



Real Estate Insider

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KPMG in Qatar



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Residential Sector

Awqaf launches two new projects to enhance endowment revenues

The Ministry of Endowments (Awqaf) has launched two projects in Umm Ghuwailina to modernize old endowments and increase their revenues. The first project involves converting a 30-year-old property into a modern residential building, which now features a ground floor and four upper floors. The second project replaces an outdated Waqf property with two commercial units. These renovations are designed to optimize the potential of Waqf assets, fostering sustainable community development while adhering to the original conditions of the endowments. Additionally, the At-Turja Waqf, consisting of two residential buildings with 112 apartments and sports facilities, benefits over 26,000 male and female students enrolled in Qur'anic education centers across the country.

Al Karaana Area ready for more housing projects

Nearly 80% of Al-Karaana's development is complete, with essential services like sewage, lighting, a health center, and schools in place. Naif bin Ali Maeeqa al-Ahbabi confirmed the area is ready for residential land allocation. The project includes completed infrastructure and a public park under development by Ashghal. Al-Ahbabi also highlighted the Salwa Resort, a key tourist destination for visitors arriving via the Abu Samra border, as part of the region's growing urban and population development.

Qatar, Abu Dhabi ready to help Indonesia develop seven million homes

Indonesia will receive support from Qatar and Abu Dhabi to develop seven million housing units. Qatar will fund five million homes, with an additional one million homes personally funded by a Qatari philanthropist. Abu Dhabi has committed to supporting one million homes. The Housing Task Force is confident that with this assistance, Indonesia will meet its target of 15 million housing units within President Prabowo Subianto's five-year term. The initiative also includes relocating homeless residents to new housing complexes in West Jakarta, including Rawa Buaya, Tegal Alur, Flamboyan, and Daan Mogot.

Sources: Antara News, Gulf Times



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Retail Sector (1/3)

Doha Mall Opens 30 New Stores by Qatar National Day

Doha Mall, South Doha's premier shopping destination, is thrilled to announce the opening of 30 stores by Qatar National Day, 18 December 2024. This expansion adds to the mall's diverse offerings, introducing internationally recognized brands such as Adidas, Levi's, Rituals, Skechers, and Aldo, alongside family-friendly favorites like LC Waikiki and BBZ. Additionally, recent openings include Doctor M, Mumuso, Centrepont, and Giordano. Anchored by flagship tenants like LuLu Hypermarket and Jarir Bookstore, Doha Mall continues to elevate Qatar's retail experience. Conveniently located in Abu Hamour, the mall offers a welcoming environment for residents and visitors to connect, shop, and relax.

Apparel Group unveils 24 new retail concepts at Doha Mall

Apparel Group, a global retail and fashion leader, has launched 24 new stores at Doha Mall, catering to Qatar's fashion-conscious consumers. Located in Abu Hamour, the mall offers easy access via Metro Buslink and Doha Expressway, serving nearby neighborhoods, including Abu Hamour, Ain Khaled, Al Waab, Al Mamoura, Al Thumama, and Al Wakra. CEO Neeraj Teckchandani highlighted the expansion as a step toward enhancing Qatar's retail sector. Apparel Group operates over 2,300 stores and 85+ brands across the GCC and globally, featuring names like Tommy Hilfiger, Skechers, and ALDO.

Qatar retail sales projected to grow at annualized rate of 2.2% up to 2028: Alpen Capital

Retail sales in Qatar are projected to grow at an annualized rate of 2.2% through 2028, driven by factors such as the government's efforts to boost tourism, a growing population, and rising income levels. The government's strategy focuses on business facilitation, family activities, and enhancing cultural experiences, leveraging modern infrastructure to boost the MICE market, establish new leisure districts, and attract global sporting events. With retail transformation from traditional souqs to modern malls and e-commerce platforms, Qatar is poised for growth in both physical and digital retail spaces, including a fast-growing luxury goods market. The e-commerce sector alone grew at an 8.1% CAGR from 2018 to 2023, reaching \$2.8 billion in 2023.

Doha, Al Khor, Dukhan, Al Wakrah, and Mesaieed Lead Qatar's Tourism Boom with 5% Growth and Retail Expansion in 2025

Qatar's retail sector is set for a significant boost in 2025, with a 5% growth driven by major developments in cities like Doha, Al Wakrah, and Mesaieed. New retail projects, such as Velero Mall in Lusail Marina and Crystal Walkway on Gewan Island, are introducing globally recognized brands, enhancing the shopping experience. These expansions position Qatar as a key retail hub, attracting tourists and investors while contributing to the country's economic growth.

Sources: Travel and Tour World, Gulf Times, Zawya



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Retail Sector (2/3)

Demand for consumer electronics to further accelerate in 2025

Qatar's consumer electronics consumption is expected to skyrocket in 2025, fueled by technological breakthroughs, higher disposable money, and a growing tech-savvy populace. The market is expanding due to increased adoption of smart devices, home automation goods, and wearable technologies. Retailers and manufacturers are preparing to accommodate this demand, in line with Qatar's overall digital transformation goals and economic growth strategies.

