

RAS AL KHAIMAH

Real Estate Dynamics



The Emerging Jewel Linked to Dubai's Prosperity

Updated : 24 July 2024

1. Gaming/ Casino to attract MICE and Drive Growth

- At 18,500 sq. m., Wynn Al Maran will be larger than Wynn Las Vegas.
- Currently gaming contributes 43% of Nevada's GDP in 2023 and 50.9% to Macau's GDP in 2019.
- Gaming is a significant catalyst in attracting MICE events and drawing in business travellers too.

01

2. Saturation in Dubai Beachfront

- Dubai beachfront locations such as creek, marina and palm have become saturated with capital values maturing.
- This has capped the yields up to 6%. Al Marjan opens the opportunity to generate yields beyond 9%.

02

3. Wynn Al Marjan is the only casino amongst the top casinos based on an island and sea facing.

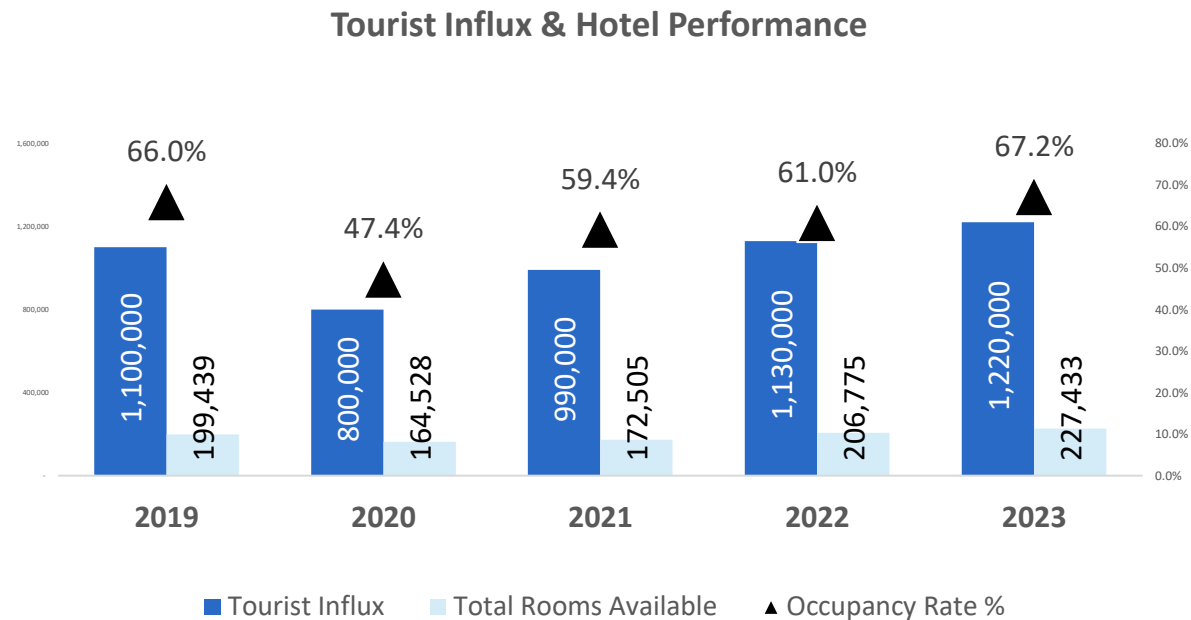
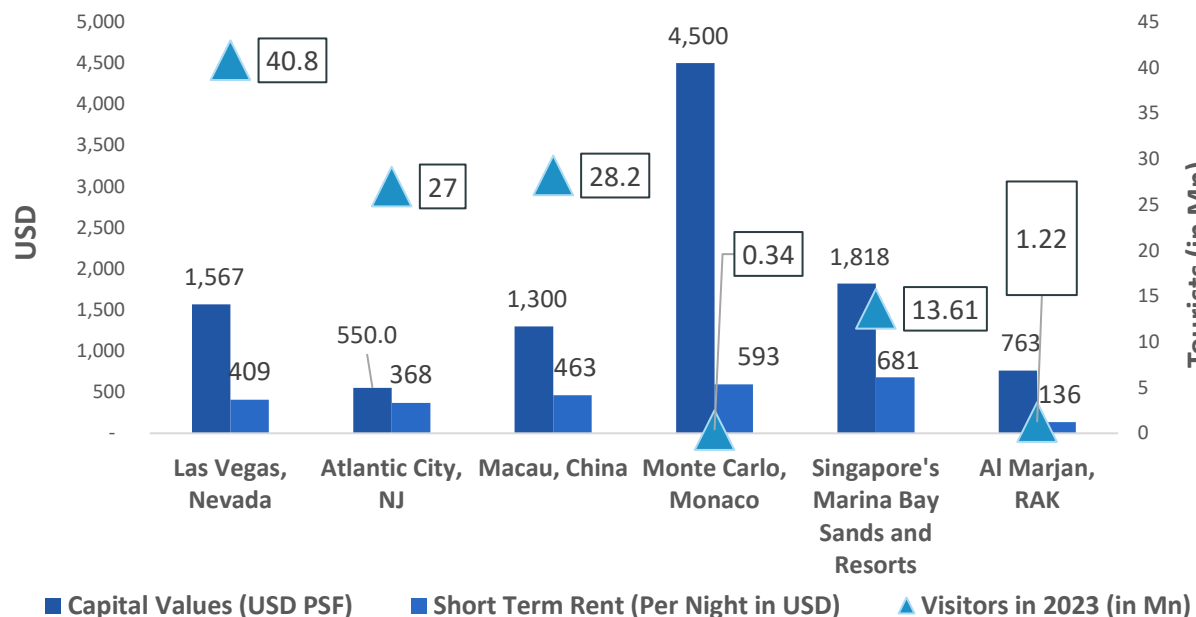
- Al Marjan is a rare island beachfront real estate opportunity like Palm Jumeirah and The World Islands, with views of a Casino on a beach front.
- Living on a beach front and seeing a casino which is on the beach front which is rare in the world.

03

04 4. Opportunity for Investors – RAK is an Emerging Growth Market

- RAK's current occupancy stands at over 71-75% which will significantly rise once the casino is fully operational.
- With avg. apartment capital values growing 35% in the last one year, it is attractive for investor fraternity as surpasses the Dubai's IRR of 11-12% , registering between 20-30%.

