

realopedia

M A G A Z I N E



'The Global Real Estate Marketplace'



Message from the CEO

Welcome to the first issue of Realopedia Magazine.

A bustling marketplace brings people together from all walks of life. A real estate marketplace brings together professional developers, real estate brokers, agents, corporate affiliates, investors, customers and end users who wish to market their projects, properties or services, view commercial and residential properties for sale, rent or investment locally, regionally and internationally, find investments, and connect with others. That is what real estate industry professionals do on Realopedia.com through the platform. As you explore the Realopedia Magazine, you will find a wealth of information about what we do, the latest real estate associations on board, market regulations, featured developers, brokers and corporate affiliates, market investments, exhibitions, real estate tips, real estate education and training, and more.

Happy reading!

Laura Choueri
CEO, Realopedia



The Realopedia portal is a global real estate marketplace, the 'go to' gateway to worldwide connectivity and global reach, facilitating and supporting industry professionals to link, build and expand their global networks.

Investors can connect to industry specialists on one central platform and search for commercial & residential properties and investments, certified agents, broker companies, real estate developers, corporate affiliates, and service providers that support the industry.

Realopedia's Knowledge Hub has a databank of real estate insights, news, statistics, reports, webinars, podcasts, exhibitions, and education & training, providing industry professionals with the latest market data needed to make deals.

WE BRING LOCAL TO GLOBAL



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One on One with the CEO

Eng. Mahmoud Al Burai is the Executive Director of Dubai Real Estate Institute (DREI). He has served as the Vice President of the International Real Estate Federation (FIABCI-UK) since January 2011 and also sits on the board of the International Real Estate Society (IRES). He is a representative of FIABCI at the United Nations Economic and Social Commission for Western Asia (UNESCWA) and of the United Nations Global Compact (UNGC) in the MENA region, where he applies the UNGC's principles and sustainable development goals to the real estate industry. He also advises the World Economic Forum on housing policies. Al Burai holds a bachelor's degree in engineering from The American University in Dubai (AUD), a master's in real estate from the National University of Singapore (NUS), and an MBA in finance from his alma mater AUD. He is currently pursuing his DBA at the Grenoble École de Management in France.



ENG. MAHMOUD ALBURAI
Executive Director
Dubai Real Estate Institute

EDUCATION

How important is it for realtors in the UAE to have a real estate qualification from a reputable brokerage institute?

This question has a simple answer – it is vitally important. Before 2001, when the market was not regulated, the market was awash with real estate sales. But now I believe that without qualifications, brokers and real estate professionals would not be successful agents in this market, as happily there is a greater level of awareness than ever before. Investors are more aware of their rights and only deal with professional real estate agents, so if companies wish to succeed, it is crucial for them to make sure they hire highly trained, ethical and professional employees. The education provided by Dubai Real Estate Institute has developed from a simple course to a well-developed programme that goes from focusing on law.

Where would you recommend prospective realtors obtain their real estate qualifications?

In this part of the world I highly recommend Dubai Real Estate Institute, and on a global level I would direct prospective realtors to the National Association of Realtors (NAR). NAR offers a wide range of courses and we have brought the regionally relevant parts of these courses to Dubai. I think it is also important for them to look for academic programmes like the executive certificates offered by Salford and Harvard, which we have also made available in Dubai. Realtors who invest in their education and training will definitely stand out from crowd and be more popular in this market.

How often do brokers and broker agents meet to update their qualifications and attend real estate conferences or engage in professional development?

From a regulatory point of view we require annual updates, which is why we organise yearly exams with an 85% pass mark for brokers. This is due to change very soon, as we will be introducing a more robust, continuous system where candidates don't have to attend exams but instead have to show proof of work and progress. This will include participation in conferences and events, enrolment in CPD continuous programmes, development in other universities, taking part in DREI's trips to other countries, or submitting essays on global and regional best practices.

UAE MARKET

Given the two major shocks of 2016, Brexit and the US elections, do you see the UAE as a safe haven for foreign investments?

Definitely – in fact I even consider it safer than ever before. From a political and economic standpoint, we are in a very stable position compared to the rest of the world, including Europe, the USA and even the wider region. For this reason, we welcome many people from neighbouring countries who wish to find a safe haven in Dubai. Some of my recent research has included interviewing a variety of different stakeholders, including investors and developers, and simply asking them – Why Dubai? Their answers are invariably about how safe Dubai is, not only in terms of security when it comes to investments and money, but also in relation to the exceptionally low crime rate we enjoy in this country. These factors are attracting international investors who view Dubai and the UAE as more stable than the rest of the world.

