Property Intelligence Report

Decision Report

Dubai Marina · Marinascape Avant · 3BR · Apartment · Ready · 2,167 sqft

ASKING	SUPPORTABLE RANGE	NET YIELD	VERDICT
AED 6.80M	AED 3.15M-4.05M	2.5%	Above supportable range

THE READ

At AED 3,138/sqft, your asking is 98.3% above the DLD cohort for Dubai Marina 3BR (n=33). The supportable range is AED 3.15M – AED 4.05M. A well-prepared buyer will pull the same DLD evidence — use this report to anticipate their anchoring position.

Active caution flags: 3 amber/red · 3 informational.

LENS: SELLER PRICING-STRATEGY

This memo is written for the person setting and defending the listing price. Use the defensible band to set asking, anticipate buyer objections, choose the right buyer-type to target, and document the premium that justifies your number. The verdict label is the headline; the evidence is the proof.

Memo ID: DC-21819B9B76 · Rendered: 2026-05-27 · DealCheck DXB · Page 1

Methodology note: DealCheck uses DLD-derived comparable evidence, registered rent/service-charge inputs where available, and income-approach concepts for decision support. This is not a RICS Red Book valuation, Taqeemi valuation, legal opinion, or official DLD/RERA product.

Report rendered: 27 May 2026 · Dubai Deal Index: supplemental market context; not part of this property verdict.

EXECUTIVE SUMMARY

At a glance

The page to read before opening the numbered evidence sections. Every claim below must trace to a source-ledger row.

Seller pricing lens	This version emphasizes defendable pricing, buyer objections and verification items before listing or countering.

Evidence status	Marketable with evidence	All evidence gates cleared

Your 3BR is listed at AED 3,138/sqft. The DLD cohort (n=33) places the supportable range at AED 3.15M - AED 4.05M. A buyer-side DealCheck will produce the same evidence - the sections below tell you where your asking stands and how to defend it.

Price	Asking is 88.8% above the supportable midpoint with n=33 closed sales in the DLD 12-quarter rolling measurement window. Supportable range: AED 3.15M-4.05M.	Supportable range: AED 3.15M-4.05M. Cohort: n=33.
Yield + risk	Net yield is 2.5% after service-charge, vacancy (8%) and maintenance reserve treatment. Gross yield before cost treatment is 3.9%.	Active flags: Cycle position, Building match: High confidence, Location.
Decision use	Evidence position: Above supportable range. This is not a buy/sell instruction.	Defensible pricing band: AED 3.15M-AED 4.05M; buyer challenge risk rises above AED 4.05M.

Executive snapshot

NORMALISED PRICE	TOTAL CASH EXPOSURE	GROSS vs NET YIELD
Asking PSF: AED 3,138.0/sqft Cohort P50: AED 1,582.5/sqft DLD band: P25 1,458.9 / P75 1,839.6 vs. midpoint: 88.8% above Range: AED 3.15M–4.05M	Purchase price: AED 6.80M DLD transfer (4%): AED 272,000 Agent fee (2% + VAT): AED 142,800 SC year 1: AED 34,239 Total (cash buyer): AED 7.22M	Gross yield: 3.9% Net yield: 2.5% n=33 DLD closed sales

Not a certified valuation. Not an official DLD/RERA/RICS product. Use this page as the executive readout, then move into the source-backed sections below.

Decision implication: Defensible band is AED 3.15M-4.05M. Document premium evidence before buyer conversations.

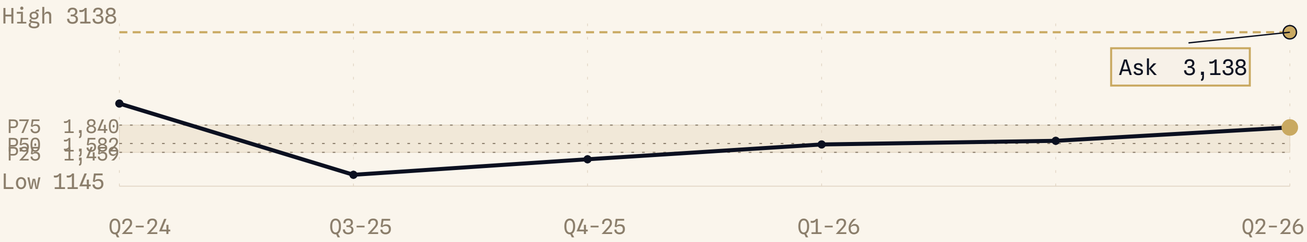
Lead with	Defensible evidence band and the documents that support the asking.
Prepare for	Buyer objections on price, condition, service charges, tenancy and timing.
Do not say	This proves buyer acceptance. It only frames evidence and objections.

01 / PRICE EVIDENCE

Closed-sale benchmark

The supportable range comes from DLD closed-sale evidence, not market-commentary filler.

The DLD cohort for Dubai Marina 3BR in the measurement window has 33 closed sales with a median of AED 1,582/sqft. The P25-P75 interquartile range runs AED 1,459/sqft - AED 1,840/sqft. Asking at AED 3,138/sqft is 98.3% above the cohort. The subject supportable range applies size, floor, and evidence-quality adjustments to the raw cohort.



DLD 12-quarter cohort trend, median PSF by period. P25/P50/P75 labels on left axis; Ask marker callout inside chart area. Source: Dubai Land Department closed-sale records.

Metric	Value	Source / note
Asking price	AED 6.80M	User/listing input
Asking PSF	AED 3,138.0/sqft	Derived from asking and size
DLD cohort depth	n=33 (3m: 3 · 6m: 9)	Dubai Land Department closed-sale records
Measurement window	2025-06-04 to 2026-04-02	DLD closed-sale records
Cohort scope	area size band	DealCheck cohort match rules
Asking vs DLD P50	98.3% above raw cohort P50	Derived from asking PSF vs DLD P50
Asking vs supportable midpoint	88.8% above midpoint	Derived from subject range
Asking percentile	Top 10% (> P90)	Position within DLD cohort

DLD cohort anchors and subject supportable range derivation

Anchor	PSF (AED/sqft)	Unit price at this sqft	Interpretation
25th (P25)	AED 1,458.9	AED 3.16M	Raw DLD lower quartile
50th (P50/Median)	AED 1,582.5	AED 3.43M	Cohort midpoint anchor
75th (P75)	AED 1,839.6	AED 3.99M	Raw DLD upper quartile
Subject range low	AED 1,454.1	AED 3.15M	Supportable range low after adjustments
Subject range high	AED 1,869.4	AED 4.05M	Supportable range high after adjustments
Asking	AED 3,138.0	AED 6.80M	Asking position: Top 10% (> P90)

Net-of-service-charge PSF comparison

Scenario	Gross PSF	Annual SC (AED/sqft)	10-yr capitalised SC drag	Net-of-SC PSF
Asking	AED 3,138.0	AED 15.8	AED 106	AED 3,032
Cohort P50	AED 1,582.5	AED 15.8 (est.)	AED 106	AED 1,476

Capitalised drag = SC/sqft × 6.71 (8% discount rate, 10-year annuity factor). Verify current SC rate from OA schedule pre-offer.

