



# Introduction to Zaara Overseas

Your strategic partner for high-yield real estate investments in Dubai. We bring two decades of expertise in buying, selling, and managing premium properties across Dubai's most coveted neighborhoods.



# Who are Zaara Overseas?

## Founder's story

Zaara Overseas was founded on family investment in Dubai that started as long back as 2002. The pioneers and owner's of the company's family moved their wealth from their home country to Dubai and made their first investments with the springs by Emaar, and later on they would seek to make more investment as time went on. Over the next couple of years, the families saw success with Dubai's real estate market and decided to consult other close family and friends, which gave birth to Zaara Overseas.

The logo for Zaara, featuring a large, bold, black number '7' followed by the word 'aara' in a lowercase, sans-serif font.

Founder's Sales Purchase Agreement shown for a property in 2006 →

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# Sales Purchase Agreement

**SCHEDULE 1  
PARTICULARS**

**1. THE BUYER :** Mohammad Mahmoud Nabizadeh  
Personal  
Springs 1- St 5 - Villa # 10 - Dubai - U.A.E  
Mohammadnabas@hotmail.com  
Tel - +971 4 360 8095  
Mobile - +971 50 719 8210  
Fax - +971 4 297 2922

**2. THE UNIT :** Particular Details Next Pages

Property Code :	0004	0005	0006	0007
	Cricket Tower	Tennis Tower	Ice Hockey Tower	Base Ball Tower
	38	10	46	68
	Studio	Studio	Studio	Studio
	37			
	1 Bed Room			

**PRICE INCLUDES  
ONE PARKING SPACE**

**3. PURCHASE PRICE :**

	<b>31,509,093.23</b>	<b>4,740,232.08</b>	<b>17,685,725.84</b>	<b>22,043,759.55</b>
Unit Price :	33,520,309.00	5,042,800.00	18,814,601.00	23,450,808.00
Parking Price :	0.00	0.00	0.00	0.00
Total Price :	33,520,309.00	5,042,800.00	18,814,601.00	23,450,808.00
Discount :	2,011,215.77	302,567.92	1,128,875.16	1,407,048.45
Net Price :	31,509,093.23	4,740,232.08	17,685,725.84	22,043,759.55
Documentation Fee :	0.00			
Deferred Charges :	0.00			

**4. Down payment :** 10.00% of Purchase Price as advance booking

**5.No. Of Installment :** 5

**6. Falak Properties ACCOUNT DETAILS :**

Abdulrahman Ahmed Mohd Falaknaz  
National Bank Of Abu Dhabi.SWFT: NBADAEAADEI  
Jumeira Branch.  
0157224085

Falak Properties \_\_\_\_\_ Buyer : \_\_\_\_\_ X \_\_\_\_\_

# Sales Purchase Agreement (2)

**SCHEDULE 3  
PAYMENT SCHEDULE**

Percentage	Installment Type	Actual Amount	Amount Received	Balance
10 %	Advance	7,597,881.07	7,597,881.07	0.00
15 %	1st Installment	11,396,821.61	5,249,16.62	6,147,804.99
20 %	2nd Installment	15,195,762.14	0.00	15,195,762.14
20 %	3rd Installment	15,195,762.14	0.00	15,195,762.14
20 %	4th Installment	15,195,762.14	0.00	15,195,762.14
15 %	5th Installment	11,396,821.61	0.00	11,396,821.61
<b>Total :</b>		<b>75,978,810.70</b>	<b>12,846,897.69</b>	<b>63,131,913.01</b>

Receipt No.	Receipt Date	Cheque no/ Case	Cheque Date	Amount
Total :				

Falak Properties \_\_\_\_\_ Buyer : \_\_\_\_\_ X

# Who are Zaara Overseas?

## Our promise

When Zaara Overseas was founded, it made sure to stand out from the rest of the other agencies in Dubai. There was a clear problem in the market that needed solving, and that was transparency and clear reasons to invest. Not a bunch of agents, that just, “trust me,” or, “this investment is going to boom.” No!

We are investors ourselves, we only put our mouths were put our money.

And we make sure that every off-plan launch in Dubai or investment for secondary, needs a proper investment analysis that dives into the developers, price per square foot comparisons and possible return on equity. This is also taught to all of our agents, to make sure they create detailed reports about investment projects to their clients.



