

**200+ Sold**

Over 200 such apartments  
sold in last 12 months

# Ready Dubai Property



## 1-BED OFFER

1-Bed Apartment 900 sq ft  
Price £83,167. Your Net Payment (75%)

**£66,500**

= AED 399,000    USD \$110,833  
Rest (25%) paid by rent

## Now Is Best Time To Buy

### HERE ARE 8 GOOD REASONS WHY

#### 1. PRICES ARE RISING

Following the crash in 2008, Dubai property prices fell by over 60% and hit rock bottom. Now, prices have started to rise again. This cat 'A' 1-Bed was selling for over **£140,000 in 2008** and is now only **£81,500**. With rental credits you pay just **£66,500 on Payment Plan B. Prices ARE going up now.**

#### 2. GROWTH OF 10%

Prices were expected to increase by about 10% per year due to lack of 'Ready' property but are rising even faster. Dubai population is growing and GDP is increasing at 6%. The greatest rental demand is for lower cost properties (**NOT** the seaside, premium tourist type properties).

#### 3. SECURE BUYING PROCESS

We buy suitable investment property (category A with high rental yields), rent it out and then sell it to you. You would be buying this offer of 1-Bed directly from us.

#### 4. RENTAL GUARANTEE

We select the better category 'A' properties in any one area to ensure we get good rental income & growth. This allows us to offer a very good 8% rental guarantee for 2 years.

#### 5. PAYMENT PLANS UP TO 2.5 YEARS

We offer optional payment (Plan B) where your rent can pay for 25% of the property. You can make payments early to complete whenever you wish. Plan C offers a 2% discount for full payment within 1 month.

#### 6. HOLIDAYS IN DUBAI

Deposit rental income in Dubai and use for your holidays. Typically, buyers do not use their own properties for holidays. They leave their property rented out all of the time, and use the rental income to rent suitable seaside apartments for 1-2 months when on holiday.

#### 7. DOUBLE YOUR INVESTMENT

With expected growth and rental income you could more than double your giving a profit of over **£70,000** over 5 years. See forecasts on our website.

#### 8. UP TO £100 FOR TRAVEL TO UK OFFICE

If you are serious about buying any property in Dubai, you should visit us to learn more. We pay up to **£100** for travelling expenses (It comes off your first payment). We are located near Jn. 8 – M65 (just north of Manchester). Please let us know when you plan to visit.

**www.openshoreproperty.com**

**Dubai Property Advice Hotline**  
**01282 882017**

# Property Details & Location

## Property: 1-Bed

Apartments (Cat 'A') Type C – 900 sqft gross, in low rise (4 level) buildings, 1 to 3 years old, located between Dubai Airport and University (Al-Warsan District). Free Car Parking and good transport.

**Location Map:** These properties are located inland, south of Dubai Airport – (not seaside, where prices are higher, but rental demand lower, with no guarantees. Seaside or larger units would only be suitable for 100% own use – not investment)

**Buildings:** Low rise buildings with shops on ground floor and Studio or 1-bed apartments on 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> floors. Over 400 buildings in this area and we have apartments in many.

**Floor Plan:** The 1-bed flat includes a fully fitted kitchen, Two bathrooms, large lounge and separate bedroom (with en-suite bathroom).

**Payment Plan:** Most use plan B. On this plan rental income is paid quarterly and effectively reduces payments due to us (see chart). You can pay in full and get a 2% discount.

**Other Costs:** 2% sales fee and 4% fee plus AED 4,000 to Dubai Government. Full Property management (looking after your property fully and paying you rent with rent guarantees) is FREE for first year and then about 10% of rent per year. Your annual rent is about 10% of property price out of which about 2% per year are service charges, leaving net rent of 8%. Prices are always paid in AED. £ prices are approx at exchange rate of 6.0 and vary with each payment with exchange rate.



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## Purchase Process

**1. Select Studio or 1-Bed:** Do not stretch your budget. Buy the one you can easily afford. Buy a Studio if your budget is lower.

**2. Select Payment Plan:** If you have all of the money sitting in a bank, then use Plan C with 2% discount and full payment in 1 month

**3. Provide Details:** We need your address and passport details for id purposes. Then we can treat as serious enquiry and send draft documents.

**4. Get Draft Documents:** These will include draft contract, procedure, client account details, viewing procedures etc.