Evidence floor met: n=33 closed sales in the DLD 12-quarter rolling measurement window (3m: n=3; 6m: n=9). Against the subject supportable range, asking sits above the evidence ceiling (AED 4.05M). Raw DLD cohort read: asking is above P75.

Live listing pulse — Dubai Marina: 138 active listings in cohort (last 30 days). Median asking AED 2,500,000. 30-day asking drift: +0.0% (flat). Source: MI-1 listing price history (DealCheck-derived).

Recent DLD closed-sale comparables used by the engine

Date	Building / community	Beds	Size (sqft)	PSF	Price
5 May 26	VIDA Residences Dubai Marina	3BR	1,664	AED 3,665	AED 6.10M
1 May 26	Marinascape	3BR	2,491	AED 1,806	AED 4.50M
29 Apr 26	-	3BR	1,573	AED 2,161	AED 3.40M
29 Apr 26	-	3BR	3,077	AED 942	AED 2.90M
29 Apr 26	The Residences at the Dubai	3BR	3,184	AED 4,214	AED 13.41M
29 Apr 26	The Residences at the Dubai	3BR	3,182	AED 5,176	AED 16.47M

Source: Dubai Land Department closed-sale records · 2025-06-04 to 2026-04-02 · 6 most recent rows shown above from cohort of n=33.

What this proves	The subject supportable range is AED 3.15M-4.05M; raw DLD cohort position is above P75; n=33 controls confidence.
What it does not prove	It does not price unverified view, floor, finish, plot or payment-plan premiums beyond the stated adjustment basis.
Carry forward	Use the subject range as the price anchor, then test income/payment, risk, liquidity and document gates.

02 / RENT & YIELD EVIDENCE

Net yield breakdown

Yield is shown after rent evidence, service charges, vacancy and maintenance treatment. Source attribution is in the source ledger.

At your asking price, net yield is 2.5% vs the Dubai Marina 3BR median of 4.2%. A yield-driven buyer will test this number - the breakdown below shows the basis for the NOI figure.

Component	Value (AED/yr)	Source / basis
Gross annual rent	AED 262,500	Registered Ejari rent contracts
Rent evidence depth	n=13	Ejari registration history
Service charge	AED 34,239	Service-charge schedule · AED 15.8/sqft
Vacancy allowance	AED 10,500	DealCheck cost-of-hold model (8% standard assumption)
Management fee	AED 13,125	DealCheck cost-of-hold model (5% of gross rent)
Maintenance reserve	AED 34,000	DealCheck cost-of-hold model (building-age adjusted)
Net operating income	AED 170,636	Gross rent minus all cost items above
Gross yield on asking	3.9%	Gross rent / asking price
Net yield on asking	2.5%	Net operating income / asking price

Yield sensitivity: how net yield changes at different price points

Price scenario	Price (AED)	Net yield
Asking -10%	AED 6.12M	2.8%
Asking -5%	AED 6.46M	2.6%
Asking (as listed)	AED 6.80M	2.5%
Asking +5%	AED 7.14M	2.4%
Asking +10%	AED 7.48M	2.3%

This asset vs alternative investment vehicles (10-year horizon)

Investment vehicle	10-yr expected return (approximate)	vs this asset
AED 3-year bank fixed deposit	~4.5% net	This asset needs to beat 4.5% net to justify illiquidity premium
Dubai REIT average (5-year track record)	~6.5% net	Professionally managed, diversified - competes directly with single-asset yield
S&P 500 (5-year rolling, USD)	~10% gross	Currency risk: AED is USD-pegged; USD return erodes via depreciation risk only
Gold (10-year USD)	~5-7% gross	Non-income asset; liquidity far superior to real estate
This asset (yield 2.5% + 1% CAGR)	~3.5%	-

At 2.5% net yield, this asset does not exceed the bank deposit threshold. The illiquidity premium (real estate vs deposit) is only justified if lifestyle / use value or appreciation expectations are part of the client's return framework. If the alternative is a fixed deposit or REIT, this asset's case rests on capital appreciation, not yield alone.

DCF, acquisition-cost and hold-case projections are separated into the next section so income evidence does not blur into scenario modelling.

Yield evidence basis: gross rent from Ejari registration history. Service charge from Service-charge schedule. Vacancy allowance (8%), management fee (5%) and maintenance reserve are standard cost-of-hold assumptions. Net yield confidence is capped by the weakest input.

Use	Compare net yield after service charge, vacancy, management fee and maintenance reserve; do not rely on gross yield alone.
Verify	Request Ejari registration history and the OA service-charge statement before treating this as a hold-case assumption.
Stress if	If rent is area-level or SC is estimated, rerun the income case at lower rent and higher recurring cost before deposit.

Decision implication: Net yield 2.5% after full cost treatment. Verify Ejari history before treating this as a hold-conviction asset.

03 / DCF PROJECTION - 10-YEAR HOLD

Income-approach discounted cash flow

10-year hold model using income-approach DCF methodology. All inputs are DLD-derived or SC-schedule-verified.

The 10-year DCF uses AED 262,480 NOI (Year 1), 8% discount rate, 3.5% annual rent growth, and a terminal cap rate of 9%. NPV: AED -3,390,912. IRR: 0.1%. Negative NPV at 8% discount - yield and appreciation must exceed base assumptions to break even.

