end properties predominantly located within master plan communities experienced notable growth of 6% and 4%, respectively. Tenants capitalised on improved amenities and superior-quality apartments, driving this surge.

Sharjah's office rental rates recorded a marginal 1% rise over the last three months due to enhanced market sentiment and business expansion; although net effective rents may have been influenced by additional incentives. Annual changes stood at 5%. However, limited new office supply could impact future growth, highlighting a potential challenge.

Similar to Dubai, the Northern Emirates witnessed a continuous flow of new project launches. Sharjah's Arada unveiled 'Saro,' the final phase of the Masaar residential woodland project in the Al Suyoh district. The release of the 597 homes followed heightened investor interest in the project, with 813 villas and townhouses valued at AED 2.34 billion sold in the first half of 2023. Furthermore, Arada launched 'CBD Building 3: Wing' in Aljada's 4.3 million sqft Central Business District, offering Grade A office space for sale, slated for completion in Q4 2025.

Further north, RAK Properties introduced 'Cape Hayat,' a 668-unit residential project on Hayat Island, Mina Al Arab, comprising studios, 1 BR, and 2 BR apartments, along with 4 BR penthouses, scheduled for handover in Q1 2026. Additionally, Nikki Beach Global collaborated with Aldar Properties to develop three luxury beachfront residential buildings on Al Marjan Island. RAK Properties also joined forces with Nikki Beach Global to introduce Nikki Beach Resort & Spa Ras Al Khaimah, a branded resort in Mina Al Arab including 155 rooms and villas. Further details about unit configurations and completion timelines are pending announcement. These collaborations signify notable additions to RAK's growing real estate landscape.

The above developments influenced the real estate market, with RAK's master plan communities witnessing average quarterly increases of 3% and 2% in apartment and villa sales prices, respectively.

In general, transaction activities surged across the Northern Emirates, evident from the Sharjah Real Estate Registration Department (SRERD) reporting 59,258 real estate transactions for the first 9 months of 2023, a 15% increase compared to the same period last year. Ajman's Department of Land and Real Estate Regulation noted a 61.5% year-on-year growth in real estate transactions for August 2023, underlining the region's expanding market dynamics.





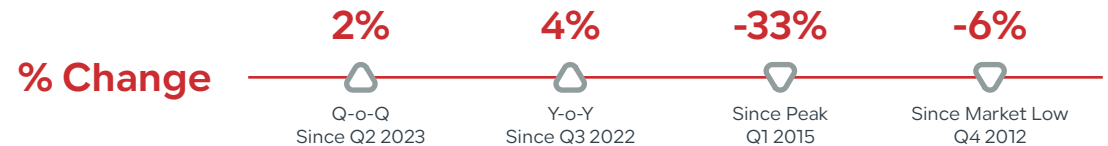


Northern Emirates

# Apartment Rental Rates

(All figures in AED 000's p.a.)

		STUDIO		1 BEDROOM		2 BEDROOMS		3 BEDROOMS		% CHANGE	
		From	To	From	To	From	To	From	To	Q2 2023 - Q3 2023	Q3 2022 - Q3 2023
SHARJAH	TYPICAL	9	15	13	20	16	25	25	34	2%	1%
	HIGH-END	15.5	30	20	45	30	70	35	75	6%	9%
AJMAN	TYPICAL	10	15	13	15	15	20	21	30	1%	0%
	HIGH-END	15	18	16	27	22	36	34	50	1%	4%
UMM AL QUWAIN		10.5	17	15	20	20	30	30	40	1%	4%
RAS AL KHAIMAH	TYPICAL	12.5	16	16	24	18.5	30	35	45	2%	4%
	HIGH-END	17	30	25	50	36	70	62.5	100	4%	10%
FUJAIRAH	TYPICAL	15	18	20	25	24	34	32	45	2%	4%
	HIGH-END	20	25	30	38	35	55	55	70	1%	4%





Sharjah

# Apartment Rental Rates

(All figures in AED 000's p.a.)