Top World Casino Cities Real Estate Dynamics

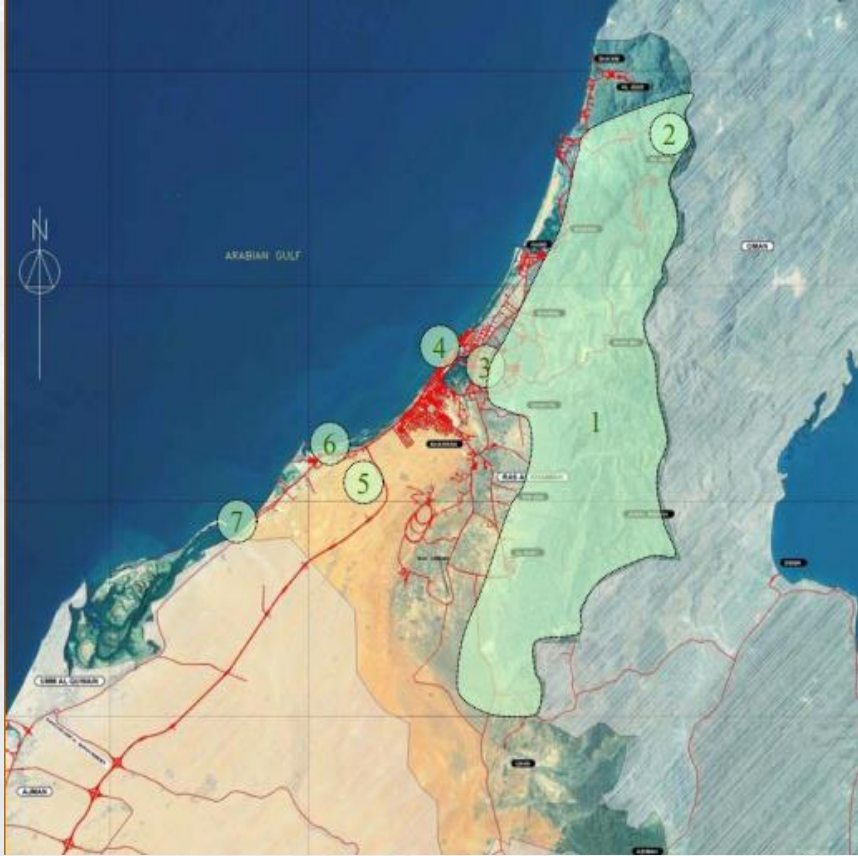


Source: RAK Tourism Development Authority, includes rooms from non-star rated hotels and rest houses, so the occupancy rate may not match with hotel occupancy

- The cities with the presence of Casino attracts significant volume of tourist influx which eventually drives the real estate landscape of the location.
- RAK with the current volume of tourist influx (1.2 Mn) is positioned as an ideal destination for investors to grab opportunity.
- As RAK matures with an influx of > 3-3.5 mn tourist arrival by 2030, a 3 X jump from current volume, would drive the rental yields and capital values in line to Las Vegas, Macau and Singapore's Marina Bay Sands & Resorts.
- With limited available rooms and occupancy rates increasing, with tourist influx anticipated to grow by 3 times, it will drive the short-term rentals in the next 4 to five years.

Ras al Khaimah (RAK) Fact Sheet & Geography

Population 345,000	Number of Districts 6	Number Sea Ports 5	No. of Int'l Airports 1
No. of Companies	RAK FTZ	Total Tourist Influx, 2023	Total Exports in 2023
<ul style="list-style-type: none"> 21,000 Companies 50 industries from 100 Countries 	<ul style="list-style-type: none"> Fastest Growing Free Zone in UAE 	<ul style="list-style-type: none"> 1.22 Million Projected to touch 3.5 million by 2030 	<ul style="list-style-type: none"> Exports: AED13.92 Bn Food Products: AED7.2 Bn Mineral Products: AED4.1 Bn



Major Developments

- 1 National Park RAK Mountains
- 4 Al Noor City & Peninsula Regeneration
- 7 Al Marjan Island
- 2 Al Jais Mountain Resort
- 5 Ras Al Khaimah Gateway
- 6 Port Arabia
- 3 Mangrove Island

Major Attractions of RAK



01. Leisure

- Al Marjan Island Beaches
- Al Jazeera Beach
- Flamingo Beach
- RAK Mall
- Al Hamra Mall
- Al Rams Corniche

02. Culture & History

- Dhayah Fort
- Al Rams Pearl Diving
- National Museum
- Jazirat al-Hamra
- Shimal Village

