

Aldar Properties hand over Gate Towers in Reem Island as leasing begins to 60 Tenants

Four years after its construction of its three stone henge style towers, Aldar Properties, a leading developer in the capital handed over its gate towers to tenants on November 19, 2013 located in the Sham development community on Reem Island, one of the posh neighborhoods seeing an upward trend in the property prices is evident as it begins leasing of about 60 gate tower apartments via a bulk leasing company and more than 7000 units to be delivered over the coming months.

Mr. Mathew Middleton, Commercial Director-Executive Aldar in an interview told to Gulf Property We could see strong demand for the Gate Towers and has already leased Apartments to 60 tenants in Tower 1.

Aldar's top officials also said the first tenants had come via a bulk leasing deal with an Abu Dhabi Educational Company. It plans to start marketing other flats in the buildings over the coming days with studios and one-bedroom flats renting for about Dh75, 000 a year, two-bedroom apartments at Dh120, 000 and three-bedroom flats renting at Dh160, 000.

"This marks the start of another important delivery cycle for Aldar as we deliver more than 7,000 quality units into the market over the next 12 months," said Aldar Deputy CEO, Mohammed Al Mubarak.

Abu Dhabi's property sector shows huge signs of recovery in the real estate market with an increase of 5% in September than last quarter rise of 5% followed by a 8% upturn in January and March particularly in prime locations such as Reem Island and Al Raha Beach. Jones's Lang LaSalle, a Global Real Estate Management, said the prime asking price per square metre is at Dh 12,100 in September and for apartments currently stood at Dh14, 200 per square metre, while those for villas rose to Dh 10, 500.

Aldar Properties which have returned to the financial markets this year with its merger Suhook finance and its stocks surging high and up by 98% in the UAE stock index wherein third quarter revenues were AED1.7bn, (Q3 2012: AED1.6bn). Development revenues were generated from the sale of a Yas island land plot, the on-going handover of serviced land at Al Raha Beach East, handovers of residential units at Tala Tower, revenues from fee based developments and construction revenues. Overall revenues in the comparable period last year were boosted by significant handovers of land plots and residential units at Al Raha Beach, in addition to its prominence in, the bond markets, the construction which started before the global financial crisis gets completed, and Aldar delivers Stonehenge styled gate Towers holding two buildings with a sky bridge in Sham development on Reem island to Tenants in the backdrop of sustainable real estate market than the past few years of oversupply.

The capital's move to relocate its public sector employees to Abu Dhabi comes as a need for housing in Abu Dhabi during this recovery phase, however, not in the entire city. Other than the aristocratic locations like Shams Abu Dhabi -a thriving new Community located in the Reem Island investment zone, next to the central business district on Al Sowwah Island. The development will accommodate 45,000 residents when completed and will also feature high-quality retail and commercial space.

This upturn in real estate market brings in more stability than the downturn in 2008 and creates a need in the Shams neighborhood according to a report from Asteco. We have seen a strong recovery in property markets in the UAE and, along with the increase in employment, we are seeing increased demand for both lease and sale products in Abu Dhabi and expect this trend to continue said Mr. Paul. The Gate Towers is made up of 3,533 units and include studios, one, two, and three- bedroom apartments as well as, townhouses and penthouses with panoramic views of the Arabian Gulf and Abu Dhabi skyline. Designed by American architects Arquitectonica includes the world's highest penthouse bridge structure, bringing the building to a total height of 245 metres. The bridge contains 21 penthouses, all of which comprise at least 4,000 square feet and most contain their own private swimming pools overlooking the Arabian Gulf.

One of the most distinctive elements of the project is the sky bridge that connects all three Towers, as inspired by historical monuments such as England's Stonehenge and Greece's Pantheon. The sky bridge houses 21 penthouses of approximately 460-650sqm each, 16 of them have indoor pools overlooking the Arabian Gulf Sea and the city of Abu Dhabi. The starting lease price is around AED 400,000 per year Mr. Paul added.

