

# DEVELOPERS NEWS

UAE

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## THE PIONEER OF WELLNESS LIVING

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Designing homes where body, mind,  
soul, and financial wellbeing are in  
perfect balance

### Mohammed Al Sheikh

Chief Executive Officer

**JAD GLOBAL**  
REAL ESTATE DEVELOPMENT

#### **Featured Report by Tariq Ramadan**

UAE Property Market: From Uncertainty to  
Opportunity

#### **Top 10 Developers 2026**

Report by leading research and data  
analytics portal DXB INTERACT

## Greetings from Dubai,

This special edition of Developers News Magazine (DNM) arrives at a time marked by regional tensions and global market uncertainty yet it stands as a testament to the enduring resilience of the UAE's property sector.

We are honoured to present an exclusive interview with Mr. Mohammed Al Shaikh, CEO of JAD Global Real Estate Development, who shares his perspective on current market dynamics, as well as the strategic vision and philosophy shaping his company's developments.



In this issue, we also feature a comprehensive overview of Q1 2026 performance reports across multiple emirates, all indicating sustained growth, positive investor sentiment, and continued market confidence.

Our editorial coverage further delves into the UAE's high-end property segment, while the Alternative Investments section highlights emerging opportunities in real estate funds, REITs, and fractional ownership models reflecting the sector's ongoing evolution and diversification.

Additionally, we are pleased to present a curated selection of new project launches from March and April 2026, alongside the Dubai Residential Project Launch Tracker by REIDIN, offering valuable insights into current development activity.

We trust this edition delivers both depth and relevance. As always, your feedback remains invaluable as we continue to refine and elevate our editorial platform.

Warm regards,

## TARIQ RAMADAN

**Editor-in-Chief**  
**Developers News Magazine**

# TABLE OF CONTENT

## 03 Interview with Mr. Mohammed Al Sheikh

CEO, JAD Global Real Estate Development

## 09 Featured Report

UAE Property Market: From Uncertainty to Opportunity

17 Top 10 Property Developers in Dubai 2026

## 19 Featured Project

Aldar Launches the First Phase of Yas Park Place, Bringing a New Collection of Homes to the Heart of Yas Island

## 23 Market Insights

UAE real estate market remains resilient despite regional disruptions

27 Harbor Real Estate releases Q1 2026 Dubai market report

29 Abu Dhabi Real Estate Centre reports 160.7% growth in transactions in Q1 2026

32 Sharjah real estate increases by 40.7% reaching AED18.5 billion in Q1

34 Ajman records highest value property sale at \$50.40mln

## 35 Luxury Properties

UAE Soars as Global Leader in Luxury Branded Residence, Fueled by Wealth Migration and Record Growth

38 Branded residences surge across the Middle East as Dubai and the wider Gulf lead global growth, Savills finds

40 Arada records AED92.5mln sale at Armani Beach Residences at Palm Jumeirah

42 Developer reveals four ultra-luxury waterfront mansions and 110 luxury apartments secured at Ritz-Carlton Residences

## 44 Investor Tips

Why Some Property Investors Fail in Dubai Even When the Market Is Booming

48 Waterfront Dominion: Why the Wise Investor Ought to Favour the UAE's Finest Coastal Addresses

## 51 Alternative Investments

Why REITs and Property Funds Are the Next Step for UAE Investors

54 Dubai's Jointly Owned Property Investing Explained

## 56 International Properties

TRUMP TOWER TBILISI : Introducing Tbilisi's New Landmark for Global Luxury Living

## 59 Events and Training

How an AI-based app is Retraining Real Estate Sales Teams in the Gulf. Interview with Leyla Baymaganbetova, CEO and Founder of Klaster

## 62 New Project Tracker

Dubai Residential Project Launch Tracker by Reidin

## 65 New Projects



# COVER INTERVIEW

**Mohammed Al Sheikh,**  
Chief Executive Officer,  
JAD Global Real Estate Development



It is with great pleasure that we feature a leading figure in the real estate development world for our cover page interview. Mr. Mohammed Al Sheikh is the CEO and Partner of JAD Global, bringing a visionary approach to real estate development shaped by deep market foresight and a long-term value creation mindset. An accomplished entrepreneur and investor, he leads the company's strategic direction with clarity, conviction, and disciplined execution.

With a diversified portfolio spanning real estate, agriculture, and fintech, Mohammad has developed a reputation for identifying emerging opportunities and building sustainable, high-value ventures. His leadership is defined by decisive strategy, strong partnerships, and an unwavering commitment to excellence across every stage of development.

At JAD Global, Mohammad drives the company's growth agenda, guiding investment strategy, project positioning, and long-term expansion. His focus on thoughtful

development and enduring value continues to shape the company's reputation as a forward-thinking developer delivering meaningful, future-ready communities.

**1. Before we delve into your company's journey, how would you assess the current state of the real estate market amid ongoing regional tensions? More importantly, how is JAD Global navigating these dynamics to safeguard its projects and maintain momentum?**

Despite regional tensions, Dubai's real estate market continues to demonstrate remarkable resilience. In fact, the first quarter of 2026 recorded AED 252 billion in real estate transactions, representing a 31% year-on-year increase in value and reinforcing confidence among global investors, showing us the strength of Dubai's economic fundamentals. Smart investors recognize that markets built on strong governance, transparency, and long-term planning remain stable even in times of uncertainty.

At JAD Global, our strategy has always been rooted in trust and delivery. We believe deeply in the UAE's leadership, its forward-thinking policies, and its proven ability to maintain economic stability during periods of regional uncertainty. That belief is reflected in our continued execution. We have moved forward with the groundbreaking of JAD288 in Jumeirah Garden City, progressed discussions with Awqaf for future collaborations, and maintained strong on-site momentum across 171 Garden Heights and Wadi 645.

Rather than slowing down, we have focused on honoring our commitments to customers and investors. Momentum, in our view, is built through consistency, transparency, and execution. That is what ultimately protects projects and builds lasting confidence in the market.

## **2. Take us inside JAD Global. What is the vision that drives the company, and how do you define its long-term ambition and guiding philosophy?**

At JAD Global, our vision is built upon four interconnected pillars: mind, body, soul, and financial wellbeing. These principles

shape every decision we make, from land acquisition to architectural design, from material selection to the lifestyle experiences we create for residents.

We believe that wellbeing should never be viewed in isolation. A home must support mental clarity, physical health, emotional comfort, and financial security. That is why our philosophy extends beyond the built environment to include every stakeholder connected to our developments, including residents, investors, partners, and the wider community.

Our long-term ambition is centered on longevity. We design spaces that enhance daily life, but we also design assets that sustain value over time. Wellness-driven design is not only beneficial to residents' lifestyles, but it also strengthens investment resilience. A thoughtfully designed home that prioritizes comfort, efficiency, and wellbeing is more likely to maintain long-term value. Ultimately, our philosophy is simple: when people live better, investments perform better. That balance defines our long-term direction.



JAD288, Jumeirah Garden City, Leisure Pool

**3. Dubai's real estate sector is fiercely competitive. What sets your brand apart, and how do you carve out a distinct identity in such a crowded landscape?**

What distinguishes JAD Global is our identity as Dubai's first wellness-led developer. From the outset, we chose not to compete on luxury alone, but to redefine luxury through wellbeing. Every development we create integrates the philosophy of neuro-architecture, which considers how environments influence human behavior and wellbeing. This includes elements such as optimized light orientation, support for natural circadian rhythms, medical-grade air filtration, and spatial layouts that encourage calm, comfort, and functionality.

Globally, we are witnessing a shift in how people evaluate real estate. Following the global health crisis, wellness has moved from being a lifestyle preference to becoming a fundamental requirement. Residents are prioritizing healthier indoor environments, better air quality, and spaces that support mental clarity and physical health. We believe

wellness-driven real estate represents the future of the industry, not only in the UAE but worldwide. Our role is not simply to follow this trend but to lead it.

**4. You have successfully launched four projects to date. Could you walk us through these developments and the thinking behind each one?**

Each of our developments reflects a distinct lifestyle philosophy while remaining aligned with our broader wellness-driven approach.

J188 in Al Jaddaf represents boutique urban living at its finest. Positioned to capture dual views of Downtown Dubai and Dubai Creek, the development was carefully designed to maximize visual connectivity with the surrounding skyline and waterfront. Every residence benefits from thoughtfully oriented layouts that enhance natural light and optimize views. The goal was to create an exclusive living environment where residents feel connected to both the vibrancy of the city and the tranquility of water and skyline landscapes.



JAD288 in Jumeirah Garden City introduces the concept of multi-family community living. This development emphasizes shared experiences, featuring multiple pools and intergenerational amenities that support both young families and mature residents. It is designed not just as a residential building but as a micro-community within a larger urban framework, offering proximity to central Dubai while maintaining a strong sense of belonging.

Wadi 645 embraces green living and what we refer to as the “white canvas” philosophy. This project encourages residents to personalize their spaces while enjoying environments that emphasize greenery, openness, and natural harmony.

171 Garden Heights focuses on central, boutique living. Located in a strategically connected area, it combines urban convenience with thoughtfully scaled design. The emphasis here is intimacy, accessibility, and refined city living.

Across all projects, the guiding principle remains consistent, which is to maximize quality of life while strengthening long-term investment value.

## 5. Dubai’s property market continues to break records, with 2025 marking a peak year and strong performance carrying into early 2026. In your view, what are the core forces sustaining this growth?

Dubai’s growth is driven by ambition, clarity of vision, and disciplined execution. The Dubai 2040 Urban Master Plan has provided a long-term framework that supports population growth, infrastructure expansion, and economic diversification.

Another defining factor is Dubai’s global competitiveness. Compared to major international cities, the price per square foot remains attractive, particularly when measured against the city’s safety, lifestyle offerings, infrastructure, and connectivity.

Dubai also continues to attract investors from a wide range of industries and regions. This influx of global talent and capital creates sustained demand across residential, commercial, and mixed-use developments.

In many ways, Dubai has positioned itself as a global hub for both lifestyle and investment. That dual identity is what continues to fuel market growth.



**6. Looking ahead, how do you see the market evolving over the next three years? What trends or shifts should stakeholders be paying close attention to?**

Over the next three years, we anticipate a stronger shift toward quality-driven development rather than purely brand-driven projects.

Wellness will become a defining factor in residential design. Buyers will look beyond aesthetics and brand labels and instead focus on how a home supports daily living. Factors such as air quality, lighting, spatial efficiency, and community design will become increasingly important.

We also expect demand to concentrate around developments that offer long-term lifestyle sustainability. Investors and residents will prioritize spaces that remain desirable over time, rather than projects that rely solely on short-term visual appeal.



**7. In light of regional uncertainty, what advice would you offer both investors and end-users? What key considerations should guide a well-informed and strategic property decision today?**

For investors, timing and perspective are essential. Dubai has consistently demonstrated its ability to recover and grow following global and regional disruptions. Experienced investors understand that long-term markets reward patience and strategic decision-making.

For end-users, the focus should be on lifestyle value. A home should support health, comfort, and daily functionality. Investing in a property that enhances wellbeing ultimately delivers both emotional and financial returns.

Across both audiences, the guiding principle should be long-term thinking. Consider how people will live in the space, how demand will evolve, and how the property will maintain relevance in future years. Well-informed decisions are always grounded in durability and desirability.

**Read full report on [www.DevelopersNewsMagazine.com](http://www.DevelopersNewsMagazine.com)**



**FEATURED  
REPORT**

# UAE PROPERTY MARKET: FROM UNCERTAINTY TO OPPORTUNITY

By Mr. Tariq Ramadan



Since establishing my real estate development and investment management company in 2006, I have witnessed a series of global and regional disruptions that have tested the UAE's property market particularly in Dubai. From the global financial crisis of 2008 to the oil price downturn in 2014, through the COVID-19 pandemic, and most recently the ongoing regional geopolitical tensions, each cycle has challenged market stability.

