BUYER'S NUMBERS CHECK · ILLUSTRATIVE SAMPLE NOTE

Three-bedroom townhouse, Dubai Hills Estate

Quoted price AED 4,850,000 · 2,400 sqft · Ready · Delivered in 48 hours

QUOTED PRICE VS TRANSACTED MEDIAN

+7.0%

NEGOTIATE

1. The read

The quoted price is 7.0% above the median of five registered sales of comparable townhouses in the same community over the last six months. The evidence supports a price nearer AED 4.53m to 4.63m. As a let, the home returns a 4.0% net yield at the quoted price and 4.3% at the transacted median.

2. Transacted evidence

Comparable	Date	Sqft	Price AED	AED/sqft
Cluster A · Unit 14	Mar 2026	2,410	4,480,000	1,859
Cluster A · Unit 31	Feb 2026	2,380	4,535,000	1,905
Cluster B · Unit 07	Jan 2026	2,450	4,512,000	1,842
Cluster A · Unit 22	Dec 2025	2,400	4,630,000	1,929
Cluster B · Unit 19	Nov 2025	2,420	4,570,000	1,888
Quoted price		2,400	4,850,000	2,021

Registered sales only. Median AED 1,888 per sqft. Asking prices for four similar listings range AED 4.75m to 5.10m.

SECTION 3

Yield and cashflow

Line	AED per year
Expected annual rent	245,000
Service charge (AED 5 per sqft)	(12,000)
Management at 5%	(12,250)
Void, one month	(20,400)
Maintenance allowance	(7,500)
Net operating income	192,850

Gross yield 5.1% on the quoted price; net yield 4.0%. At the transacted median, net yield is 4.3%.

Hold view

Scenario	3-year hold	5-year hold
Rents flat, price flat	11.9% total return	19.9% total return
Rents +3% a year, price +2% a year	18.5% total return	31.6% total return
Rents −5%, price −5%	6.3% total return	13.9% total return

Cash purchase, before transfer fees of 4% and agency fees. Total return includes net rent and price change.

4. Demand and supply

- Comparable townhouses in the community sold in a median of 38 days, at an average 4.5% below asking.
- Rental listings for three-bedroom townhouses let in a median of 22 days.
- 312 townhouses complete in adjacent phases over the next 18 months; expect pressure on rents in 2027.

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SECTION 5

The questions to ask before you commit

i What has the service charge been for each of the last three years, and is a rise approved?
ii Why is the quoted price above the last five registered sales in the community?
iii Are there outstanding payments or a mortgage on the title, and who obtains the NOC?
iv What snagging or maintenance has been done since handover, and is any warranty still in force?
v How many three-bedroom townhouses are listed for sale and for rent in the community today?
vi Will the seller accept a price nearer AED 4.6m given the transacted evidence?

Scope and limitations

This note is investment analysis of the return at the price you have been quoted. It is not a property valuation, a survey, legal advice or financial advice, and it does not state a market value. Property valuation in Dubai is a RERA-registered activity. We take no commission on any transaction and hold no agency relationship with any seller, broker or developer.

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