There has been a lot of discussion and progress in the UAE concerning sustainable development. Do you see all developers moving in this direction?

The UAE is home to a number of projects and developers that stand as case studies in green building and sustainability best practices. One is Diamond Developers, which has already built a fully-fledged sustainable city and is soon to begin construction on a second city, and we also have MASDAR in Abu Dhabi. While this is encouraging, overall what I see from my interaction with stakeholders is a lack of awareness among customers and investors. They are unacquainted with what sustainability really is and what it can mean for them, for instance reduced utility costs. This is enhanced by the fact that across the world, particularly in the USA and UK, investors are given a 5-10% premium if they buy a green building. So if you look at both economic health and the health of our planet, then we should definitely be investing more in sustainability.

I believe that developers need a push from investors and tenants to start this investment. Currently, they will pursue the course of action that makes most commercial sense. There is a misconception that green buildings are more expensive and Diamond Developers has assured me that this is incorrect, as they have built both traditional and green buildings at the same cost. Meanwhile the tenants and landlords of their green buildings have paid zero for utilities this month. Imagine living in a place where you don't have to pay a single dirham for service charge or utilities. Taking life cycle and long term investment into consideration, this should be the future.

How do you see Realopedia as a local product connecting real estate markets globally creating a real estate marketplace? How do you, as DREI, foresee the real estate markets or the agents connecting?

Two weeks ago, Sheikh Mohammed made an announcement about the Dubai 10X initiative, which aims to place Dubai 10 years ahead of other world countries. For the real estate sector, I believe Realopedia will be the platform that does most to attract capital and investors that we have not been able to reach before. In this regard, we are also looking for worldwide real estate agents to be our ambassadors and serve as the voice of Dubai on the global stage. If we want to attract 10 times more investors than we have today, we need to use Realopedia as our face on the international investment market. We have focused enough on traditional markets and investors so now it's time to think outside the box. Technology makes things faster and cheaper – this is the way forward.

Knowledge Corner

Trust – The Most Important Asset In Real Estate Transactions



Trust is a word that we hear over and over again. However, it is also a word that many people take for granted. Trust is defined as “a firm belief in the reliability, truth, ability, or strength of someone or something.” These very words are the attributes that Real Estate professionals strive to have in the global market.

Why Is Trust So Important In The Real Estate Marketplace?

All Real Estate professionals know that trust is the most important asset in any Real Estate transaction. It is both the road, GPS, and vehicle that holds together the sale or purchase of any piece of global Real Estate. The importance of trust can be measured by three factors.

1. The ability of Real Estate professionals to work together to finalize a sale or purchase.

The global Real Estate marketplace is a moving entity that requires Real Estate professionals to lend their expertise in a variety of ways. From Real Estate lawyers who help foreign investors understand the legal implications of a Real Estate transaction to the Realtors who find the ideal properties for their clients, trust is the key ingredient to a smooth journey. Without trust, Real Estate professionals wouldn't be able to finalize a purchase or sale in a succinct manner that benefits their clients.

2. Trust depends on reliability.

Purchasing or selling a home is a fluid process that can easily go awry when trust is lacking. By definition, trustworthy Real Estate professionals are those who are most reliable. Whether it is sending the pre-approval letter on time or meeting the requirements of the closing date, reliability is a crucial factor to successfully finalizing any global Real Estate transaction.

3. Purchasing or selling Real Estate is often the largest investment that someone will make.

Just as you wouldn't set-up your retirement with a banker who was untrustworthy, you would avoid completing a Real Estate transaction from a Real Estate professional that you didn't trust. In this vein, all parties involved with the potentially largest investment of your life must be trustworthy.

Without trust, Real Estate transactions will fall apart. When you choose to invest in the global Real Estate market, be sure to work with a team of Real Estate professionals whom you can trust to guide you throughout the entire journey.

Realopedia, the global real estate marketplace, is proud to have a vast community of trustworthy Real Estate professionals. Realopedia has strict and high level vetting process of its potential members. Each member must present proof of being a certified and professional member of the industry, including but not limited to being a member of an association, have a valid professional licence, have a certified and valid real estate trading license. In areas where there is no such jurisdiction, 3rd party sources are used to validate the potential member.

Endorsements:

Realopedia is endorsed by RERA in June 2016 as a trustworthy portal for investors and customers.

RERA (The Real Estate Regulatory Agency)

“I believe Realopedia will be the platform for real estate that will attract capital and investors, that we were not able to attract traditionally. And in this regard, we are also looking for real estate agents worldwide to be our ambassadors, to be our voice of Dubai. I think if we want 10 times investors than we have today, we need to use Realopedia as the face for international investors. We have enough focusing on traditional markets and investors. Let's get out of the box. Technology makes things faster and cheaper. This is the way forward.”

