دار العقار

DAR AL AQAR

message from the ceo

Ammar Abulohom | CEO

Dar Al Aqar is built on a broad experience in Dubai's Real Estate Market

The kind of depth and breadth of knowledge that only comes by way of being from here and being here for a long time. Over the past 15 years, the founders of Dar Al Aqar have worked with all major and reputed developers in Dubai. Having done 20 billion Dirhams worth in business over the past years, we know the property landscape well and are able to visualize the opportunities before their time.

"Dar Al Aqar" in Arabic means the Home of Property. We take this meaning seriously, and then take it a step further by considering our buyers, sellers and investors as family. Our team thrives on building such relationships and offers personalized service to the extent that no one can match. Our core strength is research-based advice, and genuine market insights rooted in experience, that keep our clients ahead of market trends and profit from it.

We provide unparalleled access to key networks in the real estate market across both public and private sectors, matching opportunities to the individual investment strategy of each client, and as trusted advisors we act in the best long-term interest of the client's business. Every kind of client - large and small individual investors, family offices, investment houses, agents and end-users deal with us, and trust us to deliver on the promise.

This promise forms the DNA of our company, and it is something that we continue to pride ourselves on. We are traditional in spirit that way, but modern in practice – an Emirati company and global in approach. In short, we are the true reflection of the values that have driven the meteoric growth of Dubai and the United Arab Emirates.

board of directors

Khaled Al Huraimel

Chairman of the Board

BSc. Marketing (Hons), King Fahd University. MBA, University of Bradford. Dubai Leaders, Wharton Business School.

Khaled's background includes being the COO for Dubai Waterfront at Nakheel, a member of Al Burj Real Estate, owner of 70% of the land in the first phase of Dubai Waterfront, co-founded and spearheaded the formation of Arabian Global Investments LLC, and since August 2009, Khaled has been the CEO of Bee'ah, a public private partnership and the first fully integrated environmental management company in the Middle East.

Ammar Abulohom

CEO & Executive Board Member

BBM, Indiana University. MBA, University of Bradford.

Ammar began his real estate career with Nakheel's Dubai Waterfront Company. He later co-founded Arabian Global Investments Company where he added value as Executive Director and CIO. His last major role was as the Regional Business Manager for ENOC, which resulted in Ammar heading up the international business unit with an even broader strategic scope and a geographical reach that included a network of 28 international markets.

board of directors

Dr. Khalid Al Midfa | Board Member

Director General of SMC

PhD. and MSc. Telecommunications Engineering, Bristol University. BEng. (Hons)
Dr. Khalid is currently the Director General of Sharjah Medical Corporation.
He has been a member of the Sharjah Emirates Consultative Council. (2003 – 2007),
and has also worked as Assistant Professor in Telecommunication Engineering in Khalifa University (2003-2007)

Hadef Al Shamsi | Board Member

BBA, University of San Diego. A member of the Sheikh Mohammed Bin Rashid Leadership Development program, and High Potential Leadership Development program.

Hadef entered the real estate world with Dubai Holding, serving as Head of Sales for Dubai Properties Group, spearheading a number of successful project launches. He continued on as Regional Sales Manager for TECOM Investments, and even consulted with Dubai Airport Free Zone. On his own, he is the Managing Director of Al Shamsi General Trading and is both board member and shareholder with numerous fashion retail, strategic investments, construction, media and production rms.East.

Fred Damerow | Advisor to the Board

Fred is the Head of Projects Execution and Project Management Office (PMO) at Gulf Drug LLC, UAE's market leader in health care projects and solutions. His GCC career began vas Projects and Developments Director for the likes of Ellis Don Construction, Al Burj Real Estate, Arabian Global Investments, BASF, Zueblin and Al Rostamani Pegel, after having worked in Germany with high caliber clients like Daimler Benz, Ernst & Young, Dresdner Bank, Albis Project Development and Drees & Sommer. One of Fred' major successes was founding DH International, a real estate consultancy firm, in 2009.

who we are

Dar Al Aqar was established in the UAE in October 2012 by a group of real estate professionals with a single, shared vision to become the first choice for investors in the real estate sector.

The company's executive managerial team offers a wealth of experience and has achieved considerable success in the local real estate and investment fields. The founders are also key members and shareholders of Arabian Global Investments LLC, established in 2007.

Dar Al Aqar is all about delivering results.

Dar Al Aqar's exclusive real estate brokerage services focuses on the sales and marketing of mid to high-end properties and investment opportunities. Given our extensive experience within the UAE, our directors have concluded over AED 20 billion worth of transactions over the last 18 years and our real strength lies in the local market. The team understands the culture and has the experience to navigate across all relevant sectors, catering to both private and public environments.