	STUDIO		1 BEDROOM		2 BEDROOMS		3 BEDROOMS		% CHANGE	
	From	To	From	To	From	To	From	To	Q2 2023 - Q3 2023	Q3 2022 - Q3 2023
AL MAJAZ	15.5	18.5	18	31	20	46	30	65	2%	3%
AL QASIMIA	10	16.5	15	26	18	35	30	45	1%	1%
AL NAHDA	15	23	18	36	19	48	37.5	66	2%	3%
AL KHAN / AL MAMZAR	16.5	20.5	18	36	25	51	35	70	1%	2%
ABU SHAGARA	12	18	14	27.5	18	37	30	42	2%	2%
AL BUTINA	9	12.5	13	21	16	26	25	35	1%	3%
AL YARMOOK	10	13	13.5	17	17	20	27	40	0%	-1%
ROLLA	10	14	14	21	18	26.5	27	34	1%	1%



% Change

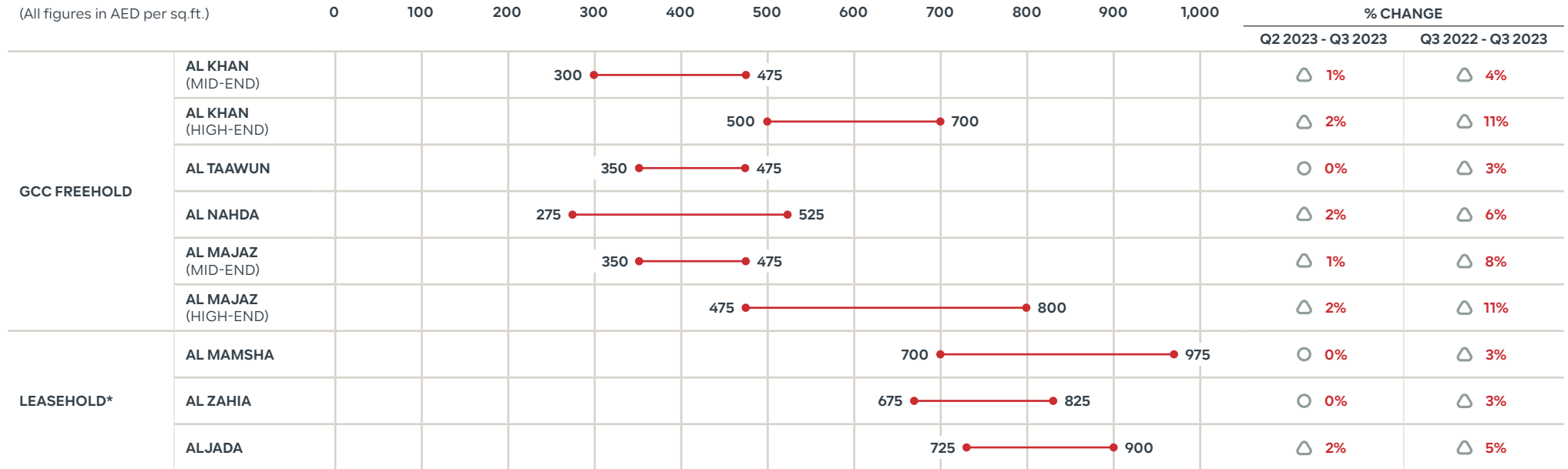




Sharjah

# Apartment Sales Prices

(All figures in AED per sq.ft.)



\* Leasehold ownership (up to 100 years) for all nationalities.



# Sharjah Office Rental Rates

(All figures in AED per sq.ft. p.a.)

	AVERAGE RENTAL RATES		% CHANGE	
	From	To	Q2 2023 - Q3 2023	Q3 2022 - Q3 2023
AL TAAWUN ROAD	25	37.5	2%	5%
CORNICHE AREA	30	52.5	1%	5%
AL WAHDA	25	35	2%	7%
AL QASIMIA	20	35	2%	5%
CLOCK R/A	25	35	1%	4%
AL YARMOOK	25	35	1%	5%
INDUSTRIAL AREA	20	35	2%	6%

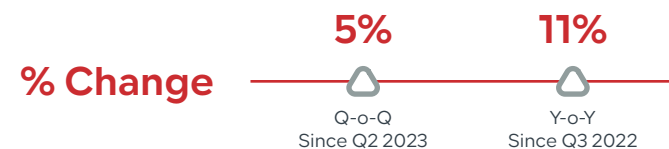
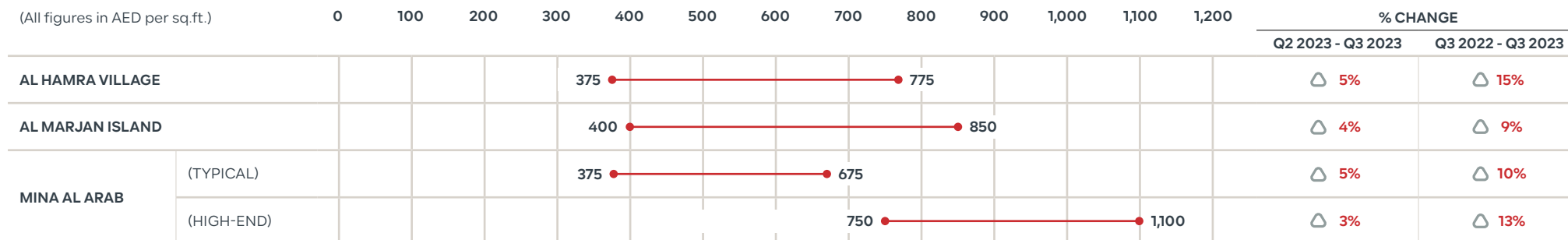