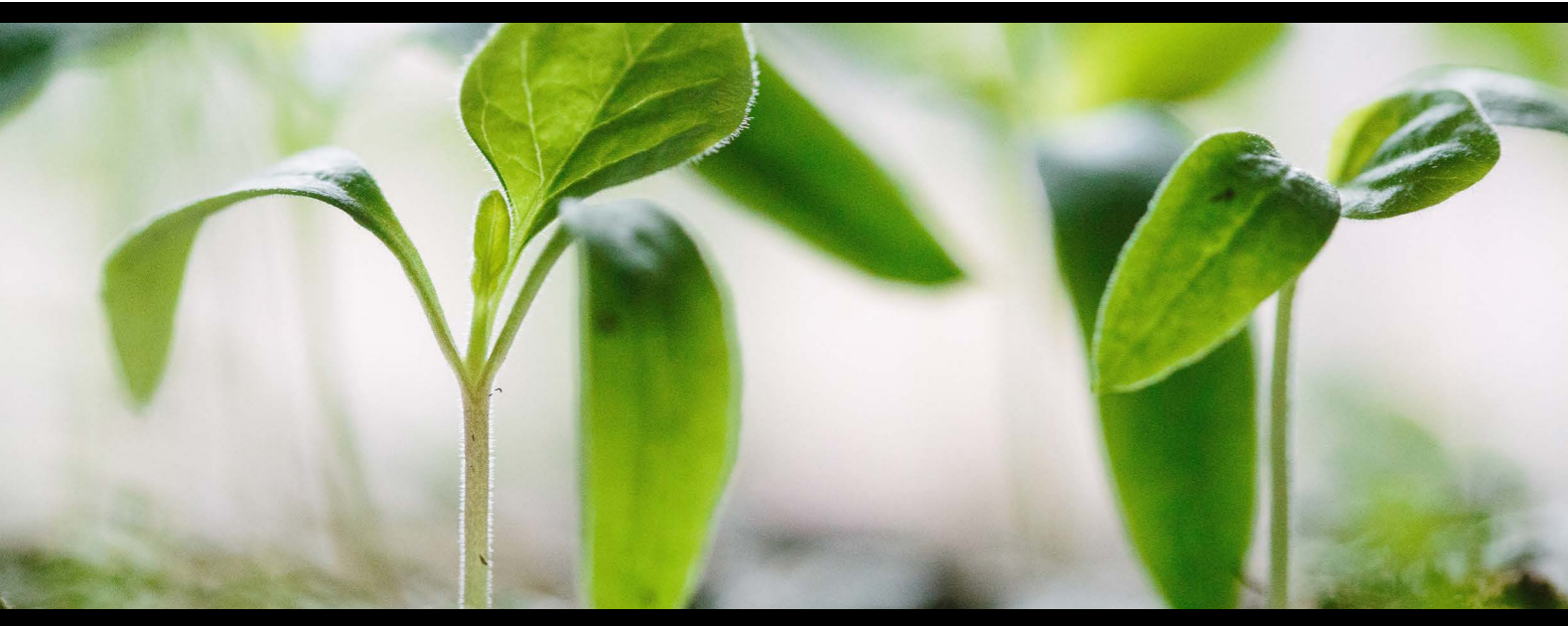
Eng. Mahmoud Al Burai | CEO | Dubai Real Estate Institute – Dubai Land Department

“Realopedia is the next generation platform for real estate professionals. In an ever shrinking world one must be constantly expanding their reach to stay competitive. Realopedia offers the perfect place to do that. It provides a unique ecosystem where fruitful relationships can be built in residential, commercial and investment real estate.”

Nicholas Zavala | Strategic Business Director | SDAR

Education

Words of Wisdom for a Rewarding Career in Real Estate
by Hiba Jaber



Having a successful career in real estate can be both financially and professionally rewarding, yet straining at the same time. One does not get paid unless one sells (you can work long hours and still have no paycheck) and one has to be vigilant in the face of changing market conditions.

Experience is surely the father—or mother—of wisdom. Having spent numerous years practicing real estate in the volatile Dubai market, I have settled on a series of crucial tips that can be utilized to help any broker compete and succeed in any environment.

It is imperative to: _____

Remain ethical when dealing with your clients, colleagues and employers.