This experience and insight enables us to act as Advisors to our clients, matching opportunities to their individual investment strategies. Our specialists can also help explore and define these strategies.

our culture

We are traditional in spirit yet modern in practice.

The Personal Touch

Personalized and tailor-made brokerage services with focus on mid to high end products.
With our hand-picked network of agents across different market sectors and zones, we are able to act independently and swiftly to deliver to a client's personalized real estate investment options.

Knowing the Market

We provide early access to selected developer project launches. Our strong network of major developers and market players means we are able to share insights to opportunities with our clients ahead of the market.

We are a true reflection of the values that have driven the growth of our home – Dubai.

We respect the culture of the region and its population.
We are not pushy sales people. We advise and guide.
We offer our clients the security of knowing they are doing business with people who understand their needs.
Honesty and Independence have always been our hallmarks and we always endeavor to do the right thing for our clients.
We are local, yet international.

our services

Real Estate Brokerage

Our Success stories are transformed into
Loyal Clients.

We offer personalized brokerage services for individuals looking to Buy or Sell residential and commercial properties, in addition to leasing services to both landlords and tenants. We also offer corporate exclusive brokerage solutions that meet their investment requirements.

Our continous Success stories have turned our clients in Loyal Clients that constantly recommend our Brokerage division services to their friends and business partners.

Real Estate Portfolio Advisory

Our Advisory merges perfectly with the Client's
Investment needs.

Dar Al Aqar's management team identifies real estate investment opportunities for our clients well ahead of market trends, always striving for a synergistic match between opportunities and our clients' investment strategies. We advise on how to maximize returns, restructure existing portfolios, and assist in setting up new portfolios based around each client's unique targets and resources.

Overseas Real Estate Clients

Dar Al Aqar is the perfect gateway to investment opportunities in the UAE.

Dar Al Aqar offer extended international real estate services for clients interested in the UAE market. We work with a number of HNWIs, institutions and individual unit buyers outside the UAE who rely on our extended local knowledge, experience and unparalleled access to real estate opportunities.

our services

Uniquely Designed Investment Products

KEY Products: off-market investment opportunities and early entrance to property launches.

Our local experience and strategic networks across the Dubai and UAE market span master developers, private developers and financial institutions. This enables us to design and implement exclusive real estate investment products that fit our clients' investment objectives. We bring our exclusive clients the opportunities of early entrance to Property Launches.

Our access to key networks in the real estate market gives us the position to offer our exclusive clients a very rich off-market palette of Investment Opportunities.

Exclusive Services to Developers

From Advisory on Project initiation and Setup to Sales and Marketing

Dar Al Aqar together with our Strategic Partners will establish a solid business case for Developers that are interested in developing a project in the UAE.

We understand the number one Key to a Successful Project is: Market Acceptance.
We conduct market researches, identify the clientele niche, outline the client's specific objectives and as a result, propose the suitable product concept.

A second Key factor to a Project's Success is our Management Consultancy Services to Developers. We define the Project's targeted scope, budget, schedule and quality; we plan, monitor and deliver the project and we ensure that the Project will meet the planned Budget, delivery schedule and quality standards.

A third Key factor to a Project's Success is our Sales and Marketing service, We deliver a comprehensive strategy to the right market positioning, branding and efficient marketing to the targeted clientele. Our Sales Division will exclusively focus their energy to achieving the targeted sales volume within the planned schedule.

our partners

ARABIAN | GLOBAL INVESTMENTS

Arabian Global Investments

Dubai-based investment firm Arabian Global Investments was launched in 2008 with a capital of AED 300 million and positioned as a tactical and strategic investment corporation investing in multiple industries in different regions based on its dynamic venture parameters. Current investments of AGI include strategically located properties across the UAE.

Arabian Global Investments shareholders include well respected and established businessmen and companies from across the region that have contributed to the prosperity of the UAE.

DH INTERNATIONAL CONSULTANCY

DH International Consultancy

Founded in 2009, DH International is a real estate project management and consultancy company with a wealth of experience in managing large scale and complex projects, locally and globally. Their services include managing master developments, residential, commercial and industrial projects, as well as redevelopment and refurbishment projects with more than 10,000,000 sq ft of built up area.

DH clients have included high caliber companies and organizations such as BASF, Kanoo, Al Rostamani, Daimler Real Estate, Ernst & Young, Dresdner Bank, Rieckermann and the Government of Sharjah.

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