03. Nature

- Khatt Spring
- Wadi Shawka
- Wadi Bih
- Saqr Park

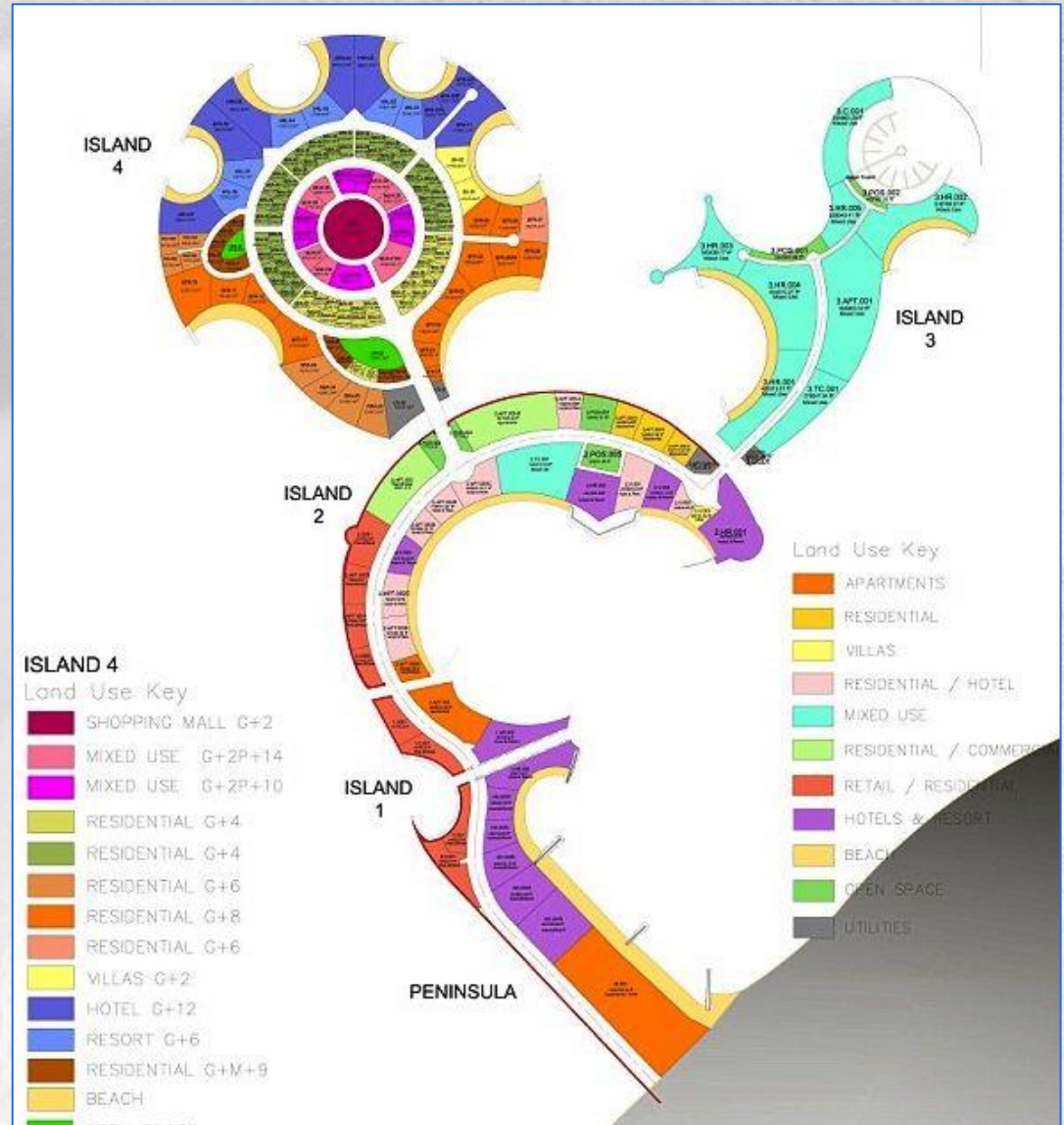
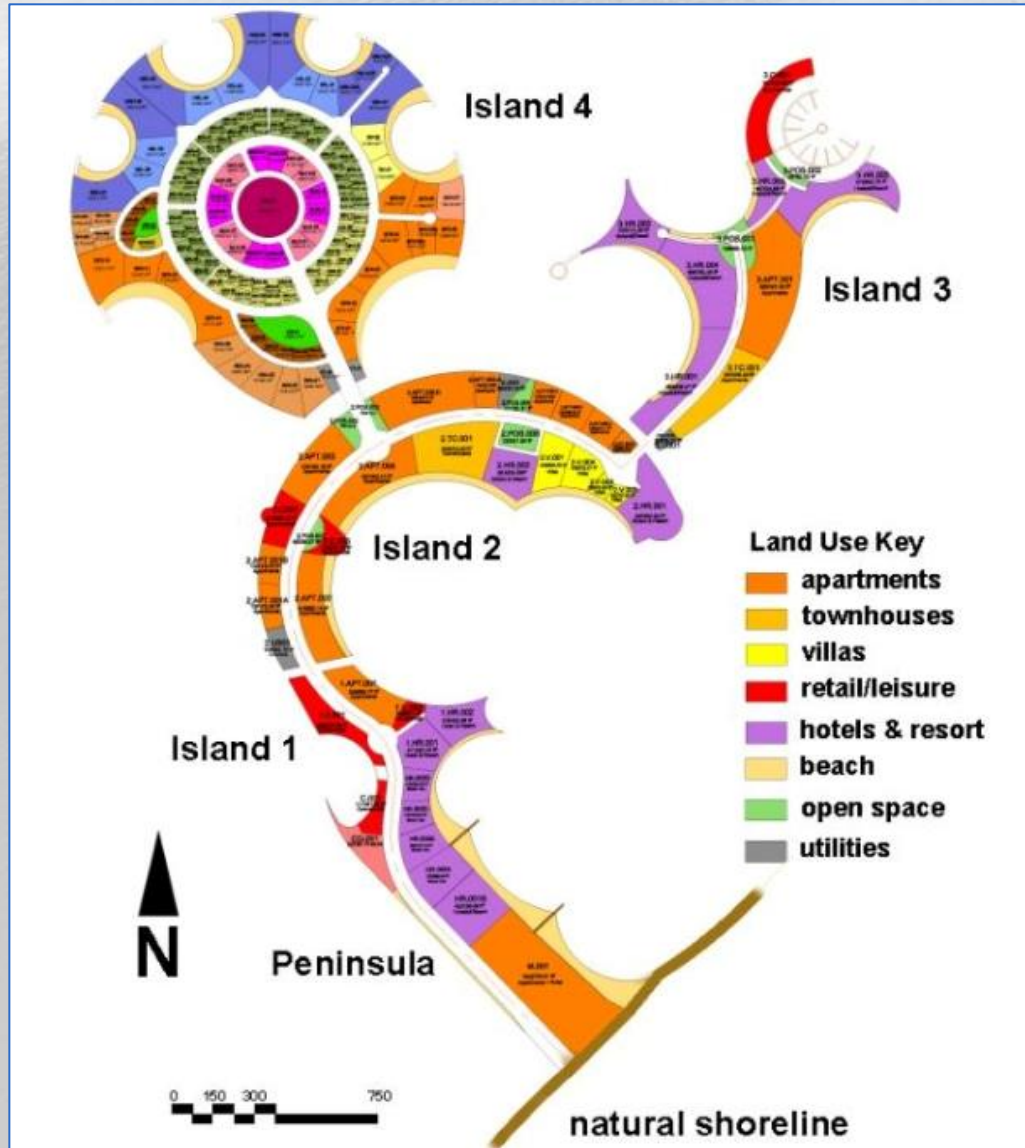
04. Adventure

- Jabal Jais Hiking
- Jabal Jais Zipline
- Hajar Mountains
- Bear Grylls
- Explorers Camp

Connectivity & Social Infrastructure

Sr No	Landmark	Time from Al Marjan
1	Wynn Casino	< 5 Min
2	RAK Airport	35 Min
3	National Museum	35 Min
4	Jabal Jais Hiking	75 Min
5	Flamingo Beach	25 Min
6	Manar Mall	35 Min
7	Queen of Sheeba Palace	42 Min
8	American University	43 Min
9	RAK Hospital	36 Min
10	Mina Al Arab	26 Min
11	Anantara Mina Al Arab	25 Min
12	The Cove Rotana	35 Min
13	RAK Mall	30 Min
14	Royal Yacht Club	20 Min
15	RAK Medical Center	14 Min
16	Dreamland Aqua Park	15 Min
17	Al Hamra Golf Club	15 Min
18	Al Hamra Mall	15 Min







Island 4:

View Island sets at the heart of Al Marjan Island with breath-taking views of the mesmerizing beaches & fascinating desert dunes, creating a magnificent feast for your eyes.

RAK Home Buying Regulatory Body

RERA

A developer who has sold, sells, or will sell units off the plan must register the project and apply to the RERA-RAK to open Guarantee Account for the Project.

RERA is part of Land and Property sector under RAK government and is governed by Ras Al Khaimah Municipality Department (Like DLD)

01

Register of Off plan Units Sale

- The main or sub developer should record his units in the initial land register before commencing off-plan sale thereof and all dispositions on the real estate units which had been off-plan sold should be registered, (Law No. (11) of 2021 On Land Register In Emirate of Ras Al Khaimah)
- Article 10 of LAW NO. (12) OF 2023 – Developer to provide comprehensive information to purchasers regarding the project and the real estate units they purchase, including associated rights and limitations, and promptly communicate any alterations to these details.

