



Comparing Real Estate Transactions Vs Listings

Dubai Marina Apartments

This report by Ai Real Estate Consultancy provides a data-driven comparison of real estate listings and transactions in Dubai Marina, revealing short-term market trends and investment insights for properties ranging from studios to luxury multi-bedroom units.

1st Quarter 2024

REAL ESTATE LISTINGS VS TRANSACTION REPORT – DUBAI MARINA

INTRODUCTION

Dubai Marina stands as an example of modern luxury and a hotspot for real estate investment in the UAE. Its strategic location, coupled with a vibrant lifestyle and upscale amenities, make it a sought-after area for developers and investors alike.

This report, generated by, leverages data-driven insights to uncover short-term trends within the Dubai Marina real estate market, with a focus on property listings and transactions over recent months.

IMPORTANCE OF THE ANALYSIS

Understanding the dynamics of the Dubai Marina real estate market is crucial for making informed investment decisions.

By analyzing the distribution of property listings and transactions by bedroom type, investors and developers can gain insights into **short term** supply and demand trends, potential market gaps, and the premium placed on various property types.

This information is **pivotal** for strategic planning, whether it's for developing new properties or optimizing investment portfolios.

RESEARCH INSIGHTS

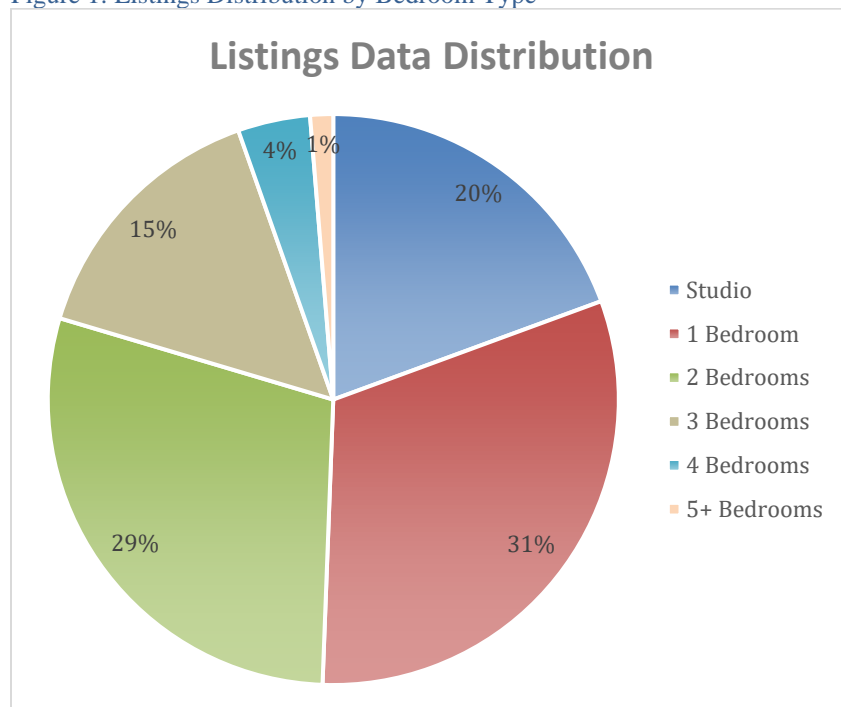
Our research compares the last 30 days listing prices after removing duplicates against the last 3 months ready property transaction data across various bedroom types, providing a clear snapshot of the market's situation.

The following sections present our findings, supported by data visualizations that bring clarity to the numbers.

Price Differences by Bedroom Type

Bedroom Type	Average Listing Price (AED)	Average Transaction Price (AED)	Percentage Difference (%)
Studio	1,330,016	888,443	49.70%
1 Bedroom	1,697,545	1,554,455	9.21%
2 Bedrooms	2,792,646	2,639,790	5.79%
3 Bedrooms	4,830,968	4,418,261	9.34%
4 Bedrooms	10,133,644	6,448,705	57.14%
5+ Bedrooms	30,642,510	20,719,333	47.89%

Figure 1: Listings Distribution by Bedroom Type



KEY MARKET INSIGHTS

Studio Apartments:

With a **49.70%** higher listing price than transaction prices, studios are potentially seen as profitable investments by sellers. This suggests that sellers are expecting to negotiate or that there's a trend of studios being in demand, possibly due to their affordability and appeal to single professionals or couples.

