



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.

■ Sold By Mallorca



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






Mallorca Properties

GULF REAL ESTATE AWARDS 2018
WINNER
Real Estate Exchange Initiative (Commercial)

حكومة دبي
GOVERNMENT OF DUBAI
Land Department

The Nakheel International Awards 2019
Mallorca Properties

NAKHEEL
THE DIAMOND AWARD
MALLORCA PROPERTIES

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

TOP 10 THINGS
to do when
selling your
property

Nº.1 Call us!
WE WILL HANDLE THE OTHER 9

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GUEST COLUMN

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

Named Mohammed, Chairman of Mallorca Properties

Having written a whole real estate article for Prestige, suddenly a new flash account - a drip of lightning, a bolt of lightning, and over half of the content becomes obsolete. Just like that!

At a time when we almost resigned ourselves to a bear market, the ruler of Dubai has stepped right in and announced a slew of economic measures to bolster the local economy. And boy, has he announced it in style.

His Highness Sheikh Mohammed Bin Rashid Al Maktoum, Vice-President and Prime Minister of the UAE and Ruler of Dubai, has waived fines and violations as companies can renew their licenses without fees. Operational costs will now be reduced, government fees can now be paid in instalments, local purchases will be fully supported by encouraging local production. In fact, 20 per cent of government tenders will now be allocated to Dubai SMEs.

The Sukuk market will also be encouraged to increase issuance and listing in Dubai, and develop new platforms including retail Sukuk and the secondary Sukuk Market for SMEs.

Another key announcement made was to boost and increase the volume of foreign trade by about Dh27 billion to improve the competitiveness of Dubai as a global trading centre. The line zones are also getting expanded to expand their reach and depth of services.

Commercial real estate is now changing the announcement to develop a mortgage and finance law and revitalise investment in the real estate sector by attracting foreign investment portfolios. A key target is to attract foreign direct investment and benefits from financial flows, estimated at US \$200 billion, and will facilitate the movement of financial products.

Furthermore, the Dubai Land Department has been asked to reduce the cost of doing business by reviewing fees and local laws to reduce the monetary burden on companies. With a target set to double family tourism from 700,000 to 1,500,000 per year, family tourism that uses the time share system is to receive a huge boost. The time of time share properties seems to have finally dawned in Dubai.

All of this is spectacular and couldn't have come at a better time. And I have a strong feeling that trickles of these new measures will combine to form a roaring river that will once again transform and rejuvenate real estate in Dubai - especially the commercial sector.

As Dubai continues to grow, several suburbs like Dubai South and Downtown Jebel Ali will transform into urban centres. And therefore, identifying areas of 'activities' and creating commercial spaces to 'feed those activities' will assume significance. Industrial activities in particular hold promise, as well as the real estate surrounding it - from factories to warehouses and retail as well as staff accommodation - all are bound to experience a surge in the run up to Expo 2020.

Dubai is nearing its 2020 tourism target as it welcomed a total of 15.8 million tourists in 2017. This not only constitutes a 6.2 per cent growth over 2016, the hotel industry is having a great run across categories. With increasing emphasis on tourist arrivals, real estate adjoining tourist venues is bound to be a winning asset class.

REITs (a real estate investment trust) is another great idea whose time seems to have finally arrived in Dubai. Commercial properties being linked to financial markets and the option of equity liquidity at all times are attractive propositions for investors and companies alike. Added benefits include adaptability to local market conditions and the ability to create portfolios to suit investor appetite. The successful launch of the first handful of REITs will inspire several more to follow.

Moving deeper into the commercial future of malls, I visualize a handful of mega malls doing well and dominating, despite the heavy spending in e-commerce. These malls will ride on years of goodwill, service and retail excellence that comes with a deep understanding of international tourists and residents alike.

Almost all other malls will eventually reposition to focus centres. An increasing array of government and government services will join the fray. Eventually, smaller malls will be forced to transform from branded retail showrooms to include family, work and lifestyle related spaces.

In summary, commercial real estate in Dubai will continue to transform and evolve. We need not be perturbed with the recent performance of the market as Choppiness is part of the real estate territory.

Markets have good news too. While we busy ourselves worrying about 2018, our leaders are busy planning, charting strategies a decade ahead of us. The latest slew of economic measures is, after all, a glimpse of that striving that is bound to bear fruit.