02

ESCROW

To ensure funds invested by buyers of properties are used only for those projects only.

The escrow holders (Banks) responsibility is to safeguard and ensure that the funds are collected and disbursed as per policy and guidelines laid out by the government.

Closing the Escrow only when project is complete, and all terms of the escrow have been complied with - provided an account closing statement.

03

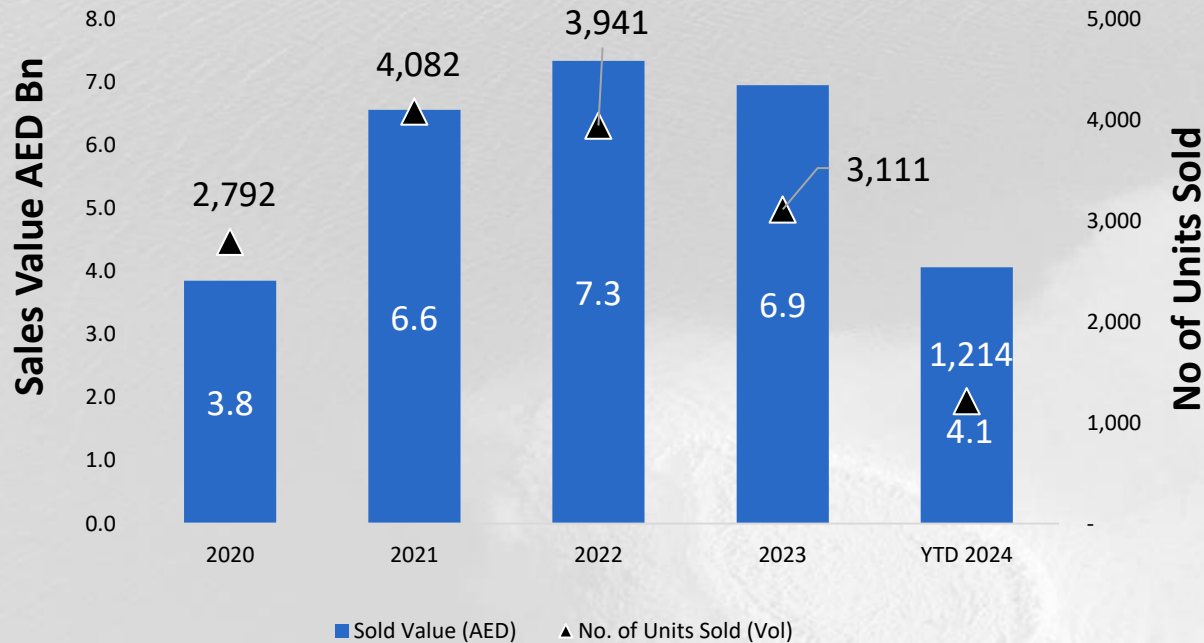
Municipality Registration Fee

- Down payment Plus 2% Registration charges (both by buyer and seller)
- Defect Liability: Repair or replace defective fixtures in the project for one year from date of handing over the unit to the Owner

