



**MPM**  
Properties العقارية  
من مجموعة مصرف أبوظبي الإسلامي  
PART OF ADIB GROUP

# SHAPING STRATEGIES, ENHANCING VALUE



## ABOUT US

With over 20 years of local experience, MPM Properties is one of the UAE's leading real estate consultancy firms. We are proudly part of the Abu Dhabi Islamic Bank (ADIB) Group, a leading Islamic bank with a significant presence in the MENA region. Deeply rooted in the UAE market, we are dedicated to providing a full spectrum of Sharia-compliant professional property services.

Our team of over 145 professionals blends international expertise with an intimate understanding of local nuances, enabling us to create solutions tailored to your specific needs. We believe in a brighter way forward, and by combining innovative technology with our profound market knowledge, we uncover opportunities that lead to success for our clients.

Our commitment to ethical conduct, transparency, and client satisfaction sets us apart. We're more than just consultants; we're trusted advisors, guiding you through every stage of the property lifecycle. Whether you're an individual investor, a homeowner, a developer, or a multinational corporation, MPM Properties has the expertise and dedication to help you achieve your real estate goals.



## OUR ADVANTAGE

**180** Billion AED+  
Value of investments  
advised on

**100** Billion AED+  
Value of commercial &  
residential valuations

**200** Billion AED+  
Value of assets under  
management

**75** Billion AED+  
Value of developments  
advised on

**96%** Portfolio  
occupancy rate  
across UAE

**300** Thousand+  
Total lease transactions

**12** Million sqft  
Total area of real estate  
under management

**04** Offices  
across the UAE



# MPM Properties Advantage

MPM Properties offers a unique value proposition with expert advice covering the full property lifecycle and we have a strong desire to build a long-term strategic partnership with our clients.

## Stages of development

| Land Acquisition  | Project Concept  | Financing   | Development   | Daily Operation  | Sales & Leasing  | Asset Disposal  |
|---|--|---|---|--|--|---|
| <b>Valuation &amp; appraisals</b> <ul style="list-style-type: none"> <li>Pre-acquisition valuation of land</li> </ul> | <b>Investment advisory</b> <ul style="list-style-type: none"> <li>Identify investment partners</li> <li>Structuring of investment deal</li> <li>Testing various funding scenarios</li> </ul> | <b>Strategic consulting &amp; research</b> <ul style="list-style-type: none"> <li>Market intelligence &amp; actionable insights</li> <li>Data-driven strategies</li> <li>Expert guidance &amp; tailored solutions</li> <li>Sharia -complaint solutions</li> </ul> | <b>Project management consultancy</b> <ul style="list-style-type: none"> <li>Supervise &amp; monitoring pre-construction &amp; constructions</li> <li>Tendering sub-contractors</li> <li>Cost control &amp; accounting</li> <li>Engineering review &amp; scheduling</li> <li>Facility management</li> </ul> | <b>Property &amp; asset management</b> <ul style="list-style-type: none"> <li>Effectively market &amp; lease vacant units</li> <li>Physical &amp; technical maintenance of asset</li> <li>Dedicated Customer Service Centre</li> <li>Maintain tenant satisfaction</li> <li>Timely lease renewals</li> <li>Manage risk, takaful &amp; litigation</li> <li>Property value preservation &amp; maximization</li> </ul> | <b>Agency (sales &amp; leasing)</b> <ul style="list-style-type: none"> <li>Launch strategy</li> <li>Project launch handling</li> <li>Project marketing event</li> <li>Leasing</li> </ul> | <b>Valuation &amp; investment advisory</b> <ul style="list-style-type: none"> <li>Pre-sale valuation</li> <li>Asset disposal via investor sale</li> </ul> |



## Valuations & Appraisals

Our team of seasoned accredited professionals, equipped with extensive market knowledge and industry-leading methodologies, provides meticulous assessments of your real estate assets. We have valued more than AED 100 billion combined market value of properties, showcasing our experience in the market. We provide comprehensive Red Book property valuation services in strict accordance with the standards set by the Royal Institution of Chartered Surveyors (RICS) and the International Valuation Standards Council (IVSC). We further comply with all local valuation standards including those set by the Abu Dhabi and Dubai Municipality.