Examples shown next slide →

**Zaara**

# Baystar by Vida at Mina Rashid example

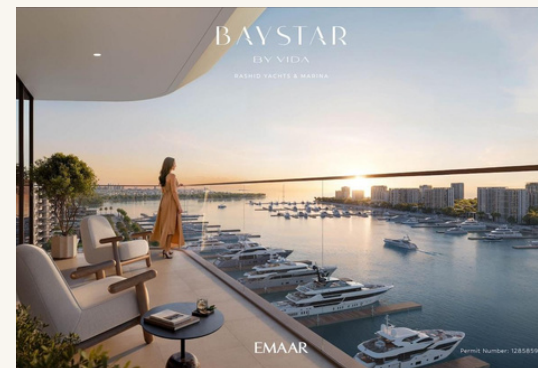
## Baystar vs Mural ( By Beyond )

Unit Type	Starting price (AED)	Sqft	Per square foot
1 bed	2,100,000	728	AED 2884
2 bed	3,200,000	1,223	AED 2610
3 bed	4,900,000	1,701	AED 2880
4 bed	11,300,000	2,900	AED 3896

## The Mural (By Beyond)

Unit size	Starting price (AED)	Sqft	Per square foot
1 bed	2,470,000	750	AED 3293
2 bed	4,510,000	1200	AED 3758
3 bed	5,700,000	1600	AED 3562
4 bed	6,370,000	1700	AED 3747

\*\*\*The difference of the price per sqft sheds light on the competitive entry points for Bay Star Project



# Atelis at D3 by Meraas example

## Atelis vs Le ciel (Port de la mer)

Unit size	Starting price (AED)	Sqft	Per square foot
1 bed	2,100,000	749 - 1139	2100 – 2803
2 bed	3,800,000	1341 – 2032	1870 – 2834
3 bed	7,400,000	2124 – 2592	2842 – 3485
4 bed	10,400,000	2859 – 3392	3066 – 3637

Return on equity:  
 1 bed: 9.2% - 45.7 %  
 2 beds: 18,2% - 79.1%  
 3 beds: 7.6% - 32%  
 4 bed: 38.9% - 64.7%

Return on capital invested:  
 1 bed: 45.6% - 94.3%  
 2 beds: 57.6% - 138.6%  
 3 beds: 43.5% - 75.9%  
 4 beds: 100% - 120%

Unit size	Starting price (AED)	Sqft	Per square foot
1 bed	2,450,000	801	3060
2 bed	4,150,000	1239	3350
3 bed	8,100,000	2160	3750
4 bed	16,775,000	3322	5050



# Rivera at the Valley by Emaar example

## Rivera vs Golf grove (09/10/24 - 09/04/25)

Unit size	Price	Avg BUA	Avg Plot	Avg price per square foot on BUA	Avg price per square foot on plot
4 bed	4.78 mil	3699	3900	1292	1225

Return on equity:  
73%

Return on capital invested:  
117%

Unit size	Price	Avg sqft	Per square foot	Avg price per square foot on BUA	Avg price per square foot on plot
4 bed	8.4 million	3750	2240	1598	2200





# Dubai Real Estate Portfolio Management with Zaara Overseas

Your strategic partner for high-yield real estate investments in Dubai. We bring two decades of expertise in buying, selling, and managing premium properties across Dubai's most coveted neighborhoods.



# Why Dubai Stands Apart: A Global Haven

## Safety & Security

Ranked #1 globally by Numbeo 2023

Near-zero crime rates with 24/7 surveillance

Safe 2 AM walks in Marina or Downtown

## Cosmopolitan Living

200+ nationalities coexisting harmoniously

90% expat population

Religious freedom with diverse places of worship



## Premium Healthcare & Education

World-class facilities: ClevelandClinic, Mediclinic, Branches of Harvard, NYU

## Strategic Global Hub

4-hrsflight radiusreaches 1/3 ofworld population and max 8-hrs to cover 90%

## Futuristic Infrastructure

Driverless metro,smartcityservices, free public Wi-Fi



# Rising Demand v/s Short Supply

## Rapid population growth

Issued 1,50,000 Golden Visas in 2023.

Population 2.1M in 2010 to 3.6M in 2023

and touching 4M in 2025

2040 Vision to expand residential area by 25%

## Growing Economy

GDP growth of 7.9% in 2022 as per IMF

17 Million tourists visited in 2023

Economic growth driven by non-oil sectors  
like tourism, tech and logistics



## Free Zones

30+zones(e.g.,DIFC, DMCC) offer  
100% foreign ownership, attracting  
15,000+ new businesses annually,  
creating jobs and demand for  
affordable housing.