**5. Visit UK Office:** We pay up to £100 travel cost (This comes off your first payment). It is well worth visiting for investment property

**6. Viewing Visit if Required:** You can do this now or next time you visit Dubai for holiday

**7. Sign Final Contracts:** We will send you 2 copies of contracts to sign

**8. Follow Payment Plan:** Payments are made via a UK client account (where funds belong to customer until paid for property)

**9. Get Title Deeds:** We use your POA document to represent you as buyer at Dubai Land Dept to get Title Deeds under your name.

**10. Get regular updates:** We will continue to manage your property (unless you choose otherwise), with regular updates and rental statements. Rent will be paid in to your account in Dubai or UK.

Openshore staff have been managing and selling properties in Dubai for over 9 years, with excellent long-term service. Most of our business comes from recommendations. All offers subject to contract and valid until end of this month. Contact us now.

Email: [sales@openshoreproperty.com](mailto:sales@openshoreproperty.com)

Text for call back: +44 794 9191 946

Hotline: +44 1282 882017

# www.openshoreproperty.com

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Openshore UK Head Office

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## PAYMENT PLAN IN

### AED/USD:

In payment plan B, you make a larger payment within 1 month and your rental payments get started being credited to you immediately so you end up paying less.

See Last 3 Column for expected Net Payments in AED, £ or USD

**200+ Sold**

Over 200+ sold past 12 months  
We sell 18 to 25 units every month  
Prices Valid Until End of Month

## 1-Bed Offer

<u>Plan B</u>	Payment Plan in Contract	Expected Rent	Expected Net Payment	Expected Net Payment	NET USD
	AED	AED	AED	£ @ 6.0	\$ @ 3.6
Now	49,900		49,900	<b>£8,317</b>	\$13,861
within 1m	349,100	Rent Starts	349,100	<b>£58,183</b>	\$96,972
3 Months	10,000	10000	0	<b>£0</b>	\$0
6 Months	10,000	10000	0	<b>£0</b>	\$0
9 months	10,000	10000	0	<b>£0</b>	\$0
12 Months	10,000	10000	0	<b>£0</b>	\$0
15 Months	10,000	10000	0	<b>£0</b>	\$0
18 Months	10,000	10000	0	<b>£0</b>	\$0
21 Months	10,000	10000	0	<b>£0</b>	\$0
24 Months	10,000	10000	0	<b>£0</b>	\$0
27 Months	10,000	10000	0	<b>£0</b>	\$0
30 Months	10,000	10000	0	<b>£0</b>	\$0
<b>TOTALS</b>	<b>499,000</b>	<b>100,000</b>	<b>399,000</b>	<b>£66,500</b>	<b>\$110,833</b>

The contract pricing is in AED. £ pricing will vary by exchange rate at time of each payment. Normally shown everywhere at rate of 6.0. £ pricing shown below at two different exchange rates – 6.0 and 5.8 to give you idea of range

### SUMMARY 1-BED Category 'A'

Contract Pricing	AED	£ @ 6.0	£ @ 5.8
Full Price	499,000	£83,167	£86,034
2% Sales Fee	9,980	£1,663	£1,721
4% Transfer Fee + AED 4,000	23,960	£3,993	£4,131
<b>Total Full Cost</b>	<b>532,940</b>	<b>88,823</b>	<b>£91,886</b>

What You Pay	AED	£ @ 6.0	£ @ 5.8
First Payment -	59,880	£9,980	£10,324
2nd Payment -	373,060	£62,177	£64,321

Total Paid by YOU	AED	£ @ 6.0	£ @ 5.8
<b>Total Paid by YOU</b>	<b>432,940</b>	<b>£72,157</b>	<b>£74,645</b>
Inc. sales & Transfer Fees			

Paid By Rent	100,000	£16,667	£17,241
<b>Total</b>	<b>532,940</b>	<b>£88,823</b>	<b>£91,886</b>

Note - £ Prices will vary with rate at time of each payment - depending on exchange rate

## **QUESTIONS & ANSWERS**

### **Q-Are these investment properties Freehold or Leasehold?**

These properties are all FREEHOLD.

### **Q-Can I purchase in the city centre ('Bur Dubai' or Deira)?**

NO – Properties in the city centre are leasehold with shorter leases and normally only the local Emirati can purchase the freehold title.

### **Q-Does purchase of a property give me permanent residency in Dubai?**

NO. But you can get a renewable 6 month visit visa that can allow you and your dependents to stay in Dubai. This can be renewed every 6 months. This does **NOT** allow you to work or start a business – only allows you to stay in Dubai. You **cannot** get permanent residence or citizenship by purchasing any property.