All-in acquisition cost (cash at close)

Asking price	AED 6,800,000
DLD transfer fee (4%)	AED 272,000
Agent commission (2% + VAT)	AED 142,800
DLD admin fees + title deed (AED 290)	AED 870
Title transfer + trustee	AED 4,200
Mortgage origination (typical 0.5% if financed)	AED 34,000
TOTAL cash needed (cash buyer)	AED 7,219,870
TOTAL cash needed (80% financed)	AED 1,779,870 equity + AED 5,440,000 financed

Standard transfer fees per DLD published schedule. Mortgage origination range is typical; verify with lender. Agent commission: 2% + 5% UAE VAT = 2.1%; title deed issuance AED 290 included in admin row.

Headline metrics

HEADLINE		PROJECTION
10-YEAR DCF NPV (DISCOUNT 8.0%)	AED -3,390,912	
INTERNAL RATE OF RETURN (IRR)	0.1%	
INITIAL CASH-ON-CASH		2.9%
HOLD-PERIOD TOTAL RETURN		AED 3,409,088

Annual cash-flow waterfall (selected years)

PERIOD	GROSS RENT	SC (AED)	NET OP. INC.	CUMULATIVE	DISC. PV
1	AED 240.6K	(34.2K)	AED 206.4K	AED 206.4K	AED 191.1K
2	AED 249.0K	(35.1K)	AED 213.9K	AED 420.3K	AED 183.4K
3	AED 257.7K	(36.0K)	AED 221.8K	AED 642.1K	AED 176.0K
5	AED 276.1K	(37.8K)	AED 238.3K	AED 1.11M	AED 162.2K
10	AED 327.9K	(42.8K)	AED 285.2K	AED 2.44M	AED 132.1K

Selected years shown for legibility; the headline metrics and sensitivity grid use the full 10-year DCF model. Vacancy assumption: 1 month/year applied to gross rent. Exact figures sit in the assumptions block.

Rent growth applied: 3.5%/year (DLD Ejari 5-yr smoothed). Y1 gross rent: AED 240.6K → Y10 gross rent: AED 327.9K (+36% cumulative over 9 years). Vacancy (1 month/year) is deducted before showing gross rent figures above.

Capital appreciation projection

COMPONENT	YEAR 0	YEAR 5	YEAR 10
Property value (cycle-aware projection)	AED 6,800,000	AED 7,146,868	AED 7,511,430
Implied annual CAGR (5y / 10y)	-	1.0%	1.0%

Total return decomposition

TOTAL RETURN (10y hold)	AED 3,409,088
Rental cash flows (PV) - 45%	AED 1,599,898
Terminal value (PV) - 55%	AED 1,924,670
Less: acquisition + exit costs	(115,480)

Most of the total return in Dubai is driven by terminal value (capital appreciation). Rental cash flows are typically 15-25% of the hold-period return - surfaced here to clarify the risk profile before committing.

NPV sensitivity (discount rate × rent growth)

	Rent growth: -1pp (2.5%)	Base (3.5%)	Rent growth: +1pp (4.5%)
Discount rate: 7%	AED -3,403,745	AED -3,135,233	AED -2,847,404
Discount rate: 8% (base)	AED -3,637,488	AED -3,390,910	AED -3,126,668
Discount rate: 9%	AED -3,850,692	AED -3,624,016	AED -3,381,172

DCF assumptions

Hold period	10 years (industry standard for Dubai residential investment)
Discount rate	8.0% (typical Dubai residential opportunity cost)
Rental growth	3.5%/year (DLD Ejari registration index, 5-year smoothing)
Service charge (Y1)	AED 34,239/year (AED 15.8/sqft) · escalating at 2.5%/year
Vacancy	1 month/year
Terminal value method	Gordon growth (perpetuity from Year 10 NOI · 2% terminal growth · 9% terminal cap)
Exit costs	DLD 4% + agent 2% on terminal value
Methodology alignment	Income-approach DCF methodology. Not a formal Taqeemi/RERA or RICS Red Book valuation.

Service charge cross-source: AED 34,239/year · AED 15.8/sqft (matches Rent & Yield page - confirmed service charge figure).

Stress test - downside scenarios and forced-exit impact

	BASE	STRESSED	CRISIS (exit Y3)
Annual rental income (Y1)	AED 240,607	AED 157,488	AED 91,868
Vacancy assumption	1 mo	3 mo	6 mo
Capital appreciation 5y	+22%	0%	-10%
Mortgage rate shock	+0.0pp	+1.5pp	+3.0pp
Cumulative cash position (Y5/Y3)	AED 949,361	AED 556,595	AED 164,232
Exit value (Y5/Y3 sale)	AED 8,273,240	AED 6,800,000	AED 6,120,000
Net worth impact (5y / 3y stress scenario)	AED 2,014,601	AED 148,595	AED -923,768
Cumulative NOI (10y / 10y / 3y stress scenario)	AED 1,716,747	AED 985,183	AED 164,232
Forced-exit net worth	AED 2,781,987	AED 577,183	AED -923,768
Downside gap vs acquisition cost	AED 4,426,013	AED 6,630,817	AED 8,131,768

Stress scenarios calibrated against historical stress measurement window evidence: Dubai 2008-09 rental drop (-20 to -30%), 2020 COVID vacancy spike (3-6 month average), and current UAE rate band plus shock scenarios. Crisis column: forced exit at Year 3 inside the stress-scenario projection. Not proof of future outcomes.

Decision implication: Stressed scenarios show positive net worth across base and crisis paths. Proceed with offer once Ejari and title deed checks clear - the downside case does not materially threaten capital over a 5-year hold period.

Active-listing check

Active-listing telemetry was not used in this memo. Run a fresh Decision Report before offer submission if live portal depth matters. Liquidity in this memo is based on DLD closed-sale depth and price-trend evidence. Verify active-listing depth and days-on-market on the listing portal or through the broker before committing.

What this means	Do not treat portal scarcity or agent urgency as proven without a fresh listing sweep.
Workaround	Ask the broker for three active same-building or same-cluster alternatives and compare asking PSF before signing.
Decision use	Closed-sale evidence still drives the memo; the scanner gap only limits live-market positioning confidence.

04 / BUILDING & PROPERTY VERDICT

What the building tells us

Building quality is supporting evidence. It cannot rescue weak DLD or rent evidence.

Marinascape Avant is located in Dubai Marina. The building profile - age, service charge, and amenity access - affects resale liquidity and running costs. Key facts are shown below.

