

MALLORCA COMMERCIAL REAL ESTATE ADVISORY

Overview and Background

Mallorca is a multi-award-winning investment advisory, specializing in commercial real estate. We provide informed market consulting to our investors, high net worth individuals, and property owners to support their endeavors of acquiring, structuring, operating, and selling their assets.

We are based in Dubai, UAE, as well as Paris, France, covering the most premier commercial real estate market in the Middle East and Europe. We work with a small selection of clients and remain their trusted advisors year after year.

We, therefore, always favor long-term interests over short-term gains. Our clients retain us because we've built a stellar reputation for tackling the main issues through a hands-on approach, making the investment process hassle-free for our clients, from start to finish. Our team holds a great relationship with family offices, UHNWI, funding departments, developers, and financial institutions who appreciate our unique access to the most prime, one-of-a-kind, off-market assets.

We tailor our business approach and services specific to each client, based on their needs and priorities. It's no wonder Mallorca Commercial Real Estate Advisory currently maintains nearly 20 billion USD worth of assets listed.



Some of our Accomplishments

- ★ Al Khail Heights: Gated community comprised of 2,220 apartments and 58 villas, along with a supermarket, a school, and other amenities. Sold for 327 million USD to a group of investors in 2013 and handed over in 2018.

 Utilizing our opportunity identification skills and abilities, we identified this project as a great investment opportunity for our client. This project was not without its own unique challenges, however, as the property was originally designed to consist of 4 and 5-bedroom apartments. But our team rose to the occasion, convincing the seller to redesign the project to fit the market's demand, preserving the highest profit for our investors.
- ★ Shopping Mall: Commercial complex left incomplete by the developer after reaching 80% construction near Motordrome. Sold Freehold for 141.5 million USD in 2015.
- ★ 5 Star Hotel-Business Bay: 275-bedroom hotel operating since 2019, sold for 109 million USD in 2017.
- ★ Winner of Gulf Real Estate Awards 2018: "Best Real Estate Brokerage Initiative (Commercial) Dubai," between more than 170 nominations submitted by 69 companies across 22 categories, from eight countries including Bahrain, Kuwait, Saudi Arabia, and the UAE, as well as Egypt, India, and the Maldives from outside the GCC region.
- ★ The Luxury Network International Awards 2019: It was a pleasure and a real honor to win the prestigious, Luxury Network International Awards 2019, as "Real Estate of the Year," along side Rolls-Royce and Caesar's Palace.
- Nakheel Diamond Award

Al Khail Heights





Shopping Mall



We Don't Wait for the Right

Opportunity

We Create it!

From When

We have been in Dubai's real estate market since it opened to freehold in 2002.

To reach the summit of our ambition, we faced and successfully passed the aftermath of the global economic crisis. When even the best were reeling, we were motivated by the will to survive, innovating beyond traditional mindsets and market barriers.

The Highlights of 2021

On 2021, we exceeded 272.3 million USD in transactions, with the latest deal being recognized as Dubai's most expensive land plot transaction this year, worth 138 million USD. The new project will be launched in 2022 and is worth 680.6 million USD.

For this achievement, we received the Nakheel Diamond Award from one of the most prominent master developers in Dubai, as well as a Certificate of Appreciation from the Dubai Land Department.

In addition, we have been featured in some of the most prestigious magazines in the region, including Forbes Middle East, along with Gulf News, Khaleej Times, Al Bayan, and more.

Schedule Your Appointment

We dedicate unlimited time and effort to provide bespoke service to our investors; therefore, we accept our clients by appointment only.

However, since we aim to make the most profitable investments, in some cases we work 24/7 to tackle any issues that might arise, no matter how difficult.



Our Team

Mallorca Commercial Real Estate Advisory works with a small team of highly qualified professionals, maintaining exclusive partnerships globally with a network of experts to add to our capabilities, when required. At Mallorca, our clients deal only with senior partners to preserve our high standards of service.

The Chairman: Fakhreddin Minooeifar

Fakhreddin came to Dubai as a wide-eyed 19-year-old student, amazed by the beauty, dynamism, and rapid growth of this unique city, with an inherited sense of real estate business derived from his family, who worked in the industry for generations. He started his career in 2002, when the revolution of freehold law was established and the desert was transforming into fertile territory. After many years of success in the market, Fakhreddin saw a significant gap in service fulfillment for large deals.

