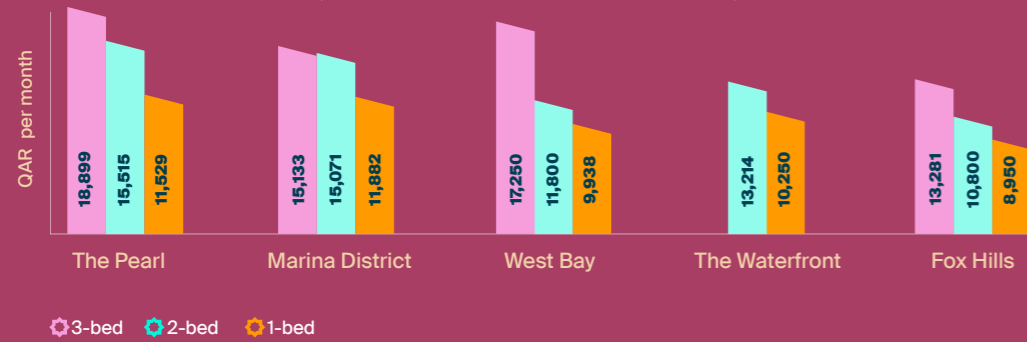


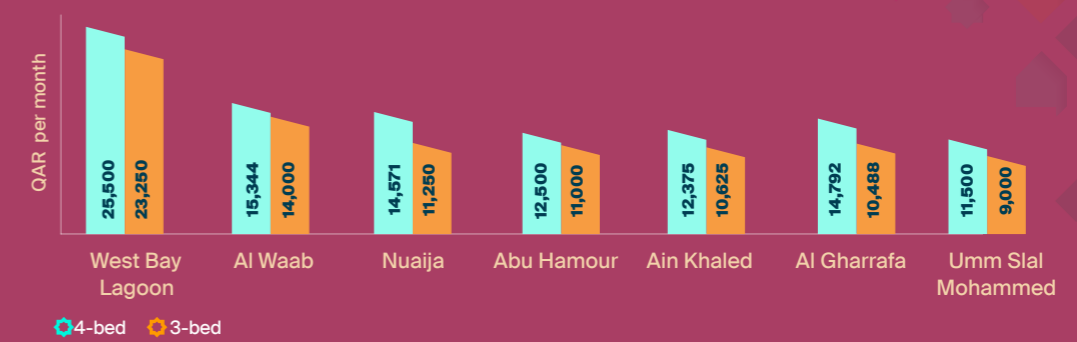
## Residential Market

### Average Apartment Rents



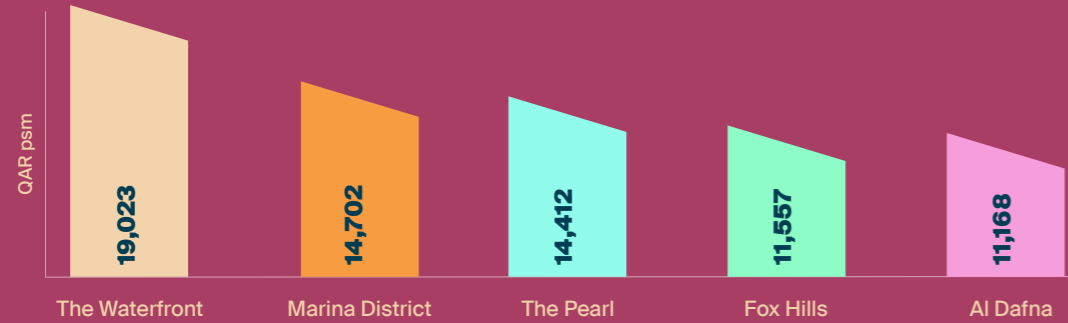
In the last 12 months, average apartment rents have risen by 22% to QAR 13,100 per month. Source: Knight Frank

### Average Villa Rents



Average villa rents are up by 7% in the last year and stand at QAR 14,000 per month. Source: Knight Frank