Be knowledgeable and embrace continued education and training:

- As your real estate career moves forward, you will have to further your education to set yourself apart from the competition. DREI offers many courses that could help you broaden your horizon and improve your sales skills. However, don't think of these courses as boring requirements. Every opportunity you have to learn opens the door to a new group of potential clients.
- Learn how to turn limitations into opportunities.

Be proactive:

- Take initiative. Do not wait for others to act first and take responsibility for your professional career.

Be goal oriented:

- Set SMART (specific, measurable, action oriented, realistic, time bound) goals and aims.
- Differentiate between short and long term goals and manage them accordingly.

Manage your time efficiently:

- Prioritize – Focus on a profitable pipeline.
- Always put your to-dos in writing.
- Learn to fight off distractions and minimize interruptions.
- Set a daily time and place for prospecting, meetings with clients, follow-ups.
- Put tasks that are directly impacting your business and livelihood first.

Set a clear communication plan:

- Communicate with the right people.
- Talk to decision makers. Do your research.
- Document everything: document all communications and correspondences and file them properly for reference. Remember to make backups!
- Plan and document all appointments for the future. Outlook is your friend. Use it—or any similar program—to remind yourself and others on upcoming events and meetings.
- Be professional and direct: omit the fluff out of your correspondences, be brief and be concise (bored client = lost client).
- Use the appropriate terms. Do not forget about simple and direct words. Be careful about using industry and technical terms, which may not be clear to your client.
- Endeavor to speak your clients' languages to better understand their concerns. Be honest and realistic.

Be a team player:

- Work with other registered brokers to produce an effect greater than the sum of individual efforts.
- Allow me to share with you this interesting fact:
- Two horses can pull about 9,000 pounds. How many pounds can four horses pull? The arithmetical response is 18,000. Sounds reasonable – but it's wrong! Four horses can actually pull over 30,000 pounds. Synergy makes a difference!

Narrow your niche:

- Specialize in order to be the expert on what you are selling. Know everything there is to know about the product you are selling. Don't be the Jack-of-all-trades and master of none.

Follow-up:

- Appropriate and timely follow-up generates repeat business by keeping you in touch with past clients.
- Follow-up increases your clients' trust especially since you are calling without the direct objective of selling.
- Follow-up generates referrals by showing you still care after the transaction or meeting.
- Follow-ups are not restricted to clients but also apply to other registered brokers.

Be patient:

- Deals take time. Stay focused, eager and prepared throughout all stages.

Practice professionalism:

- A professional attitude can and will have benefits in all dealings and on every level. Viewing and performing your career with the respect and esteem it deserves will energize your day-to-day duties and prompt future success.



Doing Business in Dubai: The Real Estate Way

By Taroub Sleiman, Senior Trainer at DREI

The Dubai real-estate market, though still in its infancy- less than 20-years old- has faced a few challenges and has seen some ups and downs. The sub-prime crisis in the US in 2008 and its rippling effect globally, the political and economic situation in the region, fluctuations in oil prices are just some of the factors causing such challenges. However, this market has proven its resilience through it all.

So why should you invest in Dubai real-estate? Let's list some reasons.

Good investment sense

1

Prices of real estate in Dubai are still low when compared to other cities that provide comparable business and trade opportunities. Dubai also boasts higher rental returns when compared to major real estate capitals in the world. Rental yields range between 6%, on a very conservative basis, to 10% in the best performing areas of Dubai. This, coupled with a high **capital appreciation**, makes Dubai one of the best destinations for property investors.

Economic Growth

2

When investing in real estate one should consider the economic growth in the region. Dubai's economy has generally been growing at a consistent pace since 2010. Proactive and visionary plans have succeeded in cutting the city's dependence on oil revenue and become one of the fastest growing economies in the region.

Population Growth

3

Will I be able to generate revenue? Vacant units do not make good investment sense. Dubai is a cosmopolitan city that attracts, and more importantly, keeps attracting visitors and residents from all over the world. People have been coming here in search for career and business opportunities; and recently looking for security and a safe haven from political turmoil. The population is currently at 2.7million and it is expected to continue rising to 3 million by 2020.

Government Regulations

4

In order to sustain and increase investors' confidence in Dubai real estate market, the Dubai Land Department, through its regulatory arm RERA (Real Estate Regulatory Agency) applies stringent measures that ensure the protection of investors' money. Such measures include but are not limited to: licencing and registering brokers and developers, managing the developer's Escrow Accounts and regulating Owners' Associations. The Rental Dispute Settlement Centre, another arm of the Department takes care of issues arising between landlords and tenants. The Land Department and its various sections proactively and continuously adopt innovative methods to update systems and regulations in accordance with market requirements.