### **Q-Can I get a Mortgage?**

NO- Mortgages are only available to people who have been resident in Dubai for at least 6 months and have a Dubai salary going into a Dubai bank. Then they can get a mortgage of up to 50% of value (previously 70%) over 15 years at about 6% interest rate. All of our customers do not qualify as they are overseas investors.

### **Q-Can I get a longer payment plan**

No. These are ready properties. You have to pay 10% plus sales fee after signing contract, 65% after 1 to 2 months and remaining 25% can be paid by the rent.

### **Q-Can you give guaranteed rent for more than 2 years?**

We limit this to 2 years but we expect actual rents to be even higher after this period as the rents are following the increase in the property prices and are rising too.

### **Q- Can any nationality purchase property in Dubai?**

Yes – Any nationality can purchase property in Dubai.

### **Q-Can you continue to manage after the first 2 years?**

Yes – over 90% of owners ask us to continue to manage on their behalf – but you are not tied to us. You can use any other agent or manage yourself. We normally pay rental income to owners bank accounts every 3 months. This can be paid in Dubai, UK or your own country.

### **Q- What is location of properties?**

Exact location is on page 1 of the Dubai Property Map, South of Airport, between University and Airport, near to Dragon Mart Mall. There are over 200 low rise buildings in this area (all built by Nakheel) and we are managing over 350 such apartments with over 20 new sales every month. Buildings are 4 - 5 years old and area is established with good transport links to city centre.

### **Q-When do you transfer title deeds?**

In most cases these can be transferred after 2<sup>nd</sup> payment (after 75% paid) but you have to agree not to re-sell until property is fully paid for. The risk for us is low as we know the rent will be collected. You can obviously resell via us at any time and we will take the balance into account. You can also pay off the balance early if you wish and get an early payment discount.

### **Q-Must the Buyer be present for NOC Documents and Transfer**

The buyer does not need to be present and can be represented by us using a POA document for purchase. This is normally what happens unless the buyer is already resident in Dubai and wishes to attend for these. The POA document for purchase can be signed in the UK or at the Notary Office in Dubai. One of our staff can assist with this process. We use the POA document to obtain NOC and then arrange for transfer of investment properties from us to the Buyer.

### **Q-How can I view properties?**

Our Dubai staff can show you the property but you have to follow our procedure and need to provide ID details before visiting Dubai. For investment properties about a third of our customers view prior to purchase; a third pay 10% to secure price and then view prior to second (large payment); and about a third view when they next visit or

pass through Dubai. For 'Own Use' properties, we insist on all customers viewing before even paying 10%.

### **Q-What are costs of purchase?**

4% transfer fee to Dubai Government for title deeds (plus AED 4,000 fixed fee since August 2013). 2% sales fee. These are the only extra one-off purchase costs.

### **Q- Can you get Cheaper Properties?**

Yes – In this area we can acquire slightly lower cost properties (Category "B"). But the rents on these are much lower. As the service charges and other costs are fixed, this means the net rental yields are even lower. For this reason, we acquire only the better properties with higher rental yields – Category "A" (as we have to guarantee the rents). This is also best for investors. We review every property that goes on sale and only acquire the ones with higher rental yields and high capital growth prospects.

### **Q-Are these properties good for holiday own use?**

No- These are NOT on the seaside and do not include holiday facilities (swimming pools, gyms etc). This keeps service charges – low, thus giving you more net rent. They are most suited to investment. Most owners keep the properties rented out all of the time and keep the rental income in Dubai. They then use some of the rental income for their holidays and rent something suitable e.g. 2-bedroom on seaside for family use for 2 weeks. This

works out better than trying to use your own property.

### **Q-What are running costs?**

The only significant costs are service charges. There is no management charge in the first year. After first year we charge 10% of rent for full management including minor repairs etc. Our aim is always to achieve the highest rent. The estimated costs are shown in the 5 year summary in the "Best Buy Investment Deals" page. With realistic estimates, we expect your investment to more than double within 5 years.

### **Q-I am emigrating to Dubai now and need a property for own use. What do you recommend?**

We would recommend properties in third party market in Marina, JLT or near Burj –. These are more expensive (About 2 to 3 times the price) but are more suited to own use and have many leisure facilities. The downside is that everything in these areas is expensive and living cost are high. We do not offer rental guarantees on such properties (net rental yields are low at around 4%). We can send you details of local agents who specialize in these areas and they can show you when you next visit Dubai. Also, for own use, it may actually be better for you to rent initially and NOT to buy. Once you are certain about your exact requirements and location, and plan to use the property yourself most of the time - then buy.