Our MRICS qualified Chartered Surveyors commit to upholding regulatory requirements and international standards ensuring the utmost reliability and transparency in our valuations, empowering you to confidently navigate acquisitions, disposals, financing, and portfolio management. Highly regarded for our accuracy, reliability, and market insight, we take great pride in delivering a level of service that consistently exceeds expectations.

### Purpose of valuation:

- Finance security
- Mergers and acquisitions
- Internal accounting
- Year-end accounting
- Inheritance
- Proof of assets
- Due diligence
- Financial reporting
- Takaful
- Transaction support

### Assets we value:

- Land
- Residential
- Office
- Industrial
- Hospitality
- Retail – Shopping Centre Portfolios
- Agricultural
- Government assets

**Ali Shibeeb, MRICS**  
Head of Valuations & Advisory

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## Strategic Consulting & Research

Our team of RICS accredited experts draw upon internationally recognized research methodologies and data analysis techniques to provide you with the most accurate and relevant information. Leveraging on over 20 years of experience in consulting and research, we empower our clients to make informed decisions and implement effective real estate strategies that drive success.

We provide tailored solutions to a wide range of public and private sector clients, addressing the challenges of an ever-evolving real estate market. With a diverse team from financial institutions, architectural services, real estate development and investment background, we offer a comprehensive array of services, delving into market analysis, identifying emerging trends, and providing actionable insights.

### Services include:

- Tailored market and research studies
- Highest and best use studies
- Development and phasing planning
- Feasibility studies
- Project concept critique & Positioning Strategies
- Master plan review and validation
- Design Reviews
- Shopping Centre & Mall Development
- Tenant mix recommendations & Agency Strategies
- Investment strategies & acquisition advisory
- Portfolio optimisation exercises

**Ridhwan Radzi, MRICS**  
Manager, Strategic Consulting

**Shazyah Rehman, B.Arch, MBA**  
Manager, Research

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# MPM Connects

## Market Intelligence with Research, Transforming Data into Strategy

At the core of our services lies a wealth of knowledge, derived from both extensive experience and thorough research. Our dedicated research team collaborates with seasoned professionals to provide timely, accurate, and relevant market intelligence, empowering clients to make well-informed business decisions.

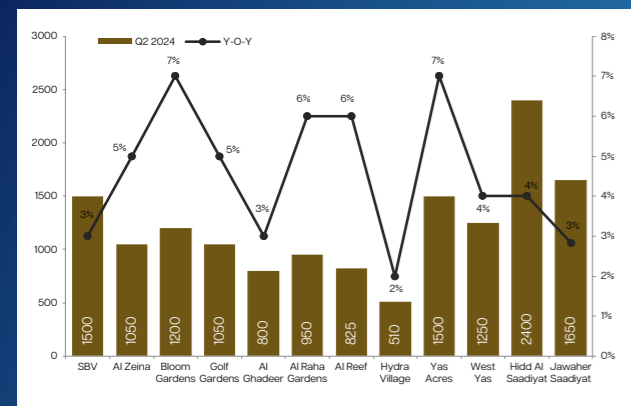


data, we generate insights into market performance, underlying conditions, and directional trends.

Our team of experts works closely with clients to understand their unique business needs and deliver tailored market research solutions that consider all relevant factors. Our services are designed to equip you with the insights and data necessary to make informed decisions.



MPM Properties recognizes the importance of staying ahead in today's dynamic business environment. That's why MPM Research offers comprehensive market studies, assessments, and research to help businesses maintain a competitive edge.