Yet, what consistently stands out is the sector's resilience and its capacity for swift and robust recovery. With every rebound, the market emerges stronger underpinned by enhanced regulatory frameworks, improved financial discipline among developers, and greater protections for investors. These structural advancements have played a critical role in reinforcing confidence and long-term sustainability.

Despite the recent regional tensions and their temporary impact on transaction volumes – particularly in March – the UAE

property market has delivered a strong performance in the first quarter of 2026. Both sales transactions and overall volumes have recorded growth, while property prices have remained stable. This stability reflects a notable level of elasticity and confidence among both investors and developers.

Importantly, periods of uncertainty have historically created compelling entry points for long-term investors. Today is no exception. Developers across the market are introducing a range of incentives to attract buyers and sustain momentum. These include guaranteed returns on investment, extended and flexible payment plans, service charge waivers, Dubai Land Department fee exemptions, and even value-added incentives such as luxury car offerings.

In this report, we explore key insights and perspectives from leading developers and industry experts, all of whom reaffirm strong confidence in the UAE real estate market and its continued growth trajectory.



Mr. Moafaq Ahmed Al Gaddah  
Chairman and Founder of MAG Holding Group

**Mr. Moafaq Ahmed Al Gaddah, Chairman and Founder of MAG Holding Group,** revealed that total sales across MAG’s projects in Q1 2026 approached AED 1 billion – an indicator of robust demand and sustained sectoral growth. He noted that the UAE real estate market is transitioning into a more mature and stable phase, underpinned by strong economic fundamentals and reinforced by the country’s visionary leadership. Growing confidence from both local and international investors, coupled with the market’s proven ability to adapt to global economic shifts, continues to position the UAE as a compelling destination for medium- and long-term investment.

**Rizwan Sajan,  
Chairman of Danube Properties,**

emphasized that Dubai’s real estate market has maintained remarkable stability during Q1 2026 despite global uncertainties. He attributed this resilience to strong fundamentals, proactive regulation, and forward-looking leadership. Sustained investor confidence, alongside Dubai’s world-class infrastructure, high-quality lifestyle, advanced healthcare, and attractive tax environment, continues to reinforce its status as a preferred global investment hub.



Mr. Rizwan Sajan  
Founder and Chairman of Danube Group



Mr. Satish Sanpal  
Founder and Chairperson of ANAX Holding

### Mr. Satish Sanpal,

**Founder and Chairperson of ANAX Holding,** highlighted that the sector's resilience is once again evident in Q1 performance. Supported by population growth, investor-friendly policies, and sustained demand for high-quality developments, Dubai continues to strengthen its global positioning. He also pointed to key advantages such as tax efficiency, strong rental yields, and long-term residency initiatives like the Golden Visa, which collectively enhance investor confidence. In his view, periods of uncertainty present strategic entry points for investors seeking stable returns and long-term wealth creation.



Mr. Farhad Azizi  
Group CEO of Azizi Group

### Mr. Farhad Azizi,

**Group CEO of Azizi Group,** stressed that recent volatility has not altered the structural drivers of long-term growth. Sustained population inflows, economic diversification, and a regulatory framework focused on transparency and investor protection continue to underpin the market. He noted that Q1 performance reflects steady demand and disciplined absorption rather than speculative activity, adding that Dubai consistently demonstrates rapid recovery cycles making current conditions a recalibration phase rather than a setback.



Mr. Michael Belton  
CEO of MERED Development

### Mr. Michael Belton,

**CEO of MERED Development**, attributed the market's stability to the strength of its institutional framework. He highlighted that developers, contractors, and regulators operate within a structured ecosystem designed for continuity, ensuring consistent project execution. Demand remains diversified across local, regional, and international buyers, while increasing market maturity has shifted focus toward long-term value, quality, and developer track record – further reinforcing sustainable demand patterns.



Mr. Ismail Al Hammadi  
Founder and CEO of Bridge Point  
and Biznet Consultancy

### Mr. Ismail Al Hammadi,

**Founder and CEO of Bridge Point and Biznet Consultancy**, reported that approximately 141 projects have been launched and are under active execution as of 19 April 2026, according to Dubai Land Department data. These projects comprise 44,462 residential units – including 39,623 apartments and 4,839 villas – with phased delivery scheduled between 2027 and 2030. This pipeline reflects strong confidence among developers and investors, supported by a robust regulatory framework.



Mr. Ozan Demir  
Operations & Research Director at REIDIN

**Mr. Ozan Demir,**

**Operations & Research Director at REIDIN,** noted that Dubai recorded AED 137.3 billion in residential sales across 45,221 transactions in Q1 2026. Apartment prices reached AED 1,871 per sq ft, while villas averaged AED 2,376 per sq ft, alongside the entry of nearly 30,000 first-time investors. He emphasized that Dubai's market historically rebounds strongly after periods of uncertainty, with such moments often presenting the most compelling investment entry points.



Mr. Faisal Durrani  
Partner and Head of Research for MENA

**Mr. Faisal Durrani,**

**Partner and Head of Research for MENA at Knight Frank,** observed that while geopolitical developments may test confidence levels, the UAE's fundamental strengths remain intact. These include world-class infrastructure, global connectivity, a pro business environment, and a high standard of living. He added that while some institutional investors may temporarily adopt a cautious approach, this is more likely to delay investment decisions rather than diminish long-term capital allocation.



Mr. Ali Siddiqui  
Research Manager at Cavendish Maxwell

**Mr. Ali Siddiqui,** Research Manager at Cavendish Maxwell, reported 44,200 residential transactions in Q1 2026 an increase of 4.6% year-on-year with total values reaching AED 139.1 billion, up 21.5%. Off-plan sales dominated at 73% of transactions. He cautioned against directly attributing short-term fluctuations to geopolitical factors, noting that real estate operates on longer cycles and that any near-term slowdown would likely reflect postponed, rather than lost, demand.

**Mr. Matthew Green,** Head of Research at CBRE MENA, highlighted that despite regional tensions and a downward revision of GDP growth forecasts, the UAE real estate market continues to demonstrate structural resilience. Office markets in Dubai and Abu Dhabi remain undersupplied, supporting rental growth and high occupancy levels, while the residential sector is transitioning toward a more balanced phase following an exceptional growth cycle.



Mr. Matthew Green  
Head of Research at CBRE MENA



Mr. Luthfullah K  
Director at Casagrand

### Mr. Luthfullah K,

**Director at Casagrand,** reaffirmed that the UAE property market remains a benchmark for stability and opportunity. He pointed to increasing bulk transactions and multi-unit acquisitions by international investors as evidence of a shift toward long-term capital deployment. Dubai's consistent policy direction, transparent regulation, and sustained economic momentum continue to underpin its appeal as a leading global real estate investment destination.

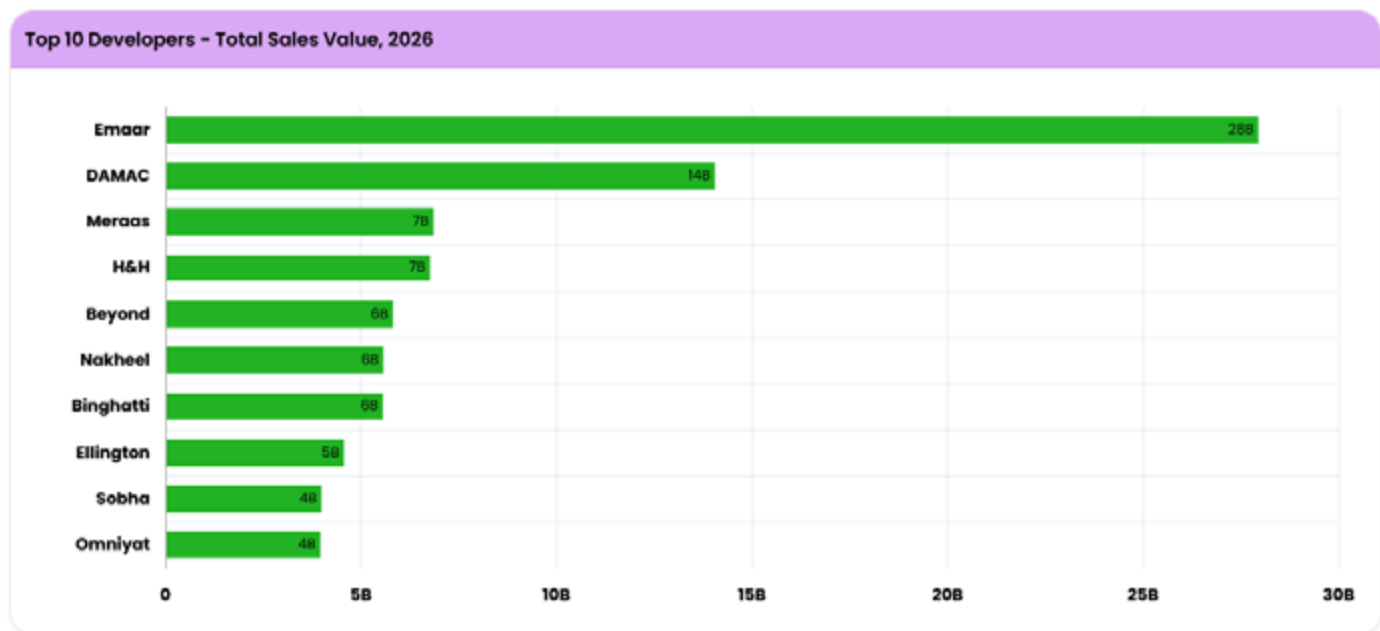


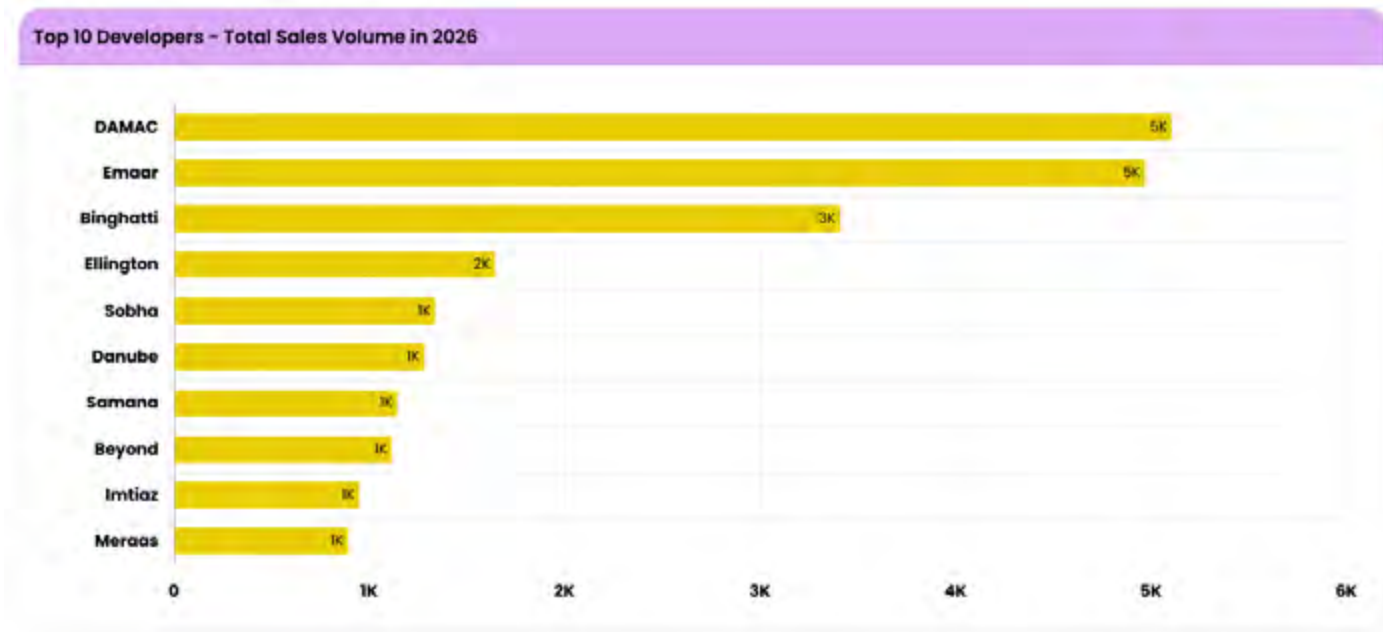
# TOP 10 PROPERTY DEVELOPERS IN DUBAI 2026



Dubai's real estate market has grown into one of the most dynamic and competitive in the world, attracting global investors, residents, and developers alike. The city is home to a wide range of property developers, each known for delivering landmark projects that define Dubai's skyline and lifestyle. From ultra luxury residences and iconic skyscrapers to affordable family homes and waterfront communities, these developers are shaping the future of urban living in the UAE.

