

Welcome

JAMES LEWIS – HEAD OF MIDDLE EAST AND AFRICA

I am delighted to welcome you to the 15th edition of *The Wealth Report*. In this edition, using data and insight from our research teams around the world, we endeavour to predict what may come next in residential and commercial real estate markets, in the hope that it will help our clients capitalise on the opportunities that are being created by this acceleration of trends.

To complement the global edition of *The Wealth Report* we have designed this supplement to provide a localised summary of trends, which we feel will be of interest to our clients.

Through our long-established presence across the Middle East and indeed the world, where Knight Frank is celebrating its 125th anniversary, we are well positioned to help you capture the real estate opportunities that are on offer.

We operate wherever our clients need us to be and our expertise spans the globe, connecting our far-reaching network with our local expertise. This allows us to provide personal, consistent and discreet advice to our clients.

I do hope you find the contents of this supplement interesting and valuable. If my team can be of any help, please do get in touch.



This year's publication assesses how the fortunes of UHNWIs are changing, where they spend time, what they invest in and what they are likely to do next.



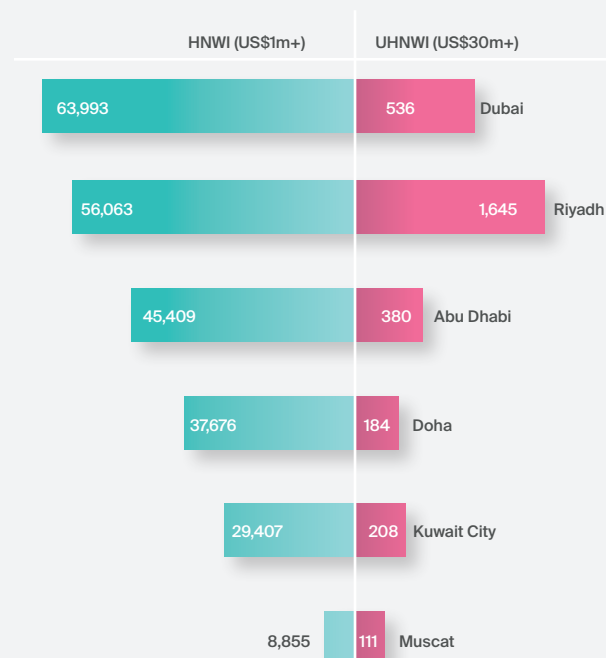
A GLIMPSE OF DATA

UHNWIs – Regional snapshot

	Number of UHNWIs 2020	% Change 2015-2020	Y-o-Y % Change to 2020	% Change 2020-2025
Africa	3,270	-1.8%	4.6%	33.4%
Asia	116,697	78.6%	11.6%	38.7%
Australasia	5,263	51.4%	9.9%	27.1%
Europe	151,665	39.0%	0.7%	22.5%
Latin America	14,504	1.5%	-13.5%	24.5%
Middle East	29,880	30.6%	-10.1%	24.6%
North America	190,085	16.1%	3.7%	24.3%
Russia & CIS	10,289	4.2%	-20.7%	27.3%