MGD factory division Qatar wins 'QHSE Excellence Award 2023'

Malabar Gold & Diamonds' Al Nazha factory in Qatar has received the QHSE (Quality, Health, Safety & Environment) Excellence Award 2023 from Manateq. The award was presented to Santhosh T V, regional head of MGD Qatar, by Engineer Mohammed al-Emadi, CEO of Manateq, at a ceremony in Lusail. Known for its exceptional craftsmanship and commitment to sustainability, MGD operates 16 manufacturing units globally. Santhosh T V highlighted the company's focus on quality, innovation, and a safe, sustainable work environment. MGD also adheres to strict environmental standards and ethical sourcing practices. Established in 1993, MGD has over 370 showrooms and a \$6.2bn annual turnover, with strong ESG initiatives in health, education, and environmental sustainability.

Sources: Gulf Times, Zawya

QNB Recognised as 'Best Digital Experience' in Qatar

QNB has been awarded the 'Best Digital Experience' title at the Qatar Digital Business Award 2024, recognizing the bank's innovation in digital banking. The award highlights QNB's exceptional achievements in offering customer-centric digital solutions, such as the recently launched Multi-currency 'Travel Card' through QNB Mobile Banking. This service enables customers to manage foreign currency wallets and make secure, contactless payments. QNB's focus on digital innovation also includes fully digital account openings and eLoans. This marks the bank's seventh major digital award in 2024, cementing its leadership in digital banking.

Retail Sector (3/3)

Jumbo Electronics ties up with Platinum Karaoke

Jumbo Electronics WLL, Qatar's leading electronics distributor, has partnered with Platinum Karaoke, a top Filipino brand known for high-quality karaoke systems. Platinum Karaoke's popular models, including Cello 2 and Piano Pro, feature a user-friendly app for song selection and playlist management. The products will be available at Jumbo Electronics stores in Doha Souq Mall, Al Nasr Street, City Centre, and Jumbo Souq online.

IBM Opens New Office in Qatar

Doha, Qatar – IBM has inaugurated a new office in Al Mana Tower, Doha, marking its commitment to supporting Qatar's digital transformation. The opening ceremony was attended by key figures, including H.E. Mohammed bin Ali Al Mannai, Minister of Communications and Information Technology, and U.S. Ambassador to Qatar, Timmy Davis. The new office aims to enhance IBM's presence in Qatar, a growing market aligned with Qatar National Vision 2030 and Digital Agenda 2030. IBM plans to support local clients with innovative solutions and consulting services to accelerate digital transformation and foster innovation, contributing to Qatar's development of a knowledge-based economy

Qatar: Point of sale transactions rise 10% to \$2.17bIn in November

In November 2024, point of sale (POS) transactions in Qatar grew by 10%, reaching QR7.90 billion compared to QR7.21 billion in November 2023. The total volume of POS transactions increased by 21% to 38.30 million, with 75,755 POS devices in operation. E-commerce transactions also surged, totaling 7.68 million transactions worth QR3.38 billion, showing a year-on-year growth of 9% in value. The Qatar Central Bank's instant payment service, Fawran, continues to support the digital payment ecosystem, allowing quick transfers 24/7. Additionally, the Himyan Debit Card, launched by QCB, facilitates seamless payments both online and offline.

Sources: The Peninsula Qatar, Zawya



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Hospitality & Tourism Sector (1/2)

Qatar Tourism Launches E-Services Portal with 80+ Streamlined Solutions

Qatar Tourism has launched a breakthrough E-Services Portal, which provides over 80 optimized digital solutions for corporations, hotels, and individuals. This platform streamlines licensing, permits, and tourism-related approvals, increasing operational efficiency throughout the industry. The program highlights Qatar's commitment to digital transformation, which will help to strengthen the tourism industry and improve stakeholder accessibility. This development is consistent with Qatar's ambition to establish itself as a top worldwide travel and business destination.

GCC Visitors Make Up 43% of Total Arrivals to Qatar in Third Quarter

Qatar Tourism (QT) figures reveal that 43% of the total visitors to Qatar in the third quarter came from GCC countries, with other Arab nations contributing 7%. International visitors to Qatar increased by 26% compared to the same period last year. The GCC remains the largest source of visitors, followed by Europe, which accounted for 22% of arrivals. Other regions included the Americas (6%), the rest of Asia and Oceania (20%), and Africa (2%).

Qatar's hospitality sector sees improved room yield in September: National Planning Council

Qatar's hospitality sector saw strong performance in September 2024, with a 27.3% year-on-year increase in visitor arrivals, especially from the Gulf, Europe, and the Americas. This led to improved room yields, particularly in five-star hotels and deluxe apartments. Revenue-per-available room (RevPAR) rose 17.39% to QR243, with occupancy up 5% to 63%. Five-star hotels saw a 16.73% increase in room yield, while deluxe hotel apartments saw a 26.42% boost. However, standard hotel apartments faced a 26.32% decline in RevPAR. The sector's growth signals a strong tourism outlook ahead of the cruise season.

Qatar hotel performance jumped for Grand Prix

During the Formula One Grand Prix, Qatar's hotel sector expanded dramatically, with key performance metrics showing considerable improvements. Occupancy rates reached an amazing 80%, indicating increased demand, while the Average Daily Rate (ADR) skyrocketed to QAR 950, a 30% rise from the previous year. Furthermore, revenue per available room (RevPAR) increased by 35%, demonstrating the event's significant financial impact on the hospitality industry. These data highlight the relationship between sports tourism and hospitality, cementing Qatar's standing as a top worldwide event destination.

