

## ABOUT

# REAL ESTATE X

Real Estate X is a leading specialist consulting practice with a team providing decades of real estate experience within the UAE.

The team at Real Estate X has successfully delivered advice to all types of stakeholders on over 110,000 keys, equivalent to over 50% of the current UAE inventory. This includes:

- › Valuation advice on over 80,000 keys in Dubai.
- › Advice provided on over 70% of all luxury keys operating in Abu Dhabi.
- › Over 15,000 keys valued in the midscale and economy classes
- › Highest single ticket asset in excess of AED 4.5bn

We would be pleased to assist with any real estate requirement, please feel free to get in touch to see how we can help you.



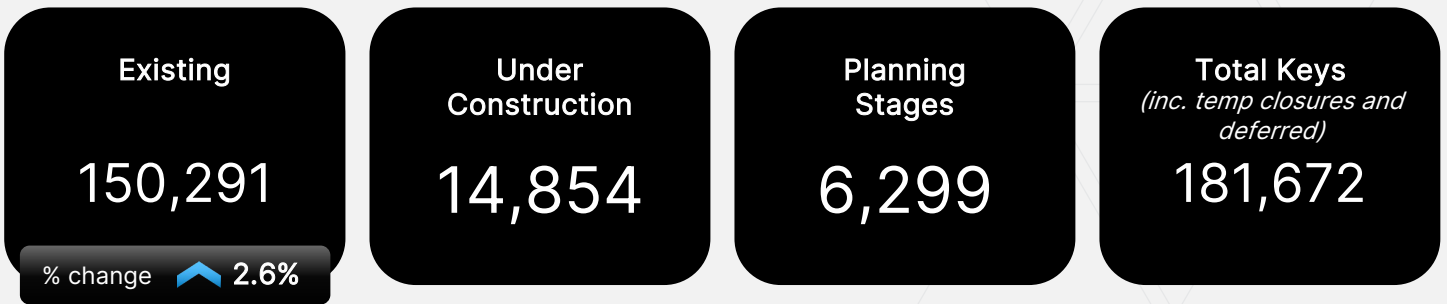
Dan Harrison MRICS  
Co-Founder / Partner

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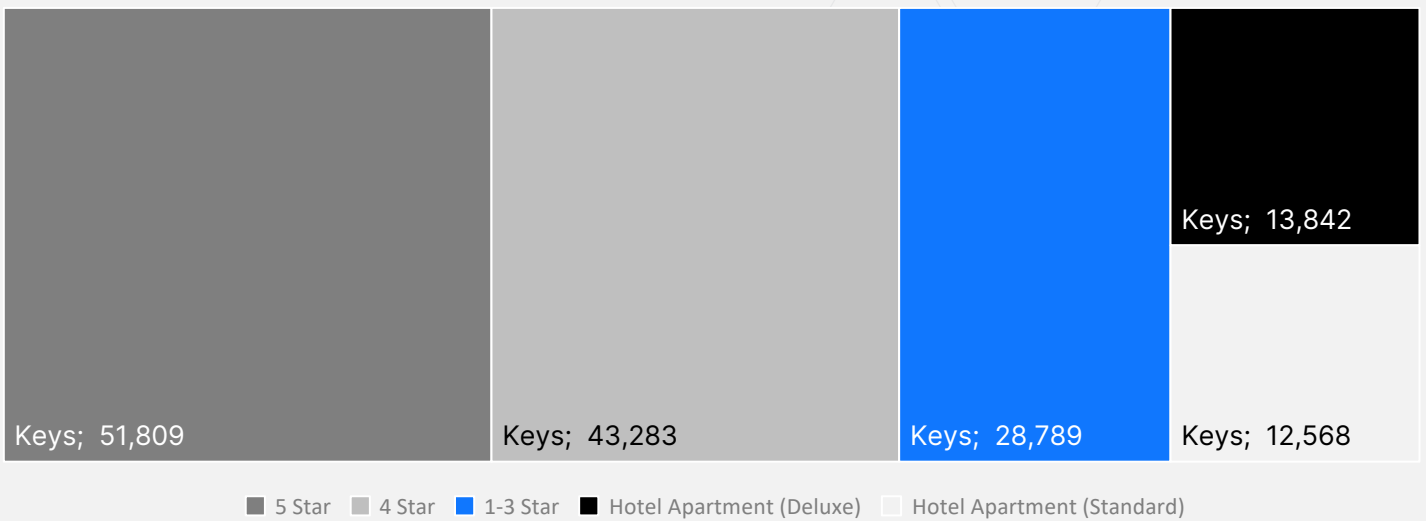
E: dan@realestate-x.com