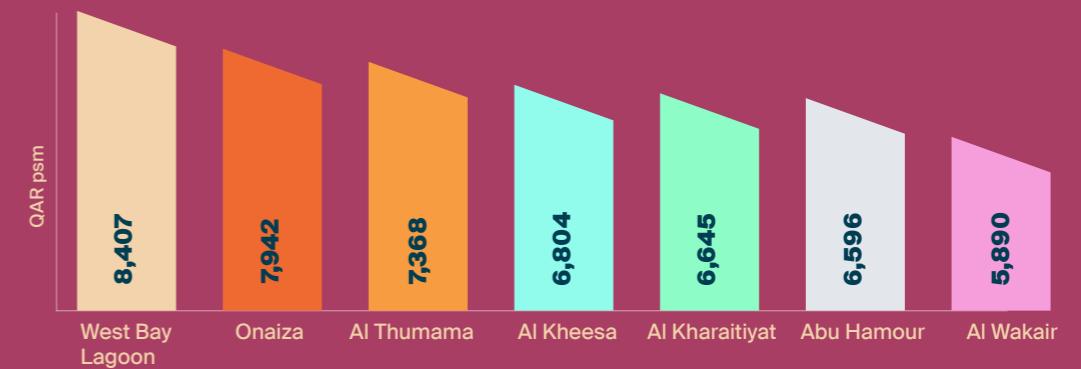
### Average Apartment Sales Prices



The average apartment sales price has reached QR 14,175 psm, with the Waterfront Lusail area commanding the highest price of QAR 19,000 psm. Source: Knight Frank

**West Bay Lagoon commands the highest rental rates. The premium in this submarket is due to its central location and beachside lifestyle.**

### Average Villa Sales Prices



The average villa sales price stands at QAR 7,100 psm and is up 3% y/y. Source: Knight Frank

### Key residential market trends



Despite an initial rush of international buyers, comprising mainly of expatriate residents following the implementation of Law No.16 of 2018, allowing non-Qatari citizens to purchase residential property in Qatar, there has been a slowdown in the number of transactions over the last 3 years. That said, recent launches of new luxury projects have been especially successful, particularly amongst Qatari buyers who remain very active.



Qatar's residential real estate market declined 40% y/y in Q3 2022. The fall in sales volumes is partially due to a price boost triggered by higher demand for residential properties in the lead up to the mega sports event.

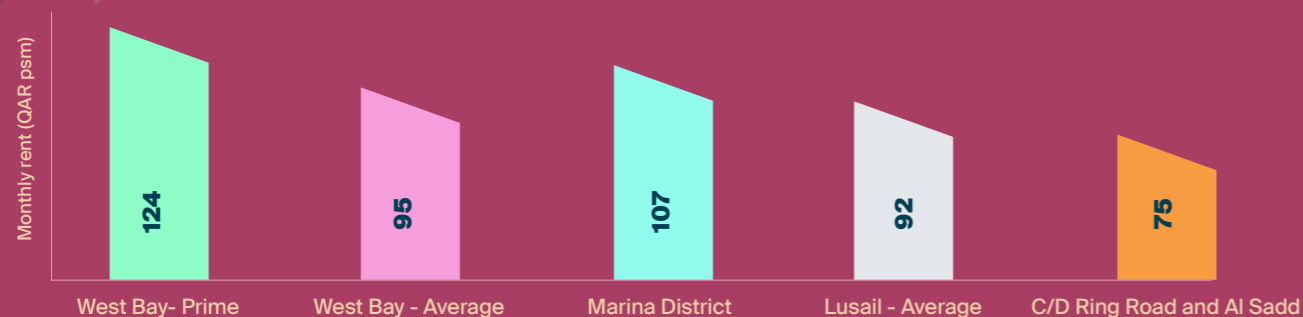


Rents have increased in recent quarters. Certain typologies and neighbourhoods have witnessed a 25-30% increase.

# QATAR REAL ESTATE MARKET REVIEW - Q3 2022

## Commercial Market

### Offices



Average Grade A office lease rates declined by 6% y/y to QR 99 psm per month.

