



Real Estate Monthly Pulse

KPMG in Qatar
February 2021



Welcome to the latest issue of KPMG Real Estate Monthly Pulse, which brings you the news highlights from the real estate and related sectors in Qatar. We hope you find this information valuable. If you have any queries or would like to discuss the newsletter, business or the market, kindly contact us.

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REAL ESTATE

[Uptick in Qatar's real estate demand: KPMG](#)

According to KPMG, with the lifting of the blockade, positive regulatory changes, possibility of organized real estate concepts such as real estate investment trusts (REITs), Qatar is set to witness higher influx of invested people. With more opportunities in the market and increased inflow of white-collared workforce, there can be a positive upturn in the demand for residential housing over the next short to middle term, providing a much-needed fillip to the sector.

[QR5.43bn realty deals in December'20](#)

The real estate sector of Qatar has ended the year on an impressive note as the value of deals signed during December surged around 128 percent compared to November 2020. Total deals worth over QR5.43bn were registered while 486 properties exchanged hands during December, according to a report released by the Ministry of Justice.

[Vacant plot sales dominate weekly realty transactions](#)

Transactions for vacant plots of land dominated Qatar's real estate market during January 17-21 period with deals worth QR592.1m signed during the week. Deals worth QR237.6m were signed for vacant land plots, accounting for 59.9 percent of the total real estate sales during the week while buildings sale deals ranked second as transactions worth QR237.6m were signed, accounting for 40.1 percent of the total volume.

[Real estate registration online platform to add more services](#)

To facilitate real estate related transactions by people, the Real Estate Registration Department at the Ministry of Justice is set to add more online services to its digital platform. Khamis Jassim Al Marikhi, Head of Real Estate Registration Department at the Ministry of Justice also pointed out that the new procedures to be announced would achieve a leap in electronic services and will further ease the procedures for registering the property documents.

[UDC's The Pearl-Qatar, Gewan Island win four Arabian Property Awards](#)

The United Development Company (UDC), a leading Qatari public shareholding company and the master developer of The Pearl-Qatar



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and Gewan Island, recently won four accolades at the 2020 Arabian Property Awards. The awards include the Mixed-Use Development award for The Pearl-Qatar, Best Mixed-Use Architecture for Gewan Island, Best New Hotel Construction & Design for Corinthia Gewan Island Qatar hotel, and Best Residential Property for Gewan Island's private villas.

RETAIL

[Qatar First Bank acquires LULU Messila hypermarket building to establish a strong local presence](#)

Qatar First Bank (QFB) announced the completion of QAR 262.5 million acquisition of the retail hypermarket building in Messila thereby cementing the Bank's presence within the local real estate market. The property is currently fully occupied by Lulu as an operational Hypermarket located at Messila, Doha with a built up area of 44,611 sqm.

[British supermarket chain to open branch in Qatar](#)

Qatari Diar and Ariane Holding Group signed an agreement to open the first branch of the British supermarket chain Sainsbury's in Qatar. Sainsbury's is the second largest chain of supermarkets in the United Kingdom. The first branch is expected to start operation at Lusail City in the first quarter of 2022.

HOSPITALITY AND ENTERTAINMENT

[Three new resorts to open in Qatar](#)

Three new beach resorts are currently in the works as the Ministry of Commerce and Industry [MoCI] invites potential investors to attend an event to learn about investment opportunities in the new projects. In cooperation with the Qatar National Tourism Council [QNTC], the MoCI announced that the resorts will be established in Ras Abrouq, Fuwayrit and Bin Ghannam. Investors will partner with the public sector to deliver the hospitality projects.

[ARTIC signs six property deals in Doha with Marriott International](#)

Al Rayyan Tourism Investment (ARTIC), one of the leading international hotel investment companies, is pleased to announce that it has signed an agreement with Marriott International to operate six properties in prime locations across Qatar. The hotel openings are anticipated to mark the introduction of five new brands in the country – Autograph Collection, Delta Hotels by Marriott, Element by Westin, Le Meridien, and Marriott Executive Apartments.

[Rotana announces eight new properties in key markets](#)

Rotana has penned two deals in Qatar, with the aim of supporting the country's economic diversification strategy and its vision to attract seven million visitors by 2030. The group recently took over the management of the 250-key Sedra Arjaan by Rotana, located in the heart of Doha, The Pearl Island, and signed a hotel management agreement under the Centro Hotels brand, with a stylish 350-key property set to add a new dimension to Doha's vibrant hospitality scene by 2023.

[Doha ranked third 'Trending Destination' in world](#)

In the category of 'Trending Destinations', Doha has been ranked at number three globally after Cabo San Lucas, Mexico and Corsica, France in Trip advisor travelers' Choice Awards 2021. Doha has also recently been declared as the second safest city in the world. In 431 cities covered in the report, Doha has been placed at number 2 in terms of safety and low crime rate.



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