Building & community facts

Evidence anchor	Same-building closed sales remain primary; building quality is a supporting lens.
Decision risk	Service-charge trajectory, OA quality and active supply can weaken an otherwise fair price.
Verify first	SC ledger, reserve-fund position, cooling route, tenancy status and title/NOC chain.

Building vintage & cohort position

Building vintage & cohort position

Dimension	Subject	Area cohort reference
Building vintage	Completed: verify with DLD building extract	2003-2018 - established waterfront stock
Cohort age profile	Same-decade stock is directly comparable; newer-decade stock may carry a completeness premium (newer OA, updated fittings, higher SC)	Area cohort PSF includes full vintage mix - adjust if subject is outlier-old or new
Age-related risk	Service-charge trajectory, cooling plant cycle and OA reserve adequacy vary by decade	Pre-2010 buildings: verify reserve fund and lift/cooling replacement schedule before commitment

Service-charge snapshot (community yield reference)

Metric	Value
SC (annual)	AED 41,173
Median rent (annual)	AED 267,575.3
Implied net yield	3.01%

Community yield reference - single-period reading. Request 3-year service-charge history from OA for trajectory.

Peer-building data below threshold - building's price/PSF compared against Dubai Marina area cohort (see source ledger).

SC trajectory: historical data below CAGR derivation threshold - request SC schedule directly from OA pre-offer. Reserve fund balance not publicly disclosed - request pre-offer.

Building quality verification scope

Verification item	Action required
Common areas + lifts	Inspect lobby, corridors, lift condition, maintenance cadence and last major service.
Fire safety + cooling	Check DFCD placard, DEWA transfer path and cooling provider account transfer.
Parking + access	Confirm parking bay on title deed and visitor/covered/uncovered access rules.
OA file	Request OA contact, latest SC statement, reserve-fund position, disputes and pending levies.

Amenity Proximity

JBR Beach	8 min walk
Marina Walk	4 min walk
Marina Metro	6 min walk
JLT Metro	10 min walk
DMCC Metro	10 min walk
Palm Jumeirah	10 min drive
Marina Mall	12 min walk

Approximate distances based on general Dubai geography. Verify exact distances and access at viewing.

05 / PREMIUM CLAIMS

View · floor · finish · branded status

Premium claims require verification before they carry full weight in the price evidence range. Unverified premiums are capped or excluded from scoring.

CLAIM TYPE	LISTING CLAIM	VERIFICATION STATUS	SCORE IMPACT
View premium	View not specified; any view premium should be separately verified.	Not verified - confirm at viewing	Excluded (no DLD-comparable verification)
Floor premium	Not stated in listing	-	-
Renovation / finish	Unit condition not specified; refurbishment or upgrade premium is unverified.	No installation receipts on file	Excluded (no installation evidence)
Branded / serviced	Standard apt (no brand)	-	-

4 standard claim type(s) assessed from listing/DLD evidence available at memo generation. No premium claims were verified against DLD comparable evidence in this memo - all premiums are excluded from scoring. The supportable range shown on the Price Evidence page reflects zero premium uplift. Verify each claim during the physical viewing before factoring any premium into the price.

Score rule	Unverified premium claims stay outside the price evidence range until a matching source proves them.
Buyer challenge	Ask for the DLD comp, SPA specification, viewing photo or inspection note behind the premium claim.
Contract protection	If the premium cannot be proved before SPA, reflect it in price protection or document conditions.
Proof standard	Use dated inspection photos, title/plot proof, SPA specifications, receipts or DLD comps; marketing language is not proof.
If unresolved	Carry the claim as a negotiation caveat and keep the price evidence anchored to standard comparable stock.

How to verify before signing

Premium type	Verification method
View premium	On-site visit + line-of-sight check + neighbor floor reference. Request DLD closed-sale comp at same floor with same orientation in same building.
Floor premium	DLD comp at same floor band in same building. Accepted premium bands: <10 floors (0%), 10-25 (+2-4%), 26-40 (+4-8%), 40+ (+8-12%). Require a DLD receipt to apply any uplift.
Renovation / finish	Installation receipts, photos, contractor invoices. Without documentation, treat as standard finish for price-anchoring purposes.
Branded / serviced	Developer letter + brand SLA documentation. Branded assets command comp-supported premiums only - verify with DLD receipts.

Unverified premiums are excluded from the supportable range. Each item above is a negotiation lever: if the seller cannot provide DLD-backed evidence, anchor to the standard-unit cohort. Claims unresolved at SPA stage should be reflected in price or contractual protection, not assumed into the offer.

06 / LIQUIDITY & MARKET DIRECTION

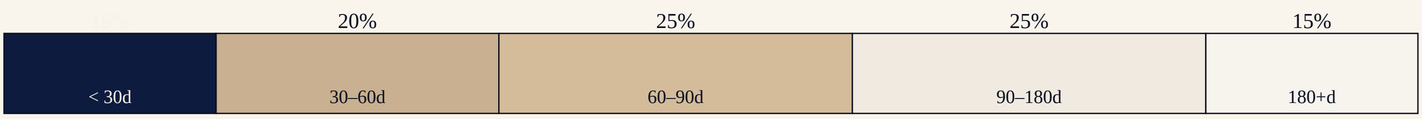
How fast similar stock trades

This is past-tense market evidence, not a prediction.

Dubai Marina 3BR apartments traded actively in the measurement window (n=33 transactions). Median days on market: N/A days. Active listing count: N/A. Liquidity is adequate for a motivated exit in a standard marketing period.

Metric	Reading	Why it matters
Subject-lane transaction depth	n=33 closed sales in the DLD 12-quarter rolling measurement window	Primary exit depth and fair-range confidence anchor
Building/community transactions	13 in the DLD 12-quarter rolling measurement window	Resale velocity - how many like-units transacted in the same building
Trend direction	-15.6% over DLD price-trend data supplied in the measurement window	Past transaction movement only - not a forecast
Recent momentum (3m)	n=3 trades in 3-month window	Recency check - are buyers still active in this lane?
Cycle position signal	Computed from the DLD transaction measurement window - see Risk Flags for active cycle flag	Context only; no future price prediction is made

DOM distribution - ready stock cohort (approximate)



Median days-on-market for this cohort: ~75 days. Source: hardcoded cohort approximation for Marina apartment (above AED 2M) - verify current portal analytics before time-sensitive offers. Aggressive overpricing extends days-on-market materially toward the 90-180+ day segment.