## Tax Friendly Environment

0% Income Tax retains expatriates and  
entrepreneurs.  
A moderate corporate tax of 9% on  
profits over AED 375k, still much lower  
than global averages, helps attract  
businesses.

## Luxury market

Palm Jumeirah and Dubai Hills Estate  
villas surged in demand, with prices  
rising 40%+ since 2020 (Knight Frank)



# Why Invest in Dubai Real Estate?



## High Rental Yields

Average 6-9% rental yields compared to 2-4% in India/New York/London.



## Demand Outpacing Supply

Population grew by 100,000+, but only 30,000 units delivered annually.



## Tax-Free Environment

No income or capital gains tax. Low 4% registration fee.



## Golden Visa

AED 2M+ property investment grants 10-year residency.



# Dubai's Strategic Growth Plans

1

## **Economic Agenda D33**

AED 100 billion for infrastructure. Goal to double GDP by 2033.

2

## **Urban Master Plan 2040**

25% expansion of residential areas. Doubling green spaces.

3

## **Expo Legacy**

District 2020 attracting multinational HQs and skilled expats.



# Why Dubai Shines As A Crisis-Resistant Investment Haven

Dubai offers unique advantages for international investors seeking stability during global uncertainty.



## Geopolitical Neutrality

Dubai maintains diplomatic ties with both Western and Eastern blocs. This protects investor interests regardless of global conflicts.



## Dollar-Pegged Currency

The AED's peg to USD shields assets from currency volatility. This creates stability even as other markets fluctuate.



## Supply-Demand Imbalance

With 100,000+ population growth annually but only 30,000 new units, prime real estate delivers 6-9% yields.



## Tariff-Free Trade Hub

Free zones with 0% import/export tariffs offer cost advantages as protectionism rises elsewhere.



# Dubai's Government Safeguards for Real Estate Investors

Dubai has established comprehensive protections that make it the **#1 ranked country in MENA** for property rights, according to the World Bank. The emirate's investor-first approach minimizes common real estate risks through multiple safeguards.



## RERA Oversight

The Real Estate Regulatory Agency enforces transparency laws and monitors escrow accounts where 100% of investor funds must be deposited.

Additional protections include strict anti-fraud measures with penalties up to AED 500,000, mandatory project registration, and transparent market data systems like the Dubai Land Department Portal and Ejari System for lease registration.



## Freehold Rights

Foreigners enjoy 100% freehold ownership in designated areas, protected by legally binding title deeds.