The Top Real Estate Developers in Dubai list highlights the most trusted names in the industry, companies like Emaar Properties, Damac Properties, Nakheel, Sobha Realty, Azizi Developments, Meraas, Ellington Properties, Select Group, Danube Properties, and Omniyat. Each of these developers has earned a strong reputation for quality, innovation, and timely delivery, making them the go-to choice for investors and homeowners.





Emaar is globally recognized for iconic landmarks such as Burj Khalifa and Dubai Marina, while Damac leads in branded luxury residences. Nakheel has transformed Dubai with master projects like Palm Jumeirah, Sobha is known for premium craftsmanship, and Azizi offers affordable yet stylish options

for middle-income buyers. Boutique names like Ellington bring an artistic touch to design, while Danube is popular for its accessible payment plans. Together, these developers ensure that Dubai caters to every lifestyle and investment goal.





**FEATURED  
PROJECTS**

# ALDAR LAUNCHES THE FIRST PHASE OF YAS PARK PLACE, BRINGING A NEW COLLECTION OF HOMES TO THE HEART OF YAS ISLAND



- Aldar will launch the first phase of Yas Park Place, a mid-rise community with six buildings in the centre of the action on Yas Island
- The development offers an urban oasis inspired lifestyle steps from Yas Central Park and the island's current and future world-class attractions
- Dedicated community amenities including experiential gardens, a wellness park, swimming pools, a central pavilion, and year-round recreational spaces
- Extensive podium gardens, aqua features, co-working spaces, and a ground-level retail promenade creating a fully connected, walkable residential experience

Abu Dhabi, UAE: Aldar announced the launch of the first phase of Yas Park Place, a new residential community in the heart of Yas Island that introduces a distinctive garden-led living concept designed to bring a sense of wonder to everyday life in one of the UAE's most enchanting destinations.

Located on the northern side of the island, the development enjoys close proximity to the upcoming Disney Abu Dhabi and Yas Acres Golf & Country Club, as well as the island's most popular leisure and entertainment offerings, including Yas Mall, Ferrari World Abu Dhabi, SeaWorld Abu Dhabi, Warner

Bros. World Abu Dhabi, Yas Marina Circuit, Yas Waterworld, Yas Links, and Topgolf.

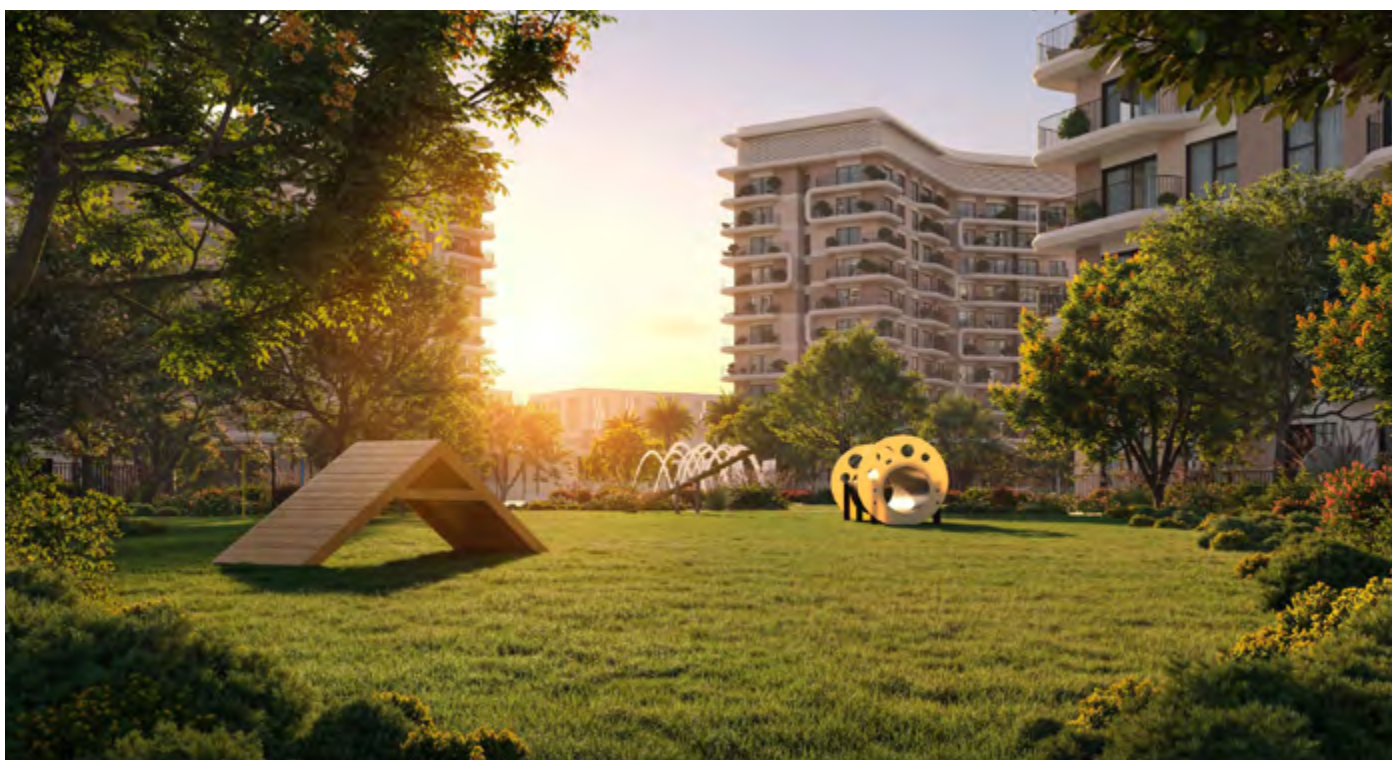
Residents can effortlessly explore the island on foot, by bicycle, or by car, benefiting from direct access to the Yas Acres road network and the island's purpose built walking and cycling paths, while the E11 highway provides seamless connectivity to Abu Dhabi city, Zayed International Airport, and Dubai.

Yas Park Place brings together vibrant island energy with landscaped tranquility, creating a community that balances connection, convenience, and calm. Overlooking Yas Central Park, the new development comprises six architecturally refined mid-rise buildings, offering a collection of studios, one-, two-, and three-bedroom homes, and two-bedroom duplexes, designed to maximize natural light, functionality, and seamless indoor-outdoor connectivity. The first phase of sales will be available to buyers from Thursday 16 April.

At the heart of the community is a landscaped podium level inspired by desert oases, acting as a green sanctuary weaving between the



buildings and promoting wellness, movement, and social connection. A curated sequence of experiential gardens defines the podium, including an Aqua Garden with splash pads, arch jets, and water features designed for incidental play and cooling microclimates, a Reflective Garden with a plunge pool and shaded lawns for peaceful relaxation, a Zen Garden with yoga decks and mediation spaces, and co-working gardens with shaded seating areas for outdoor productivity.



Residents also benefit from communal lawns and amphitheater-style spaces for gatherings and events, a family pool complex, an adult pool, and nature-integrated play areas that encourage child-led exploration, and an indoor sports facility. Layered planting of native and adaptive species, shaded walkways, and curvilinear pathways create a fluid pedestrian experience that connects homes to amenities and shared spaces, reinforcing a strong sense of belonging.

Another defining feature of Yas Park Place is its embedded retail offering. A ground-level retail promenade will feature restaurants, cafes, supermarkets, a pharmacy, and essential services, all within walking distance. This integrated approach to community living enhances everyday convenience while strengthening North Yas as a self-sustained residential district.

Aldar's Yas Central Park further anchors the community's nature-led lifestyle, offering residents direct access to one of Abu Dhabi's most expansive family parks. Connected by a continuous promenade, the park features a dedicated jogging track, open green lawns for community events, and a range of recreational amenities including a bounce park, water playscape, playgrounds, and a forest-inspired trail with yoga platforms. A café with a decked terrace creates an inviting social hub, extending the living experience beyond the boundaries of the development and reinforcing North Yas as a vibrant, walkable district.

Yas Park Place is targeting Estidama Pearl 3, reflecting Aldar's commitment to sustainable development and resident wellbeing. Energy efficient systems, sustainable material selection, and climate responsive landscaping have been integrated throughout to promote long-term environmental performance and enhanced living standards.





# MARKET INSIGHTS

# UAE REAL ESTATE MARKET REMAINS RESILIENT DESPITE REGIONAL DISRUPTIONS



The UAE's real estate market remained resilient in the first quarter of the year despite heightened regional geopolitical tensions and a softer economic outlook, said a new report from CBRE Middle East.

The UAE's GDP growth outlook for 2026 has been revised to 0.3%, reflecting the impact of regional geopolitical disruptions, logistical constraints, and a slowdown across selected non-oil sectors. However, despite this tempered outlook, the broader economy is cushioned from more severe near-term impacts by contained inflation, strong liquidity, and proactive policy support.

Regional financial markets, in particular, have demonstrated a recovery, with USD-denominated GCC bonds regaining over half their late-February losses and credit spreads

tightening due to emerging geopolitical optimism.

## Office market

Office markets across Dubai and Abu Dhabi remained tight during the quarter, supported by limited new supply deliveries, said CBRE Middle East's UAE Real Estate Market Review for the first quarter of 2026.

In Dubai, average office rents rose 14% year-on-year, while prime rents increased by 16%, with occupancy holding at approximately 95%. Continued shortages of Grade A space across key business districts helped underpin rental performance, despite some multinational occupiers temporarily shifting to remote working or delaying expansion decisions.

Abu Dhabi's office market recorded similar strength, with occupancy rates reaching 98% and average rents rising 12% year-on-year. CBRE noted that a limited development pipeline through 2027 is likely to keep market conditions tight, particularly within regulated business zones, where demand remains structurally strong.

## Residential market moderation

Dubai's Residential market entered a temporary phase of moderation following several years of rapid growth. Rental increases eased to 4.1% year-on-year, while sales price growth slowed to around 9%. Transaction volumes remained elevated for the quarter overall, though activity declined noticeably in March as buyer sentiment softened. Off-plan transactions continued to dominate, particularly in the mid-market segment, while investor behavior showed early signs of caution amid stabilizing yields.



In contrast, Abu Dhabi's residential market recorded a sharp increase in activity, driven by high-value off-plan sales and strong demand for premium developments. Transaction volumes rose significantly year-on-year, while total transaction values reached record levels. Residential prices continued to climb, led by apartments, although rental growth showed early indications of deceleration, the report said.