Product Variety

5

In addition to the iconic structures and communities such as Burj al Arab, Burj Khalifa and Downtown Dubai and The Palm Jumeirah, investors can always find properties that cater to their requirements. You will find a spectrum of developments from affordable to luxury living. New projects such as the Dubai Canal, Dubai Parks and Resorts, The Tower and Harbour Gate are just a few to mention.

Tax-Free

6

To-date, Dubai remains to be a tax-free city, with no income or capital gain tax. This has made it extremely attractive for work and investments. Once you buy the property and pay the transfer fees of 4% to the Dubai Land Department, there are no other taxes to pay against your property. Moreover, Dubai has multiple free zone areas that attract foreign investors.

Easily Accessible

7

Dubai is easily accessible through direct flights from all the major cities with state-of-the-art airports offering automated handling services from check-in through to passport control.

Attractions

8

Dubai remains a popular tourism destination with its fabulous shopping malls, five-star hotels, beautiful beaches, year-round sunny weather and numerous attractions. This ensures continued growth and high occupancy rates in hotels, hotel apartments, holiday homes and time-share projects.

Innovation

9

Dubai is dedicated to being a leader in adopting innovation in all aspects of life. This is instigated and inspired by a visionary leadership. Taking the transportation sector as example, in addition to world class airports, award-winning airlines, state-of-the-art metros and trams, we now look forward to the Hyperloop, human drones and driverless vehicles.

Social and Moral Values

10

In addition to advanced infrastructure and construction, the UAE adopts issues that are related to the people and their well-being. Concepts like happiness, tolerance, sustainability and green energy are valued by the government and in fact, the UAE now has Ministers of State for happiness, Youth, and Tolerance on their Cabinet.

Global Marketing Partner

MIAMI ASSOCIATION OF REALTORS®



Chartered by the National Association of Realtors in 1920, this year MIAMI marks 95 years of service to Realtors, the buying and selling public, and the communities in South Florida. MIAMI has grown its membership from 162 in the beginning to more than 40,000 in the present day, making it the Largest Local Association in the nation.

Teresa King Kinney has been Chief Executive Officer of the Miami Association of Realtors for 23 years and has taken the association from 5,000 to over 43,000 members, and created the largest local Realtor association in the U. S.

Kinney developed the largest local International Real Estate Council and Annual Congress in the U.S., winning multiple national and international awards and the only association to have initiated partnerships with 136 international organizations throughout the world, including the Dubai Real Estate Institute (DREI).

She has represented the association and the Miami market through hundreds of presentations and exhibits at key real estate conferences nationally and internationally and has hosted dozens of inbound trade missions and programs.

Her Miami Realtors are the most knowledgeable and equipped professionals in the world with more international education, resources and services for international consumers than any other.

The Miami real estate market has grown and expanded to markets throughout the world, credited with bringing Miami back from the last recession faster and stronger than any other market in the U.S., and continues to open new markets for investment in Miami.



TERESA KING KINNEY
CEO, Miami Association of REALTORS®

20 Reasons to Visit & Buy in Miami

1. Affordable Home Prices – Miami real estate remains at affordable 2004 levels compared to other major cities; an increase in new condominium construction east of I-95 is adding to the inventory

2. Top Market for Int'l Buyers – Florida is the top state in the U.S. & Miami is the top market for int'l buyers; & is expected to outperform other U.S. markets long into the future

3. More Sunny Days, Cleaner Air than other Major U.S. Cities – Ranked by Forbes as “America’s Cleanest City” for its year-round good air quality, green spaces, and clean drinking water. Miami is the only major “subtropical” city in continental U.S.; average temperature 75 °F / 23 °C

4. Healthy Lifestyle & Beautiful Beaches – Greater Miami has 84 miles of Atlantic Ocean coastline & 67 square miles of inland waterways & more than 15 miles of world-famous beaches.

5. A Blossoming Rail System – Construction of All Aboard Florida, an express passenger train connecting downtown Miami to Orlando, has begun and is expected to be completed by 2017. The train will enhance Miami’s 25-mile Metrorail, which services the airport and myriad cities

6. Pro Sports Teams in World-Class Venues – Basketball’s Miami Heat, baseball’s Miami Marlins and football’s Miami Dolphins have each won championships. The Heat have a long-term lease at their downtown arena; the Marlins recently opened a state-of-the-art, indoor park and the Dolphins’ home stadium has hosted five Super Bowls

7. Fabulous Nightlife – Ocean Drive & more - top restaurants, night clubs, bars, world famous hotspots

8. Restaurants – In Miami, you can savor worldwide cuisine unlike in any other city in the U.S.

9. Entertainment Industry – Major fashion center, top modeling agencies in the world, Fashion Week & more than 2,400 motion picture & video businesses

10. Commercial & Investment Real Estate – Vacancy rates for all commercial sectors in Miami are below the national average; retail & multi-family are outperforming most major markets in the U.S

11. “Gateway to the Americas” – Strategic location between Latin America & Europe; “Capital of the Americas” - perfect for business or pleasure

12. The Most Int'l City in the U. S. – 51% of the Miami population is foreign born. The national percentage of foreign born residents is 13.7 percent. More than 100 languages are spoken in Miami.