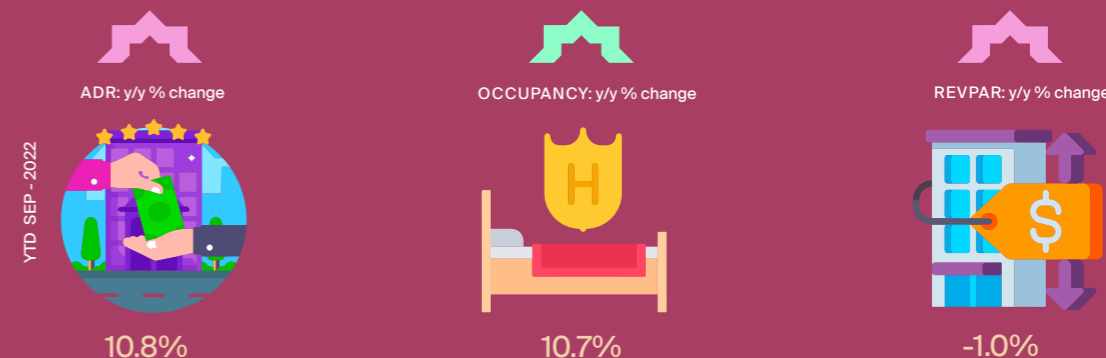
The Qatar Free Zones Authority is continuing to attract international businesses to its two freezones in Ras Bufontas and Umm Al Houl. Google, BM Cyber, Invent Solutions, Thales, and Macallan are among the latest tenants to arrive.

Lusail continues to attract existing office occupiers away from West Bay, which may put downward pressure on rents on the latter as demand shifts out of the West Bay area.

Recent regulatory reforms that allow global corporations to establish businesses in Qatar, will boost demand in the office sector. For now, demand is being underpinned by public sector bodies, financial institutions, and the oil and gas sectors.

Source: Knight Frank

### Hospitality Sector



The world's largest soccer event is expected to significantly boost Qatar's average occupancy levels, which stood at around 57% this summer, as over one million fans descend.

The recent improvement in the Qatar hospitality market performance is being fueled by the return of visitors following the easing of all travel restrictions.

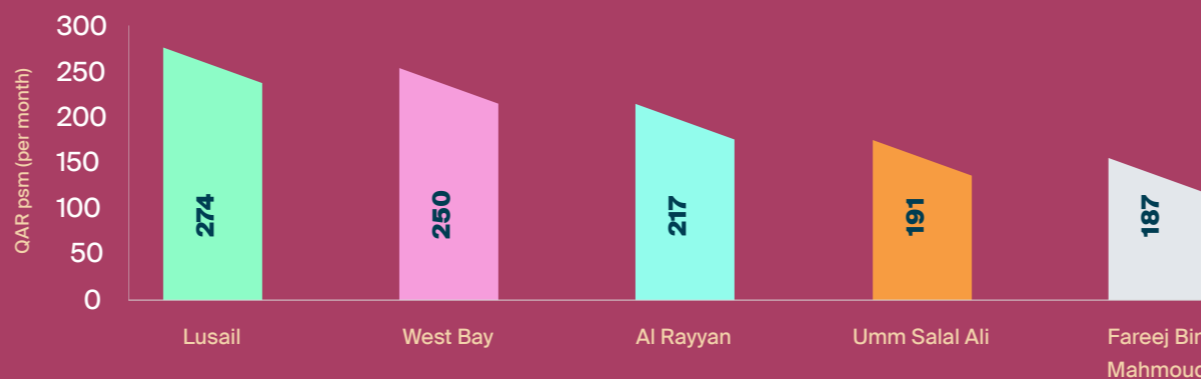
In Q3 of 2022, Qatar's total quality room supply stood at 31,800 keys. By the end of 2025, the quality room supply in Qatar is expected to reach 56,600 keys.

STR Global, Knight Frank

### Retail Sector

Positive economic sentiment stemming from mega event is acting as a catalyst for Qatar's retail industry. Indeed, many retailers are preparing to open new locations in the country.

Retailers have also begun to broaden their offerings by including additional F&B, leisure, and lifestyle components into their projects to mitigate the effects of the ever-expanding e-commerce sector and increase consumer focus on experiential retail. The recent opening of the US\$ 1.25 bn Place Vendome in Lusail is a prime example of a mall that has carefully integrated entertainment and attractions to boost dwell times.



Average monthly retail leasing rates remained stable over the last 12 months at QR 224 psm.

Source: Knight Frank

In Qatar, indoor malls dominate the retail environment. However, in recent years, there has been an upsurge in outdoor destinations that place a strong focus on F&B, leisure, and lifestyle, such as 21 High Street and Lusail Boulevard.

The retail scene is getting increasingly competitive. As e-commerce penetration expands and consumer behaviour and expectations evolve, traditional shops face challenging market conditions. As a result, retailers are extending their online presence to sustain and grow their customer base.

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