### **Q-I will need an own use property sometime in the future – not just now. I may need it for work, retirement or for long holidays. What do you recommend?**

You should get multiple lower cost investment properties now – Then in 3 to 5 years, resell these and get an own use property which fulfils your needs at *that* time (your needs **WILL** change), and is near to your place of work or where you want to be. Thus for the price of a single apartment in the Marina, you could purchase 3 lower cost investment apartments. This will allow your money to grow at a faster rate, will be lower risk, and provide you with more flexibility.

### **Q- How and When do I make payments?**

Payments are made AFTER you have agreed to purchase and signed the contract. All payments are made into a client account in UK or Dubai. Payments can be made in any currency but normally in £, AED or USD. You make 10% plus 2% sales fee now. Then in 1-3 months you make 65% payment plus transfer fees. The remaining 25% comes from rent. We issue receipts and statements after each payment.

### **Q-How do I chose specific apartment?**

All these category 'A' apartments have higher rental yields and each type is identical inside and may be on 1<sup>st</sup>, 2<sup>nd</sup> 3<sup>rd</sup> or 4<sup>th</sup> floor. Ground floor is shops. You are allocated a unit provisionally but can switch to

any of our other unallocated units at time of viewing (providing you do this prior to deed transfer). Some tenants prefer lower floors whilst others prefer higher floors – average rents are the same on the Category 'A' apartments.

### **Q-What is advantage of paying the full amount upfront?**

About 15% of our customers pay the full amount upfront and get 2% discount. However most use rental income to pay for part of the property as this allows them to buy a 1-bed room apartment for the same price as a Studio.

### **Q-Do you offer 2-bed apartments with similar deal?**

NO- Two bed apartments are almost double the price of 1-beds. The rental yields % are less. Better value to purchase TWO one-bed apartments. Thus we do not offer 2-bed apartments for investment.

### **Q- Can I get better value than this for investment in Dubai?**

No- We firmly believe that overall - in terms of price, rental yield, guarantees, risks, investment return and long term after-sales service – these deals are the best for property investment in Dubai. We regularly look at other areas to see if we can achieve the same benefits but at present like in other countries, multiple lower cost properties are the best forms of low risk investment.

### **Q- How Can I Pay The Lowest Price?**

In the current market property prices are low and it is important to select the best property. There is no advantage in buying a property that is not possible to rent out or hard to re-sell. We can get a lower price or a better and larger apartment for the same price if we can let many sellers compete for the sale. Our process enables us to do this.

### **Q-Can I get a long term payment plan?**

These are only available for off-plan properties (which are risky purchases). We do not advise customers to purchase off-plan or 'under construction' properties as the risks are too high. There is uncertainty that buildings will be completed on time, prices are high, there are issues with money security, and you do not get rental income. It is better to buy low cost 'ready' small investment apartment and add to that every year – than buying one larger off-plan property. We do not offer off-plan properties.

### **Q-Why do Buyers buy from Openshore?**

Our group companies have offices both in the UK and Dubai. Buyers thus have double security:-  
-Buyers have the full process in Dubai for viewing the properties, help with transfer of title deeds at Dubai Lands department and management of the property after purchase – like any other Dubai property purchase.  
-In addition to this, for investment properties purchased from us, buyers have a legal agreement under UK law that covers the Payment Plan schedule, Guaranteed Rent, and secure client account services giving them additional security.

### **Q-I am seriously interested. I want to buy a Studio or 1-bed**

### **for investment. What should I do next?**

Get the full details including draft contract and purchase procedure. Let us know which apartment (Studio or 1-bed) and provide scan of passport photo page and address/telephone. After this we can call you to answer any further questions prior to any visits etc. Prices are rising in Dubai now so act now.

### **NEXT STEPS**

If you are serious about exploring this further, it would be best for you to get the full details including draft agreements and property details and procedure. Then you can review everything and we can call you to discuss any questions you may have and only after this we can arrange any Dubai viewing or visit to UK office.

#### **This is the information we need.**

-Which type of apartment? Studio or 1-Bed.

-Which Payment Plan? Plan B (pay 25% from rent) or Full Payment in 30 days (Plan C)

-Full name, telephone and address to go on draft agreement

-Copy of passport photo page and document showing address ID e.g. Driving licence (Everything is kept confidential).