



BUYING PROPERTY IN DUBAI

INTRODUCTION

Buying property in Dubai offers numerous benefits. However, thorough research and careful consideration are crucial before making a final decision. Regardless of the reason for your purchase, it requires a medium- to long-term commitment to benefit from appreciation and returns.

Whether it's an off-plan investment, rental property, holiday home or permanent residence, Fine & Country Dubai First gives you access to the best properties on the market.

IMPORTANT QUESTIONS

Before you start looking for your perfect home in Dubai, you should ask yourself the following questions:

- Budget: How much are you willing to spend on a property?
- Financing: Are you paying with your own funds or do you need external financing?
- Purpose: Are you buying for investment, rental income, a holiday home or permanent residence?
- Property type: Do you prefer an off-plan project or a finished property?
- Are you looking for an apartment, a townhouse, a villa or a penthouse?
- Location: Which areas in Dubai appeal to you most?
- Priorities: What is most important to you: location, view, amenities, size, return or future appreciation?

Answering these questions will help you focus your search and make informed decisions.

OFF-PLAN VS READY

There are two types of properties in Dubai: off-plan and ready. Both have their advantages and disadvantages, but overall, they offer great opportunities for investors and end-users, depending on individual needs and budgets.

	Off-Plan	Ready
PROS	New buildings	Available for viewings
	High increase in value	Ready to move in
	Flexible payment plans	Immediate cash flow
CONS	Construction time	Financing can be expensive
	Market fluctuations	Prices are usually higher
	Regular payments	Moderate increase in value

BUY OFF-PLAN



BUYING OFF-PLAN

Dubai's leading developers are shaping the city with high-quality residential and multi-use projects ideal for investors and end-users. These range from luxury apartments in prime locations such as Downtown, Palm Jumeirah, and Dubai Marina to expansive developments such as Sobha Hartland, Dubai Hills, and DAMAC Hills.

Advantages of buying early:

- Access to the best units at the most competitive prices.
- Increase in value during construction (2-4 years).

Flexible payment plans:

- 60-70% during construction, rest upon completion.
- Post-handover payment plans available.

Our expertise:

- Exclusive access to sought-after projects through close relationships with leading developers.

MYTH

It's often assumed that buying directly from the developer is cheaper than through an agent. In fact, the price remains the same, as our commission is paid by the developer. Fine & Country Dubai First often has access to exclusive offers and units not available to the public. Our expertise and connections allow us to offer the best off-plan projects and most attractive investment opportunities.

OFF-PLAN PROPERTY: STEP-BY-STEP

Choose developers

Research reliable developers with a proven track record:

- Fine & Country offers exclusive insights and recommendations.

Select property

Check the location, type and amenities of your property:

- Our experts curate options that fit your goals.

Hire a broker

Use our RERA-certified brokers for optimal advice and negotiations:

- We protect your interests throughout the entire process.

Secure your reservation

Pay a deposit (5-10%) and sign the reservation form:

- We take care of all formalities, communication and business processes.

Sign the purchase agreement (SPA)

Legally binding document: payment plan, completion date, essential conditions:

- Our legal partners will review the contract and ensure that all terms and conditions are in your favor and comply with Dubai regulations.

Make installment payments

Payments will be made in installments according to construction progress and into the Dubai Land Department's escrow account:

- We monitor and coordinate your payments.

Monitor construction progress

Regular updates and site visits to monitor progress:

- We will keep you updated quarterly with reports and visits.

Property inspection and handover

Thorough inspection upon completion, ideally with a professional snagging company.

Make final payment, receive title deed, officially transfer ownership:

- We ensure a smooth handover.





OFF-PLAN COSTS

When purchasing an off-plan property in Dubai, it's important to consider various costs to ensure a smooth financial transaction. Here's an overview of typical costs that are due immediately:

- Deposit: 10-20% of the purchase price
- First installment: Depends on the developer's payment plan
- Transfer fees: 4% of the purchase price, payable to the Dubai Land Department (DLD)
- Administrative fees: €300 to €1250 for transaction fees.
- Bank transfer fees: Fine & Country helps to minimise or avoid these costs
- Brokerage fees: 0% when working directly with developers through Fine & Country

Payment plans for off-plan properties

- Installment payments: 50-90% during construction, remainder upon completion.
- Typical distribution: 70% during construction, 30% at project completion.

Our advantage: Fine & Country accompanies you every step of the way, ensuring transparency and ease of handling of all financial aspects to make your investment in Dubai smooth and rewarding.

PURCHASE OF A READY PROPERTY



PURCHASE OF A READY-TO-MOVE-IN PROPERTY

Ready-to-use properties in Dubai are very popular due to the immediate transfer of ownership and security. These completed properties offer immediate occupancy or rental and are ideal for permanent residence, rental investment, or vacation properties.