Sources: Travel and Tour World, The Peninsula Qatar, Gulf Times, STR



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Hospitality & Tourism Sector (2/2)

Qatar's hospitality sector plays crucial role in economic growth

Qatar's hospitality sector is experiencing significant growth, driven by the country's efforts in hosting diverse global events like the FIFA World Cup, F1 Cup, and Web Summit. These events have boosted occupancy rates and attracted international recognition, with Qatar-based firms ranking among the top 25 in the Great Place to Work Middle East list for their innovation and commitment to excellence. Jules Youssef, Managing Director at Great Place to Work Middle East, emphasized the importance of both customer service and employee well-being in the hospitality sector. The sector's strong performance contributes significantly to Qatar's economy, making it a leader in the GCC for hospitality revenue. The list also highlights firms like McDonald's Qatar by Al Mana, which ranked first, alongside other major regional players.

Qatar reaches 5 million visitors in 2024

Qatar saw a record 5 million visitors in 2024, marking a historic milestone in its tourism industry. This success is due to the country's smart investments in hospitality infrastructure, world-class events, and marketing initiatives. Key attractions, cultural festivals, and the success of big events such as the Formula One Grand Prix have all contributed to Qatar's attractiveness as a global destination. This accomplishment is consistent with Qatar's National Vision 2030, which aims to position the country as a premier tourism destination.

Sources: The Peninsula Qatar, Gulf Times, Zawya

Ras Abrouq offers opulent desert tourism activities

Ras Abrouq, a unique desert destination, offers an array of opulent tourism activities, including safaris, shows, cuisine, and iconic limestone rock formations. Running until January 18, this desert activation by Qatar Tourism combines cultural galas, adventure, and tranquility. Located at the edge of the UNESCO-protected Al-Reem Biosphere Reserve, Ras Abrouq features archaeological sites, mushroom-shaped hills, and wildlife reserves. Visitors can enjoy immersive experiences like hot air balloon rides, camel parades, and cultural workshops, along with family-friendly activities in zones such as The Desert Escape, Wildlife Park, and Glamping Zone. The event also includes wellness activities and affordable packages at Our Habitas Resort.

The Ned Doha was recognized for its stunning design at the recent Prix Versailles 2024 Awards

The Ned Doha, housed in the former Ministry of Interior building, was recently awarded for its exceptional interior design at the Prix Versailles 2024 World Titles. The award, received at UNESCO Headquarters in Paris, recognizes the creativity of Soho House's design team and the vision of Qatar Investment Authority (QIA). Opened just two years ago, The Ned Doha blends 1970s glamour with modern luxury, featuring chic decor, restored architectural elements, and panoramic views of the Arabian Gulf. It has become a premier hospitality destination in Doha, with its distinctive design and cultural appeal further cemented by the Prix Versailles accolade.

Education Sector

[The Information systems management at the Ministry of Education Obtains ISO/IEC 27001:2022 Certification](#)

The Ministry of Education and Higher Education has achieved the ISO/IEC 27001:2022 certification for its Information Security Management System demonstrates its dedication to worldwide standards for protecting information assets and improving service efficiency. The accreditation assures the confidentiality, integrity, and transparency of data management while also supporting the Ministry's digital transformation initiatives. Dr. Mona Salem Al-Fadhli, Director of the Information Systems Department, hailed this achievement as a significant step toward strengthening government services and promoting collaboration with local and international partners. She praised the Information Security team and partnering departments for their contributions in earning this accolade.

[Qatar Team Wins 11 Medals at the 2024 World Mathematics Teams Championship](#)

A Qatari student team competed in the World Mathematics Teams Championship 2024, themed "Algebra and Balance," from November 28 to December 1 at the Qatar National Convention Centre. Competing against nearly 1,300 students from various nations, the team won two silver medals, nine bronze medals, seven honorary certificates, and the Best Team Shield in the Intermediate Level category. Ms. Aisha Al-Rubaie of the Ministry of Education appreciated the students' efforts and emphasized the need of ongoing training and mentoring in achieving success.

[The Ministry of Education and Higher Education Participates in the "Akhlaquna" Initiative Campaign 2024-2025](#)

The Ministry of Education and Higher Education is taking part in the Qatar Foundation's "Akhlaquna" initiative, which runs from 2024 to 2025 under the subject "Our Compassion is Strength." From October 2024 to March 2025, the campaign will encourage compassion, understanding, and unity through workshops, competitions, volunteer initiatives, and awareness events. Schools such as Moza Bint Mohammed Primary School for Girls and Bilal Bin Rabah Model School for Boys have held activities to promote kindness and support for international concerns. The initiative also includes the "Akhlaquna" Award, which recognizes individuals and institutions for moral excellence. Applications are open until January 18, 2025.

