



PROPERTY VALUATIONS PROFILE

Commitment, Quality and Professionalism





WHO ARE WE

Realpoint is a leading property valuation and real estate advisory services provider accredited by the **Royal Institution of Chartered Surveyors (RICS)** and **Dubai Land Department (RERA)**.

Our team of experienced and RICS qualified valuers and chartered surveyors provide a wide range of real estate valuation services for the following sectors:

- Residential, Commercial.
- Retail, Industrial and Logistics.
- Hospitality and Leisure.
- Healthcare.
- Agriculture.
- Education.



OUR VISION

To create value in everything we do, to pioneer the markets in which we operate, and to remain focused on commitment, quality, and professionalism to our clients.



OUR VALUES

Commitment, Quality and Professionalism are at the core of everything we do.



OUR MISSION

At Realpoint, we love pioneering in our approach and delivering exceptional added value to our customers. We use the best of international standards and best practices. We believe in listening to customers, capture, and analyze information to provide practical solutions to problems.

Key Business Details

Business Name: Realpoint Real Estate Consultancy LLC
Established: February 2009
Business Type: Professional, Limited Liability Company
DED License No: 621704
Ownership: Privately Owned
Managing Director: Sam Issa

RERA Business Activities:

Real Estate Valuation
Real Estate Consultancy
Property Observer

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OUR WORK

Our reports are carried out in line with the highest quality standards as per the RICS, IVS, and RERA guidelines by following a streamlined valuation process and a thorough quality check.

Our solid insights enable our clients to make informed business decisions.

Our clientele includes

- Banks
- Investors
- Buyers
- Sellers
- Property developers
- Private property owners
- Government, semi-government and private entities

PURPOSES OF VALUATIONS



MORTGAGE OR SECURED LENDING

We work with leading banks within the United Arab Emirates as external valuers to provide high-quality accurate valuations for secured lending purposes in line with the RICS, IVS, and RERA guidelines.



PURCHASE OR SALE

Our team provides expert advice on the best strategies regarding the acquisition and disposal of assets with an accurate analysis of real estate sector trends and market intelligence.



FINANCIAL REPORTING OR AUDITING

We provide valuations for auditing and financial reporting purposes in line with the RICS, IVS, and IFRS guidelines.



IMMIGRATION

Clients trust Realpoint for the valuation of their real estate assets to assist and comply with an application for a permanent residency.



LEGAL

Our team of RICS qualified chartered surveyors provide valuations for litigation, court proceedings, mediation, dispute resolution, and other legal services



INSURANCE

We provide prompt and accurate property reinstatement valuations for insurance purposes.



INTERNAL

We provide advice to clients seeking an opinion about the market or investment value of their real estate assets.

OUR CORE SERVICES



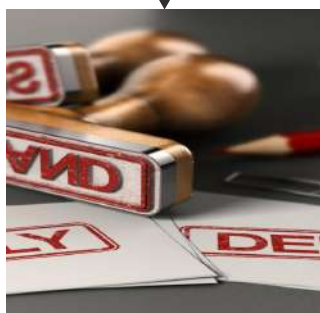
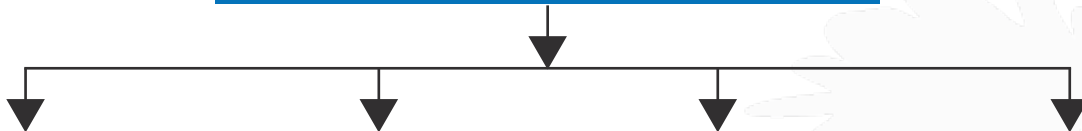
**1. RESIDENTIAL
VALUATIONS**



**2. COMMERCIAL
VALUATIONS**



**3. STRATEGIC CONSULTING
& ADVISORY SERVICES**



**3A. DEMAND /SUPPLY
ANALYSIS**



**3B. DEVELOPMENT
APPRAISALS**



**3C. RENTAL
ASSESSMENT STUDIES**



**3D. MARKET
RESEARCH**

RESIDENTIAL VALUATIONS

We undertake all types of residential real estate asset valuations such as apartments, villas, villa compounds, townhouses, residential and mixed use buildings, and towers for all interests (Freehold, Leasehold, Private) across all Emirates and MENA region.

Our clients rely on our independent exceptional advice to make informed financial decisions for the successful management of their real estate assets portfolio.

Our clients include banks, lenders, buyers, sellers, brokers, and private property portfolio owners. Kindly refer to Case Studies - 1, 2, and 3 for reference.



COMMERCIAL VALUATIONS

Realpoint is fully accredited by the Royal Institution of Chartered Surveyors (RICS), and RERA. We undertake commercial and industrial real estate asset valuations such as offices, commercial buildings, warehouses, retail, malls, shopping centers, hotels, labor accommodation buildings, and schools for all interests (Freehold, Leasehold, Private) across all Emirates and the MENA region.

We deliver exceptional value to our clients by providing in-depth, independent, extensive, fast, precise, and accurate valuation reports backed with solid market research and industry expertise.

Kindly refer to Case Studies - 4, 5, 6, and 7 for reference.

STRATEGIC CONSULTING AND ADVISORY SERVICES

Realpoint is well positioned in providing clients with accurate real estate advisory services, real estate market trends, and fluctuations backed with local and international demand drivers.

We provide industry-specific research including but not limited to real estate projects pricing strategy, and off-plan sales strategy.

Our clientele includes buyers, sellers, brokers, and developers.

Our services include:

- Demand and Supply Analysis.
- Development Appraisals.
- Highest and Best Use Studies.
- Rental Assessment Studies.
- Market Research.