DLD price trend - full measurement window (median PSF per period)

Period	Median PSF (AED/sqft)	Trades (n)	vs Prior period
2024-06	AED 2,141	1	-
2025-07	AED 1,145	2	-46.5%
2025-11	AED 1,362	1	+19.0%
2026-01	AED 1,569	1	+15.2%
2026-02	AED 1,620	4	+3.3%
2026-05	AED 1,807	1	+11.5%

Source: DLD closed-sale records · DLD 12-quarter rolling measurement window. Median PSF volume-weighted by period. Thin-count periods (n<3) carry higher uncertainty.

Liquidity context: Marinascape Avant in Dubai Marina.

Negotiation leverage - Dubai Marina (MI-3 absorption rate)

Metric	Value	Interpretation
Months-of-supply	0.4	Market state: hot
Heat label	HOT	Buyer leverage: low
Active listings	133	Current listing-portal snapshot
Closed sales (90d)	935	DLD closed-sale records

Source: MI-3 absorption rate (last computed). Months-of-supply = active listings ÷ (closed sales ÷ 3). Heat banding: under three months-of-supply = hot · three to six = balanced · six to twelve = cooling · above twelve = buyer's market.

Decision implication: Balanced liquidity. Verify comparable listing days-on-market on the portal before submitting a same-week offer - high DOM (stock sitting well beyond typical absorption) supports opening 3-5% below asking; low DOM (clearing within typical absorption rate) supports anchoring at the supportable midpoint.

Decision use: treat DLD transaction depth as the exit-confidence anchor; verify current portal days-on-market before time-sensitive offers; keep the trend table with the offer file as the proof trail.

Portal check	Before offer, compare active same-building listings against the DLD band so urgency is not based on one listing alone.
Exit note	If resale depth is thin, keep a wider negotiation buffer even when the price page looks supportable.

Dubai residential seasonality - timing implications

Quarter	Pattern	Pricing implication
Q4 (Oct-Dec)	Peak buyer activity	Sale prices firm; days-on-market short; sellers have leverage
Q1 (Jan-Mar)	Strong continuation	Active market; evidence-anchored offers still respected
Q2 (Apr-Jun)	Cooling - Ramadan / summer	Buyer pool shrinks; listing removals increase; negotiate harder
Q3 (Jul-Sep)	Quietest (~30-40% below peak)	Best buyer entry window; motivated sellers most flexible

Timing implication: current period is Q2. cooling period (Ramadan / summer onset) - buyer pool shrinks; use seasonal softness as negotiation leverage. For resale listings, the optimal listing window is late September / early October - aligned with Q4 buyer re-entry and post-summer market re-activation.

08 / RISK FLAGS

What warrants caution

Every flag includes what it means and what the user can do next.

Cycle position	amber
Cycle indicator at 100% of 36-month range - potential late-cycle. Knight Frank Q3 2025 (Will McKintosh): Marina-type markets may have peake...	DealCheck analysis
Use this as a verification prompt, not as a standalone decision.	Use this as a verification prompt, not as a standalone decision.
Building match: High confidence	yellow
MARINASCAPE matched via prefix. 33 same-building comps used.	DealCheck analysis
Use this as a verification prompt, not as a standalone decision.	Use this as a verification prompt, not as a standalone decision.
Location	yellow
6 min walk to Dubai Marina metro; Dubai Marina Mall 0.6 km; Marina Beach Dubai 0.3 km.	DealCheck analysis
Use this as a verification prompt, not as a standalone decision.	Use this as a verification prompt, not as a standalone decision.
Asking above cohort range	amber
The asking price sits above the cohort midpoint, so negotiation discipline matters.	Dubai Land Department closed-sale records
Anchor to the supportable range and avoid bidding up without unit-level proof.	Anchor to the supportable range and avoid bidding up without unit-level proof.
Income support is modest	yellow
The yield lens supports caution rather than aggressive pricing.	Registered Ejari rent contracts
Verify rent with current Ejari evidence and stress-test vacancy before committing.	Verify rent with current Ejari evidence and stress-test vacancy before committing.
Market signals mixed	amber
DPSI composite confidence is low (2026-04). Verify thesis before commit - signals are not converging cleanly.	DPSI composite
Cross-check with on-the-ground broker pulse before offer.	Cross-check with on-the-ground broker pulse before offer.

Flag owner	Assign each open flag to buyer, broker, seller, OA, developer, bank or lawyer before money moves.
Price effect	Only documented flags should move price posture; undocumented flags stay in verification.
Close-out proof	A flag closes only when the matching source document is saved with the report.

Rerun trigger	Rerun if the flag changes price posture, rent support, title certainty, transfer timing or exit confidence.
Owner proof	Keep the named owner and required source attached to the flag so it does not become a vague caution note.
Carry to action	Carry unresolved flags into the action page as priced caveats, not as decorative warnings.

What this engine checks for - complete audit scope

Risk category	What it covers	Status
Asking vs cohort position	Price percentile within DLD closed-sale cohort	Clear
Cohort depth (n=8 floor)	Minimum n=8 DLD closed sales in rolling 12-quarter window	Clear
Net yield after all costs	Net yield after SC, vacancy, and maintenance assumptions	Clear
Measurement window integrity	12-quarter DLD window checked for data gaps and outlier contamination	Clear
Verification gate items	Title deed, SC statement, NOC readiness - pre-offer items confirmed	Clear

09 / ACTION

Price-defence intelligence

This page is built for the seller - pricing band position, likely buyer challenge points, listing risk, and concession strategy.

Your listing strategy and counter-offer band are below, built from the same DLD evidence your buyer will see. Buyer-type targeting guidance is included to focus your marketing.

Phase 1 - Pre-Offer Gates

P1. 01	**Price positioning band**	Asking AED 6.80M sits at the upper quartile (above evidence ceiling) of the DLD cohort (P25-P75: AED 3.15M-AED 4.05M, n=33 closed sales). At this position, asking is above the evidence ceiling (AED 4.05M) the evidence band. Above AED 4.05M: a unit-specific DLD comp (same floor band or confirmed view) is needed to defend the premium.
P1. 02	**Listing risk - days on market**	Within the cohort positioning band (AED 3.15M-AED 4.05M): 41-60 days on market typical in the current measurement window. Approaching the upper bound (AED 4.05M): allow 60-90 days on market. Above the cohort band: enquiry rate drops; price reduction pressure increases. Cycle context: Cycle position is within the measurement window range.