# DUBAI HOSPITALITY SUPPLY

## Key count statistics

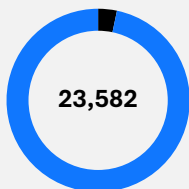


## Current room inventory by classification

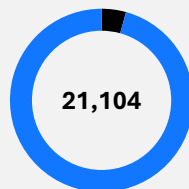


## Current room inventory by submarket

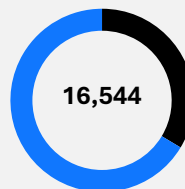
Deira Centre & Deira Creek



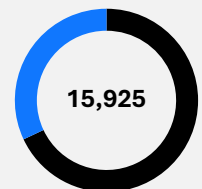
Al Barsha/Media City/TECOM



Downtown & Business Bay



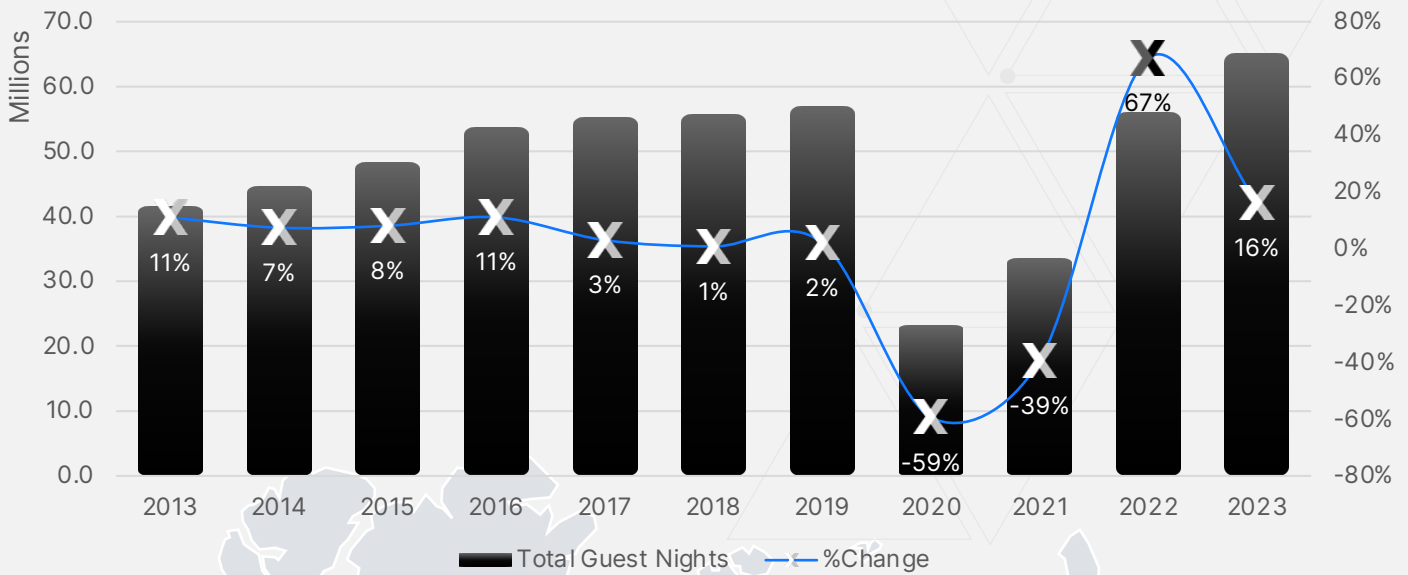
Jumeirah Palm & Beaches



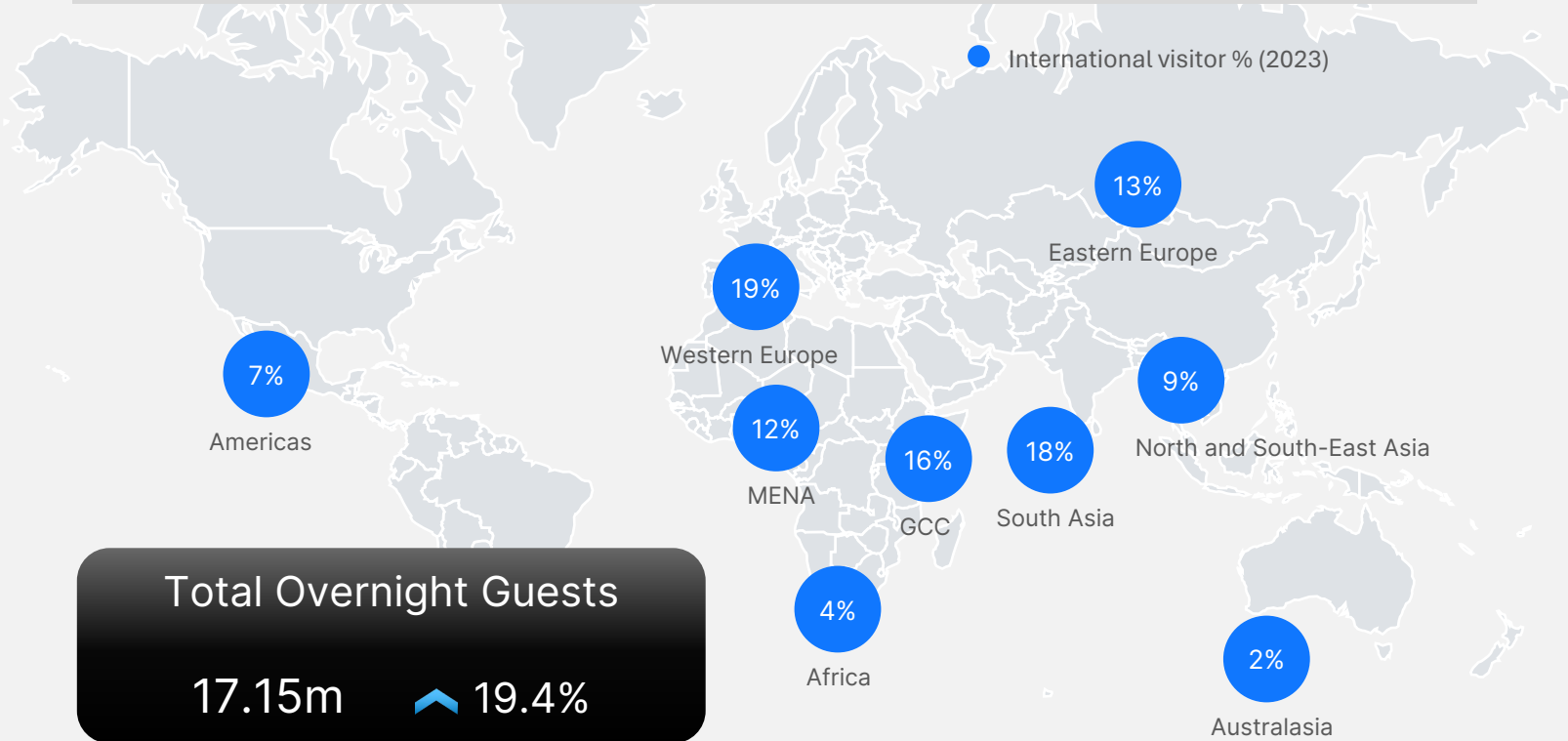
● Highlights the percentage of supply within the submarket being of a luxury class