13. Global Business Center – for business, finance, commerce, media, entertainment, arts & international trade; no state income tax; more than 1,000 multinational companies from 56 nations; Third largest consular corps in the U.S. with 55 foreign consulates, 30 bi-national chambers of commerce and 18 foreign trade offices.

14. Hotels – Ranks fifth in U.S. in occupancy after New York, Oahu Island, San Francisco, & Boston

15. Top Tourist Destination – Greater Miami and the Beaches draws 14.2 million overnight guests a year – with 7.1 million of them int'l visitors

16. World Aviation Hub – Ranked among America’s top-10 busiest airports, Miami International Airport serves 40.9 million passengers a year; the nation’s second-busiest airport for international passengers - 20 million annually; Over 80 airlines to 150 destinations. Top international freight airport in the U.S. and ninth-best in the world - 1.9 million tons each year

17. Port of Miami – “Cruise Capital of the World” with more than 4 million passengers a year; Serves 240 seaports; 9 million tons of sea cargo; Top markets: China, Italy, Hong Kong, Honduras & Brazil

18. Educational Institutions – 4th largest U.S. school district – 466 schools; Miami receives more National Magnet Schools of Merit Awards than any other school district nationally. Five colleges & universities; three law schools

19. Hospitals – 33 hospitals; Baptist Hospital of Miami ranked as one of the highest performing hospital systems in the country. Miami Children’s Hospital top-rated for pediatric services

20. Top Rankings
Miami has the largest concentration of international banks in the U.S.

Miami’s skyline ranks third in the U.S. behind New York City & Chicago & 18th in the world (Almanac of Architecture & Design.)

Miami is the only major city in the United States bordered by two national parks, Everglades National Park on the West, & Biscayne National Park on the East.

New Association

NATIONAL ASSOCIATION OF REALTORS - INDIA



Real estate in India makes an enormous contribution to development of the economy, national growth and GDP. Real estate has forward and backward linkages with over one hundred and sixty five industries and is the largest employment generator, perhaps only after agriculture. However, despite the significance of this industry, it has always remained a very disorganized one.

Membership in SDAR allows REALTORS® to stay on the cutting edge of the real estate industry through professional development and education, publications and online communications, networking, community outreach, political action, and risk management.

SDAR develops and delivers programs and services to create an environment that is conducive to business success, and assists members in serving the public with the highest degree of competency and integrity.

- SDAR members sell 65% of San Diego County's residential real estate
- SDAR members sold \$11.4 billion in real estate during 2015
- SDAR's 7 Service Centers are located throughout San Diego County, County, from Chula Vista to Carlsbad
- SDAR hosts community workshops to educate REALTORS®, policymakers, and the general public on housing-related issues
- SDAR conducts annual service projects and supports local charities through the non-profit SDAR Ambassadors Foundation
- The annual San Diego REALTOR® Expo & Conference is the largest real estate trade show in the region

To learn more about the benefits and programs of SDAR, visit www.sdar.com.



The San Diego – Tijuana Mega Region offers an exciting, one-of-a-kind investment opportunity. Here are a few key reasons businesses choose to invest in the region.

Impressive Neighbors

In addition to major health systems and an extended network of top educational and research institutions including the University of California, major employers in the Mega Region include Qualcomm, SONY, GoFundMe, Kyocera Solar, Solar Turbines, Illumina, General Atomics, Northrop Grumman, Lockheed Martin, and General Dynamics. These powerhouse companies have laid the foundation for future investors who can tap into a highly skilled workforce, utilize effectual supply chains, and drive growth.

Unmatched Business Incentives

Companies considering a move to the region can benefit from a streamlined permitting process and numerous incentives including the California Competes or Research and Development tax credits offered by the state, the City's Economic Development Incentive Agreement, or the Manufacturing and R&D Equipment Exemption.