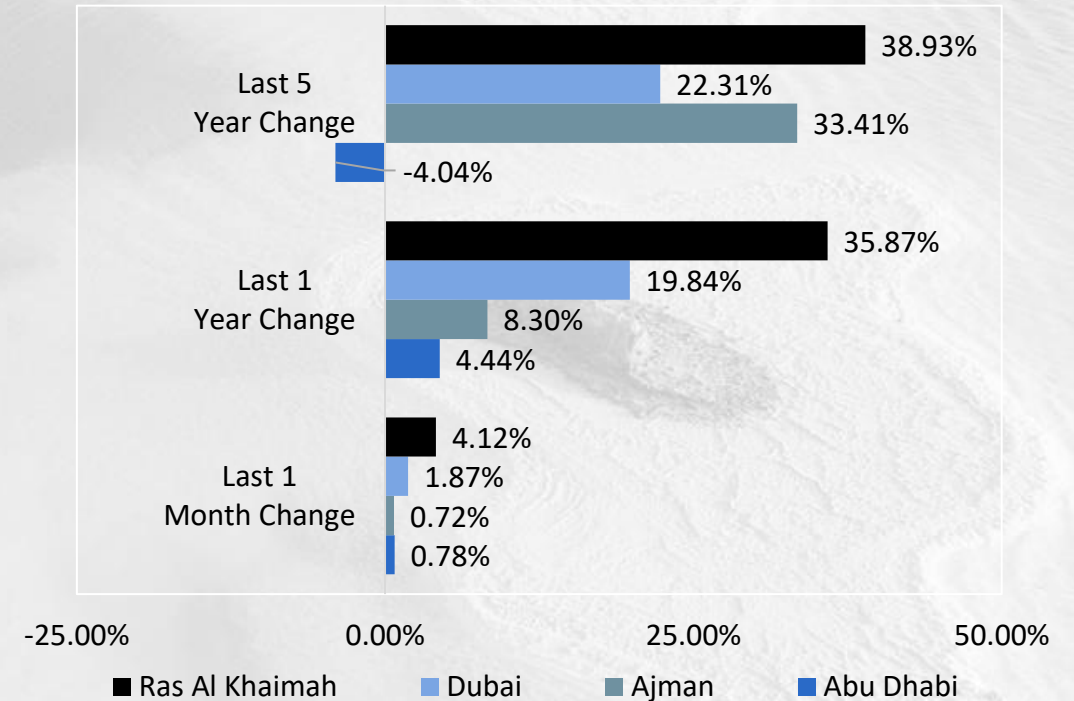
04

Real estate Investments – Demand Dynamics

Market Size - 2020 – 5M 2024



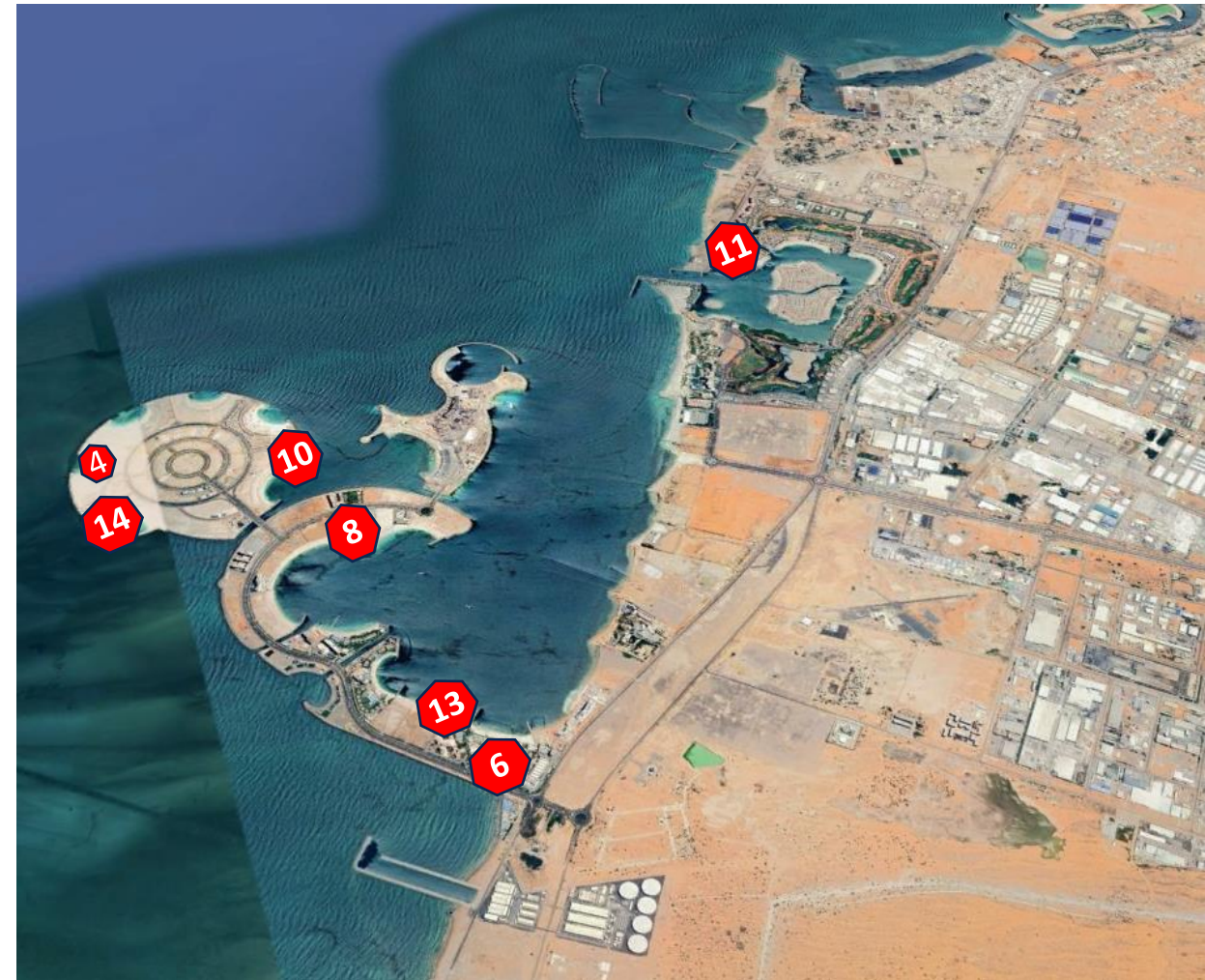
Apartment Sale Price Change % (2023)



- RAK recorded around AED6.9 bn worth of real estate transactions in 2023 registering the sale of 3,111 units. Despite a minor dip in 2023 in terms of sales value, RAK recorded a phenomenal jump in the last four years from AED3.8 Bn to 6.9 Bn registering 81% jump.
- This due to the launch of high-end branded apartment targeting high net worth individuals for their second and holiday homes.
- According to REIDIN, Ras Al Khaimah Residential Property Sales Prices for apartments increased by 4.12% in December 2023 and 35.87% y-o-y.

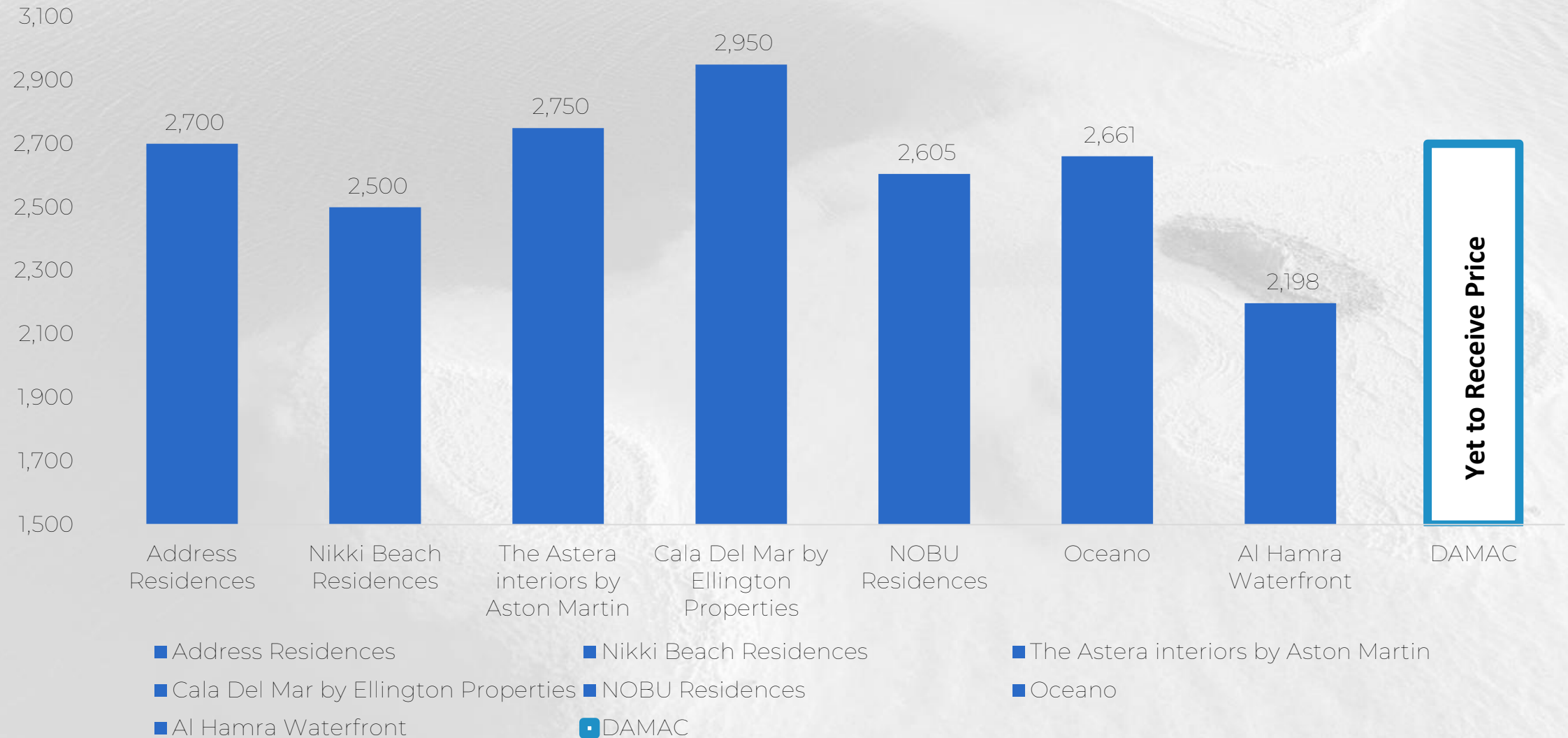
Major Real Estate Projects & Benchmarks for Shoreline