## Dispute Resolution

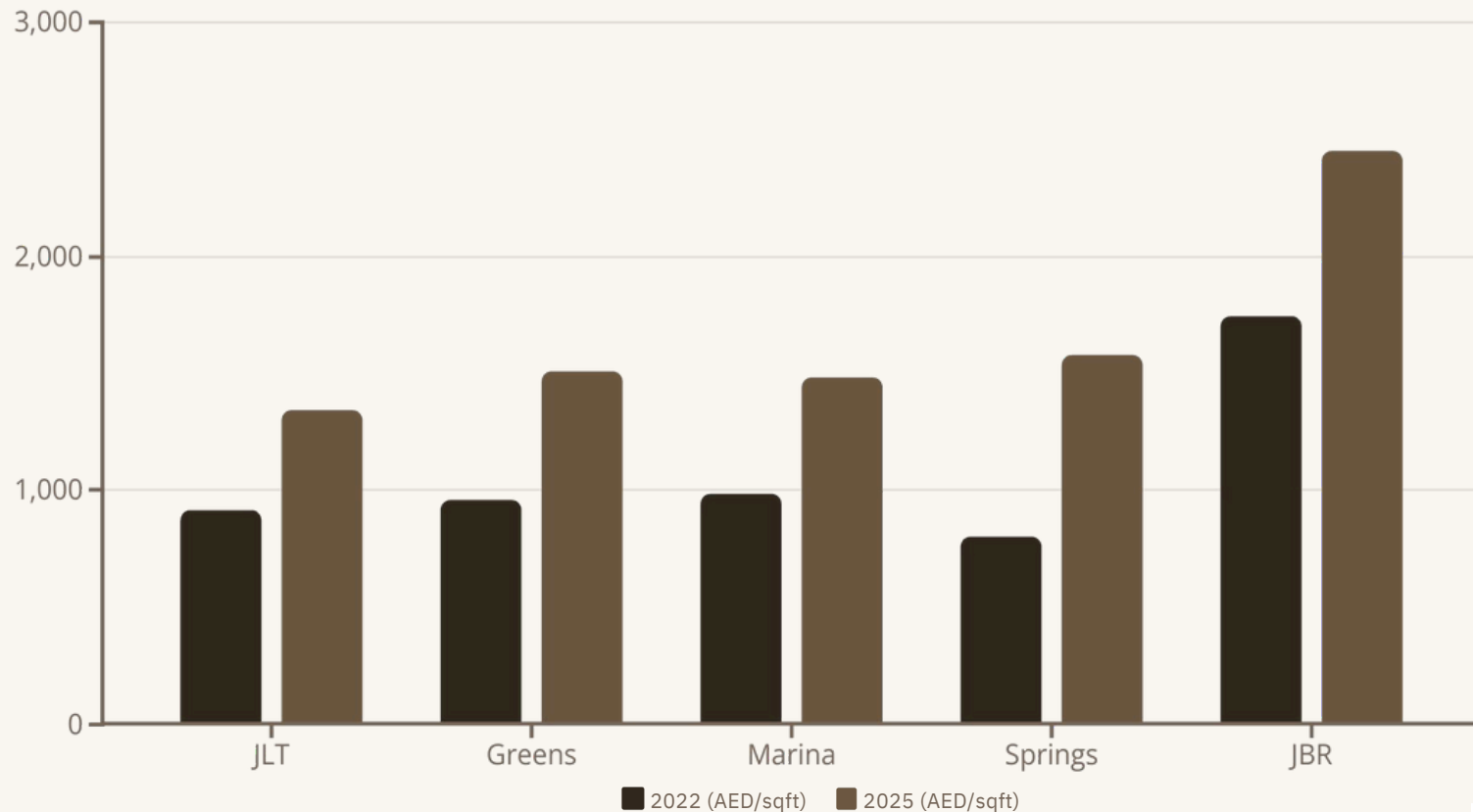
Specialized Real Estate Courts and the RERA Tribunal provide fast-track resolution of investor complaints within 30 days.



# Growing Prices Per Sqft

(2022 -2025) : Jumeirah Lake Towers (JLT), Greens, Dubai Marina, Emaar Springs, Jumeirah Beach

Residence (JBR)



# Our Areas of Expertise

## Dubai Marina

Waterfront premium with stable demand for luxury units.

## Emirates Hills

Premium villa community with exclusive properties.



## Jumeirah Beach Residence

Luxury market with high absolute prices.

## Jumeirah Lake Towers

Central business appeal with high rental demand.

## Location-Wise Real Estate Investment Analysis (2022–2025)\*

Key Metrics: Average Price per Sqft (AED), CAGR, Growth Drivers, and Risks

Location	Property Type	2022 Avg AED/sqft	2025 Avg AED/sqft	CAGR (%)	Key Insights
<u><b>JLT</b></u>	Apartments	912.65	1,339.24	13.70%	Steady growth driven by central business appeal and high rental demand.
<u><b>Greens</b></u>	Apartments	956.12	1,511.82	16.40%	Community-focused growth; infrastructure upgrades boosted demand.
<u><b>Marina</b></u>	Apartments	983.54	1,484.28	14.70%	Waterfront premium; stable demand for luxury units.
<u><b>Springs</b></u>	Villas	804.55	1,580.25	25.40%	Highest growth – post-pandemic villa demand and scarcity of supply.
<u><b>JBR</b></u>	Apartments	1,745.61	2,446.08	11.90%	Luxury market saturation; slower growth but high absolute prices.
<u><b>JVT</b></u>	Apartments	588.34	905.67	15.50%	Affordable entry point; emerging community with upside potential.

\*Source Propertyfinder

# Our Success Stories

## Tilal Al Ghaf Investment

3&4 bed purchased for AED 1.45M & 1.85M in 2019 is now worth AED 3.2M & 4M with rental yield AED 2.15k & 2.60k.

## JBR Transformation

AED 80K renovation in 2024 increased rent from AED 105K to AED 135K. Property value rose from AED 1.55M to AED 1.9M in just 6 months.