We offer extensive support across all real estate sectors, from data collection to detailed market analysis. Our in-house database is rich with comprehensive information on various real estate assets, including supply, demand, transactions, and market trends for sales and rents. By leveraging this

Our research team also publishes forward-looking thought leadership on major industry trends. We combine proprietary data from our regional offices with insights from our market professionals and experienced research team. While numbers provide crucial information, data can be misleading without proper context. MPM Properties helps our clients understand trends to capitalize on the evolving nature of real estate.

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The MPM research team has the advantage of maintaining internal market data for over a decade. Additionally, our team has been producing quarterly market reports for the past 10 years.

### PROPERTY FOCUS

Area Performance Snapshot

RESEARCH WITH MARKET INTELLIGENCE

## AL REEM ISLAND

Existing Residential Apartment Units

above 26 K

Under Construction Residential Apartment Units

around 2.8 K

| Transactions                    | 2023    | 2024   | % CHANGE |
|---------------------------------|---------|--------|----------|
| SALES VALUE (AED)               | 643.6 M | 1.2 B  | 48% ▲    |
| SALES VOLUME                    | 539     | 1,027  |          |
| NEW RENTAL CONTRACTS Registered | 3,280   | 2,825  | 16% ▼    |
| Average SALES Price (AED/sqm)   | 11,500  | 11,700 | 03% ▲    |

% Sales Transactions by unit Type  
JAN - MAY 2024

% New Rent Registration by unit Type  
JAN - MAY 2024

## Why Choose Us?

In the dynamic world of UAE real estate, informed decisions are paramount to success. MPM Properties is dedicated to empowering our clients with the knowledge and insights they need to navigate this complex landscape.

We provide objective and data-driven advisory services across a comprehensive range of asset classes, encompassing residential, commercial, retail, and industrial properties.

- Residential
- Offices
- Retail
- Industrial
- Hospitality
- Education
- Healthcare



## Project Management Consultancy

Our experienced team members and qualified engineers provide a commitment to quality and innovation. With a deep understanding of the region's dynamic property landscape, we provide end-to-end project management solutions, including strategic planning, development & design reviews, risk assessment, resource & cost optimization, tendering & selection solutions and quality assurance.

We ensure that projects are delivered seamlessly, aligning with industry best practices to achieve efficiency, cost-effectiveness, and superior quality with highly skilled professionals located across Abu Dhabi, Al Ain, Dubai, and Sharjah. We are the exclusive service provider for **Federal Tax Authority (FTA) VAT verification** services for new UAE national new residences and the **Sheikh Zayed Housing Program (SZHP)** for houses financed by ADIB, third party Escrow engineering services consultant for **Abu Dhabi Real Estate Centre (ADREC) and Abu Dhabi Global Market (ADGM)**. Our project management key services also include construction project management on developments funded by the **Department of Finance (DOF)**. This emphasizes our wealth of expertise that drives smarter investment decisions and sustainable growth in the ever-evolving UAE property market.

### Project Management Services

Our qualified expert teams from development, consultant and construction backgrounds meticulously manage planning, budgeting, construction, and handover, prioritizing timely delivery, cost control, and adherence to the highest quality standards. Our commitment to effective communication and stakeholder management ensures a collaborative and successful project journey.

### VAT Verification Services

Our team specialize in providing comprehensive VAT verification services tailored to meet the needs of both the Federal Tax Authority (FTA) and homeowners. Our expert team is dedicated to ensuring that you receive accurate assessments for VAT refund application eligibility and the correct refund amounts.

Our VAT verification services include:

- VAT refund for new homes for citizens
- VAT refund for Mosques

## Building Surveying & Engineering Services

Our building survey and engineering services are designed to support property owners, investors, and developers with in-depth assessments, including as-built surveys, condition reports, project monitoring, pre-acquisition due diligence, partitioning, project management of small works and dilapidation studies. By integrating advanced methodologies and market insights, we help clients safeguard their assets, enhance property value, and maintain compliance with regulatory standards, ensuring long-term sustainability and operational excellence.

