

Real Estate Market Sentiment in Qatar

Future Outlook from Consumers and Real Estate Investors



Investment outlook is **more aggressive** in the next **12 months**.

CHANGE IN INVESTMENT STRATEGY

42%
More aggressive

30%
More conservative

27%
Neutral/DK

32%
Neutral/DK

18%
More conservative

50%
More aggressive

IN THE PAST 12 MONTHS

IN THE NEXT 12 MONTHS

Key Real Estate Investment Drivers.



82%
Return on Investment

80%
Capital Appreciation

75%
Availability of multiple options

73%
Investor protection



% of respondents in Qatar with a **positive view** of the real estate market.

40%

Consumers



50%

Real Estate Investors

Relatively stable Sales and rental prices of residential properties predicted among consumers



44%

Sale Prices

36%

Sale Prices

39%

Rental Prices

39%

Rental Prices



Current **gaps** in the real estate market

49%

Availability of affordable units

39%

Access to data comparing properties

28%

Access to reliable brokers

23%

Competitive interest rate/support with mortgage

Most **important** criteria for selecting a residential property



90%

Value for money



89%

Quality of house



81%

Easy access to highway

Amenities **most important** to have a nearby proximity to property.

45%

Healthcare facilities (hospitals)

43%

Educational facilities (schools)

39%

Mosques

37%

Work/office



FIFA World cup to result in a **positive impact** on the Qatari real estate market.

82%

Developing new communities / areas

86%

More supply for hotels

80%

New companies opening in Qatar

75%

More supply of residential units

Research conducted online by YouGov in partnership with Informa for Cityscape Qatar 2017. Data collected amongst 233 consumers, 130 Home Buyers, 97 Individual Investors and 6 Large Scale Institutional Investors between 12th and 28th February 2017



The Real Estate Barometer
مقياس سوق العقارات

YouGov
What the world thinks

CITYSCAPE 
QATAR