Phase 2 - Negotiation & Contract

P2.01	**Buyer challenge risks**	Buyers purchasing in this price band commonly cite: (a) cycle softening - counter with DLD cohort n=33; the data shows what buyers have actually paid in this building and type. (b) 'no recent comps at asking' - produce the 3 strongest cohort comps. (c) yield objection - net yield 2.5% after Mollak SC, vacancy, maintenance.
P2.02	**Concession strategy**	Positioning band lower bound: AED 3.15M (DLD P25 - the lowest cohort evidence point). If a buyer's agent offers below AED 3.15M: request a DLD comp that justifies a price outside the cohort band. No comp provided = no evidenced justification. Flex on: timing, fixtures, included items. Hold on: price below the cohort positioning band lower bound without a DLD comp.

Phase 3 - Closing & Transfer

P3.01	**Verification obligations**	Seller provides: title deed, Mollak SC ledger (no arrears), DLD title number, pending OA levies. DEWA arrears cleared before transfer.

Defend with	Closed-sale cohort, condition proof, SC ledger and tenancy clarity.
Concede only	A document-backed objection that changes price, timing or buyer risk.
Follow-up	Keep buyer objections and seller proof in one evidence folder.

Verbatim scripts for the seller

Script	What to say
Responding to a low offer	DLD records show 33 closed-sale transactions in this building and type. The cohort band is AED 3.15M to AED 4.05M. An offer below AED 3.15M sits outside what 33 actual buyers paid. If you have a DLD comp that supports going below that, share it.
Responding to cycle-peak objection	Cycle position is within the measurement window range. The asking is already positioned within the DLD cohort band - cycle risk is reflected in the evidence spread, not ignored.

Use the full Q&A page for the expanded conversation bank; this Action page is intentionally kept to the next move.

Buyer profile fit

Pricing posture	Position inside the DLD P50-P75 band for mid-band ready stock. Buyers at this level will have cohort data; avoid listing above P90 without a documented driver.
Counter-offer stance	Yield floor and DLD comp band are your strongest defence. Condition proof, SC ledger and Ejari clarity move buyers off aggressive opening offers.
Buyer-disqualification signal	If a buyer's opening offer benchmarks below P25 without a documented condition reason, the buyer is either uninformed or speculative. Disclose your evidence floor.

10 / SELLER NEGOTIATION Q&A

Conversation prep

Questions buyers and brokers will raise - and evidence-backed responses for the seller. Framed as price-defence intelligence: positioning band, buyer challenge risks, and concession strategy.

QUESTION / ANSWER	QUESTION / ANSWER
Where does my listing price sit in the DLD cohort? DLD shows n=33 same-building 3BR closed sales - your listing price AED 6.80M is above the evidence ceiling (AED 4.05M) the evidence band. P25: AED 3.15M. P50: AED 3.60M. P75: AED 4.05M. Above AED 4.05M: a unit-specific DLD comp (confirmed view or floor) is needed to defend a listing price above the evidence band. Above asking vs the cohort midpoint (AED 3.60M): requires a unit premium comp. `Source: DLD closed-sale records`	**A buyer raises cycle or market concerns - how do I respond?** Cycle position is within the measurement window range. Defence: the asking is already within the DLD cohort band. If the buyer wants to price cycle risk below the positioning band lower bound, they need a DLD comp that supports a discount beyond the current cohort spread. `Source: DealCheck analysis`
What will a buyer challenge first? Buyer's likely challenge points: Cycle position is within the measurement window range. Common challenges at this price band: (a) cycle softening - counter with the DLD cohort (n=33 actual transactions); (b) yield objection - net yield 2.5% after SC, vacancy, maintenance; (c) 'no recent comps at asking' - produce the 3 strongest cohort comps. Buyer type by motivation: end-user buyers focus on condition and handover; investor buyers will benchmark to P25 and challenge yield; opportunistic buyer types will cite cycle softening - counter with the DLD n-count. `Source: DLD closed-sale records`	**When should I flex on price, and when should I hold?** Positioning band lower bound: AED 3.15M (DLD P25 - 33 closed transactions). Hold unless the buyer produces a DLD comp below that band. Flex on: timing, inclusions, fixtures. A concession below the positioning band lower bound without a comp is not evidence-based. Counter-offer strategy: your counter-offer band is AED 3.15M-AED 4.05M. Any counter-offer you make above AED 4.05M requires a unit-specific DLD comp. DLD shows the full closed-sale history - use it as your counter-offer defence. `Source: DLD closed-sale records`
What is the buyer's likely opening offer? A well-advised buyer will open at or below AED 3.15M (DLD P25 - the lower bound of the cohort positioning band for this building and type). Response: 'The DLD cohort has 33 closed sales from AED 3.15M to AED 4.05M. An offer below AED 3.15M sits outside what the market has paid - produce a DLD comp that supports it.' `Source: DLD closed-sale records`	**What documents do I need ready before listing?** Minimum: title deed copy, current Mollak SC ledger (confirm zero arrears), DEWA account status, OA management contact details. If tenanted: Ejari contract with tenant notice period must be disclosed. Mortgage NOC from the bank must be initiated before transfer if applicable. `Source: DealCheck scope statement`
How long should I expect to be on market? Within the cohort positioning band (AED 3.15M-AED 4.05M): 41-60 days on market in the current measurement window. Approaching AED 4.05M (P75): allow 60-90 days on market. At AED 3.15M (positioning band lower bound): expect faster enquiry. Cycle context: Cycle position is within the measurement window range. `Source: DLD closed-sale records`	**What is my counter-offer band and which buyer types should I target?** Counter-offer band: hold above AED 3.15M (DLD P25 - the cohort evidence floor). Any offer below AED 3.15M requires the buyer to produce a closed-sale DLD comp outside that band to justify it. Buyer types by price sensitivity: (a) end-user occupier - lead with condition, layout and community access; less price-elastic if specifications match. (b) investor / yield buyer - defend with net yield 2.5% and SC evidence from Mollak; show the full 12-quarter rent cohort. (c) opportunistic buyer - they will benchmark at or below P25; hold the band with the DLD cohort as your primary defence. Evidence packet: title, SC ledger, Ejari status and DLD comp extract are the minimum before any buyer conversation. `Source: DLD closed-sale records`

How to use these questions

Each question is anchored to the DLD, Ejari, or service-charge evidence in this memo. The verification checklist on the next page lists all documents to request from the buyer's agent. Carry forward only proved objections into the price discussion; move unproved claims into verification.