[The Ministry of Education and Higher Education Organizes the Arabic Language Forum in the Era of Artificial Intelligence for Private Schools and Kindergartens](#)

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Sources: MOEHE



Health care Sector (1/2)

[UDC and Ruzgar Healthcare Inaugurate 'The Pearl International Hospital'](#)

The United Development Company (UDC), in partnership with Ruzgar Healthcare, has opened The Pearl International Hospital at The Pearl-Qatar. This hospital provides modern medical services and specialized care to residents and guests in a comfortable setting. The hospital demonstrates UDC's dedication to improving the quality of life in its developments, which aligns with Qatar's overarching goals of boosting healthcare accessible and supporting the Qatar National Vision 2030.

[The Ministry of Public Health Organizes Two Training Workshops on Growth Charts for School Students Aged 5–19, in Line with WHO Guidelines](#)

The Ministry of Public Health (MoPH), in partnership with the Ministry of Education, PHCC, and HMC, hosted workshops on the Growth Charts Programme for School Students Aged 5 to 19, which were attended by 80 school nurses and program supervisors. Since 2014, the system has tracked student growth across educational levels, allowing for early detection of nutrition-related illnesses such as underweight, obesity, and stunted growth, as well as referrals to healthcare institutions. It also seeks to eliminate obesity-related chronic diseases, so creating a healthier and more resilient generation.

Sources: UDC Qatar, MOPH

[United Development Company \(UDC\) Partners with Dreama in Cooperation Agreement](#)

United Development Company (UDC) has formed a strategic relationship with Dreama - the Orphan Care Center to advance social welfare programs and create a nurturing environment for orphaned children. The agreement includes coordinated efforts to develop programs that improve orphans' quality of life and include them into community activities at UDC developments such as The Pearl-Qatar. This collaboration also aims to create awareness about the significance of social inclusion and provide access to tools that empower vulnerable populations. UDC's collaboration with Dreama reflects a strong commitment to corporate social responsibility, since it addresses critical social needs and promotes inclusive growth.

[The Ministry of Public Health Hosts the National Health Research Ethics Workshop 2024 on the Use of Artificial Intelligence in Health Research](#)

The Ministry of Public Health (MoPH), in partnership with NCSA, Qatar University, and HBKU, hosted the National Health Research Ethics Workshop, which focused on the ethical use of artificial intelligence (AI) in health research & data management. The 250-person event focused on AI governance, innovation, & ethical considerations in clinical practice and medical devices. Local and international professionals explored how to match AI applications with global standards, improve researchers' skills, & build a progressive research environment. The event underscored Qatar's commitment to improving health research while upholding ethical standards & technological excellence.

Health care Sector (2/2)

Aspetar leads regional sports medicine with rising international patients

Aspetar, Qatar's world-renowned sports medicine facility, has reinforced its position as a regional leader, with an expected increase in international patients in 2024. The hospital's cutting-edge facilities, innovative therapies, and expertise in sports injury prevention and rehabilitation have helped it become a global destination for athletes seeking specialist care. Aspetar's achievement demonstrates its dedication to quality in sports medicine, as well as its role in bolstering Qatar's position as a hub for world class healthcare and sport.

Property and facility management Sector

CBM Qatar Partners with Groundup.ai to Introduce AI-Powered Predictive Maintenance in Facility Management in Qatar

CBM Qatar and GroundupAI have formed a strategic relationship to develop cutting-edge AI-powered facilities management solutions. This collaboration aims to increase operational efficiency, resource utilization, and service delivery across CBM Qatar-managed assets. The AI-powered technology will enable predictive maintenance, energy optimization, and real-time performance monitoring, representing a substantial advancement in innovative property management.

Property and facility management Sector

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Industrial, Warehouse & Logistic Sector

[Jumbo Electronics launches state-of-the-art Centralized Warehouse Complex](#)

Sheikh Abdulla bin Fahad bin Jassim bin Jaber Al Thani, Managing Director of GWC Group, highlighted the logistics sector's vital role in Qatar's sustainable economic transformation at the Qatar Supply Chain Management Conference. He emphasized the need for digitalization, green technologies, and sustainability to meet national objectives and reduce carbon emissions. Sheikh Abdulla also stressed the importance of resilience and agility in supply chains, drawing lessons from the COVID-19 pandemic and the FIFA World Cup Qatar 2022. He called on the sector to embrace innovation and contribute to Qatar's National Vision 2030.

[GWC's EGM Approves the Establishment of a QAR 2 billion Sukuk Program](#)

The creation of a QAR 2 billion Sukuk program was approved by GWC's Extraordinary General Meeting (EGM), which was a major turning point in the company's financial strategy. The objectives of this effort are to improve financial sustainability, support expansion goals, and diversify funding sources. GWC's goal to improve its market position and promote long-term growth in Qatar's logistics industry is in line with the Sukuk program.

Port & Marina Sector

[Milaha and ASSC Sign Long-Term Charter Agreement for Eco-Friendly Container Ships](#)

ASSC and Milaha, a prominent maritime and logistics firm in Qatar, have signed a long-term charter arrangement for two environmentally efficient container ships. Milaha's dedication to sustainability and minimizing its influence on the environment is in line with this strategic alliance. Modern ships are built to increase productivity and support more environmentally friendly supply chain practices, solidifying Qatar's standing as a center for sustainable marine logistics.