The percentage of transactions **22.1%** is slightly higher than the percentage of listings **19.4%**. This could indicate a strong demand and quick turnover rate for studios, which are popular among singles and young couples.

1 Bedroom Units:

A modest **9.21%** higher listing price compared to transaction prices indicates a more stable market for 1-bedroom units. These properties cater to a similar demographic as studios but offer more space, making them attractive to buyers looking for a balance between cost and living space.

The highest transaction percentage at **33.0%** reinforces the popularity of 1-bedroom units, suggesting they are a hot commodity in Dubai Marina, with a steady stream of buyers and renters.

2 Bedroom Units:

The smallest percentage difference **5.79%** suggests a short-term downturn in 2-bedroom units. As we need to also fact in a negotiation percentage that is inherent in the listing price.

At **27.8%**, transactions for 2-bedroom units are almost on par with listings, pointing towards a balanced supply-demand relationship. This segment appears to be moving well without significant surpluses or shortages.

3 Bedroom Units:

A **9.34%** difference hints at a steady demand for family-sized apartments. These units are likely to appeal to small families or those seeking extra space, indicating a consistent market with reasonable turnover.

A lower transaction percentage **13.9%** compared to listings could indicate a slower turnover rate. This might be due to higher price points or a smaller buyer pool for these larger units

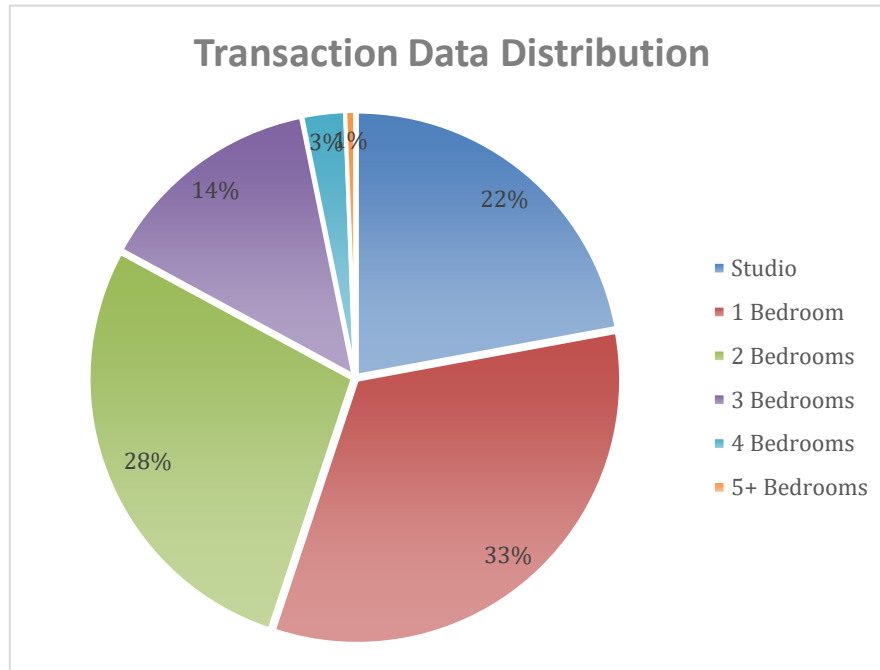


Figure 2: Transactions Distribution by Bedroom Type

4 Bedroom Units:

The largest discrepancy at **57.14%** indicates a significant expectation gap. This could be due to sellers pricing in the luxury factor or anticipating negotiations. 4 Bedrooms accounted for **4%** of the listings data and **3%** of the transactions data which makes them rare in the market. The rarity allows sellers to ask higher prices.

5+ Bedroom Units:

The **47.89%** difference points to a niche market for very large, luxury properties. High listing prices may be driven by unique features or premium amenities, and the significant gap suggests that these units may stay on the market longer, possibly requiring adjustments in expectations to meet buyer willingness.

FOR INVESTORS & DEVELOPERS

This analysis suggests that studios and one-bedroom units offer a balance between quick sales and investment return, while larger units may present opportunities for those looking to target the luxury segment. It also indicates the need for careful pricing strategies, especially for larger properties, to align with market expectations and demand.

