

2013

Real Estate Report – Q4

Local property intelligence to help you make more informed decisions

- See the property search habits of buyers and renters
- Find out which areas are on the up and which are going down
- Get data from one of Qatar's leading real estate portals
- Essential reading for investors, brokers, buyers and renters

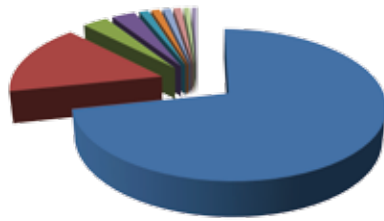
Qatar Q4 Report

This report gives you the lowdown on trends and habits of those searching for a property on propertyfinder.qa, Qatar's leading property portal. Enjoy an unrivalled perspective on current and future property market conditions in one of the richest nations in the world with statistics derived from visitor behaviour and properties viewed and listed at propertyfinder.qa.

The report has been broken down into the BUY section (in red) and RENT section (in blue) with sub categories in each segment.

QAR - Top 10 BUY Locations by Property Views

- The Pearl
- West Bay
- West Bay Lagoon
- Al Gharrafa
- Abu Hamour
- Al Maamoura
- Umm Salal Ali
- Al Dafna
- E-Ring
- Al Sadd



- Whilst The Pearl and West Bay remained the 2 most desired communities to buy property amongst prospective buyers given their range of lifestyle options from high-rise apartments to luxurious waterside villas, Al Dafna made it to the top 10 for the first time in 2013. Fast becoming Doha's downtown district, it features some of the finest hotels, restaurants and shopping avenues and lies close to the new Doha airport.
- Al Maamoura also made its first appearance in the list in 2013 in 6th place possibly due to the number of new compounds and stand-alone villas being built for prices slightly cheaper than other parts of town. Al Saad, which placed 7th in Q1 re-emerged this quarter taking 10th spot, is becoming popular for its low budget housing. Al Gharrafa, with a mix of standalone villas and compounds remained a sought-after villa community, featuring in the top 10 throughout 2013.

BUY - Location Search Terms

Property Views

1	The Pearl	69.52%
2	West Bay	15.50%
3	West Bay Lagoon	3.11%
4	Al Gharrafa	2.95%
5	Abu Hamour	1.20%
6	Al Maamoura	1.13%
7	Umm Salal Ali	1.07%
8	Al Dafna	1.02%
9	E-Ring	0.79%
10	Al Sadd	0.72%
11	Al Duhail	0.69%
12	Fereej Bin Omran	0.50%
13	Al Thumama	0.47%
14	Ein Khaled	0.24%
15	Al Najma	0.21%
16	Salata	0.16%
17	Al Hilal	0.16%
18	Madinat Khalifa	0.15%
19	D-Ring	0.15%
20	Corniche Road	0.13%

QAR - Top 10 BUY Price Bands by Property Views

- 1,500,000 - 2,000,000 QAR
- 2,000,000 - 2,500,000 QAR
- 2,500,000 - 3,000,000 QAR
- 3,000,000 - 3,500,000 QAR
- 10,000,000 QAR and more
- 1,000,000 - 1,500,000 QAR
- 4,000,000 - 4,500,000 QAR
- 9,500,000 - 10,000,000 QAR
- 3,500,000 - 4,000,000 QAR
- 4,500,000 - 5,000,000 QAR



- The QAR 1.5 - 2 million purchase price band took top spot this quarter, in contrast with Q3, where the most popular price bracket was QAR 2 - 2.5 million.
- Interestingly, the QAR 4 - 4.5 million band moved up 1 place to take 7th spot generating twice as many views compared to its performance in Q3. We also saw for the first time, the QAR 9.5 - 10 million category enter the top 10 list, commanding over 3% of the property views. These findings are likely to indicate growing interest in the mid and luxury market segments, as the country rolls out its infrastructure expansion programme.