## Hospitality

The UAE's Hospitality market demonstrated strength through 2025 and into early 2026. Dubai concluded 2025 with a record 19.6 million arrivals, marking a 5% year-on-year increase, with strong contributions from key international markets. Hotel performance in 2025 was robust, with Dubai achieving 80.7% occupancy and an 11% growth in RevPAR, while Abu Dhabi welcomed nearly 6 million visitors and saw its RevPAR grow by 19%. Ras Al Khaimah also posted a standout performance, welcoming 1.36 million visitors with a 12% increase in revenues.

This positive momentum continued into the start of 2026, with Dubai welcoming 2 million visitors in January, alongside significant surges in ADR and RevPAR and an 86% occupancy rate. Nationwide, the UAE hospitality market operated at near-peak levels during January and February 2026, averaging 85% occupancy.

While the sector is now navigating a complex shift in regional travel patterns and external disruptions emerging in March, it entered this period from a position of significant strength. Operators have swiftly responded by proactively leveraging domestic demand, rolling out attractive staycation offers to help stabilize occupancy, drive F&B revenue and to support operations as international travel patterns evolve.

## Retail sector

The UAE Retail market is navigating sudden shifts in consumer behavior and loss of international tourism, with prime mall assets still able to maintain robust performances. Occupancy rates remain high at 98% in Dubai and 95% in Abu Dhabi, supporting stable rental returns. This quarter saw significant milestones, including Primark's UAE debut and initiatives like Majid Al Futtaim's Ma'an supporting local entrepreneurs.

## Industrial and logistics

The Industrial and logistics market continued to outperform, supported by strong demand and constrained availability. Dubai recorded double-digit rental growth, while Abu Dhabi saw steady increases across its main industrial hubs. Investment in logistics infrastructure and supply chain resilience initiatives continues to support the sector's medium-term outlook.

Matthew Green, Head of Research at CBRE MENA commented: "Recent geopolitical developments have undeniably influenced



sentiment and short-term activity, but the UAE real estate market has showcased its inherent stability. Structural undersupply across various asset classes, well-established institutional frameworks, and the country's pivotal role as a destination for international capital have collectively strengthened market fundamentals.



# HARBOR REAL ESTATE RELEASES Q1 2026 DUBAI MARKET REPORT

**By Dr. Mohanad Alwadiya,**

CEO of Harbor Real Estate

Dubai Real Estate: Resilience by Design, Growth by Strategy

From momentum to balance: how Dubai's market is recalibrating its pace in 2026

Dubai: strong growth followed by measured moderation... a quarterly reading reveals the strength of the sector

Price resilience enhances market appeal... a rebalancing phase opens a new window for investment

Despite the slowdown in March... Dubai's market reinforces its strength and continues to attract global capital

## CEO Insight

### Understanding Dubai's Market In A Time Of Uncertainty

#### Dubai Real Estate at the Heart of Geopolitical Tensions

In times of uncertainty, average markets hesitate. Strong markets prove themselves. What we are witnessing today in Dubai is not temporary resilience, but resilience that has been systematically built.

The current geopolitical tensions in the region have once again placed global attention on stability, leadership, and the ability of nations to manage complexity. Yet, as history has repeatedly shown, the United Arab Emirates does not respond to crises with emotional



reactions. It responds with structure, clarity of vision, and a long-term approach. Whether during financial crises, global health crises, environmental challenges, or geopolitical tensions, the pattern remains unchanged. The UAE emerges stronger, more reliable, and more influential on the global stage.

Dubai has translated this approach into a clear competitive advantage. It has mastered the ability to turn uncertainty into opportunity. The market is no longer cyclical, driven by short-term speculation or sentiment. It has evolved into a system built on structural foundations, supported by real demand, global capital, and a clear future-oriented economic agenda. What we are seeing today is further confirmation of this reality.



Despite the surrounding noise, capital continues to flow, investors continue to enter the market, developers continue to launch projects, and transactions continue to be recorded at scale. This is not the behavior of a market under pressure, but of a market operating with confidence, clarity, and stability.

At such stages, clarity becomes more important than commentary.

## Why Dubai Remains Resilient?

### Message to Developers

This is not a phase of decline, but a phase of heightened competition. Demand has not disappeared, but it has become more informed and more selective. The opportunity today is not in competing on price, but in competing on value. This means offering smarter payment plans, better designs, more efficient use of space, and genuine residential experiences rather than purely marketing messages.

The market does not need cheaper products. It needs higher-quality developments, more intelligently positioned offerings, and solutions that reduce buyer hesitation while preserving long-term value and supporting absorption without weakening pricing power. Developers who understand this shift will not only maintain their position but also strengthen it.



## Message to Buyers

A Phase of Real Opportunities, This phase creates genuine entry opportunities. When uncertainty dominates the headlines, flexibility enters the market. Today, we are seeing more flexible payment plans, greater willingness to negotiate, and a temporary moderation in price growth. This is not a weakness, but an opportunity. Those who understand Dubai's market cycles know that such periods do not last. Entering the market during moments of anticipation has consistently delivered stronger outcomes, not because prices decline, but because terms improve and investor positioning becomes stronger.

## Property Owners: Discipline is Essential

Discipline at this stage is essential. The market is not declining; it is recalibrating. Fundamentals remain strong, demand persists, and the overall direction remains positive. Do not allow short-term headlines to shape your decisions. Reducing prices without justification results in real value loss. Unless there is a genuine need to sell, holding a position is often the more strategic

decision. Dubai has consistently rewarded patience rather than haste.

Looking at the broader picture, the reality becomes even clearer. Dubai today is not merely a regional hub, but a global safe haven for capital, talent, and long-term investment. Infrastructure projects continue to advance, the regulatory framework continues to evolve, population growth remains steady, and high-net-worth individuals and global companies continue to relocate to Dubai. The city does not pause; it strengthens its position and builds on its achievements.

Confidence in Dubai is not based on perception, but on a proven track record across multiple crises. This track record continues to repeat itself with remarkable consistency.

At Harbor Real Estate, our position is clear. This is not a market to fear. It is a market to understand. And those who understand it will be the ones who lead the next phase of growth and capture its upside.

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# ABU DHABI REAL ESTATE CENTRE REPORTS 160.7% GROWTH IN TRANSACTIONS IN Q1 2026

The Abu Dhabi Real Estate Centre (ADREC), the custodian and regulator of the Abu Dhabi's real estate sector, has reported that total transaction value reached AED66 billion representing a 160.7 percent increase across 13,518 deals in the first quarter of 2026 in the emirate, compared to AED25.31 billion from 6,896 transactions in the same period of 2025.

Sales and purchases totalled AED50.97 billion through 8,940 transactions, reflecting a 228.6 percent increase in value and a 134 percent rise in volume compared to Q1 2025.

Mortgage transactions also reached AED 15.03 billion through 4,578 transactions, representing a 53.4 percent increase in value and a 48.8 percent rise in volume year-on-year.

Hudayriyat Island was the leading area for real estate transactions, recording deals amounting to approximately AED11.97 billion. It was followed by Reem Island, with AED9.45 billion, and Saadiyat Island, with AED8.8 billion, while Yas Island recorded activity exceeding AED5.5 billion in transactions.

“This quarter's performance is a clear reflection of the confidence Abu Dhabi continues to earn from investors both locally and internationally,” said Rashed Al Omaira, Director-General of ADREC. “Reaching a record level of activity is not only a sign of demand, but it signals a market that is becoming more disciplined, with a clear focus on long-term investment.”

He added, “Our role as ADREC is to ensure this growth is supported through consistent



oversight and a regulatory framework that upholds trust and accountability across the sector. This is what gives Abu Dhabi its strength. It is not about short-term momentum, but a market built on strong fundamentals, positioning it as a reliable investment destination.”

Market indicators continue to show strong and sustained demand across Abu Dhabi’s real estate sector, with leasing activity maintaining growth into March.

The repeat lease price index recorded a 16 percent annual increase compared to March 2025, underscoring continued demand from end users and investors.

While demand continues to outpace supply, the market is supported by a growing development pipeline with 16 new real estate projects registered during the quarter, a 60 percent increase compared to the same period last year.

Residential supply in the Abu Dhabi region is projected to increase by 10,272 units in 2026, rising from 314,976 to 325,248, representing annual growth of 3.3 percent. Supply is projected to grow further in 2027, reflecting a market that continues to expand on solid foundations.



The report highlighted exceptional growth in Foreign Direct Investment (FDI), with total investments by individuals reaching AED8.27 billion, marking a 423 percent increase compared to Q1 2025 and equivalent to the total foreign direct investment recorded during 2025.

Investors from 99 nationalities contributed to this performance, up from 68 nationalities during the same period last year.

Foreign investment activity remained strong within investment zones, accounting for approximately 84 percent of total investment value, surpassing AED36.4 billion out of a total AED43.59 billion. This represents a 242 percent increase compared to the same period last year, with key contributing markets including the United Kingdom, India, the Russian Federation, China, Jordan, France, and Egypt.

# SHARJAH REAL ESTATE INCREASES BY 40.7% REACHING AED18.5 BILLION IN Q1



The real estate sector in the Emirate of Sharjah continued its strong performance during the first quarter of 2026, achieving notable growth in trading value and total transactions despite regional challenges.

Total real estate trading value reached AED18.5 billion, compared to AED13.2 billion during the same period in 2025, marking a growth of 40.7 percent and reflecting the sector's resilience and growing investor confidence.

According to data released by the Sharjah Real Estate Registration Department, the total number of real estate transactions executed during the first quarter reached 29,235, representing an increase of 18.9 percent compared to the previous year.

Abdulaziz Ahmed Al Shamsi, Director-General of the Sharjah Real Estate Registration

Department, affirmed that the emirate's real estate sector continues its accelerated growth despite current conditions, supported by investor confidence and an adaptive legislative environment. This reflects the success of strategic plans and enhances the market's attractiveness for long-term investments.

He added that digital transformation and smart services have contributed to accelerating procedures and improving transaction efficiency, positively impacting customer experience and strengthening Sharjah's position as one of the leading real estate markets in the UAE and the region.

During the first quarter of 2026, seven new real estate projects were registered in the Emirate of Sharjah. These projects spanned residential, industrial and commercial sectors, reflecting the emirate's commitment to

developing an integrated urban environment that meets the needs of residents and investors while supporting sustainable market growth.

A total of 47 projects in the Emirate of Sharjah have been approved for ownership by non-UAE nationals and GCC nationals since the issuance of Executive Council Resolution No. (30) of 2022 regarding property ownership in the emirate. Among these, three projects received approval during the first quarter of 2026.

Sharjah witnessed a notable increase in the diversity of nationalities investing in its real estate sector during the first quarter of 2026, reaching 113 nationalities, compared to 97 nationalities in 2025.

The number of properties traded by investors of various nationalities reached 15,926, compared to 11,852 properties during the same period last year, reflecting a broader investor base and reinforcing the emirate’s real estate market appeal.



UAE nationals accounted for approximately AED9 billion of the total trading value, represented by 10,099 properties. GCC nationals invested AED0.8 billion across 502 properties, while Arab nationals invested AED3.4 billion through 2,692 properties. Investors from other nationalities accounted for AED5.3 billion across 2,633 properties.



# AJMAN RECORDS HIGHEST VALUE PROPERTY SALE AT \$50.40MLN

**Market indicators forecast that the momentum will continue in the coming period, amid rising demand for land and mixed-use projects.**



AJMAN – Ajman’s real estate sector has recorded its highest-value property sale transaction at AED185 million, in a move reflecting the growing appeal of the emirate’s property market and the increasing pace of investment activity.

According to data from the Ajman Real Estate Index, the plot involved in the deal is located in Al Amerah and is classified for residential and commercial use, enhancing its investment value given the range of development opportunities it offers, whether for residential schemes or mixed-use commercial projects.

The record transaction comes amid continued growth in Ajman’s real estate sector, driven by a package of investment-friendly incentives and measures, in addition to advanced infrastructure and modern urban developments that are helping attract investors from within the UAE and abroad.