Advantages:

- Immediate occupancy and rental income without waiting time.
- Opportunity for physical inspection before purchase to assess the condition and surroundings.

Purchase process:

- Typically completed within 30 days, but may be extended if financing or the seller's existing mortgage needs to be resolved.



READY PROPERTY: STEP-BY-STEP

Location research

Choose the right location for your lifestyle and investment goals:

- Fine & Country offers comprehensive insights into Dubai's diverse districts.

Budgeting

Create a realistic budget based on current market trends:

- We will help you plan for all potential additional costs.

Financing

Mortgage pre-approval support for a smooth purchase process:

- We connect you with trusted mortgage advisors.

Sightseeing

Expert advice during viewings to assess the potential of the properties.

- We organise viewings of suitable properties according to your criteria.

Selection process

Fine & Country creates a curated list of properties:

- We take care of the communication so you can concentrate on making the right choice.

Negotiation

- Fine & Country handles the negotiations, communicates your offer and advises you on market-based prices.

Reservation

- After accepting the offer, we will prepare the Memorandum of Understanding (MOU) and assist you with the 10% down payment.

Evaluation

- We coordinate the property valuation by your bank to ensure mortgage processing.

NOC application

- After mortgage approval, we will assist you with the application for the No Objection Certificate (NOC) for the transfer of ownership.

Transfer of ownership

- Fine & Country will guide you through the transfer of ownership using the Unified Form F and will take care of registration with the Dubai Land Department.



COSTS FOR READY PROPERTIES

Dubai Land Department (DLD):

4% of the purchase price +
administration fee:
AED 580 for apartments and offices
AED 430 for land
AED 40 for off-plan

Property registration costs:

Under AED 500,000: AED 2,000 +
5% VAT
Over AED 500,000: AED 4,000 +
5% VAT

Mortgage Registration (DLD):

0.25% of the mortgage amount +
AED 290

Extra costs:

Service fees: Ongoing costs for
administration and maintenance

Brokerage fees: 2-4% of the purchase
price + 5% VAT.

Transfer fee: AED 6,000 to AED
10,000

NOC costs: AED 2,000 to AED 5,000,
excl. VAT

ANNUAL COSTS AFTER COMPLETION

Upon handover of your property in Dubai, you will be required to contribute annually to the community costs, commonly known as service charges. These charges cover a wide range of maintenance and operational services, including:

Service fees:

- Maintenance of common areas (lobbies, corridors, recreational facilities)
- Maintenance of facilities (gyms, pools, parking lots)
- Cleaning common areas
- Salaries for building staff (security, lifeguards)
- Landscape management
- General maintenance of the property

Cost calculation:

- Based on the size of the property, shared jointly among all owners
- Typically, AED 30 to AED 300 per square metre, depending on location and amenities

In addition to these service charges, the Dubai government imposes a municipal tax, which is added to your DEWA (Dubai Electricity and Water Authority) bill. This tax is calculated as follows:

For tenants: A housing fee of 5% of the annual rental value of your lease. This amount is divided into 12 monthly installments and added to your DEWA bill.

For owners: A municipal tax of 0.5% of the property value, also divided into 12 installments and added to the monthly DEWA bill

These fees are standard for property ownership and rental agreements in Dubai and should be included in your budget planning.

REAL ESTATE FINANCING

Off-plan financing:

- Available to UAE residents and non-residents.
- The maximum loan-to-value (LTV) ratio for off-plan properties is 50%, regardless of residency status. Buyers must self-finance at least 50% of the property's value.

Payment plans during construction:

- Banks generally do not provide financing during the construction phase. Buyers must rely on payment plans offered by the developer.
- Upon completion, buyers may consider mortgages to cover the final payment or to refinance the property.

Interest rates and LTV ratios:

- Interest rates for non-residents are generally higher than for residents.
- For existing properties, the LTV ratio for non-residents is 50%, while residents can finance up to 80% for properties under AED 5 million and 70% for those above AED 5 million.

Collaboration with reputable developers:

- Banks offer more favorable mortgage terms for properties from reputable developers, which facilitates the process after completion.

Fine & Country Support:

- Real estate financing in Dubai is complex, but our team of experts will help simplify the process, providing clear advice and personalised support to secure the best financing options for your investment.