Dynamic, Skilled Workforce

San Diego alone is home to six universities that confer nearly 18 thousand bachelors degrees every year. Our world-class universities and research centers foster a talented workforce, attract the brightest academics and produce research that serves as the foundation for numerous paradigm-shifting, life-saving technologies. Combined with over 80 research institutes, nearly 30 incubators, and a private

sector ripe with professionals in finance, sales, and marketing, investors in this region have unparalleled access to a diverse and talented workforce.

Ongoing Real Estate Developments

The Mega Region offers an ever-growing commercial real estate market with numerous class-A and built-to-suit workspaces throughout the county. Additionally, groundbreaking residential and mixed-use real estate developments in and near downtown San Diego and along our pristine waterfront will provide luxury housing, hotels and desirable high-end office space.

Innovative and Entrepreneurial Spirit

San Diego–Tijuana tops other entrepreneurial cities in its ability to provide hardworking entrepreneurs an environment in which they can thrive personally and professionally. We lead the world in biotechnology, clean technology, sports innovation, defense technology and telecommunications. Other areas also experiencing rapid growth include, cybersecurity, the Internet of Things (IoT) and social innovation. Specific areas of stand-out expertise include genomics, solar and biofuel technologies, wireless communications, unmanned aerial vehicles and mobile health. Forbes' recognition of San Diego as the "best place to launch a startup" reflects the three C's that are the hallmark of San Diego's success: community, creativity and collaboration. Our perfect climate, beautiful beaches and lively city culture fuel our entrepreneurs' creativity and foster holistic wellness, enabling innovators to leverage their technologies to make the world a better, safer and healthier place to live.

Featured Developer

DUBAI PROPERTIES



Over the past 12 months, we have paid special attention to aligning the different aspects of our business to Dubai's overall plans. As we continue to play a central role in contributing to Dubai's maturing real estate sector, through our belonging to Dubai Holding and our commitment to quality and innovation, all our business streams have aligned towards delivering a single vision; providing exceptional lifestyle experiences for the future.

Earlier this year, Dubai Properties Group launched Marasi Business Bay, Dubai's newest waterfront destination, with its Promenade now open.

Furthermore, we have addressed the different real estate sector needs by offering a wide range of projects. This year Dubai Properties launched a total of six projects, completed the handover of a key Dubailand project, Mudon, and has commenced the handover of Dubai Wharf to its owners, three months ahead of schedule, in addition to delivering key assets that will help grow the leasing portfolio.

We take pride in our ability to respond strategically to fill in urgent market gaps with projects which stand out due to their uniqueness and exceptional quality. Our robust pipeline of projects answers to UAE Vision 2021, reinforcing the city as a nurturing and sustainable environment for quality living.

I aspire to an even more successful 2017 and together, we will continue to fortify our vision to continue to service the city's fast evolving and maturing needs, by catering to all investors' entry points and bringing to market, world class destinations.

Wishing you all a prosperous year ahead.

Abdullah Lahej – Group CEO of Dubai Properties

Dubai Properties

Dubai Properties (DP) is a leading Dubai-based real estate master developer responsible for the creation and management of integrated lifestyle developments across the Emirate.

DP's diverse real estate portfolio responds to the evolving needs of Dubai through the development and management of a host of mixed-use contemporary residential, retail, commercial and retail developments including: the upmarket residential towers at Jumeirah Beach Residence (JBR and 1/JBR), the commercial and residential mixed-use developments in Business Bay (The Executive Towers, Vision Tower, Bay Avenue, Bay Square, Bellevue Towers and Marasi Business Bay), the residential communities at DUBAILAND (The Villa, Al Waha, Arabella, Mudon, Remraam, Villanova, Bella Casa and Casa Dora at Serena) and the residential and hospitality projects at Culture Village around the Dubai Creek, (Dubai Wharf, Manazel Al Khor and the Anantara Dubai Creek Hotel), and the growing portfolio of community retail within its leasing communities including Layan, Shoroq, Ghorob, Al Khail Gate communities and Nuzul staff accommodation.



Featured Broker Company

SPF REALTY



SPF Realty

SPF Realty was established in 2006, with a dream to put decision making back in the hands of the customer by providing market intelligence for high yielding investments. Today, SPF boasts of 1000s of happy customers and over AED 8 BN worth of projects sold, with majority of the sales achieved in record timelines.

The SPF advantage lies in its team, spearheaded by 2 real estate experts, Mr. Ranjeet Chavan and Mr. Kalpesh Sampat. With a collective experience in UAE as well as Singapore, Indonesia and France. Our deep understanding of customer needs and unmatched market intelligence makes SPF the chosen agency for developers and buyers alike.