Source: The Knight Frank Wealth Sizing Model

HNWIs & UHNWIs by major GCC cities



Source: The Knight Frank Wealth Sizing Model



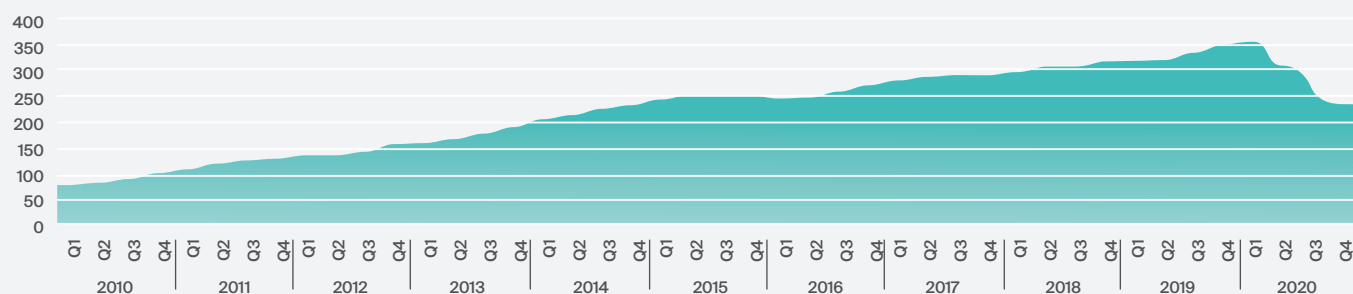
521,653
UHNWIs worldwide in 2020

27%
Forecast growth in UHNWIs
between 2020 and 2025

GLOBAL COMMERCIAL REAL ESTATE INVESTMENT TRENDS

The 2020 dip

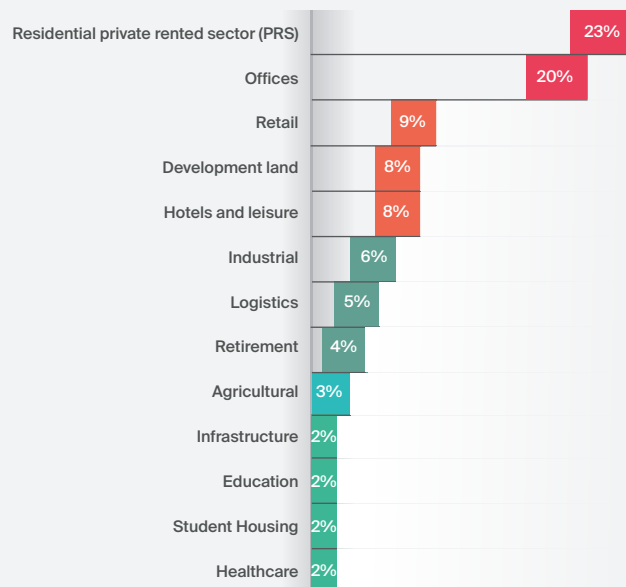
Rating 12-month total* of private capital real estate investments (US\$bn)



Source: RCA *Data provisional

UHNWT's real estate asset allocations

The global average asset allocation in UHNWI real estate investment portfolios



Source: The Wealth Report Attitudes Survey

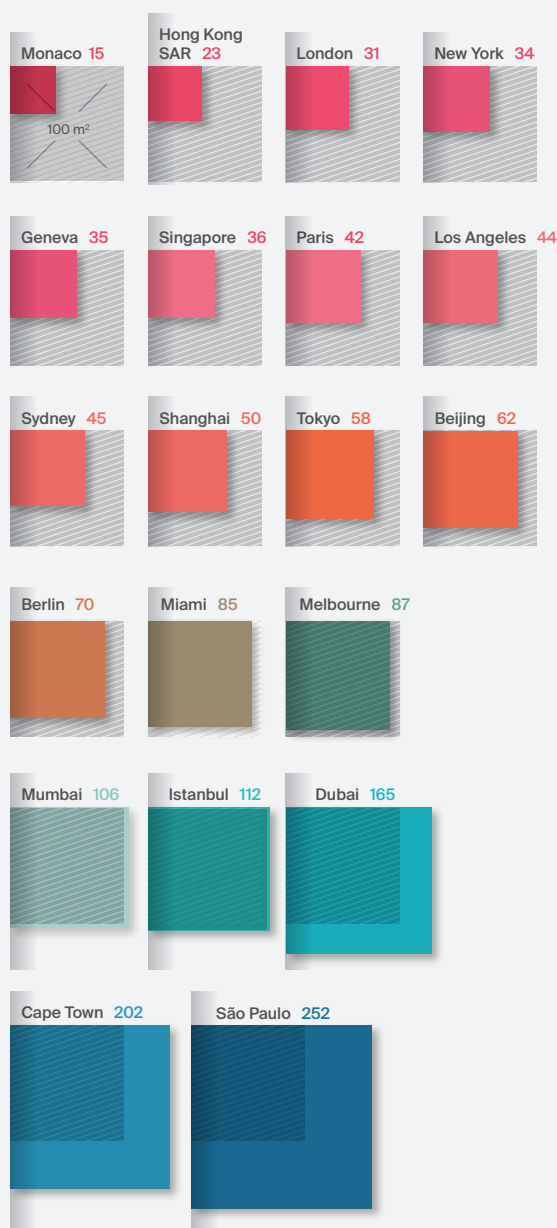
Note: The remainder is in "other" real estate assets