The data confirmed that the emirate’s property market continues to post positive indicators, both in terms of trading value and the number of real estate transactions, reflecting investor confidence and reinforcing Ajman’s position as a promising destination for property investment in the UAE.

This level of high-value deals also highlights the breadth of investment opportunities in Ajman, particularly in new areas witnessing rapid urban expansion, including Al Amerah, which has recently emerged as one of the emirate’s most attractive areas for development projects.

Market indicators forecast that the momentum will continue in the coming period, amid rising demand for land and mixed-use projects, supported by economic stability and an integrated legislative framework that fosters a favourable business environment in the emirate.

# LUXURY PROPERTIES



# UAE SOARS AS GLOBAL LEADER IN LUXURY BRANDED RESIDENCE, FUELED BY WEALTH MIGRATION AND RECORD GROWTH



## CBRE releases its UAE Branded Residences Report 2025

CBRE Middle East, the global leader in commercial real estate services, released its latest UAE Branded Residence Report, highlighting the country's growing prominence as a global magnet for luxury living and branded real estate. The report underscores a surge in demand driven by strong economic fundamentals, international wealth migration, and an expanding pipeline of branded projects across Dubai, Abu Dhabi, and Ras Al Khaimah.

The UAE economy continues to provide a robust backdrop for real estate investment, with GDP growth forecast at 5.3% in 2025, supported by diversification into non-oil sectors and sustained investor confidence. This strength has coincided with record

inflows of high-net-worth individuals (HNWIs), positioning the Emirates as the world's leading destination for wealth migration. Branded residences have emerged as a preferred asset class for these investors, offering globally recognized quality, security, and convenience.

Report highlights the growing importance of the "Everyday Millionaire" (EMILLI) segment, a group with assets between \$1 million and \$5 million who are increasingly driving real estate growth. Branded residences, with their convenient amenities and association with trusted brands, serve as an attractive entry point for both HNWIs and EMILLIs. Dubai, Abu Dhabi, and Ras Al Khaimah each offer unique value propositions to cater to these different wealth segments and investment strategies.

Dubai remains the epicenter of the branded residences market, recording a 26% year-on-year increase in transaction volumes and a 51% rise in value during the first nine months of 2025. Investors are paying an average premium of 64% for branded units as compared to non-branded properties. Dubai's appeal lies in its brand prestige, lifestyle integration, investor confidence, safe-haven status, and tax benefits. While off-plan sales dominate, ready-to-move units are limited and concentrated in established areas. The city's pipeline is equally impressive, with over 31,000 units scheduled for delivery by 2030, representing 8% of total new residential supply.

Abu Dhabi is rapidly emerging as a powerhouse in its own right with transaction volumes soaring 126% year-on-year in 2025. Branded residences in the capital command an average premium of 87%, reflecting both scarcity and the appeal of globally renowned hospitality and lifestyle brands. The segment's share of new supply deliveries is projected to reach 18% during 2029, supported by landmark projects on Saadiyat and Yas Islands. Branded residences have seen a dramatic increase in market share, fueled by positive market dynamics, rising

foreign investment, and further supported by major news announcements such as the planned opening of Disneyland. The future pipeline includes over 2,700 branded units across more than 20 projects, featuring a mix of hospitality and non-hospitality brands, which will significantly elevate Abu Dhabi's luxury offerings and further attract foreign investment.

Ras Al Khaimah (RAK) is rapidly becoming one of the fastest-growing segments in the UAE's branded residence market, driven by strong recent economic growth and a clear tourism strategy focused on leveraging adventure and the Emirate's natural assets. RAK has undergone a major transformation, shifting from a value-driven market to a luxury destination. The catalyst for this change has been the Wynn Al Marjan resort announcement, which has created a strong demand driver and fueled a construction boom. Accordingly, the supply pipeline is surging, with branded units projected to significantly increase their contribution to new supply. A key development is the rising prominence of non-hospitality branded residences, signaling the market's maturation and appeal to a diverse range of international investors.



# BRANDED RESIDENCES SURGE ACROSS THE MIDDLE EAST AS DUBAI AND THE WIDER GULF LEAD GLOBAL GROWTH, SAVILLS FINDS



The branded residences sector across the Middle East continues to gather momentum, with Dubai and the wider Gulf emerging as key drivers of global expansion, according to Savills Global Residential Consultancy's Branded Residences 2025/2026 report.

Savills analysis shows that the Middle East & North Africa region has recorded one of the fastest growth rates worldwide over the past five years, rising by 187%, supported by strong development pipelines across Dubai



and the wider Gulf. Globally, the number of branded residential schemes is expected to reach 910 by the end of 2025, representing 19% year on year growth, with more than 220 new projects added to the pipeline in 2025 alone. Within MENA, Dubai alone accounted for 64 completed schemes and 87 in the pipeline.

Dubai continues to cement its position as a global hub for branded residences, ranking as the world's leading city by number of completed and pipeline schemes. Other Middle Eastern markets are also gaining traction, with Cairo emerging as a growing urban destination and Ras Al Khaimah featuring prominently in the future development pipeline, reflecting rising investor interest in both established and emerging lifestyle-led locations across the UAE and Egypt.



The report highlights that branded residences are increasingly concentrated in internationally connected cities and resort destinations that offer capital security and strong lifestyle infrastructure. The waterfront appeal of Dubai and Ras Al Khaimah's projects, as well as expanding luxury and hospitality offerings, position the UAE and neighbouring Gulf markets alongside mature global gateways such as London, Miami and New York.

Commenting on the regional outlook, Andrew Cummings, Head of Residential Agency, Savills Middle East said, "Dubai's

continued appeal as a global lifestyle and investment destination is placing it firmly at the centre of branded residential growth. We are seeing sustained demand from international buyers drawn by the city's connectivity, capital security and depth of luxury product, while emerging destinations such as Ras Al Khaimah and Abu Dhabi are gaining momentum as developers look to diversify beyond core urban markets. Across the wider Gulf, branded residences are increasingly being viewed as a long-term value play, combining strong lifestyle appeal with resilient investment fundamentals."

Looking ahead, Savills anticipates continued diversification across the branded residential sector, with hotel brands maintaining dominance in delivery while non-hotel brands, including design, fashion and lifestyle labels, steadily increase their market share. The Middle East is also expected to benefit from this evolution, supported by ongoing development activity in Dubai, Ras Al Khaimah and key regional cities, as well as rising interest from international investors seeking stable, lifestyle-oriented real estate markets.



# ARADA RECORDS AED92.5MLN SALE AT ARMANI BEACH RESIDENCES AT PALM JUMEIRAH



## Five-bedroom residence spans over 11,500 square feet within ultra-luxury beachfront development

Unit purchased by Francis Ngannou, former UFC heavyweight champion and global sports icon

Transaction highlights sustained demand for high-value branded residences in Dubai

Dubai, UAE – Arada has announced the sale of a five-bedroom residence at Armani Beach Residences at Palm Jumeirah for AED92.5 million to Francis Ngannou, the Cameroonian former UFC heavyweight champion and professional boxer.

The property, which spans 11,521 square feet and features a private pool, underscores continued investor appetite for branded luxury residences in Dubai, particularly in prime waterfront locations such as Palm Jumeirah.

Ahmed Alkhoshaibi, Group CEO of Arada, said: “This transaction speaks to the depth of conviction that global buyers have in Dubai’s property market – and specifically in what Armani Beach Residences at Palm Jumeirah represents. There is no comparable project anywhere in the world: Tadao Ando’s architectural vision, Armani’s design legacy, and Palm Jumeirah’s unmatched position combine to create something that serious buyers recognise immediately.





“Construction is progressing well and we remain on track for our 2027 completion.”

Francis Ngannou said: “When I visited the project and understood the vision behind Armani Beach Residences at Palm Jumeirah, I immediately saw how special it is. Dubai

continues to attract people from all over the world because it combines ambition, stability and opportunity. Investing here felt like the right decision, and I believe strongly in the city’s future.”

The buyer was represented by Majida Housni, CEO of the global luxury concierge platform The Ledger Concierge and a luxury real estate advisor operating under eXp Realty, whose international client network includes entrepreneurs, athletes and high-net-worth individuals seeking exceptional properties in key global markets.

With a select collection of 57 individually designed homes, Armani Beach Residences at Palm Jumeirah is designed by Japanese Pritzker Prize-winning architect Tadao Ando and in partnership with Armani Group and Casa Interior Design Studio.

It offers panoramic views of the Arabian Gulf and Dubai’s skyline, alongside 90,000 square feet of premium amenities, with construction underway and completion targeted for 2027.



# DEVELOPER REVEALS FOUR ULTRA-LUXURY WATERFRONT MANSIONS AND 110 LUXURY APARTMENTS SECURED AT RITZ-CARLTON RESIDENCES



## **Keturah Resort to reinforce UAE's place among world's fastest-growing wellness destinations**

Dubai, UAE: Investors have secured four ultra-prime waterfront mansions and more than half of the luxury apartments at The Ritz-Carlton Residences at Keturah Resort, the Middle East's first fully wellness-certified resort in Dubai.

Located on the shores of Dubai Creek and adjacent to the Ras Al Khor Wildlife Sanctuary, the Resort continues to advance steadily, with construction activity continuing as planned in recent weeks, luxury developer Keturah said in a project update today.

The gated community comprises 12 Creek-side mansions of 42,000 sqft, eight residential

buildings with 193 apartments – 110 now sold – a five-star Ritz-Carlton boutique hotel, a standalone wellness centre, and a private marina with moorings for yachts up to 120 feet.

With eight remaining mansions priced in the AED335 million to AED363 million range, Keturah is confident of continued interest from buyers, many aiming to make Dubai their home. The developer also believes the resort will help reinforce the UAE's \$40.8 billion wellness economy.

The UAE ranks first in the latest global five-year wellness growth figures, and Talal M. Al Gaddah, CEO and Founder of the Keturah luxury brand, says this reflects the UAE's Wellbeing 2031 agenda to make the country a global leader in quality of life.

“The UAE’s wellness economy is already the fastest-growing in the MENA region, as a direct result of genuine intent, and Keturah Resort is our contribution to that vision,” says Talal.

“Dubai recognises that there has been a clear shift in how luxury real estate is defined and valued, with buyers now asking whether a home will improve their health, enhance sleep, lift mood, support family wellbeing, and strengthen their connection to nature.”

Added Talal: “Dubai’s luxury property market has always emerged from periods of uncertainty with renewed momentum. We see high-net-worth capital continuing to flow from international buyers, particularly those seeking freehold assets underpinned by a globally recognised hospitality brand.”

A recent Keturah survey of Dubai real estate brokers showed that the majority of global investors in luxury real estate want to live in the city, not just own property. It also found that lifestyle quality and wellness are key factors shaping luxury purchasing decisions.

According to the latest Global Wellness Institute (GWI) rankings, the UAE is No.1

globally for five-year wellness growth. In the GWI’s 2025 report it also led the MENA region in wellness real estate (\$1.4 billion), spa revenue (\$2.9 billion), and personal care and beauty (\$14.8 billion).

Meanwhile, the Emirates has been growing faster than any other MENA country in public health, prevention and personalised medicine, physical activity and workplace wellness. Reflecting these trends, the Keturah Resort, is certified by Delos, the US-based wellness real estate and technology firm, and the International WELL Building Institute.

Management under The Ritz-Carlton brand brings residents a full range of personalised attention, including dedicated concierge and butler services and in-residence dining. They also have access to the Keturah Wellness Centre featuring a 5-star Spa, health & fitness club, multiple yoga rooms and organic health care facility.

The resort features over 550 meters of waterfront promenade and 80,000 sqm of landscaped green spaces. The nearby sanctuary’s natural mangroves attract over 20,000 birds of 67 species, including the renowned greater flamingo.