Featured REALTOR®

Mr. Kalpesh Sampat

Kalpesh has 12 years of experience in the Dubai real estate market, specializing in the Emirates Living area as well as several off plan projects around Dubai. His philosophy has always remained to provide the best personalized service to every individual client and this is evident through his fastest response times in the industry complemented with his vast knowledge of the Dubai realty landscape.



We Cover All Of Dubai



FOR ALL YOUR
BUYING, LEASING &
PROPERTY INVESTMENT NEEDS

- ASSETS
- FULL BUILDINGS
- HOTELS
- PLOTS
- VILLAS
- APARTMENTS



hello@spfrealty.com • spfrealty.com

Featured Corporate Affiliate

IRONY HOME



Irony Home specializes in classic, contemporary home accessories and furnishings to suit the homeowners who are looking for unique, design flair to complement their lifestyle, as well as add modern and fresh designs to any office space that are reflective of their culture and corporate branding.

Founded in 2003, Irony Home is a home lifestyle and accessories store offering timeless elegance and classic touch.

Rima Dardenne, the founder of Irony Home, is passionate about design and interiors. Her design ethos and interior design acumen reflect the many beautiful accessories, furnishings, fabrics and lighting displays, to name a few, throughout her works.

Being a corporate affiliate of Realopedia, Irony Home now has a massive exposure to its market, from home owners who want to buy accessories for their new homes to commercial spaces that need interior fitouts and design. This is a great advantage to offer Irony Home's exciting products and services.

Visit us at the lower ground of The Dubai Mall or check our website at www.ironyhome.com. For inquiries, please call 04 434 0166 email us at marketing@ironyhome.com

IRONY
HOME
WHERE LUXURY RESIDES



The simplest way to transform a room is using a chair as an accent piece. You can play with upholstery, shape color, or texture. I love selecting a chair with a contrasting aesthetic.

Featured Agent

EMANUELE DIMARE
Emansland/Remax Dream

Professional Organizations/Affiliation: EMANSLAND
Specialties: Commercial Agent
Language: English

Emanuele DiMare, native of Cape Coral, SW Florida for over 25 years, has been a professional real estate agent and development coordinator in SW Florida since 2002. Given the name "EMAN" from his previous military service, he created Emansland.

Emansland is an online platform for investors to buy (commercial & residential) real estate properties and businesses in the worldwide real estate market. The platform connects real estate investors to their desired property all over the world.

Since 2012, EMAN has opened the doors to the UAE market extending his resources and services to investors and other professional agencies to provide a global consulting base becoming co-existent to U.S.A. and UAE.

As the real estate market continues to improve in both markets, EMAN specializes and focuses on economical growth and progress within the communities where he is active. This allows us to generate useful market data, which in turn produces substantial returns in a diversified portfolio for our clients and investors.



**10493 Stringfellow Road
St. James City**

Property Use Type: Investment
No. Stories: 1
Year Built: 1997
Lot Size: 47,626 SF
APN / Parcel ID: 28-44-22-04-0000A.0030
Parking Ratio: 25 / 1,000 SF
Loopnet listing ID: 19569962

One of the only Fast Food drive through retail zoned properties on Pine Island. Building is Turnkey. Over 47K sq. ft. of land, over 2100 sq. ft. building, in great shape. Adjacent to the Circle K Gas Station at the intersection of Pine Island Rd & Stringfellow Rd.

Please do not visit the site without the listing agent. Walk through by appointment only, and after hours.



1381 Betmar Blvd, North Fort Myers

US 41 Frontage! Under \$3 PSF.

Offering a wide variety of Commercial Intensive

Development uses, this 2.87 acres is located in clear sight when traveling on US 41 in North Fort Myers.

There is an adjacent parcel also for sale and there is potential development from Lee Memorial Health care to build on their land directly north of the property in the future. Approximately 1/2 mile north of Pondella Rd, on the west side of US 41.



Tudor Drive

9 Unit Multi-Family Condo Development Site.

Finally available, one of the only multi unit vacant waterfront lots left in the Bimini Bay area! Over 200 feet of seawall frontage along the Tudor Canal opening into the Bimini Basin canal with direct sailboat access.

This is a potential condo/multifamily development site a few blocks from the heart of downtown Cape Coral. The location has gorgeous sunsets, a front row seat to the annual Cape Coral Boat Parade, and the waters have been visited by dolphins for years! This multi unit lot is also located on the edge of the South Cape Redevelopment Area.

Investors have an opportunity to grow with the possibilities of a new Downtown Cape Coral! Located in Downtown SE Cape Coral just off Bimini Basin.

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A stylized world map in shades of gray. Two green circular callouts with white text are positioned above the map. The first callout is over North America and the second is over Europe.

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