At this point, Mallorca Commercial Real Estate Advisory was born as a niche boutique real estate firm. Fakhreddin holds transaction records worth over 3 billion USD over the past ten years, including the first freehold shopping mall, master-planned communities, large land parcels, entire buildings, and hotels. Furthermore, Fakhreddin is known across the region for his generational talents in the areas of market analysis, opportunity identification, deal structuring, and strategic negotiation.

Achievements:

Judge for the International Business Excellence 2018

Judge for Gulf Real Estate Awards 2019

Certifications & Memberships:

Commercial Real Estate Analysis and Investment from MIT (Massachusetts Institute of Technology). Member of the International Real Estate Federation





We named our company, "Mallorca," after the spectacular Spanish island in the Mediterranean Sea, having fallen in love with its beauty and wanting to honor our wonderful memories forever.

The very name, "Mallorca," is rooted in the word, "major," transcending the major deals our company would go on to achieve. Even the shade of blue found on our business cards and throughout our office presents greater meaning, symbolizing Mallorca and Dubai's crystal-clear water. Our logo portrays elements of Mediterranean architecture, with a dome and columns inspired by an iconic, beautiful white temple located in a historical museum-house on Mallorca Island, called "Son Marroig."







Our reputation is based on our

Services

Our Services Include

- Opportunity Identification
- Opportunity Structuring
- Market Analyzing
- Customizing Business Plans
- Development Strategy
- Due-Diligence Funds Sourcing
- Asset Management
- Authorities Relations
- Turnkey Transaction Support



Our main

Marketing

strategy is our client satisfaction



Some of our published,

articles and advertisements

in papular and prestigious

magazines of this region

"...trickles of these new measures will combine to form a roaring river that will once again transform and rejuvenate real estate in Dubai"