[Qatar to Declare 30% of Land and Marine Areas as Nature Reserve by 2030: Minister](#)

Qatar's Ministry of Environment and Climate Change (MoECC) is working to designate 30% of the country's land and marine areas as nature reserves by 2030, aiming to enhance environmental sustainability. The initiative is part of the country's broader efforts to preserve biodiversity and promote eco-tourism. Minister H.E. Dr. Abdullah bin Abdulaziz bin Turki Al Subaie emphasized the importance of respecting nature reserves' rules to protect plant and animal life. Qatar's prominent environmental destinations, such as Al Reem Reserve and Bin Ghannam Island, are already contributing significantly to the country's eco-tourism sector. The country currently has about 27% of its land area as nature reserves, with plans to expand its marine reserves.

[A delegation from Manateq visits Hamad Port](#)

A delegation from Manateq visited Hamad Port today, where they explored the port's state-of-the-art facilities and advanced infrastructure. The visit highlighted Hamad Port's vital role in bolstering the national economy and strengthening Qatar's position as a strategic hub for logistics and maritime trade in the region. Discussions also focused on fostering closer collaboration between the two entities to achieve national objectives.

[Milaha Receives 8 Prestigious International Awards from BSC in Domains of Health, Safety, Environmental Management in UK.](#)

Qatar Navigation Q.P.S.C. ("Milaha"), a leading provider of maritime and logistics solutions in Qatar, received 8 prestigious awards from the British Safety Council (BSC) for its commitment to health, safety, and environmental management. The company won four "Sword of Honour" and four "Globe of Honour" awards across its business units, including Corporate Services, Shipping Agencies, Container Shipping, and Gas & Petrochem. This marks the seventh consecutive year Milaha has won these awards. The awards reflect Milaha's excellence in meeting global safety and environmental standards, with a five-star rating in the BSC's health, safety, and environment management evaluation process. The company's proactive efforts to improve worker safety and well-being were praised by BSC's CEO. Through stringent health, safety, and environmental practices, Milaha continues to be recognized for its exceptional performance in these areas.

Sources: Milaha, The Peninsula Qatar, MWani

Key Industry Insights (1/3)

Qatar to spend QR63bn on health, education, environment in 2025

Qatar's 2025 budget totals QR197bn in expected revenues, with QR154bn from oil and gas. The government plans a QR13.2bn deficit due to conservative oil price estimates. Key allocations include QR19.4bn for education, QR22bn for health, and QR21.9bn for environment. Major projects include new schools, hospital expansions, wildlife protection, and infrastructure development. QR3.9bn will go towards commercial, transportation, and sports projects, including improvements to Doha Airport and Aspire Zone. The government also plans tenders worth QR56.2bn for public works and additional investments in health and utilities.

Qatar economy continues significant Qatar National Vision 2030-steered milestones

Qatar's economic outlook for 2024-2025 is positive, with projected GDP growth of 2% and medium-term growth reaching 4.75%. Key drivers include LNG expansion, public investments, and tourism. QatarEnergy plans to increase LNG production to 142 million tons per year, while focusing on sustainability, petrochemicals, and renewable energy, including 4,000 MW of solar power by 2030. Business growth is strong, with 760 new firms joining the Qatar Financial Centre and over 600 firms attracted by the Qatar Free Zones Authority. Trade performance remains robust with a QR 17.7 billion surplus and 3.5% growth in private sector exports. Qatar prioritizes diversification, sustainability, and innovation.

Sources: Economy Middle East. The Peninsula Qatar

Qatar's real estate trading volume reaches \$311.5 million in November

In November 2024, the Qatari real estate market achieved a trading volume of QAR 1.134 billion (USD 311.5 million). This growth reflects ongoing investor confidence and steady demand for residential, commercial, and land transactions in important municipalities like as Doha, Al Rayyan, and Al Wakrah. The sector's constant performance demonstrates its resilience and vital role in propelling economic activity in Qatar.

Real estate registration e-services enhance digital experience

Qatar continues to advance its digital transformation, with the Ministry of Justice (MoJ) enhancing its real estate registration services through the upgraded SAK app. This initiative aims to improve the user experience in line with the country's digital goals under the Third National Development Strategy. Dr. Khalid Al Mohammadi, a legal expert, highlighted that the SAK app is a key component of MoJ's efforts to digitize services, offering efficient processing of real estate transactions. The new version allows users to view property details and owner information by scanning QR codes on title deeds and access additional services like GIS mapping and title deed delivery via Qatar Post. Qatar's progress in e-services is evident, as the country improved its rank in the United Nations e-Government Development Index 2024, moving from 78th to 53rd place. This digital shift aligns with Qatar National Vision 2030, advancing sustainable development through digital transformation.

Key Industry Insights (2/3)

Justice Ministry licenses fresh batch of Qatari real estate brokers

A fresh batch of licensed Qatari real estate brokers took the formal oath before the Ministry of Justice's Real Estate Brokers Affairs Committee, as part of continuous efforts to regulate and improve professionalism in the real estate industry.