This project joins Aldar's Sun & Sky Towers on Shams Abu Dhabi, which are home to more than 1,000 families and businesses, and include Abu Dhabi's first Waitrose Supermarket. The Gate Towers offers a range of amenities for residents including a leisure podium with swimming pools, tennis and squash courts, children's play areas, day care center, and prayer rooms, recreational rooms, and much more. Residents at The Gate Towers will have comfortable access to established retail outlets in Sun & Sky Towers to BOUTIK Gate Towers opens next year.

Mr. Paul also said Gate Towers will benefit from the current flight to quality in the Abu Dhabi real estate market as evidenced by the recent interest in sales and leasing activity. We are seeing strong demand for high quality, modern apartments like Gate Towers', with amenities that people can enjoy, and we don't see that market diminishing in the next few years.

"We have a lot of exciting new plans in the pipeline as we work to deliver over 7,000 units in the next 12 months. We also recently launched a new mall in Abu Dhabi, the Mall at the World Trade Centre, and will be opening one of the largest shopping destinations in the Region, Yas Mall on Yas Island in due course".

Buy your Indian Property here.

Own a posh villa in the suburbs of Bombay or A cozy flat in the city. You can get your dream buy at the Indian Property Show, Hall no. 8, Dubai World Trade Centre with 174 developers offering attractive payment plans and customized constructions for the NRI's or the Indian Expats living here.

Mr.H.E. Sultan Butti Bin Mejrín, Director General, Land Department, Govt. Of Dubai Inaugurated the largest India Home property exhibition which was scheduled from June 20, 2013 to June 23, 2013.Mr. Sunil Jaiswal, CEO, Sumansa Exhibitions-Organizers of Indian Property Show said, "NRIs can take advantage of the rate of exchange which today is at 15.78 for 1 Dirham and was at only 11.8 just a few years back which clearly means NRIs can get 33.72% more for their money. Whether you send money to support your family, make fixed deposit /bond or even better if you are planning to buy a property, THIS IS AN OPPORTUNITY for you the NRIs to cash in. Apart for all time devalued the rupee, the recent approval of the long pending Real Estate bill by Govt. Of India has paved way for much transparent Real Estate sector in India. This will be implemented in the due course and will boost more confidence within the Indian Expats providing more transparent regulation and deals".

The Property event not only has innovative builders with a property value from 26 Lakhs (2 million rupees) to 23 Crores (230 million rupees), but also conducts seminars on knowing your city, Vaasthu and legalities make the buying process easier. "In addition to flexible payment plan we take care of your rental returns or property resale and you can fly free to complete your registration when you buy a property from us" says Uma Shankar Reddy, Managing Director, Prop shell Group based in Chennai, a participant in property Dhamaka.

This exhibition had a Dhamaka of various schemes from Developers and one such offer are Rs.15 Lakhs off on every villa booked at Brigade orchard, and another interesting offer is a 'free modular kitchen' from Vasavi builders and much more.

"Bombay is the financial capital of India and NRI investments in real estate contribute more than 30%" says- Mr. Alok Anchan, Sales Manager, Rajesh Life Spaces, a leading developer in Mumbai and one of the sponsors of this Largest Indian Home exhibition in the UAE.

"We do not outsource our labor and manufacture our own material. Your one stop solution for all your construction needs "- said Shobha, a popular developer from Bangalore.

"We have an Equated monthly Installment (EMI) chart based on the amortization schedule that will diminish your principal and interest from Rs.2075 per Lakh (Dhs'/8000) for 5 years, Rs.1267 per lakh for 10 years and 1015 to 15 years" says Samadhi Assistant Vice President-Customer Service for Indiabulls Real Estate.

A Home in your Home Country is what any Indian Expat aspires and acquiring a decent property in the prime location of any city in India gives enormous returns which is about 25 to 30% within a year in a city like Mumbai, Delhi, Pune and other states like Gujarat, Tamilnadu maybe within four years.

What if you could be this lucky property owner? Are you ready for this Smart buy?

Anitha Lakshminarayanan

Dubai's win to host EXPO 2020 spurs growth in the fully operational Business Park of Dubai World Central.