**INVESTOR  
TIPS**

# WHY SOME PROPERTY INVESTORS FAIL IN DUBAI EVEN WHEN THE MARKET IS BOOMING

## Mohammed Alhaj,

CEO of Mohammed Alhaj Real Estate,  
Investment Advisor & Instructor at Innovation  
Experts Real Estate Institute.

Dubai continues to position itself as one of the world's most dynamic real estate markets. Strong infrastructure, global demand, and investor-friendly regulations attract thousands of new buyers each year. Yet many investors leave disappointed not because the market is weak, but because their decision making is.

### **The question is simple: How can investors lose in a winning market?**

The answer is often uncomfortable: the market may be growing, but the investment



can still be wrong. Success in Dubai real estate is rarely a matter of timing alone. It is shaped by analysis, discipline, and a clear understanding of what actually drives long term value.

### **The Growth Story Is Real But It's Not a Guarantee**

Dubai's expansion is visible and measurable. New communities, transport upgrades, business-friendly policies, and sustained international interest have created a market that rewards long-term vision. But rising prices do not automatically translate into strong returns for every buyer.

Many investors enter driven by persuasive marketing, flexible payment plans, or fear of missing out (FOMO). They assume that buying into a high-profile project or a well-known area is enough. In practice, outcomes

depend on far more than brand, price point, or launch-day momentum.



Consider a common scenario: an off plan unit in a glamorous location with a long payment plan and headline pricing. If rental demand in that micro-market is limited—due to weak employment concentration, high competition, or elevated service charges the investor may struggle to achieve stable occupancy or a profitable exit. In other cases, a more modest property in a well-connected, job-rich corridor can outperform because tenants are plentiful and resale demand is consistent.

**The lesson is not that Dubai is risky. It is that not every opportunity is suitable for every investor.**

Price vs. Value: The Silent Trap

One of the most dangerous assumptions in real estate is: “Expensive properties perform better.”

This is not always true.

Price is what you pay. Value is what the market is willing to give back. In Dubai, some premium assets underperform because they carry high operating costs, limited tenant demand, or weak liquidity at resale. Meanwhile, more affordable properties in well-located, high-demand areas can generate dependable rental income and stronger long-term appreciation.

**Smart investors look beyond headline price. They evaluate indicators such as:**

- Rental demand and occupancy: Who wants to rent this unit, and why?
- Service charges and maintenance costs: What will ownership cost after purchase?
- Developer track record: Delivery history, quality, and after-sales service matter.
- Liquidity: How easy will it be to sell or refinance in the future?
- Location fundamentals: Connectivity, schools, amenities, and proximity to employment hubs.



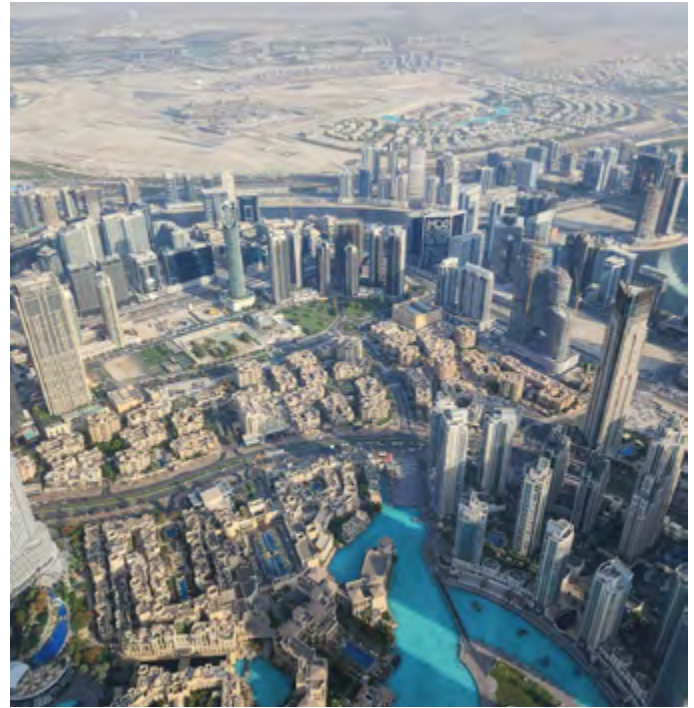
## In short, investors should buy based on value not prestige.

The Real Estate Decision Formula: Demand = Jobs + Infrastructure + Lifestyle

Successful investments are built on measurable demand drivers. At the core of a strong real estate decision is a simple but powerful formula:

Demand = Jobs + Infrastructure + Lifestyle

- Jobs create population growth. Areas with concentrated employment business districts, industrial hubs, logistics, hospitality, and emerging tech clusters tend to generate durable tenant demand.
- Infrastructure improves accessibility and connectivity. Roads, public transport, and planned upgrades can transform a neighborhood's attractiveness and compress travel time, which often lifts both rental and resale demand.
- Lifestyle enhances desirability. Schools, retail, parks, waterfront access, community design, and safety all influence whether people choose to live and stay in an area.



When these three forces align, demand becomes predictable. That predictability supports occupancy, rental stability, and long-term capital growth.

Investors who ignore this formula often end up in locations that look appealing on a brochure but lack the underlying engines of sustained demand.

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# WATERFRONT DOMINION: WHY THE WISE INVESTOR OUGHT TO FAVOUR THE UAE'S FINEST COASTAL ADDRESSES

## Dr. Nour El-Deen Reda El-Serougy,

Trainer at Innovation Experts Real Estate Institute,  
CEO & Managing Partner Pioneer Elite Properties.

In an age wherein capital has grown both more intelligent and more cautious, the investor no longer asks merely, “What may I gain?” He asks, with equal seriousness, “Where shall my wealth be treated with dignity, defended by order, and multiplied by time?” It is here that waterfront property in the United Arab Emirates rises above the level of mere indulgence and assumes the rank of strategy. My view is plain: in the UAE, a distinguished coastal asset is not simply a handsome acquisition for the eye; it is a disciplined instrument for capital preservation, income generation, and long-



horizon appreciation. The sea, if I may speak with candour, has become one of the most persuasive balance-sheet advantages in the region.

The numbers alone compel attention. Dubai concluded 2025 with more than 270,000 real estate transactions worth AED 917 billion, the strongest performance in its history; then, in Q12026, it advanced yet again, recording AED 252 billion in total transactions, up 31 per cent year on year. Abu Dhabi, for its part, reported a record AED 142 billion in transactions across 2025, confirming that this is not a one-city story, but a federal narrative of confidence, regulation, liquidity, and global demand. When such transaction depth is paired with tax efficiency, residency pathways, world-class infrastructure, and an investor-friendly legal environment, waterfront assets become not speculative ornaments, but sovereign-grade wealth positions for private capital,

family offices, and discerning individuals alike.

One must, however, distinguish between ordinary property and rare property. Waterfront real estate commands its premium because supply is finite, replication is impossible, and demand broadens with every cycle of wealth migration. The UAE has mastered the art of turning coastline into an economic thesis. Dubai Islands alone offers more than 20 kilometres of beaches; Palm Jebel Ali will add approximately 110 kilometres of coastline and over 80 hotels and resorts; Al Marjan Island in Ras Al Khaimah spans 23 kilometres of waterfront and 7.8 kilometres of beaches, with a substantial residential and hospitality pipeline already embedded into its master plan. This is not incidental geography. It is deliberate, monetisable scarcity.

Let us begin with Dubai Islands, for it is among the most compelling early-cycle waterfront opportunities in the emirate. In the first half of 2025 alone, Dubai Islands recorded AED 6.1 billion in sales from 1,936 transactions, placing it among Dubai's most active coastal districts. Separate market

tracking showed transaction volumes there rising by 156 per cent during 2025, which tells us something very important: demand is not merely present, it is accelerating. In broader Dubai waterfront markets, premium coastal districts were posting annual price growth in the region of 12 to 15 per cent by mid-2025, and Dubai Islands is benefiting directly from that migration of capital toward newer seafront stock with stronger upside than fully matured prime districts.

From an income perspective, Dubai Islands is already beginning to justify its promise. Market participants cited by Khaleej Times place long-term lease yields in the district at roughly 5 to 7 per cent annually, with short-term holiday-let performance ranging from around 7 to 10 per cent in suitable product. Another 2025 market report described prevailing rental yield on Dubai Islands at about 5 per cent, while arguing that the yield curve should strengthen as the district matures. This, to my mind, is the essence of the Dubai Islands proposition: today, one buys a seafront address at a stage





where appreciation still has room to do the heavy lifting; tomorrow, one harvests the income advantages of a fully formed coastal community. It is the investor's version of arriving before the orchestra begins.

Palm Jebel Ali occupies a yet grander category. It is not merely another luxury district; it is Dubai announcing, once again, that scale and ambition are still part of its economic vocabulary. Officially, the project spans 13.4 square kilometres, will add approximately 110 kilometres of coastline, support around 35,000 families, and feature more than 80

hotels and resorts. In 2025, Palm Jebel Ali overtook Palm Jumeirah as Dubai's leading enclave for homes priced above AED 20 million, recording 517 ultra-luxury deals worth AED 12.4 billion and accounting for 21 per cent of all such transactions in the city. This is not passive curiosity from the wealthy; it is active conviction from global capital seeking the next trophy waterfront growth corridor.

Now, let us speak soberly about Palm Jebel Ali's return profile. It would be intellectually lazy to describe it as a mature income play today, because it is not. It is, at present, more properly a capital-appreciation dominion than a stabilised rental machine. Yet that is hardly a weakness. Prime Dubai residential yields are still commonly spoken of in the 5 to 7 per cent range, while specialist Palm Jebel Ali forecasts point to 6 to 8 per cent as early phases reach practical maturity. The prudent investor should therefore underwrite Palm Jebel Ali as a future-income asset backed by present-day scarcity, luxury demand, and master-plan magnitude.

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**ALTERNATIVE INVESTMENTS**

# WHY REITS AND PROPERTY FUNDS ARE THE NEXT STEP FOR UAE INVESTORS

## **Imran A. Sheikh,**

Chairman & CEO, BlackOak Global

The current volatility has revealed a structural problem many UAE investors have been sitting on for years. The good news is the solution already exists.

What this market has made clear is that a lot of investors were never as diversified as they thought. Not because they made terrible decisions, but because a rising market made concentration look like skill.

Across the region, there are people sitting on strong assets with real value, but many of those assets are tied up in one project, one location, sometimes one tower. When liquidity tightens, that becomes a problem very quickly. A good property in the wrong



place, or at the wrong time, can still force a discount. That is not about the quality of the asset. It is about concentration risk.

The UAE has probably reinforced this more than anywhere else. In Dubai especially, the pace of growth has been so strong that many investors got used to the idea that choosing the right project was enough. For a while, maybe it was. But that playbook is getting tested now.

This is where property funds and REITs come in. They give you exposure to the same market but with actual structure behind it. Professional management, clear acquisition criteria, and diversification across locations, asset types, and risk profiles. You are not betting everything on one building doing the right thing at the right time.

A portfolio of 15 or 20 assets behaves very differently from one apartment in one tower.

Some assets can be sold, capital can be moved, and the manager can respond to conditions instead of just hoping they improve. A proper fund does not chase the next off-plan launch or double down on a single area because it is fashionable. It has a defined process, risk limits, and accountability to its investors. That is what protects capital when markets stop being forgiving.

Globally, REITs are trading at levels that already reflect a lot of caution. Sentiment has been weak but the underlying picture is not nearly as bad as pricing suggests. Earnings growth is still there and new supply is harder to bring online because construction costs are high. Historically, that kind of setup has a strong track record of rewarding patient capital.

In the UAE, the bigger story is still intact. Visa reforms, full foreign ownership, and continued inflows of high-net-worth capital are all supporting demand. The real issue is whether you are exposed in a way that gives you flexibility to stay invested through volatility, or in a way that leaves you forced to sell when liquidity dries up.