Municipality minister unveils Aqarat's strategy for Qatar's real estate sector

HE the Minister of Municipality, Abdullah bin Hamad bin Abdullah al-Attiyah, launched Aqarat's strategy to enhance Qatar's real estate sector and boost its position as a top investment hub. The strategy focuses on five key pillars: developing a national real estate plan, establishing regulations, increasing market transparency, improving professional standards, and expanding investment opportunities. It aims to drive sustainable development, attract investments, and align with Qatar National Vision 2030, positioning Qatar as a leading, competitive, and family-friendly destination.

Italy-Qatar Strengthen Tourism Ties with Amerigo Vespucci World Tour's Doha Stop

The Amerigo Vespucci World Tour's stop in Doha highlights the growing tourism collaboration between Italy and Qatar. Supported by Qatar Tourism and the Embassy of Italy, this visit follows the signing of a memorandum of understanding between Italy's Ministry of Tourism and Qatar Tourism to boost tourist exchanges. In 2023, Italy welcomed 62,000 Qatari visitors, generating €121 million in revenue, with forecasts for 2024 and 2025 showing a 10% growth. Gianluca Caramanna from the Italian Ministry of Tourism emphasized Qatar's strategic importance, while ENIT CEO Ivana Jelinic sees the event as an opportunity to showcase Italy's heritage and attract more Qatari visitors.

Sources: The Peninsula Qatar, Zawya, Gulf Times

Key Industry Insights (3/3)

Qatar's Mortgage Transactions Exceed \$1.01 Billion in November

In November 2024, mortgage transactions in Qatar reached a total of QR3.763bn, with 87 transactions recorded. Al Rayyan Municipality led with 29 transactions (33.3% of the total), followed by Doha with 26 (29.9%), and Al Dhaayen with 16 (18.4%). Doha Municipality had the highest mortgage value at QR1.872bn, while Al Shamal had the lowest at QR1.8m. The top ten properties accounted for 89% of the total mortgage value. The third quarter of 2024 saw 351 transactions totaling QR1.671bn. Qatar's real estate sector remains highly competitive and attractive for investment..

Qatar's Realty Sector to Attract More Foreign Investments in 2025

Qatar's real estate market is set for continued growth in 2025, driven by ongoing reforms, strong infrastructure, and political stability. Expert Serban Spirea highlights tax incentives, high rental yields, and a tax-free environment as key factors attracting investors. Qatar's global reputation is rising, with the country ranking 9th in foreign investments. The real estate sector, bolstered by events like FIFA 2022, offers high returns, making it a top choice for investors.

Sources: The Peninsula Qatar

Ministry of Interior (MOI) Issues Alert on Property Rental Scams Online

The Ministry of Interior (MOI) of Qatar has issued a public warning about fraudulent property rental advertisements circulating online, particularly those offering residential properties and recreational facilities at unusually low prices. The MOI urges residents to verify rental offers carefully before proceeding with any transactions to avoid falling victim to scams. Multiple reporting channels, including the Metrash app and the Economic and Cyber Crimes Combating Department's email, have been provided for suspicious online activities.

Ministry of Labor Issues List of Licensed Recruitment Agencies in Qatar

The Ministry of Labor has released an updated list of licensed recruitment agencies in Qatar. The Ministry emphasized the importance of engaging with only those agencies duly licensed by the Ministry for the recruitment of domestic workers, ensuring the protection of all parties' rights. The complete list is available for access, and the Ministry also warned against unlicensed and fraudulent agencies.

Key Events (1/3)

Sheikh Hamad applauds FIFA Intercontinental Cup Qatar 2024 success

Sheikh Hamad bin Khalifa Al Thani hailed Qatar's successful hosting of the FIFA Intercontinental Cup Qatar 2024, emphasizing the event's contribution to the country's reputation as a global sports destination. The event drew thousands of international fans and highlighted Qatar's world-class facilities and hospitality. The tournament's performance demonstrates Qatar's strategic commitment on leveraging sports to boost tourism and economic growth, which is consistent with the country's objective of becoming a worldwide event hub..

Invest Qatar, Aqarat showcase Qatar's real estate sector at LPS Shanghai

At the Luxury Property Showcase (LPS) Shanghai 2024, Invest Qatar and the Real Estate Regulatory Authority presented Qatar's flourishing real estate industry. This involvement demonstrates Qatar's attractiveness to foreign investors and its wide variety of luxury real estate options.

Lacasa Living launches real estate division with a project pipeline of \$324mn in 2025

Lacasa Living has announced the creation of a new real estate division, backed by a \$324 million project pipeline scheduled for 2025. The division seeks to offer a combination of residential, commercial, and mixed-use developments throughout Qatar, with a focus on sustainable design and innovation. This strategic move corresponds with the expanding demand for high-quality real estate developments and strengthens Lacasa Living's position as a major participant in the region's real estate industry.

Sources: The Peninsula Qatar, Construction week



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Key Events (2/3)

Old Doha Port celebrates National Day with special events

Old Doha Port celebrated Qatar's National Day with a variety of special events and activities that drew both locals and tourists. Cultural performances, traditional Qatari exhibits, and family-friendly activities were among the festivities, emphasizing the port's status as a thriving cultural and recreational hub. These activities complement Qatar's attempts to promote its heritage while increasing its appeal as a top tourism destination.