GLOBAL PRIME RESIDENTIAL TRENDS

How many square metres of prime property does US\$1m buy in key cities?

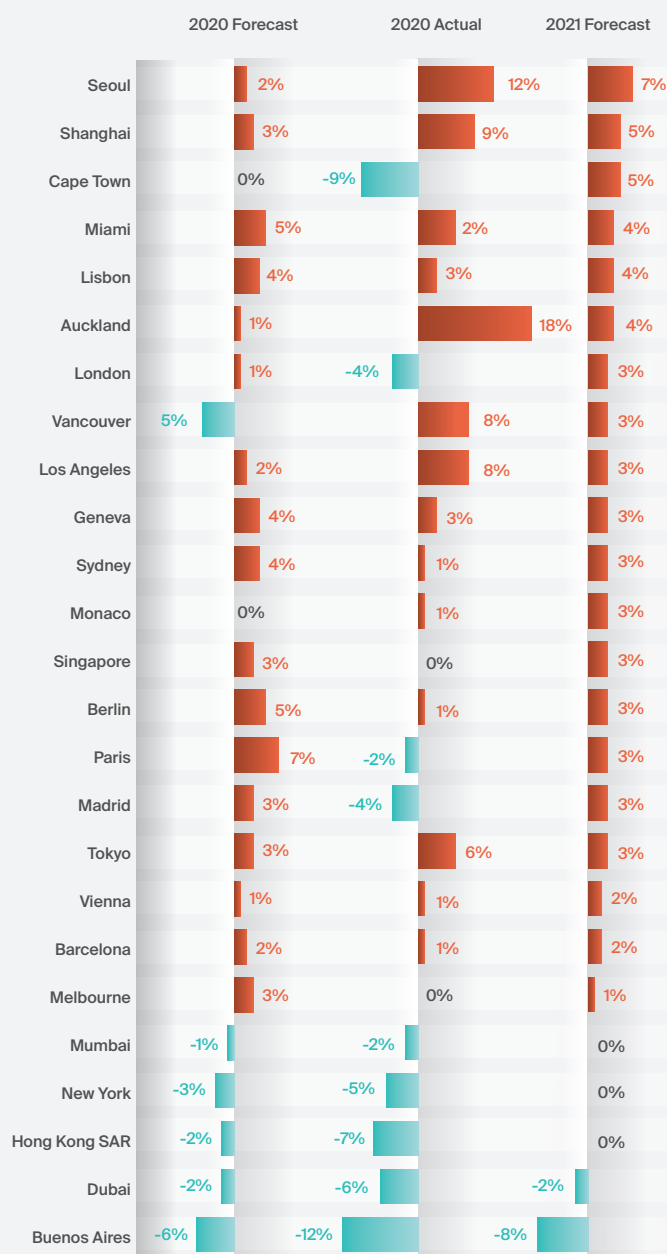
The number of square metres of prime property US\$1m buys in selected cities



Source: Knight Frank Research, Douglas Elliman, Ken Corporation Exchange rates calculated as at 31 December 2020