STRATEGIC RECOMMENDATIONS

Based on our findings, we recommend a targeted approach, focusing on high-demand areas such as studios and smaller units, while considering the unique market dynamics of larger properties.

Property Owners:

Current property owners, especially those with smaller units, can capitalize on the high turnover and strong demand in this segment.

Considering upgrades or amenities that appeal to singles and young couples could enhance rental yields and property values.

Prospective Investors:

For those eyeing investment opportunities, studio and 1-bedroom apartments offer a viable entry point with potential for quick returns.

Given the evolving market dynamics, investors should also stay attuned to emerging trends in the demand for larger, premium properties.

Developers Focus:

Consider developing a mix of property types, with an emphasis on luxury and larger units to tap into the under-served market segment, while also catering to the high demand for smaller, more affordable units.

Investment Strategy:

Diversify investment portfolios to include both high-turnover smaller units and premium larger properties to balance quick returns with long-term value appreciation.

Market Monitoring:

Continuously monitor market trends for shifts in demand, especially in the post-pandemic landscape where preferences for space and amenities might evolve.

EXPERT PERSPECTIVES

Despite their higher upfront cost, waterfront properties tend to appreciate in value at a faster rate, making them a prime option for investors seeking long-term returns.

“Typically, waterfront properties are the prime locations in any city and as such you’re always going to pay a premium for them, but they’re also going to be the most in-demand from tenants and owner/occupiers – so the potential for appreciation is very high,” said Simon Baker, Managing Director, Haus & Haus Real Estate. ([Arabian Business](#))

CONCLUSION

Dubai Marina remains a dynamic and promising area for real estate development and investment. By aligning strategies with current market trends and remaining adaptable to future shifts, developers and investors can maximize their success in this vibrant locale.

Appendix:

Sample Transaction Data:

Date	Location	Price (AED)	Beds
28 Mar 2024	Marina PearlDubai Marina	490,000	Studio
28 Mar 2024	DAMAC HeightsDubai Marina	2,615,000	2
28 Mar 2024	Escan Marina TowerDubai Marina	710,000	1
28 Mar 2024	Marina PinnacleDubai Marina	1,100,000	1
28 Mar 2024	Cayan TowerDubai Marina	5,500,000	4
28 Mar 2024	Studio One TowerDubai Marina	1,200,000	1
28 Mar 2024	Cayan TowerDubai Marina	2,400,000	2
28 Mar 2024	Elite ResidenceDubai Marina	4,021,848	4
28 Mar 2024	Elite ResidenceDubai Marina	4,021,848	4
28 Mar 2024	Elite ResidenceDubai Marina	4,026,009	4
27 Mar 2024	Ciel TowerDubai Marina	699,000	Studio
27 Mar 2024	DAMAC BAY 2 - TOWER B	3,301,000	1
27 Mar 2024	Aeternitas TowerDubai Marina	2,050,000	2
27 Mar 2024	Ciel TowerDubai Marina	1,270,000	Studio
27 Mar 2024	DAMAC BAY 2 - TOWER A	7,680,000	3
27 Mar 2024	Aeternitas TowerDubai Marina	2,895,000	2
27 Mar 2024	Ciel TowerDubai Marina	657,175	Studio
27 Mar 2024	DAMAC BAY 2 - TOWER A	4,022,000	2
27 Mar 2024	Aeternitas TowerDubai Marina	2,065,000	2
27 Mar 2024	Ciel TowerDubai Marina	769,500	Studio

Sample Listing Data:

Price	Bedroom	Bathroom	Area
2,199,950	3	3	1,645 sqft
1,800,000	2	3	1,347 sqft
8,200,000	5	6	3,718 sqft
1,800,000	2	3	1,391 sqft
1,350,000	1	2	959 sqft
4,100,000	3	3	2,208 sqft
2,800,000	1	2	795 sqft
2,400,000	2	2	1,066 sqft
3,550,000	3	3	1,646 sqft
2,790,000	2	2	1,302 sqft
1,400,000	1	2	1,064 sqft
2,200,000	2	3	1,546 sqft
3,600,000	2	2	1,240 sqft
3,500,000	2	2	1,236 sqft

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