Rawabi Hypermarket launches 'WOW Qatar' initiative in celebration of Qatar National Day

Rawabi Hypermarket has launched its "WOW Qatar" initiative to celebrate Qatar National Day, promoting local products and supporting Qatar's economy. Held across all Rawabi stores, the event showcases top Qatari brands like Baladna, Rayyan Water, and Dandy, alongside Rawabi's private-label items. The initiative highlights Qatar's food heritage and emphasizes food security. Rawabi invites the community to celebrate local culture and strengthen ties between producers and consumers through this annual event.

LuLu Hypermarket Launches 'Qatari Products Our First Choice' Initiative

LuLu Hypermarket has launched the "Qatari Products: Our First Choice" festival at its D-Ring Road outlet, in partnership with the Ministry of Municipality. Running until December 18, the festival showcases Qatar's finest local products, celebrating the nation's heritage and supporting small businesses. The event features a range of food and non-food items, including fresh produce, meats, dairy, groceries, and health products. It also highlights Qatar's advancements in agriculture and food security, with local farms meeting 80% of the country's food needs. The festival showcases over 300 items from 35 Qatari farms, including brands like Baladna, Safwa Farm, and Agrico Qatar. LuLu's initiative aims to strengthen local food production, enhance self-sufficiency, and promote sustainable agricultural practices.

Sources: The Peninsula Qatar, Gulf Times



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Key Events (3/3)

Celestyal Journey Makes Grand Debut at Doha Port

Mwani Qatar and Qatar Tourism welcomed the Celestyal Journey cruise ship on November 28, marking the start of Qatar's 2024/25 cruise season, which includes 95 cruise calls. The ship will serve as a homeport for the next three seasons, enhancing Doha Port's role in regional tourism. The Celestyal Journey, with 1,260 passengers and 14 decks, offers diverse amenities including fitness facilities and dining options. Celestyal's Lee Haslett expressed excitement for the season, highlighting authentic regional experiences for guests.

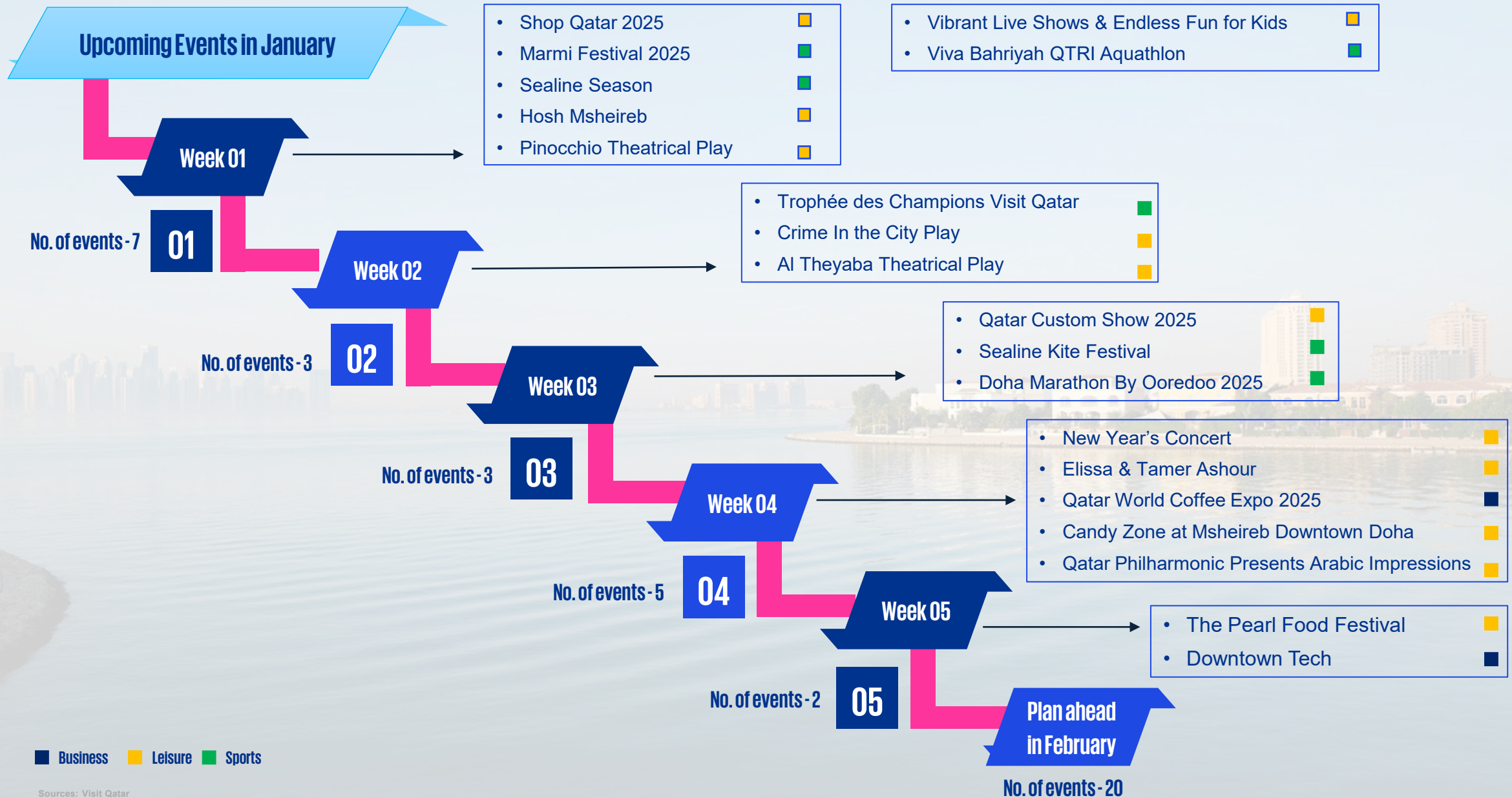
Qatar takes part in 8th Arab Housing Conference in Algeria