We are truly fortunate to live in a city whose development is linked to the vision of such an inspirational leader.

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Some of our published, articles and advertisements in popular and prestigious magazines of this region

ADVERTORIAL

DUBAI COMMERCIAL REAL ESTATE SPECIALIST

FAKHREDDIN MOHAMMAD
FOUNDER AND CHAIRMAN
MALLORCA PROPERTIES

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I came to Dubai in a somewhat 19 year old student crazed by the family dynamism and growth of this unique city. Having come from a family that for generations lived and benefited real estate, I saw a big gap in service. I believed when it comes to large deals.

When I passed the matter in 2002, the dream was slowly transforming into reality. And then began the revolution of household programs in Dubai, with luxury to be associated with all top master developers and the story of my real estate life began unfolding with the amazing things I learned along the way.

MALLORCA PROPERTIES was formed as a niche boutique real estate brokerage, asset management and consultancy firm and it had to work in residential and commercial properties for large volume deals within the UAE. And because we specialised in full buildings, large land parcels, malls, hotels and master planned communities, we attracted and retained high net worth investors and organizations that naturally seek high standards.

The last decade has seen us monitor buyouts in the sector of AED 10 billion with much of the success coming from the aftermath of the global economic crisis. At a time when most had their heads buried in the sand, I was motivated by the will to not only survive but also innovate beyond traditional mindsets and market barriers.

It is the love for challenges and the eagerness to create impeccable value that empowers us to stay the front of a game changer. Like consolidating the first household program in Dubai (Nakir City Mall) or transforming large blocks of home under construction to a beautiful community of 2,000+ units, another apartment and villa, redefining the status to household and rearing it (Khal Heights).

In a world of risks and mistakes, making comes even closer to the winning formula of remaining human centric. Knowing that professional care is just a step away allows our clients to focus on their projects while we transform their investments into assets.

2009 invasion gave MALLORCA PROPERTIES exclusively and a headstart to worldwide deals. I gave this because they use something sophisticated in the company. They are open, innovative and heart based. I followed into making a deal happen. In doing so, taking care of the client's best interest and pushing our duty merge into one robust vision. And the tangible result of that ongoing vision is history repeating itself with new unique deal generating real estate growth.

RECENTLY SOLD

AL KHAR HEIGHTS, DUBAI
Al Khair Heights, progress of sophisticated apartments and sports has been within a residential community.

66 PRESTIGE

property PRESTIGE 67

FORBES Middle East

The Dealmaker
Fakhreddin Minoeifar, Founder and Chairman of Mallorca Properties, has built a stellar reputation on trust, discretion, and determination.

PROMOTION

Why do you think clients turn to Mallorca for such important transactions?
We owe our success to the very special relationships we have developed with everyone in the industry, and everyone who deals with us knows they can trust us. Our reputation is based on three things: absolute discretion, complete honesty, and the will to tackle any issue, no matter how difficult. To demonstrate what this represents, we currently have close to \$17 billion worth of assets listed, including from Dubai's largest asset owners who choose to list exclusively with us. We have also expanded our activity in Europe and the U.K. From there, we source similar types of assets for our customers.

From a real estate perspective, what attracts big names to invest in Dubai?
I always advise people to invest where they can get what money can't buy - and that's Dubai. What drives investors in the city is a special combination of unique lifestyle, cultural diversity, and a true sense of safety. Everyone is welcome, no matter their origin or religion. Dubai leaders are not afraid to make bold moves to improve the situation in the country. Just look at how they dealt with the Covid crisis, everyone took notice and now investors increasingly see Dubai as a place to invest for the long term.

What qualities and capabilities would you say a real estate company needs to operate successfully in Dubai?
This is a very fast-paced city, and you need to be reactive. We do our homework and keep our finger on the pulse because, here, you won't get away with not knowing what you are talking about. Good negotiation skills are another important element and you need to make sure you bring value to parties on both sides. However, probably the hardest part of the job is constantly building our reputation, which means building trust and putting clients first.

www.mallorca.ae

Some of Our Recent Press Releases

12 ذو القعدة 1443 هـ - 12 يونيو 2022 م 03:58 الفجر

البيان

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فخر بالافتتاح المؤسسين وأصحاب المصالح والمستثمرين القدر المؤسسين يوم 10 يونيو 2022

مايوركا العقارية تفوز بالجائزة الماسية الحصرية من نخيل



المصدر: البيان التاريخ: 01 أبريل 2022

ت | - | الحجم الطبيعي

ما أكثر مخاطر الأمن السيبراني التي تفاقمت؟

- سرقة البيانات الشخصية
- سرقة البيانات المالية

إرسال عرض النتائج

انضمت شركة مايوركا للاستشارات العقارية، ومقرها دبي، للنادي الماسي المرموق الذي أسسه المطور العقاري العالمي شركة نخيل العقارية، وذلك لإسهامات شركة مايوركا البارزة وإنجازاتها الرائعة في سوق العقارات في المنطقة.