The real case for property funds and REITs is not just the returns, but the structure itself. Owning a share of a professionally managed, diversified portfolio of UAE real estate keeps you in the game without being hostage to the performance of any single asset. One keeps you in control. The other leaves you hoping.



# DUBAI'S JOINTLY OWNED PROPERTY INVESTING EXPLAINED

## Hiba Jaber,

Innovation Experts Real Estate Institute  
Senior Advisor & Trainer

Dubai's real estate market is largely built around jointly owned properties: apartments, offices, and mixed-use developments. Understanding how these assets are managed is key to protecting and enhancing investment value. Law No. 6 of 2019, which replaced the earlier 2007 framework, marked a significant shift in how these properties are governed, moving the market toward a more structured and institutional approach.

Under the previous system, property owners automatically became members of an owners' association responsible for the management, operation, and maintenance (MOMing) of the common areas. While this gave owners direct involvement, the results were not always consistent. In practice,



varying levels of expertise and engagement often led to inefficiencies, service gaps, and, in some cases, disputes that affected both the asset's performance and its long-term value.

The current framework takes a more streamlined approach. Developments are categorized into major projects, hotel projects, and all other real estate projects—the latter representing the majority of properties in Dubai. In these cases, the MOMing of common areas is no longer handled by owners themselves but by specialized management companies appointed and overseen by RERA. This shift places day-to-day operations in the hands of professionals, bringing greater consistency and accountability across developments.

From an investment perspective, the strengthened role of RERA is a key advantage. Its ability to supervise, appoint, and replace

management companies introduces an additional layer of protection, addressing one of the most common risks in jointly owned properties: poor management. Over time, this translates into better-maintained assets, more predictable service charges, and fewer operational disputes.

That said, owners are not removed from the equation. Their role has evolved. Owners' committees, appointed by RERA, now act in an oversight capacity: monitoring management performance, reviewing budgets, and raising concerns where needed. This creates a more balanced structure, where professional management is supported by informed owner representation without the operational burden.

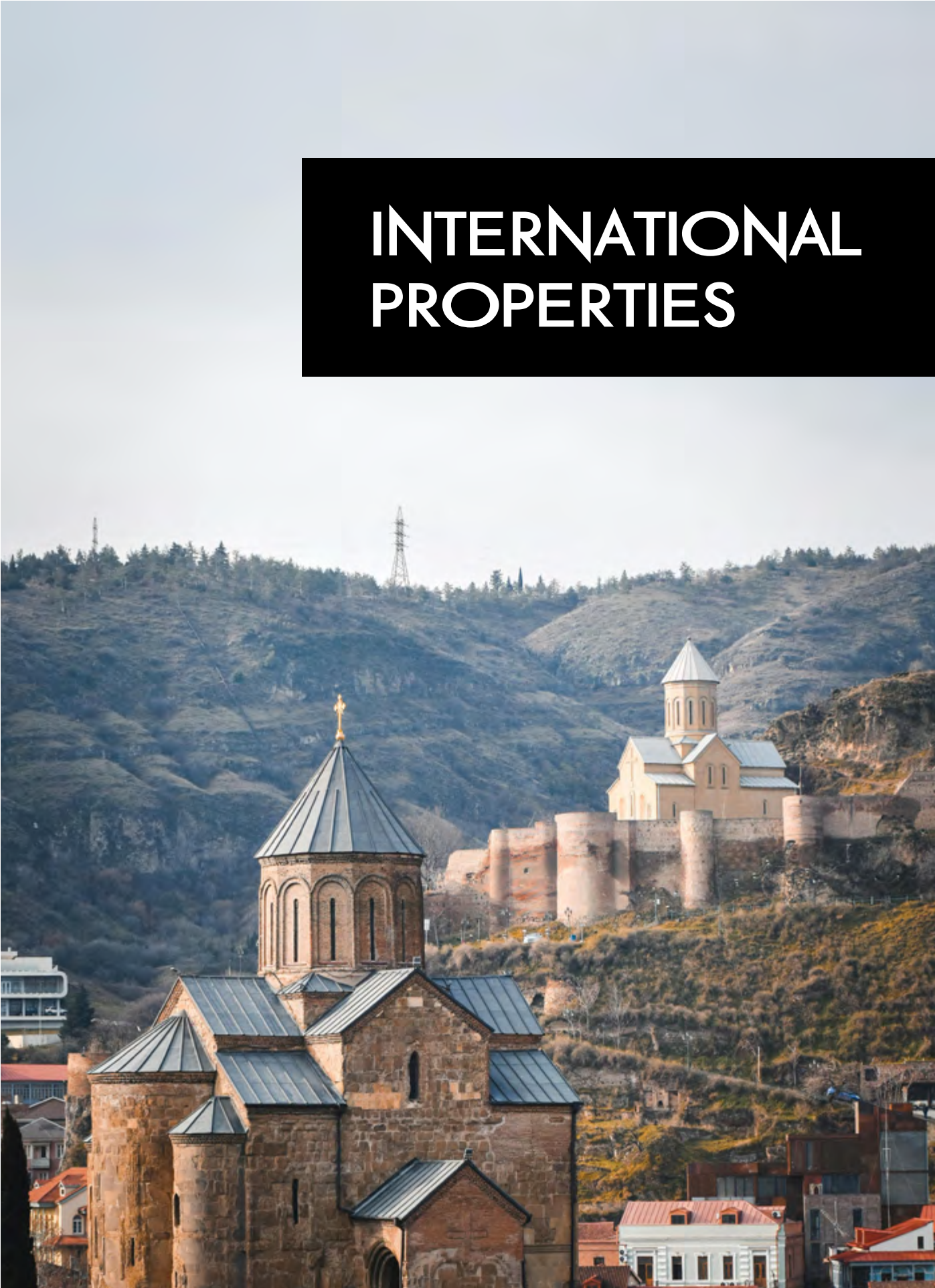
Another important aspect for investors in jointly owned properties is the clarity around dispute resolution. With the Rental Dispute Settlement Centre (RDSC) holding exclusive jurisdiction over these matters, the process has become more focused and efficient, reducing uncertainty when issues arise.



For investors, these regulatory changes signal a broader evolution in how Dubai manages and safeguards real estate assets. While the transition away from owner-controlled associations may initially seem like a loss of direct influence, the introduction of professional management, clearer governance structures, and stronger regulatory oversight ultimately enhances the long-term value and stability of investments. In a market where the quality of asset management directly impacts returns, this framework positions Dubai more firmly as a transparent, reliable, and investor-friendly environment.



# INTERNATIONAL PROPERTIES



# TRUMP TOWER TBILISI : INTRODUCING TBILISI'S NEW LANDMARK FOR GLOBAL LUXURY LIVING

**In collaboration with The Trump Organization, leading development team – including Archi Group, Biograpi Living, The Sapir Organization, BLOX Group, and Finvest Georgia – to build the city's tallest tower**



In collaboration with The Trump Organization, Biograpi Living, Archi Group, The Sapir Organization, Blox Group, and Finvest Georgia, the development partners today announce the launch of Trump Tower Tbilisi, a landmark mixed-use project that will introduce the first Trump-branded development to the Caucasus region. The project represents a significant milestone in the continued international expansion of the Trump brand and underscores growing global investor confidence in Georgia as an emerging destination for luxury real estate, business, and tourism.

Positioned as a transformative addition to Tbilisi's evolving skyline, Trump Tower Tbilisi is designed to reflect the city's growing ambition to become a leading hub connecting Europe

and Asia. The development signals Tbilisi's increasing prominence as a gateway for international commerce, finance, and culture, while also strengthening its appeal among global buyers seeking premium residential and investment opportunities in fast-growing markets.

Designed by Gensler, one of the world's largest and most respected architecture firms, the tower is expected to rise approximately 70 stories, making it the tallest building in Georgia upon completion. Its architectural concept combines contemporary luxury design with functional mixed-use planning, creating a vertical destination that integrates residential, hospitality, retail, and lifestyle components within a single landmark structure.

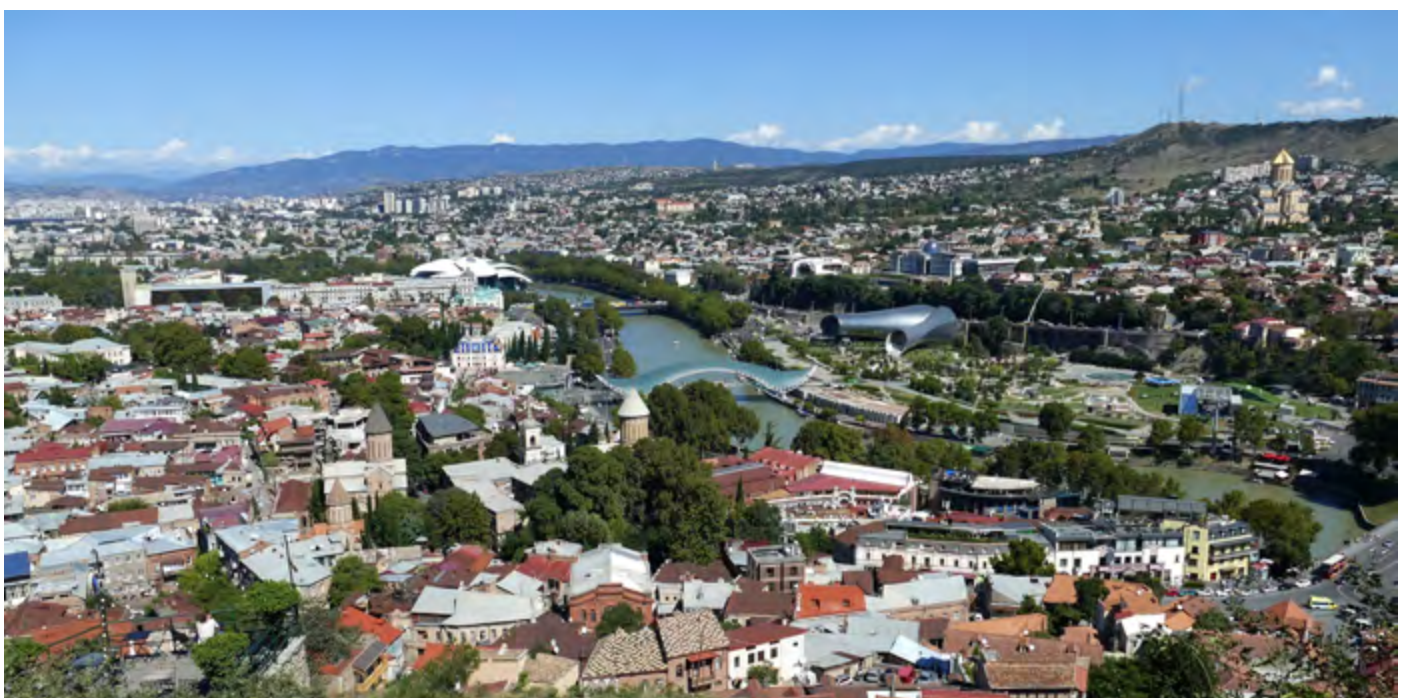


Strategically located with views overlooking Central Park, Trump Tower Tbilisi will serve as the focal point of a larger urban destination designed to enhance connectivity, walkability, and lifestyle convenience. The project will feature ultra-luxury residences, high-end retail spaces, curated dining concepts, and a wide range of exclusive amenities designed to meet the expectations of international residents and investors. The development aims to set a new benchmark for luxury living in the region, aligning with global standards associated with Trump-branded properties worldwide.

