

Property Review

Al Ain Real Estate Report

Q1 2023

Al Ain

Market Overview

Rental rates in Al Ain (across all asset classes) remained broadly unchanged over Q1 2023. However, the general sentiment is positive and improving.

Residential market activity remains dominated by churn (internal migration), rather than 'new' residents. With stable demand, restricted to existing residents, overall apartment and villa rental rates remained stable. Notwithstanding, the market is highly price sensitive and with increased options for tenants, proactive landlords of older stock, particularly apartments, have accepted modest rental discounts in favour of maintaining occupancy levels.

The retail sector has registered a notable increase in demand, particularly for F&B retail space. Demand has been registered at both street and community retail level. Nevertheless, it is likely that this will take time feed through to upward pressure on rental rates. More immediately, we may see a reduction in the generous incentives currently offered by landlords, such as rent-free periods. These incentives have been used extensively over recent years to stimulate the market.

The office rental market also remains stable, with no change recorded over Q1 2023. However, in tandem with growing business confidence, Asteco registered a renewed level of interest across various districts of the City.

New supply has been limited to a small number of residential buildings handing over in Asharej and the Town Centre areas. Further completions within the Town Centre are anticipated before the end of 2023, albeit of a similar small scale. Of note, the Al Ain Hospital Development (which includes a mix of commercial space) will be handed over in Q2 / Q3 2023. On the retail side, the Al Rayan Shopping Centre is expected to be completed in 2023.





Al Ain

Apartment Rental Rates ↗

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

	1 BEDROOM		2 BEDROOMS		3 BEDROOMS		% CHANGE	
	From	To	From	To	From	To	Q4 2022 - Q1 2023	Q1 2022 - Q1 2023
MATURE BUILDINGS	21	26	31	35	43	48	0%	0%
NEW BUILDINGS	26	29	34	37	52	62	0%	0%
PRIME COMPOUNDS	30	35	42	48	60	80	0%	0%



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Villa Rental Rates ↗

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

		3 BEDROOMS		4 BEDROOMS		5 BEDROOMS		% CHANGE	
		From	To	From	To	From	To	Q4 2022 - Q1 2023	Q1 2022 - Q1 2023
MATURE VILLAS	AL JIMI, TOWN CENTRE, ZAKER, OTHER*	42	46	65	70	82	91	0%	-1%
	AL TOWAYA	60	68	85	90	90	95	0%	0%
	PRIME COMPOUNDS	75	80	93	100	115	120	0%	0%
RECENT BUILD	AL JIMI, TOWN CENTRE, ZAKER, OTHER*	55	62	70	78	95	105	0%	-1%
	AL TOWAYA	70	75	85	90	105	110	0%	0%
	PRIME COMPOUNDS	85	90	105	110	130	135	0%	0%



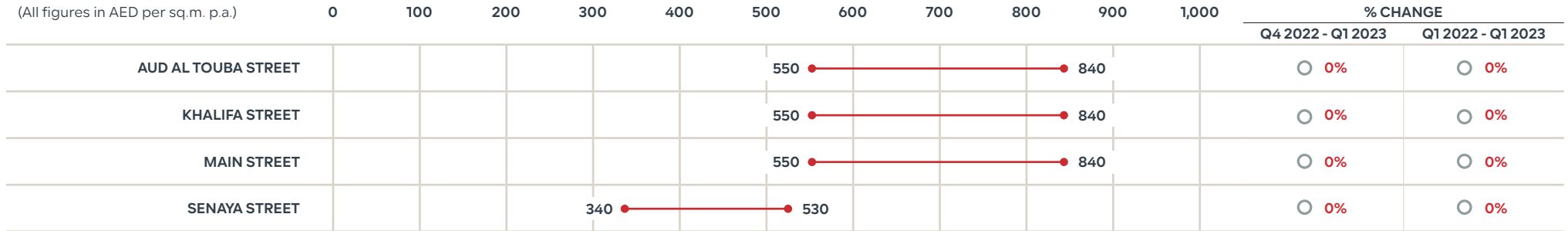
* Includes Al Khabisi, Al Muwajji, Al Manasir and Al Masoudi areas.