Sr No	List of Project Name	Developer Name
1	Beach Residences	Range Developments
2	Quattro Del Mar	RAK Properties
3	JW Marriott Residences	WOW Resorts
4	Address Residences	EMAAR
5	Moonstone	OCTA Properties
6	Nikki Beach Residences	Aldar
7	Rosso Bay Residences	Aldar
8	Nobu Residences	H&H Development
9	Marbella Villas	RAK Properties
10	Oceano	The Luxe Developers
11	Al Hamra Waterfront	Al Hamra Real Estate
12	The Unexpected Al Marjan Island Residences	Almal Real Estate Development
13	The Astera interiors by Aston Martin	DarGlobal and Aarvees Group
14	Cala Del Mar by Ellington Properties	Ellington Properties
15	Granada Villas 2 by RAK Properties	RAK Properties
16	Falcon Island by Al Hamra	Al Hamra Group
17	Manta Bay	Major Development
18	Cape Hayat	RAK Properties
19	The Beach House	Range Developments
20	MASA Residence	Durar Group
21	Al Danah Residential Tower	Dubai Investments
22	EDGE	RAK Properties
23	Sora Beach Residences by AARK	AARK Developers FZ
24	W Hotel and Residencies Al Marjan	DALANDS Holdings
25	Park Beach Residencies	Park Real Estate Developments
26	The Ritz-Carton Residences	RAK Ventures LLC
27	Ellington Views 1 & 2	Ellington Properties
29	Porto Playa	RAK Properties
30	Bay Views	RAK Properties
31	South Bay Residences	RAK Properties
32	Danah Bay	Dubai Investments



- RAK has 29 developers actively promoting their projects
- More than 32 projects are in completed and under construction stage.

Few Benchmark Projects – Price Range



Address Residence By EMAAR



- 1 ADDRESS RESIDENCES 1
- 2 ADDRESS RESIDENCES 2
- 3 ADDRESS RESIDENCES 3
- 4 ADDRESS RESIDENCES 4
- 5 ADDRESS RESIDENCES 5
- 6 ADDRESS RESIDENCES 6
- 7 ADDRESS HOTEL
- 8 SEA VILLAS
- 9 TOWNHOUSES
- 10 SPECIALTY RESTAURANTS
- 11 KIDS PLAY
- 12 GYMNASIUM
- 13 SPORTS AREA
- 14 YOGA DECK
- 15 LOUNGE AREA
- 16 DIVE CENTRE
- 17 KAYAKING

Total Units: 1,100 + Units
Available Units: < 53
Units

Hotel Launched in 2018
Residences in Q4 2023
Handover: Q1 2028

Sales Pitch: 1. Panoramic Views, 2. Branded & managed by Address Hotels & Resorts 3. 7 Minutes distance to Wynn

Layout Highlights:

- Adequate spacious balcony.
- All 1BR have common bathroom & no master bathroom.
- Open kitchen
- Spacious Living & dining space
- All units have laundry room.
- All units except of 1BR have a spacious storage room.

UNIT	SIZE	STARTING PRICE
1 BEDROOM	661 SQFT – 1,056 SQ.FT	AED 1,740,888
2 BEDROOM	1,145 SQFT – 1,611 SQ.FT	AED 3,220,888
3 BEDROOM	2,459 SQFT – 2,779 SQ.FT	AED 7,890,888

Address Residence By EMAAR

Top Nationalities Invested/Bought in RAK

Rank	2023	Till April 2024
1.	Russian Federation	Russian Federation
2	India	India
3	China	Germany
4	United Kingdom	United Kingdom
5	Egypt	China
6	Turkey	France
7	United States	Egypt
8	Pakistan	Canada
9	UAE	Kyrgyzstan
10	Iran	Bangladesh


ADDRESS
RESIDENCES
AL MARJAN ISLAND

BUILDING 1

1 BEDROOM TYPE 2A

LEVEL 2 UNIT 04

SUITE AREA	603.32 SQ.FT.	56.05 SQ.M.
BALCONY AREA	55.43 SQ.FT.	5.15 SQ.M.
TOTAL AREA	658.75 SQ.FT.	61.20 SQ.M.

KEY PLAN LEVEL
LEVEL 2



KEY SECTION





Nikki Beach Residence By Al Dar

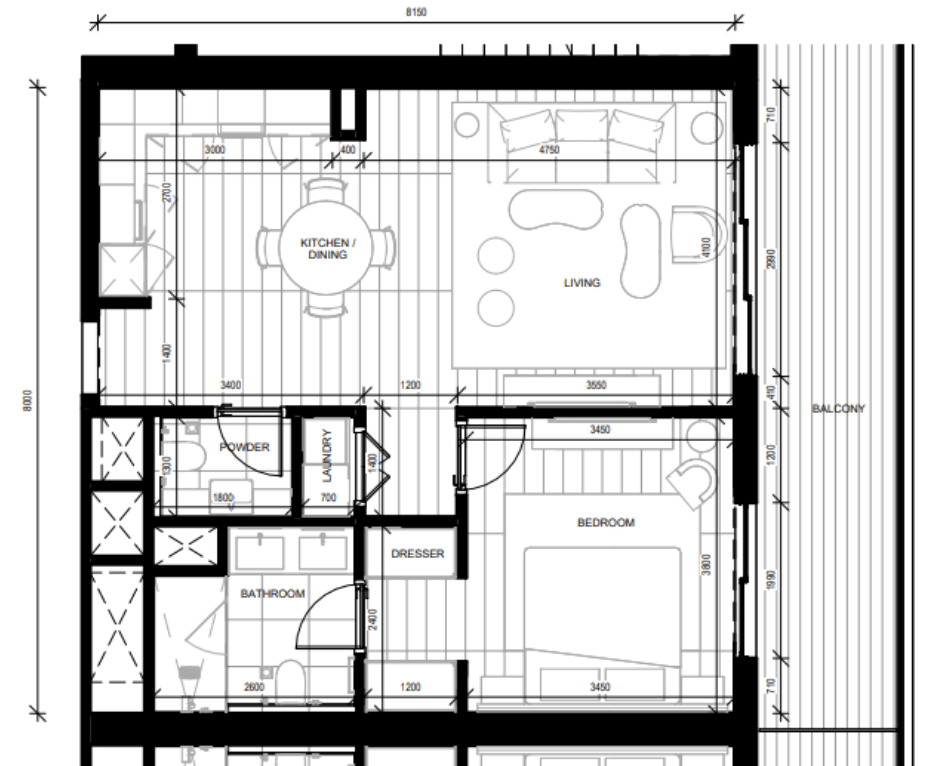
Total Units: 803 Units
Sold : As of Dec, 2023: 420 units sold