Ras Al Khaimah

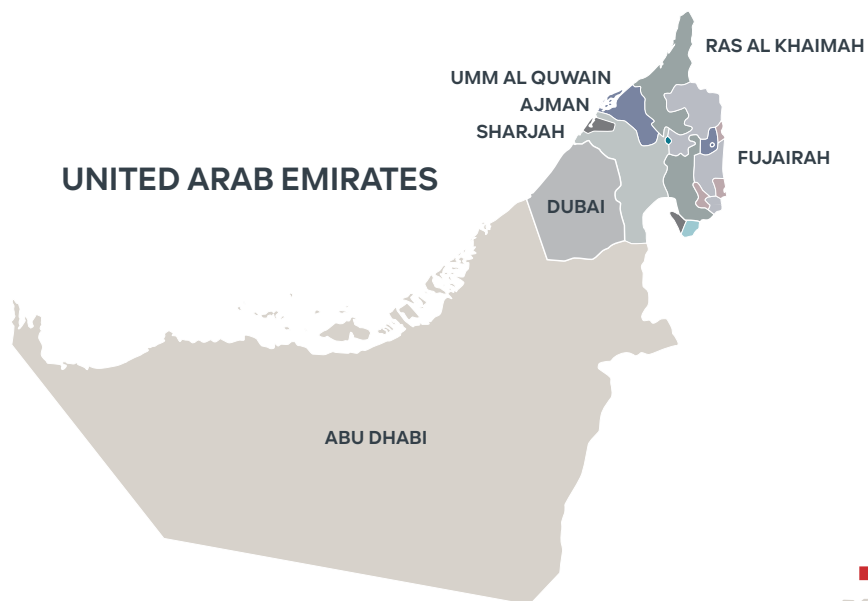
# Apartment Sales Prices ↗

(All figures in AED per sq.ft.)



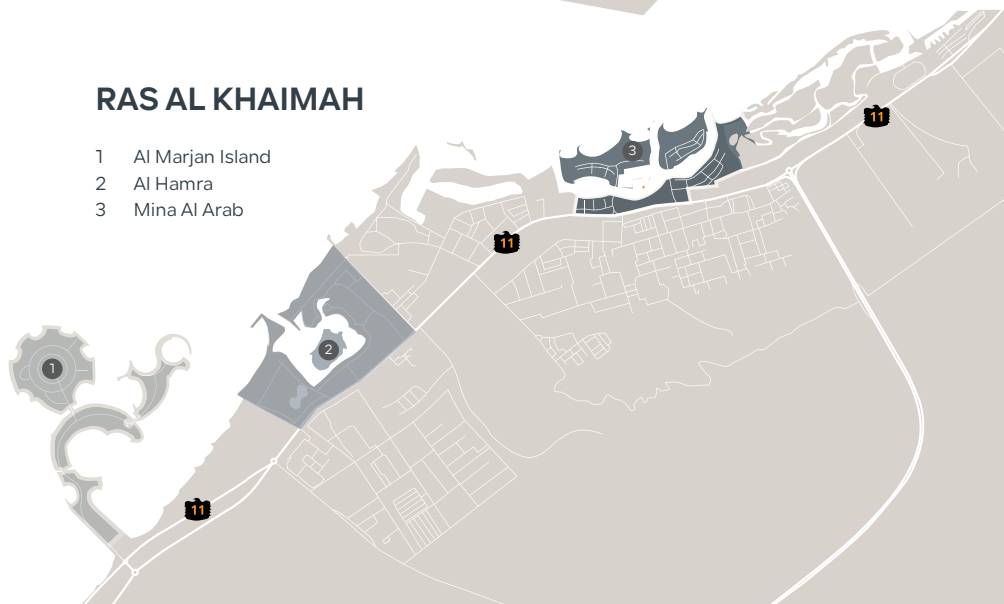
## Northern Emirates

# Property Map



### RAS AL KHAIMAH

- 1 Al Marjan Island
- 2 Al Hamra
- 3 Mina Al Arab



### SHARJAH

- 1 Abu Shagara
- 2 Al Khan
- 3 Al Majaz
- 4 Al Nahda
- 5 Al Qasimia
- 6 Al Taawun
- 7 Al Wahda
- 8 Corniche/Buhaira
- 9 Al Khalidiya
- 10 King Faisal and King Abdul Aziz Street





# About Asteco



Asteco is a major regional and international award-winning full-service real estate services company that was formed in 1985 and has gained enormous respect for consistently delivering high quality, professional, value-added real estate services in a transparent manner. The company is also widely recognised for its involvement with many of the projects that have defined the landscape and physical infrastructure of the United Arab Emirates.