# DUBAI HOSPITALITY DEMAND

## Dubai Guest Nights

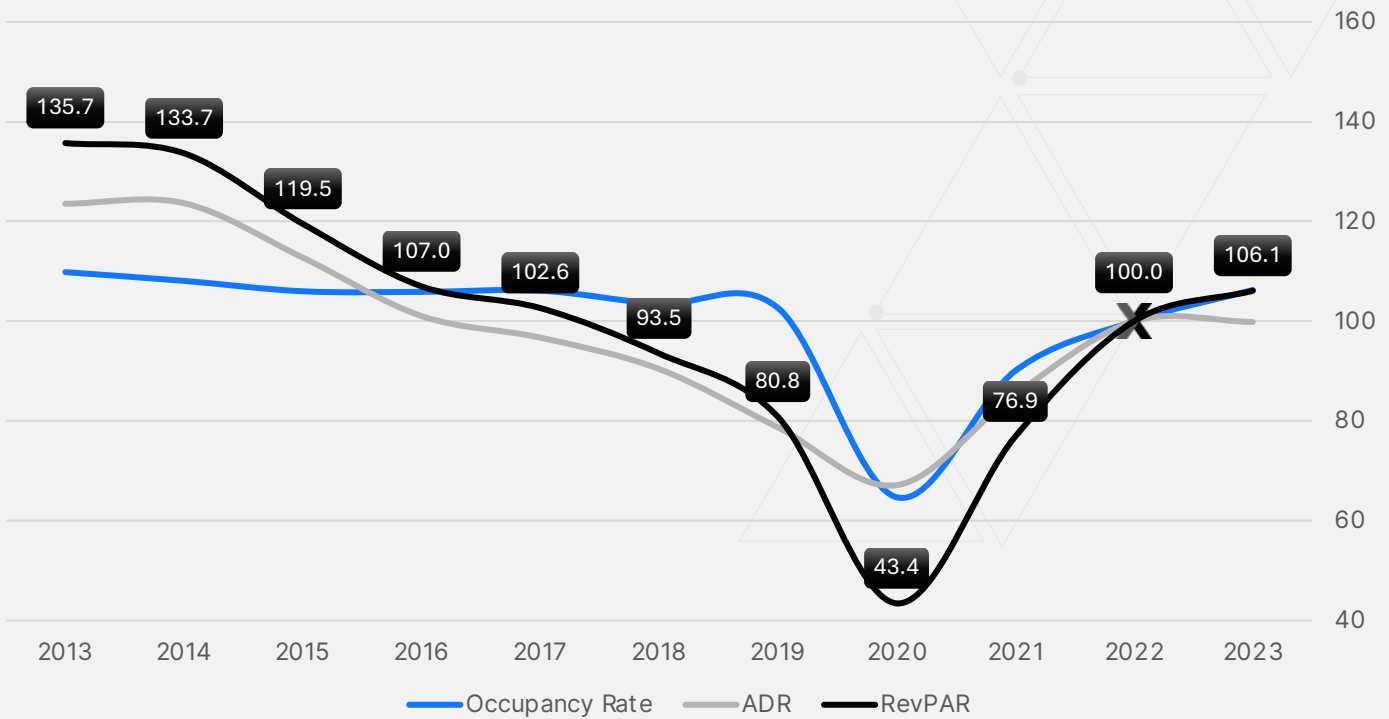


## Dubai International Visitors by region



# DUBAI HOSPITALITY PERFORMANCE

Dubai rooms revenue indexed to 2022



A decade of performance shown, indexed by 2022 where the Dubai market achieved an average occupancy of 72.9% and an ADR of AED 693. During 2023 achieving an occupancy of 77.4% and ADR of AED 692.