Qatar participated in the 8th Arab Housing Conference, organized by Algeria's Ministry of Housing and the Council of Arab Ministers of Housing and Construction. The event, under the theme "Sustainable Urbanism and Construction: Challenges and Promising Hopes," focused on urban planning, green buildings, sustainable development, and the role of governments, the private sector, and concerned parties in housing and construction. The conference aimed to address urban challenges, explore innovative solutions, and highlight smart and sustainable city projects. Fahd Mohammed Al Khayarin, Assistant Undersecretary for Social Development Affairs, led Qatar's delegation

Sources: Mwani, The Peninsula Qatar.

Al Meera celebrates Qatar National Day with exciting offers

Al Meera Consumer Goods Company (Q.P.S.C.) is celebrating Qatar National Day with exciting offers from December 12, 2024, to January 11, 2025. Customers can enjoy exclusive deals, rewards, and community events. Meera Rewards members have a chance to win 1 million points, with 18 lucky winners. Al Meera invites customers to download the app and earn points for redemption across its stores and online platform. The celebrations include festive in-store experiences and activities at Darb Al Saai, reflecting Qatar's rich cultural heritage.



Sources: Visit Qatar



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We undertake a wide array of advisory services in the real estate sector, delivering value across the entire spectrum of real estate assets (1/2)



We undertake a wide array of advisory services in the real estate sector, delivering value across the entire spectrum of real estate assets (2/2)

We can support you enhance your RE portfolio's performance and maximize returns...

Corporate & RE Strategy and Business Plan Development

- ✓ Defining vision, mission, values, goals and objectives – both at Corporate and Project Level.
- ✓ 3 – 5 Year Financial and Business Plan.
- ✓ Market Entry Strategies; e.g. FM & PM Business, REITS, etc.
- ✓ Strategic Initiatives – Current, Mid and Long term.

Market Research Studies

- ✓ Assisting Clients in taking market knowledge based decisions for real estate, hospitality, education, healthcare, retail, tourism & entertainment related projects.

Facility Management Advisory, LC, Reserve Fund/Sinking Fund Assessment

- ✓ Assisting Clients in Facility & Property Management industry ranging from Public Private Partnership support, Market sizing, Strategy development, Business plan, Feasibility, Asset Due Diligence, CAM charges development to Benchmarking studies both from Developer and FM service provider perspective.
- ✓ Assessment for Reserve/ Sinking funds for numerous real estate asset portfolios at any stage of the life cycle.

Detailed Market Assessment & Financial Feasibility Studies

- ✓ Understand the viability of the proposed development / business leading to Project Portfolio Management (PPM).

Financial Modeling Development / Financial Model Review/ Audit

- ✓ Creating / validating / auditing complex financial models and scenarios for possible business venture, funding, PPP transaction etc.

Real Estate Asset Valuation

- ✓ Valuation of RE Portfolio for:
 - Financial Reporting Purpose, and
 - Enabling management to take informed decisions for their transactions.
 - Insurance purpose
 - Securitization purpose

Asset Management Advisory: Portfolio Optimization and Performance Maximization

- ✓ Assessing the As-Is performance of the portfolio and basis projected future performance of the market, developing strategy initiatives with roadmaps to maximize the portfolio performance at low-to-moderate market risk.

Business Performance Reviews & Development of Operation Plan

- ✓ Developing and reviewing business performance and recommending on changes required.



**Real Estate
Advisory
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Contact us

**Venkat Krishnaswamy**

Partner,
Head of Advisory
KPMG in Qatar

kvenkatesh@kpmg.com
M : +974 5554 1024

**Sayantan Pande**

Director,
Head of Infrastructure & Real
Estate Advisory
KPMG in Qatar

sayantanpande@kpmg.com
M : +974 3330 9793

**Rishu Gupta**

Manager, Advisory
KPMG in Qatar

guptar@kpmg.com
M: +974 6653 7641

**Firas Moukhadder**

Senior Consultant, Advisory
KPMG in Qatar

fmoukhadder@kpmg.com
M: +974 7783 8458

**Ayman Takkoush**

Consultant, Advisory
KPMG in Qatar

atakoush@kpmg.com
M: +974 5594 1619

**Iheb Salhi**

Consultant, Advisory
KPMG in Qatar

ihabs@kpmg.com
M: +974 3348 3571

**Feras Abu Ghoush**

Consultant, Advisory
KPMG in Qatar

ferasabughoush@kpmg.com
M: +974 6655 7080



kpmg.com/qa

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