The world-class company has a distinguished and important combination of local knowledge and international expertise and has been renowned for its application of the latest technological tools and innovations, its commitment to transparency, winning strategies, and human expertise.

Undisputed Real Estate experts with a regional presence to serve its customers, Asteco proudly represents a significant number of the region's top property Owners, Developers, and Investors.

Asteco offers a wide range of services and solutions to its clients from Valuation Advisory and Building Consultancy, Property Management, Sales & Leasing as well as Franchising services. The company applies innovative solutions and cutting-edge technology to add tangible value for its Clients at every stage of the property lifecycle and to continuously elevate customer experiences.

## VALUATION & ADVISORY

Our professional advisory services are conducted by suitably qualified personnel all of whom have had extensive Real Estate experience within the Middle East and internationally.

Our valuations are carried out in accordance with the Royal Institution of Chartered Surveyors (RICS) and International Valuation Standards (IVS) and are undertaken by appropriately qualified valuers with extensive local experience.

The Professional Services Asteco conducts throughout the region include:

- Consultancy & advisory services
- Market research
- Valuation services

## SALES

Asteco has a large property Sales division with multi-lingual representatives based all over the UAE. Our Sales teams have extensive experience in the negotiation and sale of a variety of assets.

## LEASING

Asteco has been instrumental in the Leasing of many high-profile developments across the GCC.

## PROPERTY MANAGEMENT

Asteco provides comprehensive Property Management services to all property Owners, whether a single unit (IPM) or a regional mixed-use portfolio. Our focus is on maximising value for our Clients.

## BUILDING CONSULTANCY

The Building Consultancy Team at Asteco have a wealth of experience supporting their Clients throughout all stages of the built asset lifecycle. Each of the team's highly trained surveyors have an in-depth knowledge of construction technology, building pathology and effective project management methods which enable us to provide our Clients with a comprehensive building consultancy service.

**John Allen**  
BSc, MRICS

Chief Executive Officer -  
Valuation & Advisory  
+971 4 403 7777  
JohnA@Asteco.com

**James Joughin**  
BSc (Hons), MRICS

Executive Director -  
Valuation & Advisory  
+971 4 403 7777  
JamesJ@Asteco.com

**Ghada Amhaz**  
MSc, MRICS

Associate Director - Research &  
Advisory, Abu Dhabi  
+971 2 626 2660  
GhadaA@asteco.com

**Tamer Ibrahim Chaaban**  
BE

Associate Director /  
General Manager - Al Ain  
+971 3 766 6097  
TamerI@asteco.com

**Jenny Weidling**  
BA (Hons)

Manager - Research & Advisory,  
Dubai  
+971 4 403 7777  
JennyW@Asteco.com



**DISCLAIMER:** The information contained in this report has been obtained from and is based upon sources that Asteco Property Management believes to be reliable; however, no warranty or representation, expressed or implied, is made to the accuracy or completeness of the information contained herein, and same is submitted subject to errors, omissions, change of price, rental or other conditions, withdrawal without notice, and to any special listing conditions imposed by our principals. Asteco Property Management will not be held responsible for any third-party contributions. All opinions and estimates included in this report constitute Asteco Property Management's judgment, as of the date of this report and are subject to change without notice. Figures contained in this report are derived from a basket of locations highlighted in this report and therefore represent a snapshot of the UAE market. Averages, however, represent a wider range of areas. Particularly exclusive or unique projects have been excluded from the data to avoid distorting averages. Due care and attention has been used in the preparation of forecast information. However, actual results may vary from forecasts and any variation may be materially positive or negative. Forecasts, by their very nature, involve risk and uncertainty because they relate to future events and circumstances which are beyond Asteco Property Management's control. For a full in-depth study of the market, please contact Asteco Property Management's Research team. Asteco Property Management LLC. Commercial License No. 218551. Paid-up Capital AED 4,000,000. | ORN 180.

**Note:** It should be noted that the number of developments/areas has changed over the years in line with the delivery of new stock. As such, the average in the earlier years is derived from a lower number of projects. Whilst representing the apartment/villa/office average at the time, it is not a like for like comparison.