Launched in Q4 2023
Handover: Q4 2028

Sales Pitch: 1. Furnished Options, | 2. LEED & Fit Well Certified | 3. Smart Living Concept | 4. 24/7 services & valet parking | 5. Café NIKKI | 6. Beachfront



1- BD Layout



Unit Type	1 BD	2 BD	3 BD	4 BD	5 BD Sky Terrace	5 BD Sky Villa
Total	352	323	110	11	4	3
Unit Area SQM	90	126	213	457	558	687

The Astera : Aston Martin By Dar Global

Launched in Q2 2024
Handover: Q4 2028

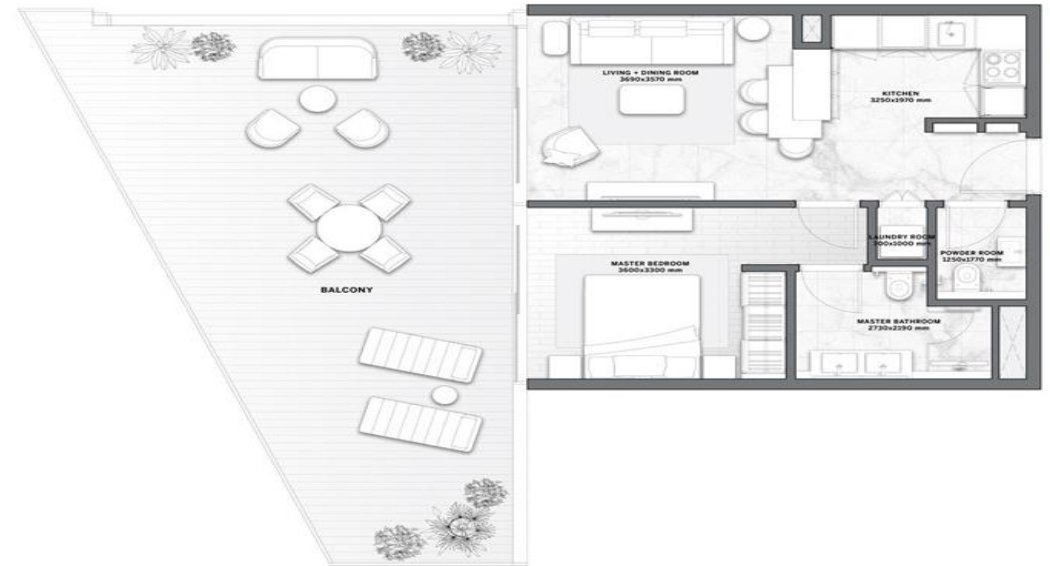
Sales Pitch: 1. Private beach | 2. Infinity Pool With Bar| 3. Amenities for Sports & Health| 4. 24/7 services & valet parking | 5. Branded Apartments | 6. White will actively Selling (Agency) | 7. Joint Development with AARVEES

19 Floors – 260 Units

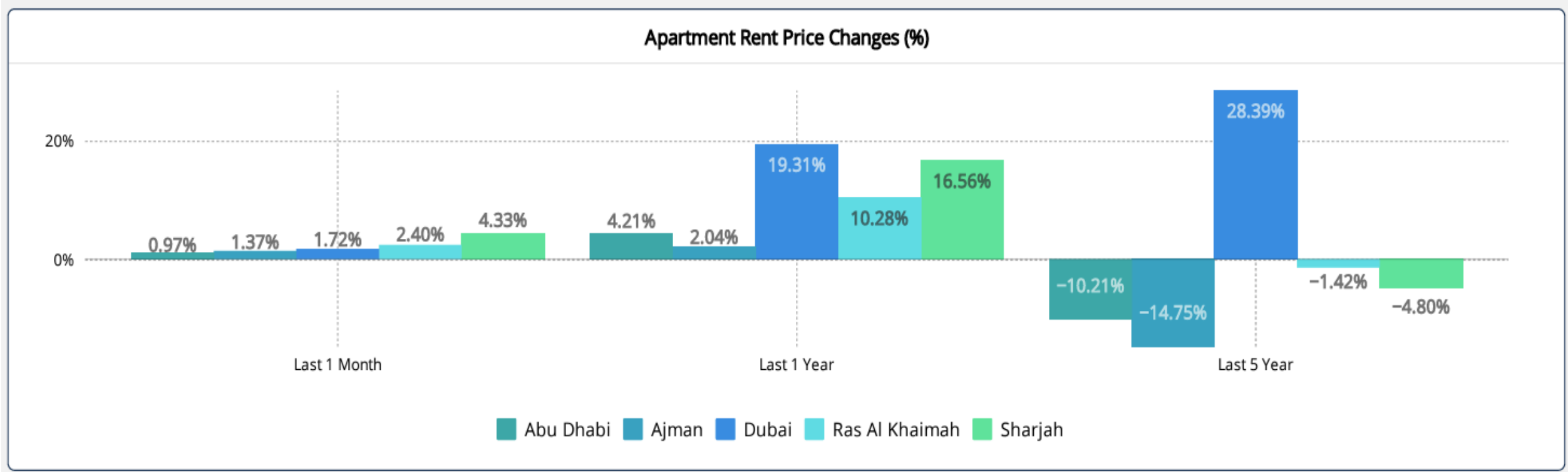
UNITS	SIZE	PRICE APPROX
1 BEDROOM	682 SQ.FT – 1,297 SQ.FT	AED 1,800,000
2 BEDROOM	981 SQ.FT – 1,479 SQ.FT	AED 3,000,000
3 BEDROOM	2,443 SQ.FT - 2,730 SQ.FT	AED 6,700,000
3 BEDROOM VILLA	2,455 SQ.FT – 2,876 SQ.FT	AED 8,400,000