As part of the Trump Organization's broader global portfolio of developments, the Tbilisi tower joins a collection of high-profile residential, hotel, and mixed-use projects across key international markets. Headquartered in Palm Beach, Florida, The Trump Organization has developed some of the world's most recognized luxury real estate assets, including Trump Tower in New York City, alongside numerous branded properties in major global cities. The organization continues to expand its international footprint, focusing on landmark developments in high-growth urban centers.

"The Trump name is synonymous with some of the most luxurious real estate developments in the world, and Trump Tower Tbilisi continues that legacy," said Eric Trump, Executive Vice President of The Trump Organization. "We are proud to bring this globally recognized standard of excellence to Georgia and to work alongside such strong and professional development partners on a project of this scale and significance."

**Read full report on**  
**[www.DevelopersNewsMagazine.com](http://www.DevelopersNewsMagazine.com)**





# EVENTS AND TRAINING

# HOW AN AI-BASED APP IS RETRAINING REAL ESTATE SALES TEAMS IN THE GULF. INTERVIEW WITH LEYLA BAYMAGANBETOVA, CEO AND FOUNDER OF KLASTER

## Please tell us more about Klaster?

Klaster is an AI-powered sales training platform built for real estate teams. Agents practice live investor conversations through roleplays, observed and coached by AI in real time.

## Where did Klaster come from?

We started as a high-touch training service for public speaking and negotiation which got us onto the vendor list for Richemont and DMCC and into a partnership with PwC Academy Middle East. But you can't scale a human trainer. So we built the app, encoding everything we'd learned into our own proprietary training IP.

## What makes Klaster different from other AI training tools?

Most competitors export US playbooks into markets where relationships are everything and that simply doesn't translate. In the Middle East, trust comes before business. The conversation before the pitch matters more than the pitch itself. I've spent eight years here. Stefano Ferrara, my business partner who helps shape our training material, has spent ten years closing multi-million dollar deals at Gartner, Cisco, and the Big Four. Jack Smies, our CTO, has over fifteen years building enterprise solutions in the region through Accenture and Wipro. We have our own datasets. We know what a Gulf investor sounds like when they're interested but not ready to say so. You can't replicate that from a San Francisco office.



**Leyla Baymaganbetova,**  
CEO & Founder, Klaster

*“Agents leave certification knowing the rules. We make sure they win the conversation.”*

**Leyla Baymaganbetova,**  
CEO & Founder, Klaster



### Why real estate?

Over 90% of Dubai's property transactions go through an agent and most agents get almost no structured practice before sitting across from a serious investor. Major developers using Klaster have seen 25% shorter onboarding and 34% better call-to-meeting conversion, alongside stronger product knowledge and client confidence. That's real revenue leakage, closed.

### What's the vision from here?

To raise the standard of conversations agents have with investors across this region. The UAE market has shown remarkable growth over five years and the current cool-off is maturation, not retreat. It remains one of the world's most compelling real estate asset classes, and the professionals working in it deserve tools built for where they actually operate. We want to be part of what makes this market excellent.





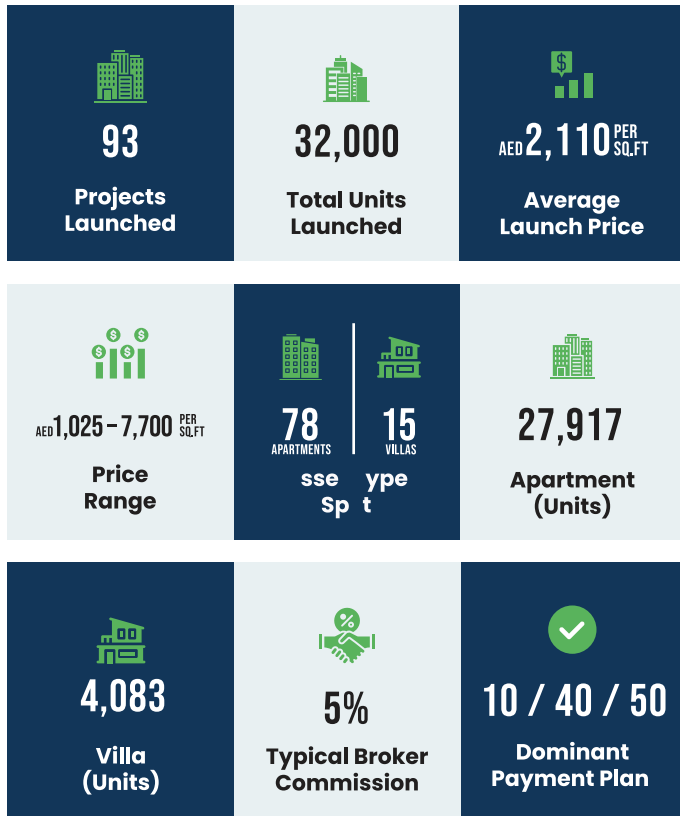
# NEW PROJECT TRACKER BY REIDIN

Data Analytics 

# DUBAI RESIDENTIAL PROJECT LAUNCH TRACKER BY REIDIN

Q1 2026 (January – March)

## MARKET SUMMARY



## LAUNCH MOMENTUM

Metric	January	February	March
Projects Launched	41	37	15
Total Units Launched	13,636	12,057	6,307
Avg. Price (AED/sqft)	2,149	2,182	1,827
Apartment (Projects)	30	35	13
Villa (Projects)	11	2	2

## COMMUNITY DISTRIBUTION

Community	Q1 (Units)	Share (%)	Avg. Price AED/sq.ft	Projects
Meydan	5,685	17.8%	2,903	8
Dubailand	2,767	8.6%	1,738	4
Majan	2,434	7.6%	1,608	3
Dubailand Residence Complex	1,722	5.4%	1,538	4
Dubai Islands	1,545	4.8%	2,556	8
Others	17,847	55.8%	2,218	66

## PROJECT BREAKDOWN TOP 5 COMMUNITIES

Meydan		5,685 units	8 Projects
Developer	Project	Price AED/sq.ft	Units
Binghatti	Maybach 6	4,225	1,844
Binghatti	Vision Iconic	2,875	1,404
Binghatti	Vision Mercedes-Maybach Ultimate Luxury	3,850	1,204
Binghatti	Project Maybach	3,675	816
IGO	The Winslow by IGO	2,100	190
Sanzen	Zen Lagoons by Sanzen	2,225	123
Azizi	Azizi Riviera 58	2,525	82
Namat	Tura Residence	1,750	22

Dubailand		2,767 units	4 Projects
Developer	Project	Price AED/sq.ft	Units
Azizi	Azizi Milan 18	2,000	1,528
Aldar	The Wilds Residences	1,700	740
Reef Luxury	Reef 995	1,675	334
Zoya One	Izel by Zoya	1,575	165

Dubailand Residence Complex		1,722 units	4 Projects
Developer	Project	Price AED/sq.ft	Units
Mr. Eight	The Wow Tower	1,725	1,078
Iraz	Havencia Residences	1,650	286
Zoya One	Nuve by Zoya	1,525	232
Enaam	Azra Residence	1,250	126

Majan		2,434 units	3 Projects
Developer	Project	Price AED/sq.ft	Units
Binghatti	Binghatti Skyflame 1	1,650	1,378
Binghatti	Binghatti Skyflame 2	1,625	782
ADE	Bararigate	1,550	274

Dubai Islands		1,545 units	8 Projects
Developer	Project	Price AED/sq.ft	Units
Ellington	The Meriva Collection	3,200	903
Imtiaz	Sea Cliff by Imtiaz	2,650	170
Amwaj	Kaia Residences	2,125	128
Centurion	Flora Bay Residences	2,200	84
Chaimaa	Isla Private Residences	2,700	76
Fakhruddin	Treppan Living Prive	3,450	65
Enzo	Maravea Residences	1,975	63
Jaiedco	Liora Residences	2,150	56

## DEVELOPER ACTIVITY

Developer	Jan (Units)	Feb (Units)	Mar (Units)	Q1 Total
Binghatti	5,725	1,612	782	8,119
Azizi	301	1,528	1,391	3,220
Emaar	1,887	1,005	262	3,154
Danube	0	1,204	700	1,904
Mr. Eight	0	0	1,078	1,078
Damac	454	0	468	922
Ellington	0	903	0	903
Palma	0	809	0	809
Sobha	591	206	0	797
Aldar	0	740	0	740

## SUPPLY DISTRIBUTION BY PRICE SEGMENT

Segment	Jan (Units)	Feb (Units)	Mar (Units)	Jan (%)	Feb (%)	Mar (%)
Affordable	225	24	0	1.7%	0.2%	0.0%
Mid-Market	5,644	4,214	4,240	41.4%	35.0%	67.2%
Upper-Mid	3,351	6,362	2,067	24.6%	52.8%	32.8%
Luxury	4,416	1,431	0	32.4%	11.9%	0.0%
Ultra-Luxury	0	26	0	0.0%	0.2%	0.0%



## METHODOLOGY

THE PROJECT LAUNCH TRACKER IS COMPILED FROM VERIFIED MULTI-SOURCE DATA, INCLUDING REGULATOR RECORDS, DEVELOPER DISCLOSURES, AND BROKERAGE NETWORKS. IT CAPTURES RESIDENTIAL PROJECTS AT LAUNCH BASED ON CONFIRMED DEVELOPER ANNOUNCEMENTS. EACH PROJECT IS VALIDATED FOR STATUS, PRICING, UNIT MIX, AND TIMING PRIOR TO INCLUSION. UNITS REFLECT ANNOUNCED INVENTORY AT LAUNCH, WHILE PROJECTS REPRESENT DISTINCT DEVELOPMENTS. PRICING IS EXPRESSED IN AED

PER SQ.FT, APPLIED UNIFORMLY ACROSS ALL UNIT TYPES AND LOCATIONS TO ENABLE DIRECT COMPARISON. PROJECTS ARE CLASSIFIED INTO FIVE FIXED PRICE SEGMENTS: AFFORDABLE, MID-MARKET, UPPER-MID, LUXURY, AND ULTRA-LUXURY, USING THRESHOLDS CONSISTENT ACROSS ALL REPORTING PERIODS. SUPPLY IS ANALYSED ACROSS THREE DIMENSIONS: SCALE (UNITS LAUNCHED AND PROJECT COUNT), STRUCTURE (PRICE POSITIONING), AND DISTRIBUTION (DEVELOPER CONCENTRATION AND COMMUNITY ALLOCATION).

## PRICE BRACKET USED IN THIS REPORT

Affordable	< AED 1,200
Mid-Market	AED 1,200–1,800
Upper-Mid	AED 1,800–3,000
Luxury	AED 3,000–6,000
Ultra-Luxury	> AED 6,000



**NEW PROJECTS**



**Arada unveils Jenna, An upscale apartment complex featuring more than 600 new residences at Sharjah megaproject Aljada**



**DMCC launches twin towers in key Uptown Dubai expansion**



**Aldar Launches the First Phase of Yas Park Place, Bringing a New Collection of Homes to the Heart of Yas Island**



**UFC legend Khabib Nurmagomedov enters UAE real estate with DIA Holding in strategic partnership**



**Object 1 announces Abu Dhabi foray with new 171-unit residential tower**



**DAMAC District apartments launched following strong market demand**



**Aldar launches the first phase of Yas Park Place, bringing a new collection of homes to the heart of Yas Island**



**Sobha Realty enters Abu Dhabi with mega waterfront living community**



**Al Habtoor Group announces \$1.36bn new investment in Dubai real estate**



**Burtville unveils new hotel-branded residential project in Abu Dhabi**



**RAK's largest private developer, BNW Developments, debuts in Dubai with off-plan branded residences**



**Arada launches fifth phase of Sharjah forest community development**



**KAIA brings a new calm to Dubai's coastline**



**Mira Developments launches Richmond District in Dubai with 6 towers**



**Tréppan Living by Fakhrudin Properties redefines wellness, sustainability, and technology in UAE homes**

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