## Springs Renovation

2-bed bought for AED 1.8M in 2022. After AED 120K renovation, sold for AED 2.45M in 2023.

Before



After





# Success Case: Off-Plan Investments in 2024

## Initial Investment

Amara villa project valued at 6.98M: Client paid only 30% of the property value AED 2.1M (Feb 2024) to receive the Oqood.

## Strategic Timing

Last community launch by respected developer Majid Al Futaim

## Market

### Appreciation

Value now is 8 million AED from 6.98 within one year

### Exceptional

### Returns

1 million AED profit on 2.1 million AED investment (48%)

**Return within 12 months)**



## Yearly Average Investment Growth Rates

**25.4%**

**Springs Villas**

Highest CAGR (2022-2025)

**16.4%**

**GreensApartments**

Community-focused growth

**15.5%**

**JVT Apartments**

Emerging community potential

**14.7%**

**MarinaApartments**

Stable luxury market

# Our Portfolio of Developers

Working with leading developers across the region



## Luxury Developers

Emaar, Omniyat, Dubai

Holding



## Retail Giants

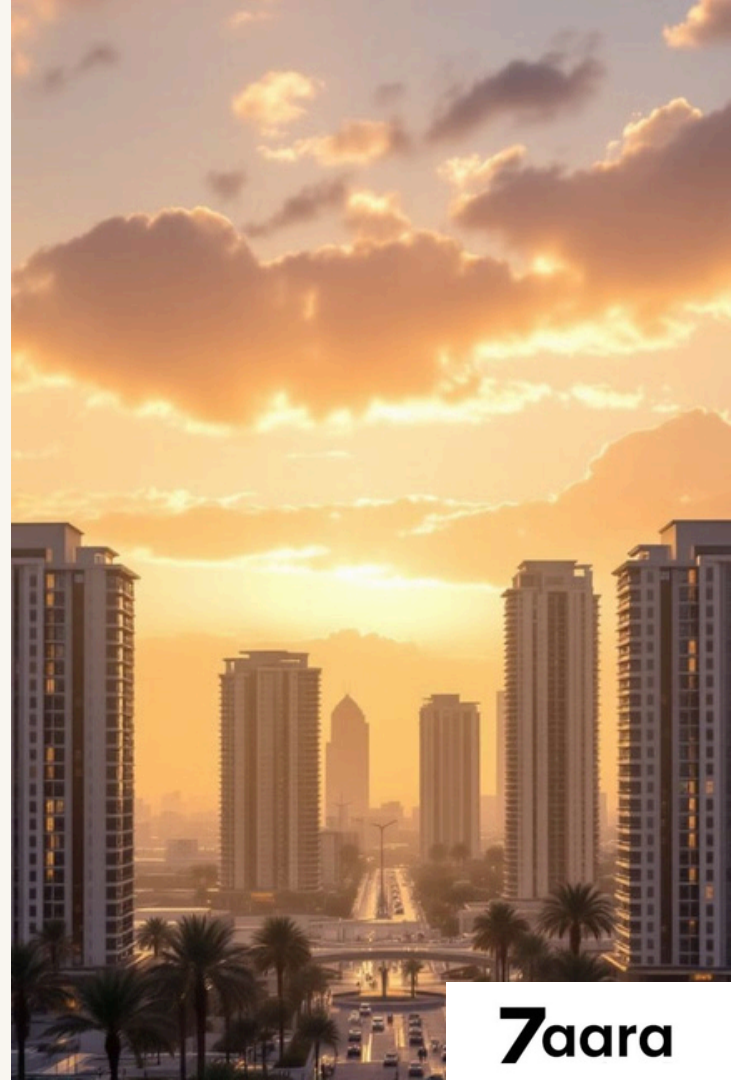
Majid Al Futtaim



## Premium Builders

SHOBHA, AQUA, Ellington, Danube

...many more



# Our Portfolio Management Approach





# Partner With Zaara Overseas

**Minimum Investment: AED 3  
Million**

Entrypointforour professionalportfolio  
management services.

**Average Returns: 12-15%  
Annually**

Consistent performance across diverse  
property investments.

***“Let Your Money Work For You”***

Contact Zaara Overseas

+9715 6262 3636 or

info@zaara-consulting.com

**Zaara**

## **\*DISCLAIMER\***

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