Our building surveying & engineering services include:

- Escrow Account Management
- Property Condition Assessment Report
- Contractor Technical Capability
- Engineering services for finance entities payment verification
- Project Management of Fitouts and Occupier Delivery Services
- Renovation Management Oversight
- Tenant Coordination Services

### Arram Zuhud

Head of Project Management Consultancy

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**Building surveying & Engineering**  
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**VAT Verification**  
[fteam@mpmproperties.ae](mailto:fteam@mpmproperties.ae)



## Property & Asset Management

We manage one of the largest Abu Dhabi mainland property portfolios with over AED 200 billion value of total assets under management. Our experienced property and asset management teams support institutional and private owners to enhance the value of assets through our proactive services. Our approach aligns with globally recognized best practices, such as those outlined by the Institute of Real Estate Management (IREM) and the British Institute of Facilities Management (BIFM).

We focus on a disciplined approach in providing service excellence in managing real estate at every stage of the property life cycle, from single building to portfolio management to ensure we improve the profitability of your investments and long-term value while reducing operating costs and risk. Our adoption of smart technologies and established customer relationship management platforms ensures customer satisfaction and efficient property operations, contributing to the overall success of your investments.

### Our property & asset management services include:

- Property management
- Portfolio account management
- Facilities review and management consulting
- Asset enhancement
- Community management
- Lease compliance & administration
- Accounting & reporting
- Tenant & landlord liaison
- Facility management services
- Health and safety compliance
- Contract & vendor management
- Collection & control of rent and service charges
- Building regulations compliance & monitoring
- Building services & systems
- Dedicated Customer Service Centre
- Maintenance
- Benchmarking services
- Energy management
- Space planning

**Jubran Al Hashemi**  
Head of Property Management

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## Agency (Sales & Leasing)

Our experienced team of project marketing specialists offer bespoke services for all our clients' real estate marketing needs. Our seasoned professionals leverage their extensive market knowledge and negotiation expertise to navigate the complexities of real estate transactions underlined by more than 300,000 total lease transactions which we have carried out.

We adhere to the shari'a principles, highest ethical standards and industry best practices, ensuring transparency and fairness throughout the process. With our in-house Marketing Teams and Agency teams we can handle all aspects of a project launch from strategic planning stages through to handover and payment administration with an objective to maximize your returns.

### Our agency services include:

- Comprehensive marketing strategy during pre-launch
- Launch and post-launch
- Marketing strategy implementation
- Lead brokerage – sales and leasing
- Leasing & sales
- Exclusive marketing events
- End to end transaction management

**Ali Al Qudah**  
Head of Leasing

**Nart Yahya**  
Head of Sales

**Latifa Fouz**  
Marketing Manager

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## Who we work with

- **Governmental Bodies:** Collaborating with government entities to facilitate efficient and effective real estate solutions that serve the public interest.
- **Prominent Real Estate Developers:** Partnering with leading developers to shape the future of the UAE's skyline through innovative and sustainable projects.
- **Financial Institutions:** Working alongside banks and financial institutions to navigate the complexities of real estate financing and investment.
- **Individual & Corporate Occupiers:** Assisting individual tenants and home buyers, as well as corporate tenants, in finding the perfect properties to suit their needs.
- **Institutional & Individual Investors:** Guiding institutional and individual real estate investors in making sound investment decisions and maximizing returns.
- **Small & Medium Enterprises:** Supporting the growth and development of small and medium businesses through tailored real estate solutions.

## Key Clients

MPM Properties has an unmatched record for successfully partnering with clients operating in a broad range of public and private sectors, including:



\* This is just a glimpse—a snapshot of the valued clients we've had the privilege to work with. Our full client base is as dynamic and diverse as the solutions we deliver.

# A Collaborative Team

Providing our integrated services

## Contact Us

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Properties المقارية  
PART OF ADIB GROUP من مجموعة مصرف أبوظبي الإسلامي

**Abu Dhabi**

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Al Bateen Area

**Al Ain**

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Branch, Oud Touba street

**Dubai**

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Al Barsha 1

**Sharjah**

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AL Khan Area



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