Price defence	Use the cohort band only where the source ledger supports it; unverified premiums need their own proof.
Buyer objection	Ask for the buyer's comp, inspection note or finance constraint before conceding on price.
Disclosure	Prepare tenancy, SC, title, NOC and inspection facts before a buyer meeting.
Stop line	Do not convert this memo into a certified valuation, legal opinion or proof of buyer acceptance.
Listing prep	Keep the proof pack ready before viewings so buyer objections are answered with documents, not memory.

Refresh trigger	Refresh the price conversation when a new DLD comp, competing listing or buyer finance condition changes the evidence.
Evidence archive	Keep the accepted-price rationale, concessions and buyer documents together for lawyer and trustee handoff.

11 / VERIFICATION CHECKLIST

Before you commit

The memo narrows the surface area of checks. It does not replace them.

ITEM	WHO	WHEN
Phase 1 — Pre-offer (7 items)		
Title deed copy and DLD trustee portal verification - confirm ownership, encumbrances and registered plot/unit details	YOU + LAWYER	Pre-offer
Physical inspection: defects, fittings, view obstruction risk, common areas, lobby and parking photographed	YOU	Pre-offer
Latest service charge statement (from OA) and 3-year SC history - confirm no arrears on this unit	BROKER	Pre-offer
OA management stability check - no automated litigation flag available. Contact the Owners Association directly to confirm no active disputes, court proceedings or pending special levies.	YOU + LAWYER	Pre-offer
Ejari contract and tenant handover timing if tenanted - confirm notice period and rent receipt schedule	YOU + LAWYER	Pre-offer
RERA registered developer or property broker licence confirmation	YOU	Pre-offer
Verify no outstanding DEWA arrears on the unit - seller responsible to clear before transfer	BROKER	Pre-offer
Phase 2 — Post-offer (5 items)		
Mortgage NOC path if seller has a bank mortgage - confirm release timeline with seller's bank	LAWYER	Post-offer
Conveyancing fee estimate and DLD transfer fee confirmation (4% + admin)	LAWYER	Post-offer
Any pending building-level capex or special OA levy announced - obtain written confirmation	BROKER	Post-offer
Phase 3 — Pre-transfer (3 items)		
DEWA and cooling account transfer readiness - obtain DEWA final bill and cooling account NOC	YOU	Pre-transfer
Trustee office appointment and transfer document pack - DLD trustee confirmation and all KYC documents	LAWYER	Pre-transfer

Verify current listing velocity from portal before making a time-sensitive offer.

SELLER obligations: SC arrears must be cleared, title deed must be available, DEWA final bill must be settled before transfer. LAWYER items: mortgage NOC must be initiated by the seller's bank if applicable. BROKER + LAWYER + CLIENT items require coordination - seller provides the documents, broker and lawyer complete the process steps.

Phase discipline: Pre-offer items are seller documentation obligations due before any deposit is received. Post-offer items require coordination between seller's lawyer, buyer's lawyer and the DLD trustee. Pre-transfer items include DEWA final bill and cooling NOC - seller's responsibility. DealCheck DXB surfaces these as a structured seller-preparation tool.

Decision implication: Confirm title deed, SC ledger and NOC readiness before the DLD trustee appointment.

Proof folder	Keep title, SC, Ejari or tenancy proof, NOC path, inspection notes and premium evidence in one folder with this report.

Open item	Any unanswered checklist row remains a negotiation caveat, not an administrative detail to fix later.
Before sharing	Share the checklist with the role owner attached so the report is not separated from the required checks.
Evidence owner	Assign every open item to buyer, broker, seller, OA, developer, bank or lawyer before the next decision point.
Price effect	Mark whether the missing proof affects price, rent, service charge, exit timing, title certainty or payment risk.
Proof standard	Use registry records, signed documents, dated portal extracts or OA/developer written replies; verbal comfort does not close a row.
Stop if	Escalate legal title, structural condition, bank valuation, tax, financing approval or certified valuation questions outside DealCheck.
Seller stance	Decide which gaps to fix, disclose or price for before using the evidence band in a buyer conversation.

12 / SOURCE LEDGER

Where every claim comes from

If a source is not in this ledger, it cannot be cited in this memo.

Source	Measurement window	Used for / confidence
Dubai Land Department closed-sale records	DLD 12-quarter rolling measurement window	price benchmark, supportable range, cycle position, liquidity. Confidence: High · score: Yes
Registered Ejari rent contracts	Ejari 12-month registration history	achievable rent, yield, vacancy assumption. Confidence: High · score: Yes
Service-charge schedule	3-year SC schedule	net yield, cost of hold, service charge trajectory. Confidence: Medium · score: Yes
DealCheck cycle position model	DLD-linked measurement window	cycle position, trend smoothing. Confidence: Computed · score: Yes
DealCheck cost-of-hold model	computed from current memo inputs and source rows	net yield, holding cost, scenario math. Confidence: Computed · score: No
DealCheck cohort match rules	same measurement window as DLD closed-sale records	cohort scope, scope label. Confidence: Computed · score: No

10-year PSF trend	10-year PSF trend: historical transaction depth below derivation threshold for this cohort. Source: DLD transactions · measurement window limited.

Decision implication: 6 sources in the ledger. Any claim not traced to a ledger entry cannot be defended in a price negotiation.

Audit rule: every number used in price, yield, liquidity or risk pages must trace back to a ledger row. Display names are the public wording; internal source IDs are not printed.

Source audit map

Quoted AED figure	Must trace to DLD, Ejari, service-charge schedule, cost-of-hold model or the source ledger row printed above.
Time-bound metric	Must include a named measurement window, registration history, or filing history.
Fallback source	Must be labelled as area, community or directional; it cannot be promoted to building-specific proof.
Missing source	Must be cut, softened or moved to the verification checklist; it cannot stay as a decorative data point.

13 / METHODOLOGY & SCOPE

How the engine works - what it does and does not do

Plain-language rules used by the renderer. Fixed per engine version.