BUY - Price Bands

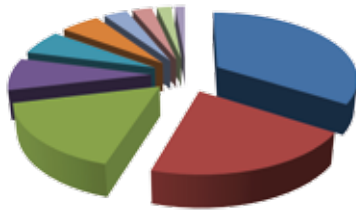
Property Views

1	1,500,000 - 2,000,000 QAR	18.15%
2	2,000,000 - 2,500,000 QAR	15.42%
3	2,500,000 - 3,000,000 QAR	13.94%
4	3,000,000 - 3,500,000 QAR	12.93%
5	10,000,000 QAR and more	11.84%
6	1,000,000 - 1,500,000 QAR	7.19%
7	4,000,000 - 4,500,000 QAR	4.82%
8	9,500,000 - 10,000,000 QAR	3.11%
9	3,500,000 - 4,000,000 QAR	3.01%
10	4,500,000 - 5,000,000 QAR	2.74%
11	5,000,000 - 5,500,000 QAR	1.52%
12	6,000,000 - 6,500,000 QAR	1.34%
13	6,500,000 - 7,000,000 QAR	0.91%
14	5,500,000 - 6,000,000 QAR	0.85%
15	9,000,000 - 9,500,000 QAR	0.72%
16	7,000,000 - 7,500,000 QAR	0.65%
17	8,000,000 - 8,500,000 QAR	0.27%
18	0 - 500,000 QAR	0.24%
19	7,500,000 - 8,000,000 QAR	0.24%
20	500,000 - 1,000,000 QAR	0.10%



QAR - Top 10 BUY Bedrooms by Property Views

- 2
- 3
- 1
- 4
- 6
- 5
- Studio
- 7+
- Others
- 7



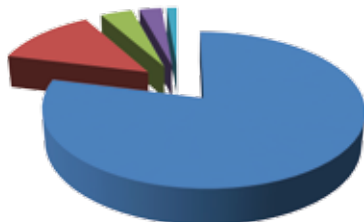
BUY - Bedrooms

Property Views

1	2	34.14%
2	3	20.61%
3	1	16.53%
4	4	7.78%
5	6	6.09%
6	5	5.38%
7	Studio	3.27%
8	7+	2.74%
9	Others	2.06%
10	7	1.40%

QAR - Top 10 BUY Property Types by Property Views

- Apartment
- Villa
- Townhouse
- Penthouse
- Compound
- Land
- Whole Building
- Hotel Apartments
- Duplex
- Bulk Sale Units



BUY - Property Types

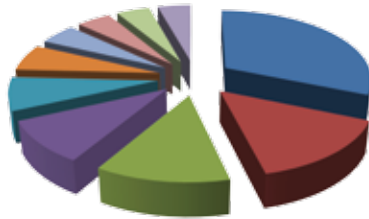
Property Views

1	Apartment	78.01%
2	Villa	12.74%
3	Townhouse	3.96%
4	Penthouse	2.82%
5	Compound	1.31%
6	Land	0.58%
7	Whole Building	0.25%
8	Hotel Apartments	0.16%
9	Duplex	0.11%
10	Bulk Sale Units	0.07%

- Whilst 2, 3 and 1 bedroom properties continued to dominate the rankings, the combined property views generated by these categories was 72% whilst their contribution in Q3 was 62%. Additionally, the 6 bedroom category made it to the top 5 for the first time, signs of an upward trend in property demand.
- Apartments remained most popularly searched even as townhouses moved up 2 places gaining over 2 percentage points compared to Q3.

QAR - Top 10 RENT Locations by Property Views

- The Pearl
- Abu Hamour
- West Bay
- Al Waab
- Al Sadd
- Ein Khaled
- Fereej Bin Mahmoud
- Al Gharrafa
- West Bay Lagoon
- Old Airport Road



- Whilst The Pearl, Abu Hamour, West Bay, Al Waab and Al Sadd remained the top 5 most searched locations to rent property in, their combined views stood at 41% – an increase of over 6 percentage points from Q1.
- The demand for villa communities such as Al Gharrafa also increased in Q4 as the community moved to 8th spot from the 12th position it enjoyed in Q3.

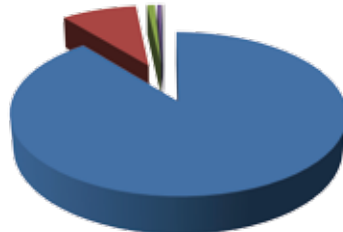
RENT - Location Search Terms

Property Views

1	The Pearl	21.91%
2	Abu Hamour	10.40%
3	West Bay	8.64%
4	Al Waab	6.72%
5	Al Sadd	5.34%
6	Ein Khaled	4.31%
7	Fereej Bin Mahmoud	3.40%
8	Al Gharrafa	3.13%
9	West Bay Lagoon	3.05%
10	Old Airport Road	3.01%
11	Mushaireb	2.71%
12	Muaitheer Area	2.20%
13	Al Mansoura	2.12%
14	Al Duhail	1.96%
15	Al Muntazah	1.89%
16	Fereej Abdul Aziz	1.83%
17	Al Najma	1.80%
18	Al Thumama	1.67%
19	Al Ghanim	1.64%
20	Madinat Khalifa	1.48%

QAR - Top 10 RENT Price Bands by Property Views

- 0 - 20,000 QAR
- 20,000 - 40,000 QAR
- 40,000 - 60,000 QAR
- 60,000 - 80,000 QAR
- 140,000 - 160,000 QAR
- 500,000 QAR and more
- 80,000 - 100,000 QAR
- 200,000 - 220,000 QAR
- 120,000 - 140,000 QAR
- 280,000 - 300,000 QAR



- The top 5 price bands remained the same quarter-on-quarter with QAR 0 - 20,000 being the most searched.
- In 10th place, however, was the QAR 280,000 - 300,000 band, providing further evidence of the burgeoning rental demand in Qatar over the course of 2013.