THE MOST DESIRABLE AREAS FOR REAL ESTATE IN DUBAI

Discover the most attractive residential areas in Dubai:

Downtown



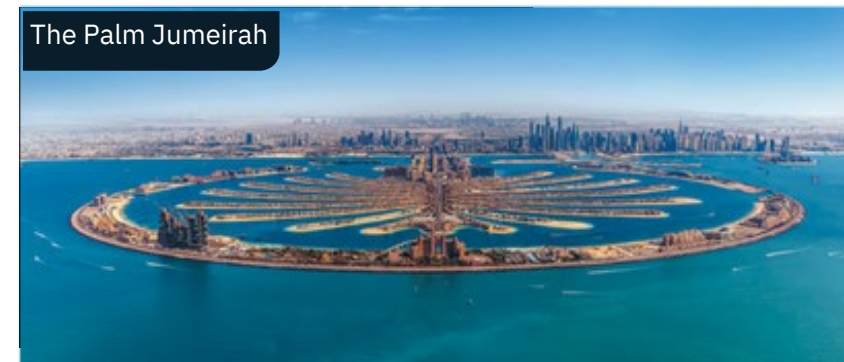
Sheikh Zayed



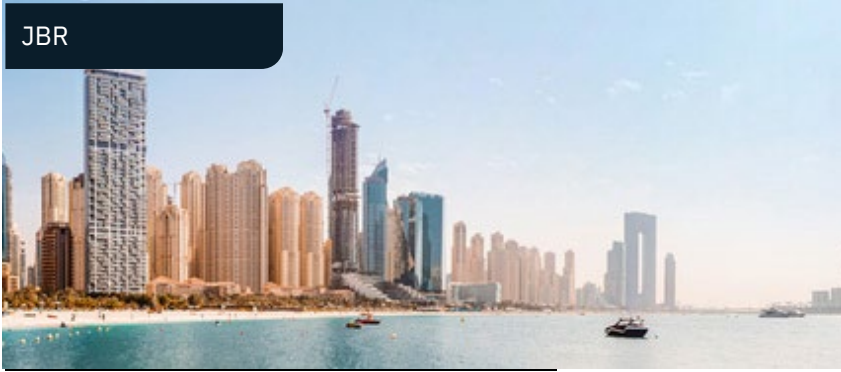
Bluewaters Island



The Palm Jumeirah



JBR



Dubai Marina



Dubai Hills Estate



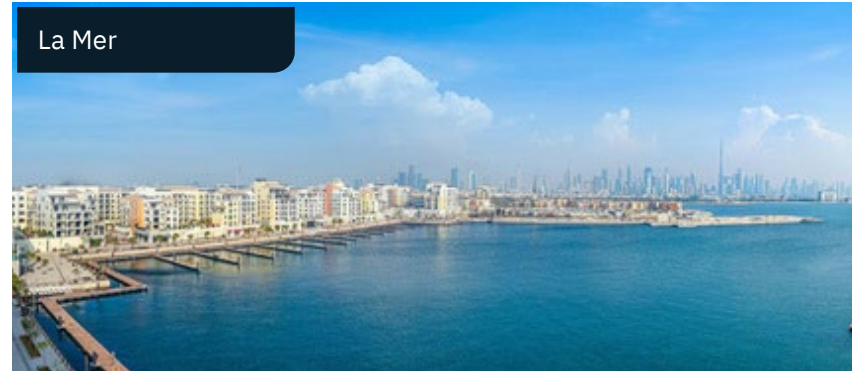
DAMAC Hills 2



Madinat Jumeirah Living



La Mer





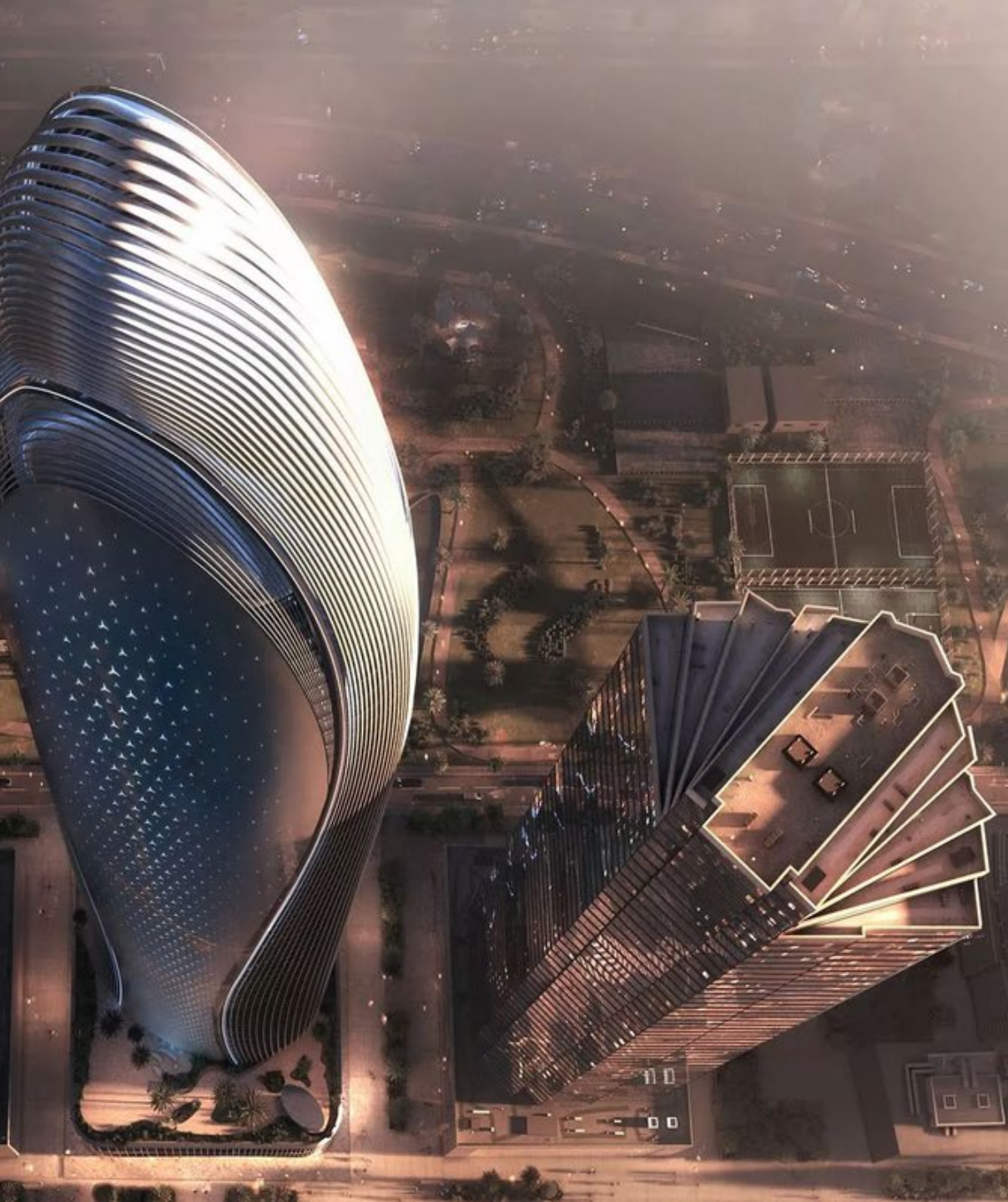
WHO WE ARE

Our mission at Fine & Country Dubai First is to provide an exceptional real estate experience specifically tailored to the luxury market of this dynamic city.

We combine exclusive local knowledge of our Dubai-based experts with the extensive global reach of the Fine & Country brand to provide each client with personalised service and expert advice.

Our team ensures that every transaction
– whether buying, selling or renting –
runs smoothly and rewardingly.

We understand that the Dubai real estate market is unique and offers diverse opportunities for local and international buyers. Therefore, we will guide you every step of the way to ensure your real estate goals are achieved in one of the world's most vibrant markets.



TRACK RECORD



Since opening at the end of the third quarter of 2024, Fine & Country Dubai has already received major awards, including the title of "Best Newcomer 2024" at the Fine & Country Awards ceremony and the "Best Luxury Real Estate Agency" award from the Luxury Lifestyle Awards.

The team has held exclusive investor events with numerous developers, including being the exclusive launch partner of Burj Azizi (the world's second tallest tower) for the European and UK markets.

Recent successes include the sale of an ultra-luxurious penthouse in the Mercedes Residences, offering spectacular views of Downtown Dubai and Burj Khalifa. The team also assists numerous clients in building their real estate portfolios in the Middle East.

Fine & Country Dubai also has exclusive properties in the Fairmont Residences in the heart of Downtown Dubai.

The team is thus consolidating its presence in the region and will consistently continue its growth path.



WHY FINE & COUNTRY DUBAI FIRST?



Fine & Country Dubai is your first choice for luxury real estate, offering a unique combination of global reach and local expertise. With a strong presence in the Dubai market, we specialize in high-end properties and offer customized solutions for buyers and investors.

Our innovative marketing strategies go beyond traditional methods, presenting properties in the best possible light to a global audience. We strive to provide a seamless and stress-free experience and provide comprehensive support throughout every phase of your real estate journey.

Thanks to our deep market understanding and excellent reputation, you will receive the best advice and service from us.

Whether buying, selling or investing, Fine & Country Dubai is your trusted partner, helping you navigate the complexities of the Dubai real estate market with professionalism, elegance and integrity.

300

300 Locations worldwide

1000+

Property Experts

7/10

Best International
Estate Agency
Marketing 7 times
in 10 years

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