What this engine does

The DealCheck DXB engine analyses Dubai residential property transactions using DLD (Dubai Land Department) closed-sale records, Ejari registered rent contracts, Mollak service-charge schedules and active portal listing data. For each subject property, the engine identifies the tightest defensible comparable cohort (same building → peer cluster → sub-community → area), computes percentile price benchmarks (P25/P50/P75), derives net yield and NOI from verified Ejari rent less cost-of-hold (service charge, vacancy, management fee, maintenance reserve), runs a 10-year DCF at 8% discount rate, and routes the output to either a Decision Report (evidence gate cleared) or a Diligence Report (gate not cleared). All quantitative claims carry a source attribution and are reproducible: same inputs plus same engine version produce identical output. Engine output is deterministic, not model-generated prose.

What this engine does not do

It does not …	Why
Issue a certified valuation (Taqeemi / RICS)	Requires a licensed valuer and physical inspection. This engine cannot inspect physical condition, encumbrances, or title chain.
Predict future prices	All trend data is historical (DLD measurement window). No forward-price models are used. Seasonal and macro commentary is orientation only.
Guarantee rental income	Ejari evidence is from past contracts. Vacancy, lease-break and rent-freeze risk are modelled as assumptions, not certainties.
Replace legal or financial advice	Nothing in this memo constitutes legal advice, financial advice, or a recommendation to transact.
Cover all property types	Villas with large plot variance, ultra-premium (>AED 10M), commercial, hotel apartments, and strata-title retail are outside the current scope.
Adjust for undisclosed unit conditions	Physical condition (fit-out quality, snag history, renovation) is not observable from DLD data. User-supplied premium claims are noted but not independently verified.

Data sources

Source	What it provides	Freshness
DLD Closed Sales (12-quarter rolling)	Transaction PSF, unit size, floor, registration date for all DLD-registered sales	DLD 12-quarter rolling measurement window
Ejari Rent Registry	Registered rent contract values, bedroom config, registration date, contract type (New/Renewal)	DLD 12-quarter rolling measurement window
Mollak Service-Charge Schedule	OA-declared service-charge per sqft per year, reserve-fund status	Annual filing - verified against unit match

DealCheck Cost-of-Hold Model (MI-1)	Vacancy allowance (8%), management fee (5%), maintenance reserve (building-age adjusted)	Engine-computed - standard assumption; not live-fetched
Active Listing Telemetry (60-day window)	Active listings count, days-on-market snapshot, sale/listing ratio for liquidity scoring	Listing-data measurement window: last 60 days
DLD Project Registry / Developer History	Developer track record, project completion dates, delay months for off-plan due-diligence	DLD project registration date (verify with developer SPA)

Confidence taxonomy

Confidence tier	Criteria	Memo treatment
High	cohort_n ≥ 15, recency ≥ 3 trades in 3-month window, same-building depth	Full price band, Decision Report, firm verdict language
Medium	cohort_n 8-14, recency ≥ 1 trade in 3-month or ≥ 3 in 6-month window	Price band with widened range, Decision Report with softened wording
Computed (directional)	cohort_n < 8, or evidence from adjacent cohort expansion only	Directional band only, Diligence Report, explicit orientation caveat

Verdict label taxonomy

Verdict label	Plain-English meaning
Decision Report - Priced at or below supportable range	The asking price sits within or below the DLD evidence band. Evidence gate cleared.
Decision Report - Priced above supportable range, premium unverified	Asking exceeds the DLD band. A documented unit-specific premium is required to justify the gap.
Decision Report - Priced above supportable range, premium partially documented	Asking exceeds the band. Some premium evidence exists but is incomplete - strengthen before offer.
Diligence Report	Evidence gate not cleared: cohort depth, identity, rent, service charge, escrow, title or stock-type boundary prevents a Decision Report. Directional read only.
Special Handling Required	Property sits outside the automated Decision Report scope - complex stock type or evidence pattern.
Outside Current Support Scope	Property type or evidence pattern is not covered by the current engine version.

Feature adjustments (engineering coefficients)

Standardised engineering coefficients are applied when user-supplied unit-level characteristics (view, finish) are absent from raw DLD registry data and affect supportable range positioning. Coefficients: partial view +1.2%; premium fit-out +2.5% (non-flipper posture), +1.8% (flipper posture). These are not derived from a portal-to-DLD statistical join - they are fixed assumptions disclosed here.

Memo metadata

Field	Value
Memo ID	DC-21819B9B76
Rendered	2026-05-27 20:07
Reproducibility	Deterministic - same inputs + same engine version = identical output
Legal status	Not a certified valuation. Not financial or legal advice. CMA only.

AUDIT TRAIL

Memo ID DC-21819B9B76 preserves the evidence snapshot, source labels, assumptions, and render timestamp used for this report. Keep this memo with transaction records as supporting documentation. It is not a statutory AML certificate, official valuation, or legal record.

14 / SCOPE & DISCLAIMER

What DealCheck DXB IS and IS NOT

WHAT IT IS	An automated, deterministic, evidence-based decision-support memo for Dubai residential property. Uses DLD closed-sale records, Ejari rent contracts, service-charge schedules and active listing data.
WHAT IT IS NOT	This document is a Comparative Market Analysis (CMA) designed for pricing strategy and decision support. It does not constitute a Taqeemi-certified valuation as governed by Executive Council Resolution No. (37) of 2015, nor does it meet RICS appraisal standards. It is not valid for mortgage underwriting, legal disputes, or DLD/RERA official transfers. Not financial advice. Not legal advice. Not a promise of future returns.
LIMITS & USER RESPONSIBILITY	Data can lag or be incomplete. Engine cannot assess physical condition, encumbrances or future direction. Premium claims not modelled unless DLD comp evidence confirms them. Verify title deed, legal status, SC ledger, tenancy agreements and mortgage NOC before committing. The buyer is solely responsible for their decision.
SCOPE	Memo ID: DC-21819B9B76. Rendered: 2026-05-27 20:07. Same inputs plus same engine version produce identical output. Ejari and service-charge data used in aggregated, anonymised form only.

Contact: memo@dealcheckdxb.com · Keep Memo ID visible when sharing this PDF for review.

Spotted an error? Send feedback:
https://dealcheckdxb.com/feedback?source=pdf_last_page&context_id=DC-21819B9B76