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Our Services Include:

- ✓ Accurate Property Valuation to ensure competitive pricing.
- ✓ Exclusive Marketing Strategy targeting high-net-worth investors.
- ✓ Expert Negotiation & Legal Guidance throughout the selling process.
- ✓ Hassle-Free Transactions handled professionally from listing to handover.

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Sell Your Property Fast & Securely with Dubaiesque!



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DUBAIESQUE Selling Property in Dubai Guide

Introduction

Selling a property in Dubai requires a clear understanding of the legal framework, financial obligations, and the most effective strategies to maximize returns. This guide provides a step-by-step approach to successfully selling your property in Dubai, ensuring a smooth and profitable transaction.

Why Sell Property in Dubai?

Key Benefits of Selling in 2025:

Dubai's property prices have surged significantly since 2021, with continued demand from international investors.

Many investors and homeowners are experiencing substantial capital appreciation on their properties.

Dubai has no capital gains tax, ensuring sellers keep more of their profits.

High demand from expatriates, overseas investors, and high-net-worth individuals looking for prime real estate.

Step-by-Step Guide to Selling Your Property in Dubai

Step 1: Presentation & Preparation

Ensure the property is in excellent condition by addressing maintenance issues, fresh paint, and professional cleaning.

Declutter and stage the home to appeal to buyers.

For villas, maintain the garden and exterior spaces.

Professional photography and virtual tours can significantly boost buyer interest.

Step 2: Understand the Market & Pricing Your Property

Evaluate current market trends, recent transactions, and competitive listings in your area.

Hire a RERA-certified property valuator or consult real estate experts like Dubaiesque for an accurate price assessment.

Avoid overpricing, which can lead to long listing times, and under-pricing, which may result in lost profits.

Step 3: Hire a RERA-Certified Real Estate Agent

Engage a registered real estate agent to access a network of buyers and ensure compliance with Dubai Land Department (DLD) regulations.

Ensure the agent is RERA-registered and has experience in your property's location.

Benefit from professional marketing and negotiation skills to secure the best deal.



Step 4: Prepare Legal Documents Gather the necessary documents:

- 📄 Original Title Deed
- 📄 Passport copy and Emirates ID (for individual sellers)
- 📄 Company documents (if owned by a business)
- 📄 Power of Attorney (if the seller is outside the UAE)
- 📄 No Objection Certificate (NOC) from the developer
- 📄 Service charge clearance to confirm no outstanding dues

Step 5: Listing & Marketing Your Property

Use high-quality images and virtual tours to attract potential buyers.

List your property on leading real estate portals such as Bayut, Property Finder, and Dubizzle.

Utilize social media, email campaigns, and Dubaiesque's investor network for maximum exposure.

Schedule viewings with potential buyers and provide easy access to agents.



Step 6: Receive & Negotiate Offers

Review offers carefully, considering both the price and the buyer's payment method.

Ensure the buyer has pre-approved financing to prevent deal cancellations.

When an agreement is reached, both parties sign a Memorandum of Understanding (MOU).

The buyer pays a 10% deposit as a commitment to proceed.



Step 7: Handling Mortgage Sellers

If the seller has an existing mortgage, the buyer must first settle it before proceeding with the NOC application.

The seller's bank will issue a liability letter, which can take up to 2 weeks.

The buyer (or their bank) must clear the outstanding mortgage balance before ownership can be transferred.

Step 8: Obtain the No Objection Certificate (NOC)

The NOC confirms there are no outstanding service charges or legal issues with the property.

Issued by the developer, typically within 5-7 working days.

Some developers require a physical inspection before issuing the NOC.

Step 9: Arrange Utility Disconnection

Contact DEWA (Dubai Electricity & Water Authority) and district cooling providers to schedule disconnection before transfer.

Settle any outstanding bills and obtain final clearance.

Step 10: Transfer Ownership at the Dubai Land Department (DLD)

Visit a DLD Trustee Office with the required documents:

- ✈ Original Title Deed
- ✈ Signed MOU
- ✈ Passport and Emirates ID copies of both buyer and seller
- ✈ Proof of final payment
- ✈ NOC from the developer
- ✈ The buyer issues a manager's cheque to the seller for the agreed amount.
- ✈ The buyer pays the 4% DLD transfer fee.
- ✈ The transaction is completed, and a new Title Deed is issued in the buyer's name.
- ✈ [Selling Off-Plan Properties in Dubai](#)
- ✈ [Can You Sell an Off-Plan Property Before Completion?](#)
- ✈ Yes! Selling off-plan property before handover is possible, but it requires approval from the developer and compliance with specific conditions.



Steps to Selling an Off-Plan Property:

- 📌 **Check Developer Resale Policy:** Some developers restrict resale until a specific percentage of the total purchase price is paid.
- 📌 **Obtain a No Objection Certificate (NOC):** This is required from the developer to authorize the sale.
- 📌 **Sign the Property Resale Agreement:** The seller and buyer agree on price and terms before proceeding with the sale.
- 📌 **Register the Transaction:** The resale is registered at the developer's office or the Dubai Land Department.
- 📌 **Buyer Pays Transfer Fees:** A standard 4% DLD transfer fee applies, along with developer administration fees.
- 📌 **Finalizing the Process:** Once the new buyer's details are updated, ownership is officially transferred.

Fees & Costs Associated with Selling Property in Dubai

DLD Transfer Fee: 4% of the property value, typically paid by the buyer.

Real Estate Agent Commission: 2% + VAT.

NOC Fee: Ranges from AED 500 to AED 5,000, payable to the developer.

Trustee Office Fee: AED 5,250.

Mortgage Settlement Fee (if applicable): 0.25% of the remaining balance of the mortgage.

Developer Administration Fees (Off-Plan Resale): Varies by project and developer.



Common Pitfalls to Avoid When Selling

Overpricing the Property: Leads to extended time on the market and fewer inquiries.

Unpaid Service Charges & Developer Fees: Delays the transfer process.

Failing to Check Buyer's Financial Readiness: Ensure buyers have financing pre-approval to avoid last-minute cancellations.

Poor Property Marketing: Listings without high-quality photos, floor plans, and virtual tours receive less interest.

Delays in Obtaining the NOC: Apply early to avoid transaction delays.

Not Checking Off-Plan Resale Conditions: Ensure you meet developer requirements before attempting to resell.

Why Sell with Dubaiesque?

At Dubaiesque, we specialize in marketing luxury and investment properties, ensuring our clients achieve the highest value in the shortest time.