As Dubai wins the bid to host Expo 2020 that will attract 25 million visitors to the UAE witnessing a robust growth across all sectors in the emirate particularly aviation, comes a requirement for the world's first Aerotropolis development Dubai World Central including the Expo 2020 expo site, aviation district, logistics district and business park. This win will also boast an Increase in rent for office spaces that were lagging behind the residential properties primarily for a fully functional Business Park with 11 buildings in DWC offering comprehensive office solutions from desk to 15,000 square meter offices close to the expo site.

“Business Park in DWC is a fully operational unit with 11 buildings and totally working headquarters” says Mr. Paolo Serra, Director of the DWC Business Park to Gulf Property in an Interview

“About 200,000 square meter area is available for leasing and this is considered phase-I of the development and when we reach 80% occupancy the construction of the next phase of 8 more buildings will begin. From an authority perspective where we provide visas to business owners, from a product view of the completed office -it's already done” he added.

He also told to Gulf Property “we are focusing on different directions. First one being product-In terms of product is the offices- if you move into the logistics sector to support aviation and so on, second one- In terms of improving our efficiency in delivering authority services to provide visas and licenses within 10 days without having to invest any capital expenditure as we offer a completely furnished office .And within 14 days you can open your bank account. Therefore, we can offer visa and licenses for a wide variety of activities from trading to consultancy, education, services and soft services which I believe will add value to our aerotropolis concept”.

DWC is a free zone environment that supports business houses setting up via its business park within 14 days. The cost of setting up of the business will vary as per the product though will be around Dhs 9000 per year that includes the license and a supplied office.

will either be a service provider for the Exhibition in 2020 or investors or partnerships in the Exhibition”

Mr. Paola also urged “We are part of the major development and very difficult to assess the value of the project now in the Business Park .But we support with infrastructure facilities for major companies like Aramex to build their logistic hub here”.

“As a key component of the DWC master plan, Business Park offers a fully integrated business environment over and above its state-of-the-art amenities and infrastructure. It is designed around the idea of business facilitation. Fitted-out with the latest technological systems, it also facilitates quick and easy transactions. In addition, flexible commercial lease terms and

availability of the Free Zone and non-Free Zone trade licenses ensure that companies can focus on their growth strategies. More than 250 companies, including CEVA Logistic, Helukabel and Italtouch, are currently operating in the Business Park. Moreover, the number of companies setting up offices is increasing by 10 to 20 percent monthly”.

Mr. Paulo Serra also said to Gulf Property “In the heart of our development includes Al Maktoum International Airport, which eventually is going to be the world's largest airport in the world that will house 165 million people all around a year with 5 runways. Around the airport we have many concepts and what we run is a business park concept of the world central that is trying to provide a business environment favorable to companies that wants to set up businesses in Dubai and we have an office environment which offer products from a small desk to up to a 15,000 square metre offices and we also run authorities services such as visas and licenses and of course we have an added advantage due to our logistics characteristic of our zone which is well connected between the Airport and Seaport of Jebel

Ali called as the 'Logistic corridor', therefore, cost effective for logistic operators or traders without having to export to Dubai and other ports. However an invaluable proposition for international companies and investors looking to expand their business in the Middle East as well as service providers in the aviation industries wherein they don't need a full hanger of operation but only office."

Apart from the free Zone then we have the commercial district for investors to invest which will be expanded later. We are the repository of the land; we are the ones who develop the master plan with our sister companies managing the whole area around the airport in terms of consulting and infrastructure. As a government entity, we work with several companies for contracting though DWC does the master plan. We are tackling sustainability issues as well in the Business Park for example we have district cooling facilities to reduce energy consumption nevertheless will benefit the end-users and environment. We are not expecting a parking problem as our buildings have underground parking and are managed by an intelligent building management system. He concluded -We are confident that DWC is the future of Dubai wherein investors can look into business propositions to improve in the middle east at a fully functional Business Park and with expo 2020 win at the backdrop it will fast track the operations of our Business Park and the districts around the airport.