MALLORCA PROPERTIES

DUBAI COMMERCIAL REAL ESTATE SPECIALIST

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The Dealmaker



66 PRESTICE -





FAKHREDDIN MOHAMMAD

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AL KHAIL HEIGHTS, DUBAL

Some of Our Recent Press Releases



"مايوركا العقارية

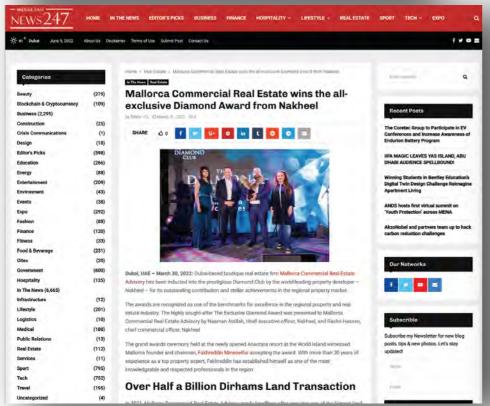
تفوز بالحائزة الماسية الحصرية من نخيل

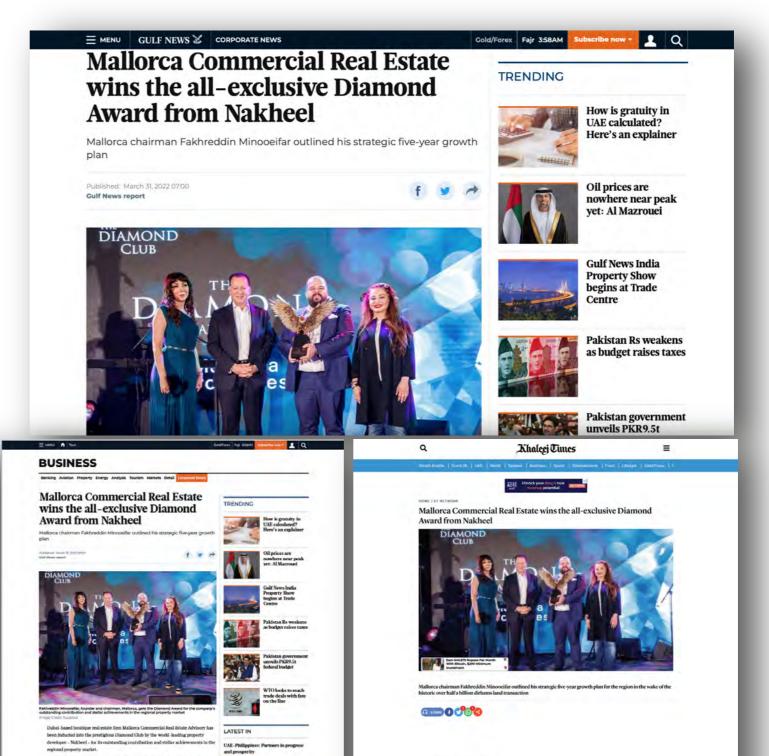
انضمت شركة مايوركا للاستشارات العقارية، لهذه الجائزة. ومع خبرته العقارية، ومقرها دبي، للنادي الماسي المرموق الـذي أسسـه المطور العقاري العالى شركة نخيل العقارية، وذلك لإسهامات شركة مايوركا البارزة تصدرت شركة مايوركا للاستشارات وإنجازاتها الرائعة في سوق العقارات في المنطقة. وتعتبر تلك الجوائز أحد أهم العلامات التي تدل على التميز في قطاع العقارات والتطوير العقاري في النطقة. وقد تم تسليم الجائزة الماسية، التي تسعى العديد من الشركات والمؤسسات للفوز بها، إلى شركة مايوركا للاستشارات قطاع العقارات. وبهذه المناسبة، قال العقارية من قبل نعمان عطا الله، الرئيس التنفيذي لشركات نخيل العقارية ورشا حسن، الرئيس التنفيذي للعمليات وعلى تلبية كافة احتياجاتهم للوصول التجارية في شركة نخيل العقارية. وأقيم الحفّل الكبير لتوزيع الجوائز في منتجع أنانتارا الذي افتتح مؤخراً في جزر العالم، وشهدت الاحتفاليـة تسلّم فخرالدين مينويي فر، مؤسس ورئيس مجلس إدارة شركة مايوركا للاستشارات خططنا واستراتيجياتنا».

الطويلة كخبير عقاري مرموق، أثبت فخرالدين نفسه كواحد من أهم الخبراء في مجال التطوير العقاري في النطقة. العقارية عناوين الأخبار في 2021، وذلك بعد إتمامها لواحدة من أكبر صفقات شراء الأراضي في تاريخ دبي، تجاوزت قيمتها نصف مليار درهم. وفي ظل ظروف السوق العقارية، أظهرت تلك الصفقة قدرات ومصداقية الشركة في فخرالدين: «تأتى الجائزة الماسية تأكيداً على مكانتنا كشركة تركر على العملاء لأعلى درجات التميز. نسعى أن نصبح الشركة البارزة في المنطقة خلال الخمسة أعوام القادمـة، وسنواصل تحقيق الزيد من الإنجازات في السوق العقاري بينما نعطى الأولوية للعملاء في قلب كافة









highly sought-after The Exclusive Diamond Award was presented to Mallorca Commercial Real Estate Advisory by Na Arallah, chief executive officer, Nakheel, and Rasha Hassan, chief commercial officer, Nakheel

bland witnessed Mallores founder and chairman, Fakhreddin Minoseithe accepting the award. With more than 20 years of experience as a top property expert, Fakhreddin has established himself as one of the most knowledgeable and respected professionals in the region.

Sponsorship, Exhibition Participation:

- Participating in MIPIM 2019 in Dubai Pavilion, with absolute pleasure to have His Excellency Ban Ki Moon in our booth.
- Sponsor at the fifth edition of the International Business Excellence Awards. Being on the judging panel of the prestigious International Business Excellence Awards (IBX) 2018 alongside industry professionals and experts.
- Participant in Sir Anthony Ritossa's fourth Virtual Keynote Panel discussion on the topic of "Real Estate, Thinking Outside the Box in this Current Investment Climate." Held under the High Patronage of His Highness Sheikh Ahmed Al Maktoum, the event included representatives from the United Arab Emirates, Kingdom of Saudi Arabi, Kingdom of Bahrain, Singapore, Australia, New Zealand, the United States, and the United Kingdom.

Achievement











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