Prime prospects

Prime residential prices, annual % change



Source: Knight Frank Research

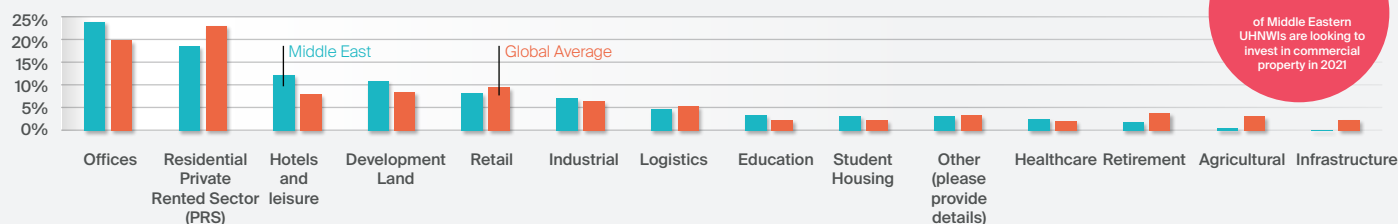
GLOBAL PRIME RESIDENTIAL TRENDS



THE ATTITUDES SURVEY

The Attitudes Survey is based on responses from more than 600 private bankers, wealth advisors and family offices representing combined wealth of more than US\$3.3 trillion. The survey was taken during October/November 2020.

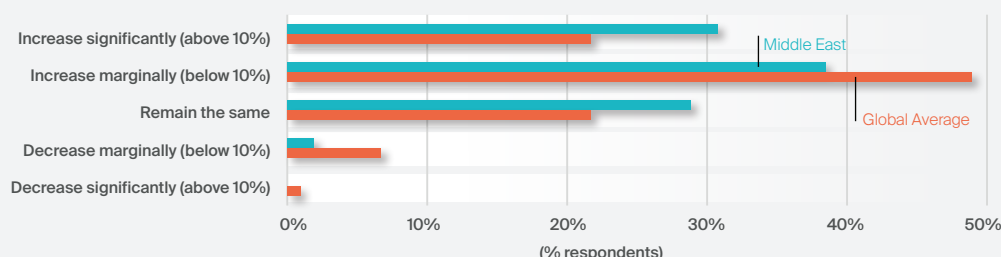
Property investment portfolio - property type allocation, global and regional breakdowns



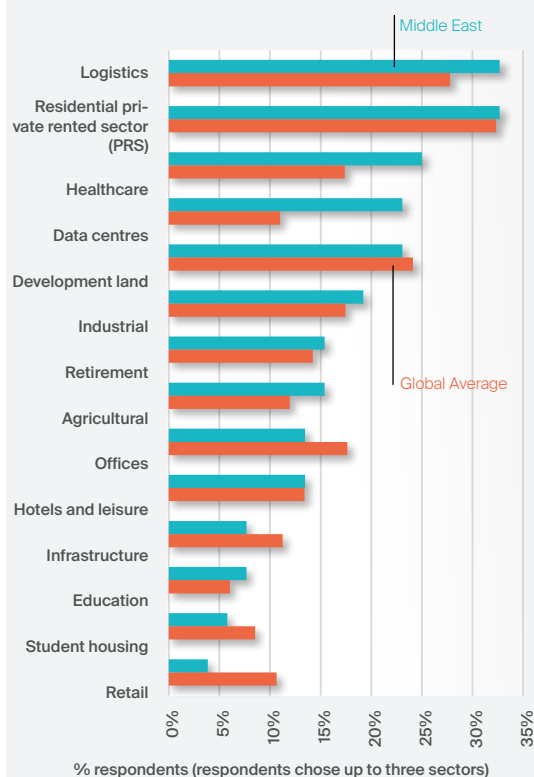
THE ATTITUDES SURVEY

LOCAL CONTACTS

On average, how do you expect your clients' total wealth to change in 2021?



Property investment portfolio – which sectors are gaining interest?



What proportion of your clients bought a new home in 2020?



What proportion of your clients are planning to buy a new home in 2021?



Where are UHNWIs looking to purchase?

	Middle East	Global average
1	UK	UK
2	US	US
3	Turkey	Australia
4	Spain	Spain
5	United Arab Emirates	Switzerland

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