3A). DEMAND AND SUPPLY ANALYSIS

We help our clients to understand market demand and supply drivers for their assets with extensive market research based on client-specific needs. The demand and supply analysis assists our clients to gain a better understanding of the demand and supply market dynamics, conducting better due diligence, local and international demand drivers, and competitor intelligence thus enabling them to make an accurate and informed business decision.

3B). DEVELOPMENT APPRAISALS

Our experienced professionals undertake development feasibility studies to assess the financial viability of a proposed or stalled development projects such as residential, commercial, or industrial. We also advise clients on the scenario-based highest and best use for their real estate assets backed by extensive market research and market demand drivers.



3C). RENTAL ASSESSMENT STUDIES

We provide rental assessment studies for a range of residential, commercial, and industrial projects to help our clients in forming a realistic opinion about the current rentals of their properties and achievable market rents in freehold, leasehold, and private areas across all Emirates.



3D). MARKET RESEARCH

We conduct industry-specific market research based on primary and secondary research methodology. We provide in-depth accurate market analysis and expert insights on demand and supply drivers, consumer segmentation, competitor analysis, and historical sales & rentals analysis.



RICS – VALUATION METHODS



**THE COMPARABLE
METHOD**



**THE INVESTMENT
METHOD**



**THE RESIDUAL
METHOD**



**THE PROFITS
METHOD**



**THE DEPRECIATED
REPLACEMENT
COST METHOD**

OUR TEAM



SAM ISSA

Founder & Managing Partner

- A Construction Professional with +15 years experience in the Real Estate development and construction industry. He is based in Dubai for the last 10 years working throughout the Middle East region in a wide range of Real Estate, Construction and Management roles.
- Having successfully led and managed large teams in different roles in the Real Estate industry, he co-founded Realpoint in FY 2008.
- He is the founder of multiple start-up businesses and is always on the lookout for new ideas



BATER QASSEM, MSC MRICS

Valuations Manager

- Experienced Property Valuer with +8 years demonstrated history of working in the real estate industry.
- Skilled in Commercial Real Estate, Real Estate Valuations, and Hospitality Industry.
- Strong real estate professional with a Masters of Science (MSc) focused on Real Estate and Property Management from The University of Salford.

OUR CLIENTS



CASE STUDIES



CASE STUDY: 1

Service Provided:
Residential – Land Valuation

Al Nahda, Dubai.

Mortgage valuation of a residential plot in Al Nahda, Dubai with a plot area of 44,000 sq.ft and FAR of 5.0 approved for (G+12F) residential development. The property is near Sahara centre, and we used the Comparable Method of valuation and Residual Method to derive the Market Value of the subject property.



CASE STUDY: 2

Service Provided:
Residential – Under construction Building Valuation

Dubai Silicon Oasis, Dubai.

Mortgage valuation of two under construction adjacent buildings, each with an elevation of a (G+8F) as on the valuation date. The nature of the valuation was to assess the current market value with a special assumption that the buildings are completed as of the valuation date. Hence, we provided Market Value (As it is) and Market Value with special assumptions. We have used the Residual Method using a discounted cash flow for deriving the Market Value (As it is)



CASE STUDY: 3

Service Provided:
Residential – Land Valuation

Sheikh Zayed Road, Dubai.

Internal purpose valuation of a newly constructed mixed use building with an elevation of a (B+G+M+60F+R) with a Net Internal Area of 470,000 sq.ft (43,664.43 sq.m).

We have assessed the Market Value of the subject property using the Investment Method of valuation over a discounted cash flow and considering market rents over a rental absorption period assuming a sale of the building at the end of the 10th year in order to derive the Market Value of the subject property.



CASE STUDY: 4

Service Provided:
Industrial – Warehouse Valuation

Jebel Ali Industrial, Dubai.

Mortgage valuation of a storage warehouse with an office component. The total gross external area of the warehouse was 63,000 sq.ft on a plot of 100,000 sq.ft with an installed power capacity of 60kw and 4 gantry cranes.

We have used the Comparable Method of valuation and analyzed the asking and sales prices of similar use warehouses in Jebel Ali Industrial First on basis of value drivers such as approved use, eaves height, plot coverage, age, and presence of fire fighting systems in order to derive the Market Value of the subject property.



CASE STUDY: 5

Service Provided:
Industrial – Labour Accommodation Valuation

Jebel Ali First, Dubai.

Mortgage valuation of a labour accommodation building in Jebel Ali Industrial First, Dubai. The building is (G+3F+R) with a gross external area of 75,125 sq.ft. It consists of 244 labour rooms with a maximum capacity of 976 persons. We used the Investment Method of valuation for deriving the Market Value of the subject property.



CASE STUDY: 6

Service Provided:
Commercial – Hotel Valuation

Al Jadaf, Dubai.

Mortgage valuation of a 4-star hotel with 90 studio rooms. The hotel is 5 minutes away from Al Jadaf Metro Station and close to the Creek Metro Station. We used the Profits Method of valuation to derive the Market Value.



CASE STUDY: 7

Service Provided:
Commercial – School Valuation

Al Muwajji, Al Ain.

Mortgage valuation of a private school with 2,800 student's capacity (KG to Grade 12) in Al Muwajji, Al Ain. We have used the Profits Method utilizing the profit and loss statement of the school to derive the Market Value.



CASE STUDY: 8

Service Provided:
Farm Valuation

Al Khawaneej, Dubai.

Mortgage valuation of a private farm with a farmhouse and service blocks with a plot size of 350,000 sq.ft and Gross External Area of 25,000 sq.ft. We have derived the Market Value using the Comparable Method cross checked with Depreciated Replacement Cost (DRC) Method.

Get In Touch



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