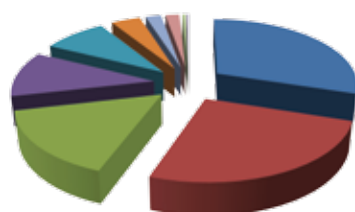
RENT - Price Bands

Property Views

1	0 - 20,000 QAR	89.17%
2	20,000 - 40,000 QAR	9.04%
3	40,000 - 60,000 QAR	1.02%
4	60,000 - 80,000 QAR	0.55%
5	140,000 - 160,000 QAR	0.04%
6	500,000 QAR and more	0.04%
7	80,000 - 100,000 QAR	0.03%
8	200,000 - 220,000 QAR	0.03%
9	120,000 - 140,000 QAR	0.03%
10	280,000 - 300,000 QAR	0.02%
11	100,000 - 120,000 QAR	0.01%
12	400,000 - 450,000 QAR	0.00%
13	260,000 - 280,000 QAR	0.00%
14	160,000 - 180,000 QAR	0.00%
15	240,000 - 260,000 QAR	0.00%
16	300,000 - 350,000 QAR	0.00%

QAR - Top 10 RENT Bedrooms by Property Views

- 2
- 3
- 1
- 4
- 5
- Studio
- Others
- Short-term & Hotel Apartments
- 7
- 7+



RENT - Bedrooms

Property Views

1	2	29.93%
2	3	25.60%
3	1	15.80%
4	4	11.01%
5	5	8.66%
6	Studio	3.99%
7	Others	2.17%
8	Short-term & Hotel Apartments	1.96%
9	7	0.50%
10	7+	0.31%



QAR - Top 10 RENT Property Types by Property Views

- Apartment
- Villa
- Compound
- Townhouse
- Hotel Apartments
- Duplex
- Penthouse
- Short-term & Hotel Apartments
- Whole Building
- Bulk Rent Units



RENT - Property Types

Property Views

	Property Types	Property Views
1	Apartment	63.22%
2	Villa	17.88%
3	Compound	14.65%
4	Townhouse	1.71%
5	Hotel Apartments	0.87%
6	Duplex	0.86%
7	Penthouse	0.47%
8	Short-term & Hotel Apartments	0.16%
9	Whole Building	0.13%
10	Bulk Rent Units	0.05%

- 2, 3 and 1 bedroom properties remained the most searched categories. However, the collective percentage views of these 3 categories was 72% – a clear increase from the 67 and 64 percentage points in Q3 and Q2, respectively.
- Apartments remained the most searched category amongst prospective renters, drawing over 63% of searches as compared to 54% in Q2 – an additional indicator of Qatar’s growing housing demand.

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About propertyfinder Group of online portals

Established in 2007, propertyfinder.ae, propertyfinder.qa, propertyfinder.eg, propertyfinder.com.lb and propertyfinder.bh are the leading group of property portals across the Middle East dedicated to creating the largest real estate community of buyers, sellers, renters, brokers and developers. Available in both English and Arabic, our websites provide visitors with comprehensive search facilities covering residential and commercial properties, real estate news, home advice and buying and selling guides, while agents enjoy access to the region's largest potential audience of property seekers.

Consumer experience is paramount in everything we do and this is reflected in the design, content and navigation of all our portals. Our current traffic statistics show us as a leader in the industry with 900,000 visits and 120,000 enquiries per month. Visits have grown by over 105% in the last 12 months and an impressive 298% in the last two years.

A winner of the 'Dubai SME 100' for the second consecutive cycle, the 2013 SMEinfo 'Online Business of the Year' and the Arabian Business Start-Up 'SME of the Year' titles and the 'Arabia Fast Growth 500' award in 2012 and with a presence in the UAE, Qatar, Egypt, Lebanon and Bahrain, the propertyfinder group is one of the fastest growing companies in the region. The Group aims to be in a total of nine countries, with a focus on the GCC and other parts of the Middle East in the coming months.