Novus community launch energy program to save 350 million Dirhams for Novus managed buildings

No service charge on property owners

Novus community management, independent community manager in Dubai sets out to launch an energy program to tackle the huge cost of utilities which account for an average of 42% of unit service charge costs, in collaboration with Emirill Energy and EnergyX for Novus managed commercial and residential communities to reduce energy bills across its portfolio by 35% which will translate 110 million Dirhams annually without imposing any additional cost on property owners. The Potential savings across Dubai would be 5 billion Dirhams in 10years at current prices and 5.9 million tons of reduction in carbon emissions.

This initiative enables property owners to save energy costs with no risk and no up-front capital expenditure." Mr. Ben Churchill, Managing Director of Emrill Energy said.

Dubai is the largest consumer of energy per person in the world which is 2 to 3 times more than western countries, and this led to an increase in the oil imports over the last ten years despite high energy costs there has been a system of subsidizing energy.

Alastair McCracken, CEO, Novus Community Management said to Gulf Property in an Interview said "what we have seen and understood is Dubai's energy consumption is very high, however, there is a system to subsidize wherein artificial reduction of energy costs is possible in the world's highest subsidization at governmental level of actual energy costs".

Utilities are a single huge cost, and electricity prices are continually going to increase. Addressing these pressing issues wherein every year there is about five to seven per cent increase in utility costs ongoing .Subsidized fuel prices are no longer available, and consumers need more energy than they had before. With that in the backdrop and looking at the big picture-Novus needed to implement some serious strategies to drop those costs. The Novus Company as a larger independent community manager in Dubai faced these problems and needed partners to work and devise a strategy to reduce costs.

"Once we put together this intellectual partnership with Emirill Energy, EnergyX and Crowley Carbon -we strategized an energy program which will cut costs and support efficient management of water and electricity in buildings," said Alastair McCracken, CEO, and Novus Community Management to Gulf Property.

He also said "initially while speaking to the owners they felt it was simple to cut energy costs although involves a complex system from strategic design, financing the project and delivery.90% of buildings are handed over without proper energy saving arrangements is actually designed into the buildings and not commissioned properly, and there were several operational concerns.

Dubai buildings particularly built in the period of 2003 and 2004 were not managing power and water resourcefully, and they were built to maximize developer's interest to make profit and minimize the construction cost in buildings."

The best approach to tackle these issues were to formulate an energy program with Emrill Energy to install the design solutions offered by Crowley Carbon designs and provide ongoing maintenance to design systems, Crowley Carbon will audit buildings, identify who will support the solutions of the project, identify Issues and design especially engineering solutions that will reduce energy consumption and EnergyX for assessing project risks and provide project financing and guarantees based on savings identified by Crowley Carbon.

Mr. Alastair urged the consumption of energy is not being translated into the real input. "The reduction of carbon emission is a responsibility for every person in every country while government and corporations struggle to implement in the bigger picture whereas a general community has bought the fact that there is human related carbon emissions, and there is a need to act now and we as a company would like to work with the industry or government to reduce carbon emissions and this is our first step in that direction He also said to Gulf Property this will be rolled out in six months, in our buildings, but I believe this is the responsibility of every asset owner in Dubai".

Energy represents the single largest operational cost for all building owners and US studies have proven that every building wastes between 20 -40% of its energy bill. The biggest challenge for Dubai is the fact that electricity prices have not historically been linked to inflation, resulting in lower prices and leading to unchecked and increased consumption.

"Novus were keen to tackle this wastage for our customers and to support the government to reduce the environmental impact on the city." He told to Gulf Property Over the last few years we have been managing and servicing buildings as per the requirements of the property owners rather than the developer. We are looking at the bigger picture and moving on to the strategic plan of the building and how do we take big steps to reduce service charges for buildings long term cost savings.

"As a maturing association manager for buildings and our motive is to protect the long term asset value of buildings, and therefore the rental yield is growing, so there is a significant impact on investor returns and property value in the market".

The Novus Energy Program combines cutting edge technology, funding and local project delivery with program partners that include Energy; a Hong Kong based energy performance funding group and Emrill Energy, a successful partnership between Crowley Carbon, Ireland and the leading facilities management company, Emrill Services.