وتعتبر تلك الجوائز أحد أهم العلامات التي تدل على التميز في قطاع العقارات والتطوير العقاري في المنطقة. وقد تم تسليم الجائزة الماسية، التي تسعى العديد من الشركات والمؤسسات للفوز بها، إلى شركة مايوركا للاستشارات العقارية من قبل السيد نعمان عطا الله، الرئيس التنفيذي لشركات نخيل العقارية والسيدة رشا حسن، الرئيس التنفيذي

“مايوركا العقارية” تفوز بالجائزة الماسية الحصرية من نخيل

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Forbes

Leadership - Recent Articles

Fakhraddin Minoofifar, Founder And Chairman Of Mallorca Properties: The Dealmaker

By Editor - G. | March 30, 2022



Fakhraddin Minoofifar, Founder and Chairman of Mallorca Properties

Fakhraddin Minoofifar, Founder and Chairman of *Mallorca Properties*, has built a stellar reputation on trust, discretion, and determination.

Mallorca isn't just a boutique real estate broker, it is multi-award-winning and has just closed one of the biggest land deals in Dubai history. What can you tell us about the deal?

So far, 2021 has been a great year. We have just exceeded 1 billion AED (\$272.3 million) in transactions, with the latest closing as Dubai's most expensive land plot transaction this year involving a private investor. The investor was Hassan H. Nsa, founder and CEO of Banan, the owner of Serenia Residences. Mallorca advised Serenia Residences on the \$138.3 million purchase. The plot is located at The Crescent, Palm Jumeirah, and will be developed by Palma Holding into a new beachfront development. The new project will be launched in 2022 and is worth \$680.6 million, according to Kareem Dirbas, the founder and CEO of Palma Holding. This deal brings our total asset transactions since inception to almost \$3 billion.


Explore a new way of investing

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Mallorca Commercial Real Estate wins the all-exclusive Diamond Award from Nakheel

Mallorca chairman Fakhraddin Minoofifar outlined his strategic five-year growth plan

Published: March 31, 2022 07:00
Gulf News report



THE DIAMOND CLUB

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- Oil prices are nowhere near peak yet: Al Mazrouei
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Mallorca Commercial Real Estate wins the all-exclusive Diamond Award from Nakheel

By Editor - G. | March 30, 2022



Dubai, UAE - March 30, 2022: Dubai-based boutique real estate firm *Mallorca Commercial Real Estate Advisory* has been inducted into the prestigious Diamond Club by the world-leading property developer - Nakheel - for its outstanding contribution and stellar achievements in the regional property market.

The awards are recognized as one of the benchmarks for excellence in the regional property and real estate industry. The highly sought-after The Exclusive Diamond Award was presented to Mallorca Commercial Real Estate Advisory by Naaman Atallah, chief executive officer, Nakheel, and Rasha Hassan, chief commercial officer, Nakheel.

The grand awards ceremony held at the newly opened Anantara resort at the World Island witnessed Mallorca founder and chairman, Fakhraddin Minoofifar accepting the award. With more than 20 years of experience as a top property expert, Fakhraddin has established himself as one of the most knowledgeable and respected professionals in the region.

Over Half a Billion Dirhams Land Transaction


BUSINESS

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Dubai-based boutique real estate firm *Mallorca Commercial Real Estate Advisory* has been inducted into the prestigious Diamond Club by the world-leading property developer - Nakheel - for its outstanding contribution and stellar achievements in the regional property market.

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Over half a billion dirhams land transaction

Khalegi Times

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Mallorca Commercial Real Estate wins the all-exclusive Diamond Award from Nakheel

Mallorca chairman Fakhraddin Minoofifar outlined his strategic five-year growth plan for the region in the wake of the historic over half a billion dirhams land transaction



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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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