1 BR Layout



RAK – Rental Performance



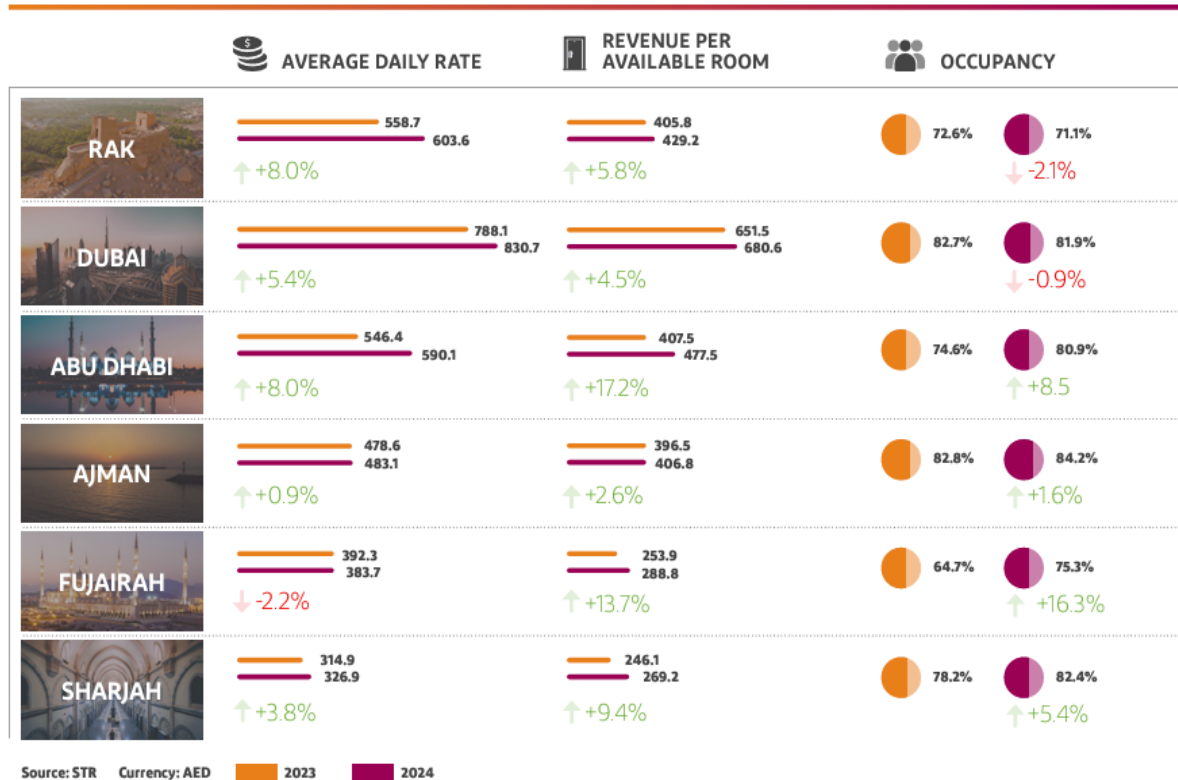
Source: REIDIN, UAE Property Prices Report, 2023.

- In UAE, RAK stands 3rd in apartment rental performance only after Dubai and Sharja registering 10.28% growth.
- Further, it is interesting to see a very minimum rental dip in the last five years when compared to other UAE cities indicating strong market fundamentals.

Real Estate Investments – Short-term Rentals

Hotel Performance

Short Term Leasing Performance



- According to AirDXB, the avg. room rate are AED300-550 per night oscillate between AED300 per night to go up to AED600 per night at the beach front residential projects.
- This indicates a gross short term leasing yield up to 9% considering the average capital value are ranging between AED2,500 – AED3,200 psf.

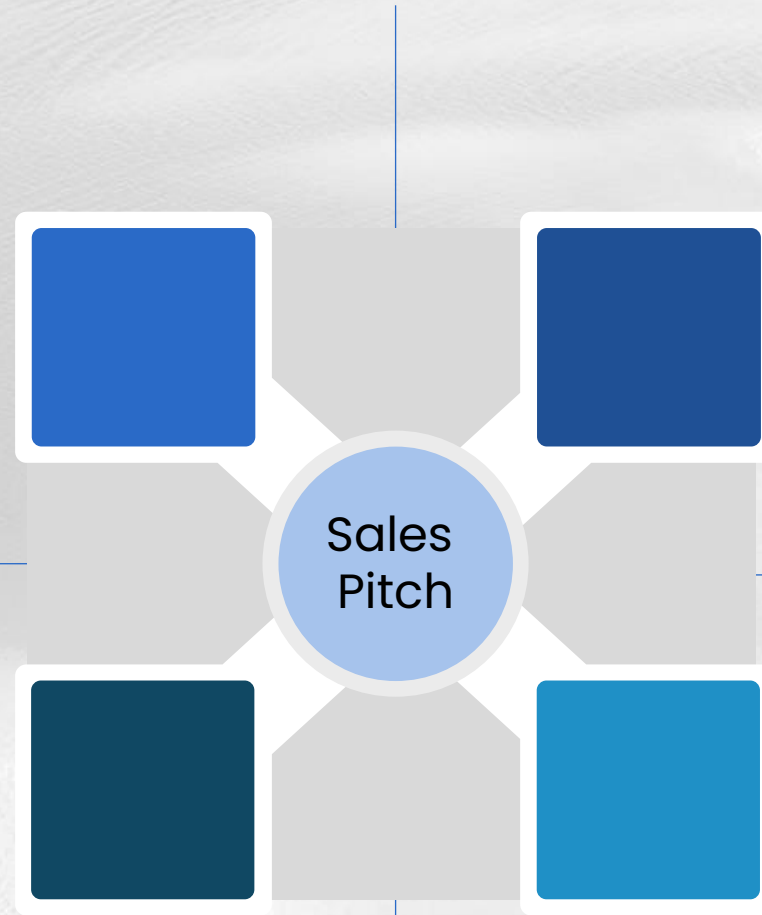
Source: AirBnB

Top International Source Markets – Nationality Mix

COUNTRIES	ARRIVALS	MARKET SHARE
Russian Federation	48,021	27.70%
Kazakhstan	16,243	9.40%
United Kingdom	13,792	8.00%
Czech Republic	8,265	4.80%
Germany	8,022	4.60%
India	7,312	4.20%
Poland	5,677	3.30%
Belarus	3,505	2.00%
Oman	3,291	1.90%
China	2,556	1.50%

Strengths

1. Tourism: RAK has healthy tourist influx and with growing expat population in UAE, this location is positioned as a tourist hub of the region.
2. Natural Attractions: With large number activities with the emirate, RAK offered plethora of activities in its vicinity
3. Presence of High-End branded residences: High concentration of branded and luxury residential options ensures high quality homes for ultra-high net worth individuals.
4. Saturation in Dubai Beachfront Supply: With saturating beachfront options offering 4%-6% rental return, RAK would emerge as low risk high yielding investment option.
5. Green Visa & golden Visa for Investors and skilled employees*



Opportunities

1. Wynn Resort & Casino: The upcoming casino will drive the tourist influx from 0.3 mn to 3.5 mn in next 6 to 7 years. This will drive the short-let prices, capital values and employment in the location.
2. Al Marjan Island is limited and offers exclusivity. With more than 30 developers actively launches projects in the vicinity, the limited land availability would make this location exclusive and limited to ultra-high net worth individual
3. Competitive property prices: In comparison to other casino cities, RAK is still in affordable side, considering the robust price surge and rental appreciation.
4. Strong projections of rental return of ranging up to 9%
5. Upcoming Destination as Holiday Homes. According to Knight Frank Destination Dubai report, 49% of the survey respondents (Global Ultra High Net Worth individual) are looking to invest in UAE in the next 12 months. Indicating high potential for RAK to pitch globally.



DAMAC
ACADEMY

THANK YOU