This partnership offers Owners' Associations, an unparalleled energy saving initiative with free building energy audits that require no commitment, 100% guarantee on projected energy savings, 100% financing of energy project costs, free warranties on project equipment and maintenance of equipment.

Endorsing this initiative, Ivano Iannelli, CEO, and Dubai Carbon Centre of Excellence (DCCE) added "We are delighted to support initiatives such as the Novus Energy program designed specifically to reduce our impact on the environment. This is the future of Dubai as they move towards a green economy and build sustainable developments that will reduce their carbon footprint and overall environmental impact."

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No upfront fee or service charge on property owners.

"We come into the picture after one year of handover, and there is no upfront fee for the property owner," says Rob Cumming, Chief Executive Officer of Energy X to Gulf Property in an Interview.

Energy X, A Hong Kong based energy performance financing company group with a portfolio of investors who are educated and appreciate the cause of impacting the environment better. This energy program is in collaboration with the Novus Community Management, Largest Independent community manager in Dubai, Emirill Energy for the equipment and Design and Crowley Carbon endorsed by Dubai Carbon.

"The service charges will go down and even if the energy costs will go up by 50% next year nevertheless the relative amount which went up is saved perhaps it's a fluid scenario to comment but there is no cost impact on the owner and all we are doing is financing the costs for their future savings," says Rob Cumming, chief executive officer of Energy X to Gulf Property in an Interview.

He also said, "Novus Community management manages the community, for example, if there is an owners' association or community of about 200 buildings in Marina that Novus manages to maintain their pool, clean the pool and puts up a concierge desk despite all this the property owners are uncertain to pay the service charges and now we can go back to those owners and tell them we have come together and devised an innovative program where there is no upfront fee and you can not only own an equipment to reduce costs, but also get a guaranteed saving of 30% on maintaining your pools or managing your buildings, in addition to your savings on, utility bills and after five years all of that savings is theirs".

"Our Investors think every building is an opportunity for the energy cost rising on utility bills, and we are happy to invest in the 39 buildings of Novus managed buildings and perhaps would love to do the whole of Dubai.

Mr. Rob Cumming says “there is a cost involved for us to put the finance packaging, but there are no charges for the property owner while we do the funding initially-the owner tends to save 30-40%, however, if it is shared the owner gets 10-15% then after five years, we gain to acquire the savings as we invested some money in the start .Generally, we provide the finance for five years then, in addition to the savings;, the owner also owns the equipment.

Vision of Dubai is to reduce 30% carbon emission by 2030 and the government cannot do everything so we as a private company created an energy program that will benefit the investor and contributes to the commercial returns of our business Energy X, as well. The government initiative is not possible without the efforts of individual or company. We as an investor are comfortable with our partner Emirill who will deliver the quality, design, and there is a high degree of success besides the risks getting mitigated but then again there are risks when you build a financial model that doesn't take any guarantee from the property owners but we are happy to take this risk and are positive to reduce the energy cost and make some savings for everyone”.

“However I highly recommend companies to invest in Dubai, and our Investment is somewhere between 50 to 100 million Dirhams initially and that will be over a 5 year period”.

“The fundamental idea and from the owner's perspective could be -I have signed a contract with you so that you give me 30-40% of saving within 5 years no matter what happens, if we don't deliver the project, we are the ones who are at risk; therefore, it's effectively a contract and there are no guidelines. Dubai Carbon is framing some guidelines in terms of energy programs and projects”.

“We explain to the property owners here's what the commitment is, and we give them a clear picture -for example Let's just say we will be saving a dollar a year and the cost of investment will be two dollars or three dollars nonetheless in this scenario Our profit will be 60% and 40% will go to the property owner even if the plan doesn't work -the property owner gets their 40%, so it's a win-win situation for everyone”.

“This is a retrofit project; you need professional associations and groups to complete. Our collaboration with experts like Emirill makes it easier in enhancing the delivery of the equipment and the entire project”.