Al Ain

Office Rental Rates

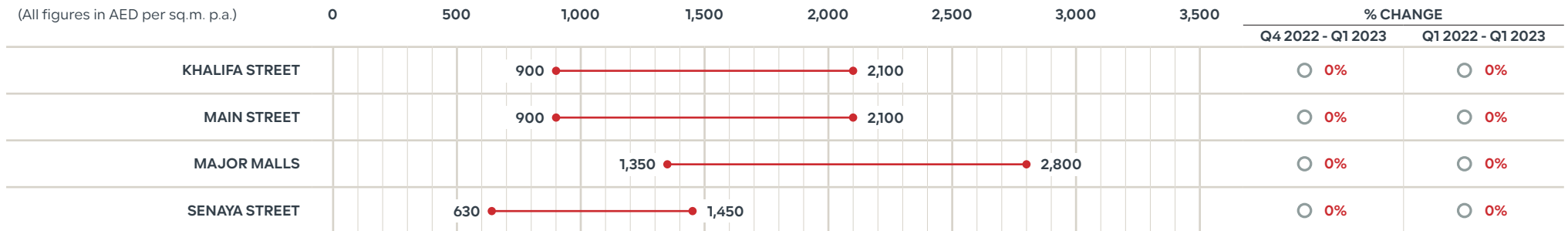
(All figures in AED per sq.m. p.a.)



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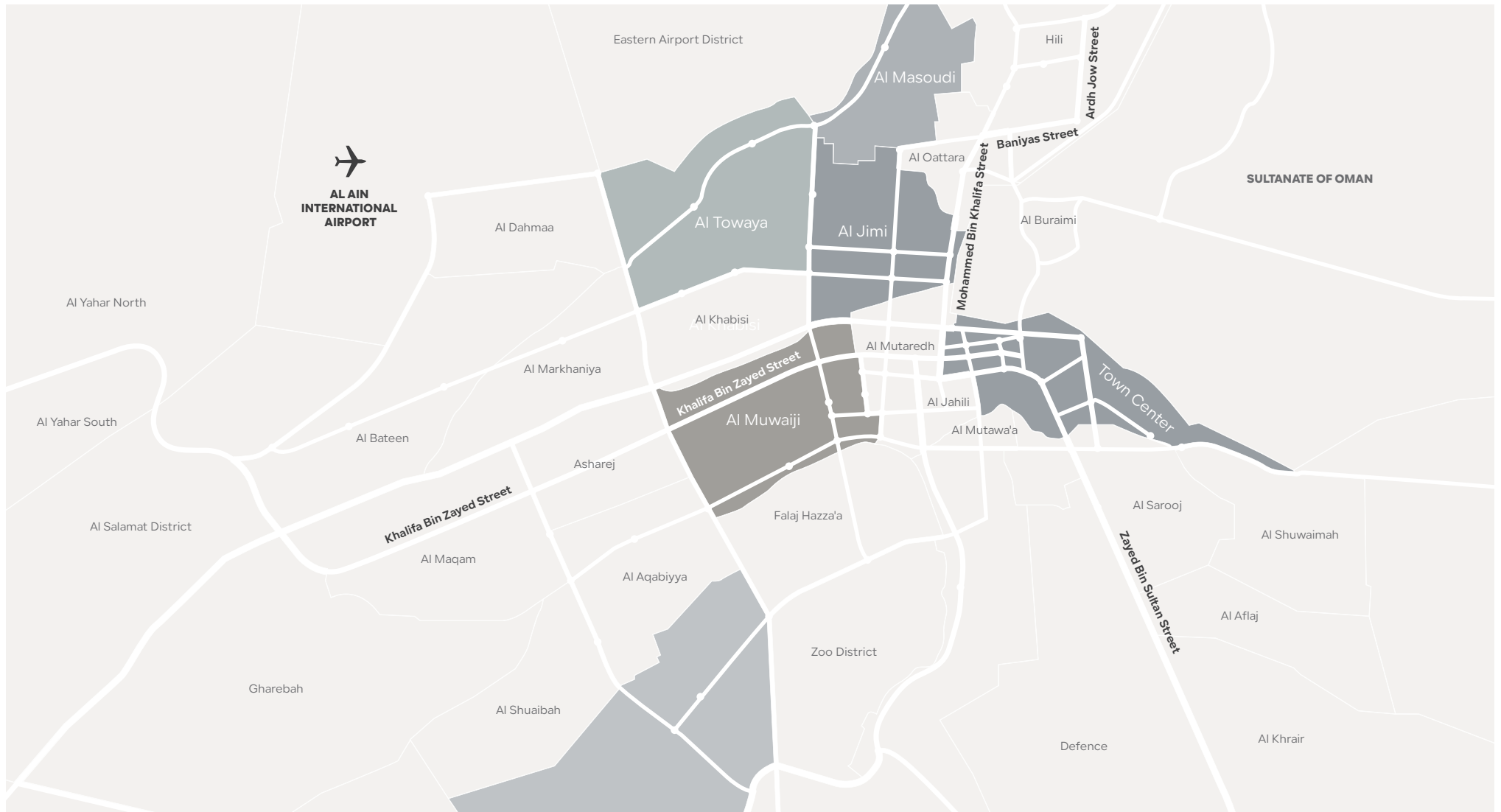
Retail Rental Rates

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



Al Ain

Property Map



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.

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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.