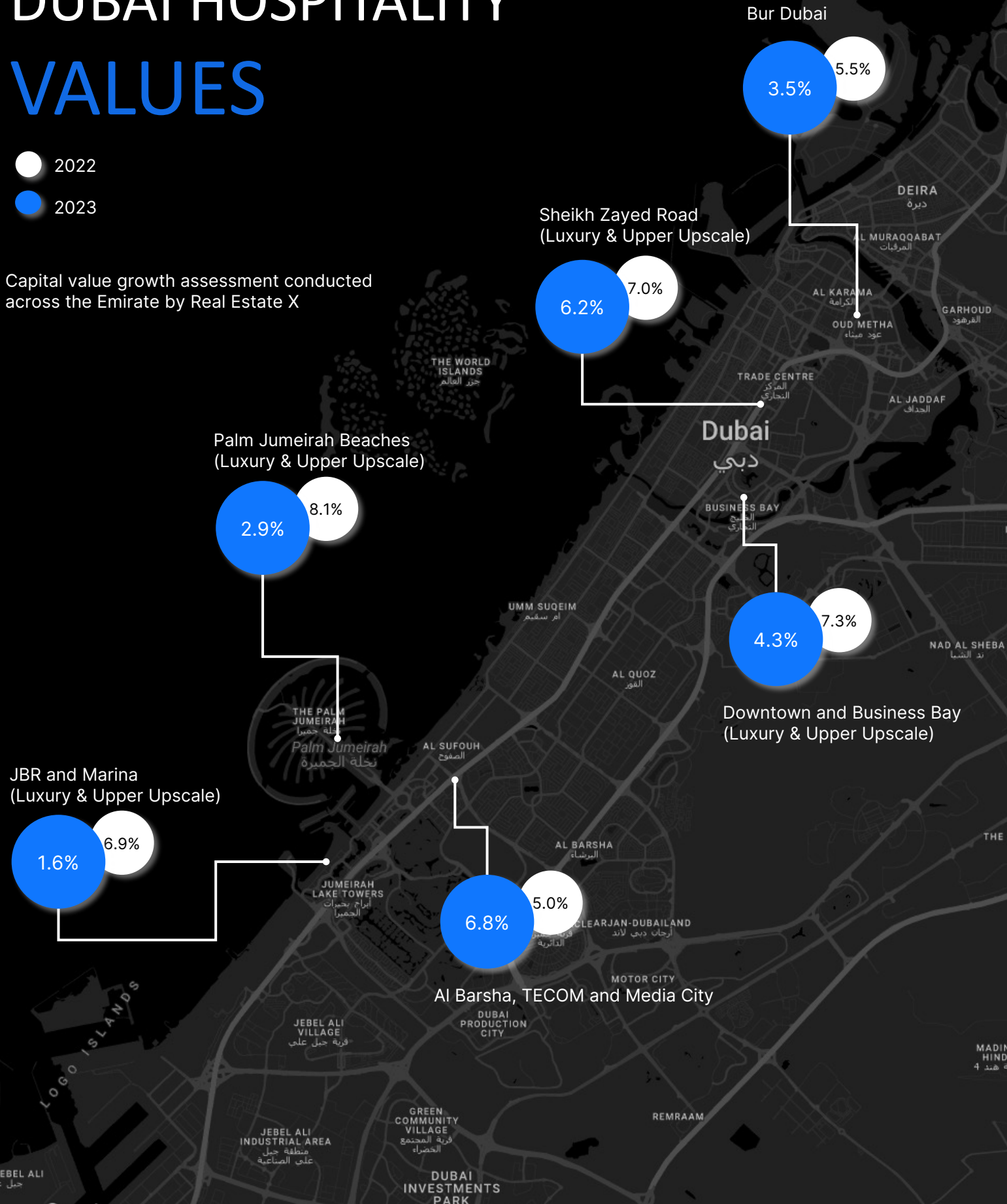
## Key Performance Indicators

<p>Rooms Profit</p> <p><b>81%</b></p> <p>% change <span style="color: blue;">▼</span> 0.8%</p>	<p>Gross Operating Income</p> <p><b>66%</b></p> <p>% change <span style="color: blue;">▼</span> 1.0%</p>	<p>Undistributed Costs</p> <p><b>23%</b></p> <p>% change <span style="color: blue;">▲</span> 0.4%</p>	<p>Gross Operating Profit</p> <p><b>43%</b></p> <p>% change <span style="color: blue;">▼</span> 1.4%</p>
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## DUBAI HOSPITALITY VALUES



Capital value growth assessment conducted across the Emirate by Real Estate X



# DUBAI HOSPITALITY

# METHODOLOGY

Capital value growth assessments are conducted across the Emirate using municipality statistics, STR, HOTSTATS and Real Estate X - Discovery data. This work is based on secondary market research and analysis of financial information available to Real Estate X at the time of the assessment. Real Estate X uses actual operating data to determine percentage changes in EBITDA, less FF&E from period to period with the assessment date being the 31 December of each period. Coupled with transactional evidence and forward-looking assumptions that reflect expectations of the market, we assess any changes in perceived value.

Real Estate X gathers its data from sources it considers reliable; however, it does not guarantee the accuracy or completeness of the information provided. Any forward-looking information and statements contained herein are subject to various risks and uncertainties, many of which are difficult to predict and could cause actual performance to differ, other firms may also have differing opinions, projections or analysis. The information and analysis herein do not constitute advice of any kind and should not be used for investment purposes, Real Estate X, nor any of its subsidiaries or their respective officers, directors, shareholders, employees or agents accept any responsibility or liability with respect to the use of or reliance on any information or analysis contained in this document.

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