



EXCLUSIVELINKS

Real Estate Brokers

SALES SERVICES



Sales | Leasing | Property Management | Vacation Homes

www.exclusive-links.com

OUR COMPANY

Exclusive Links Real Estate Brokers is one of the UAE's leading brokerage firms, offering a complete property experience. We continue to work in pursuit of service excellence and are committed in every area of the real estate industry. Offering a premium, professional and flexible service to customers, Exclusive Links Real Estate provides an extensive list of residential and commercial properties for sale and lease. This is complimented by a full property management list of services and a portfolio of short term rentals throughout Dubai.

Since it's establishment in 2005, the Company has grown in strength and reputation and has maximised business potential to the benefit of our valued local and international client base. Multi award-winning, Exclusive Links was structured as a boutique style company, harnessing professional and market expertise from all areas of the business. We are a western owned and run private firm which is home to some of the most experienced professionals in the field. Maintaining close ties with all our customers, we have maintained a respected reputation in the market.

The owners of Exclusive Links Real Estate, Louise Heatley and Zarah Evans are seasoned professionals with a combined 39 years of experience in real estate in Dubai. These ladies are respected members of the local business community and are well thought of as leaders in their own right.

They strive for and work with the highest business standards and practices. Exclusive Links Real Estate Brokers offer their customers transparency, understanding and commitment. They recognize and value the importance of demonstrating to customers and partners alike, an honest and reliable brokerage service.



The Complete Property Experience



OUR PEOPLE

Supporting the vision of the UAE Government, the team at Exclusive Links Real Estate are all trained and compliant in line with the Real Estate Regulatory Agency (RERA). This combined with a respect for business in general ensures high standards are always delivered. Exclusive Links balance its on-the-road sales force with an effective back-office administration that supports clients and a complete range of services.

Exclusive Links Real Estate boasts a highly motivated and experienced team of Client Managers made up of qualified professionals who operate with a professional code of business ethics. Our multinational team from varying backgrounds and cultures supports the diversity of our client base. Our combined team are from 18 countries and speaks over 20 different languages.

We have always focused on quality and customer service orientated individuals. The dynamics of our team are extremely important and taking on-board experience through word of mouth and referrals from existing customers is always our priority.



OUR SALES

Our Complete Sales Experience includes

- RERA compliant Managers to represent Buyers and Sellers
- Property valuation & advice in line with market trends
- Extensive range of print and online network marketing
- Maximising exposure on properties and providing feedback
- Managing property circumstances and client expectations
- Qualifying Buyers and Sellers documentation and capabilities
- Negotiation in a client's best interest at all times
- Disclosure of costs and conditions including liabilities
- Working with developers on resales and off plan projects
- Processing sale and purchase documents in line with local laws
- Accompanying transfer of ownership at Land Department Office

Our team of Client Managers at Exclusive Links are known and respected in the industry for their transparency and honesty, representing property and clients expectations professionally. This trust is supported by the industry standard of RERA accreditation and the ability to adapt our sales approach to deliver results in all aspects of the process.


Whether registering your property for sale or discussing your purchase requirements, our team will deliver an impartial & qualified experience every time.



OUR LUXURY PORTFOLIO

The Elite Collection

- Properties valued at 15 million Dirhams and above
- Properties listed exclusively with Exclusive Links
- High end targeted advertising campaign
- Conveyancing services
- Dedicated property professional to manage all aspects of your requirements
- Personal service with the highest level of performance
- Discretion, privacy & confidentiality at all times
- Over 500 million dirhams worth of luxury homes already transacted in Dubai



The Elite Collection by Exclusive Links is a selection of luxury homes listed for sale priced at AED15M and above. This luxury selection of fine properties is not defined by expense alone - it is a lifestyle in sought after addresses with high-end finishings and elegant property design. These homes are in a class of their own where no detail has been overlooked and this is extended to the service we provide our affluent customers with utmost privacy, trust, respect, discretion and confidentiality.

OUR COSTS

PURCHASER

- Transfer fees payable to DLD (Dubai Land Department) – 4% of the selling price
- Title deed and affection plan fee – AED580 for apt/villa and AED390 for land
- DLD registration trustee office fee – AED 4,000 + VAT (1K if sales value less than AED 500K)
- Commission payable to the agency – 2% plus VAT of the selling price
- If financed, a mortgage registration fee equivalent to 0.25% of the mortgaged amount plus an administration fee of 290 AED is charged by the DLD. These amounts are payable by managers cheque to the DLD at transfer and will be confirmed by the lending bank

SELLER

- Commission payable to the agency – 2% of the selling price
- NOC (No Objection Certificate) fees payable to the Developer – AED 500 – AED 1,500
- If financed, a mortgage release fee of AED 1,270 plus AED 300 is payable to the trustee office as an admin fee
- Islamic mortgage release fee AED1,530 plus AED300 is payable to the trustee office as an admin fee. The Seller should also be aware of any early settlement fees charged by their bank
- All utility bills need to be settled and final bills certificates provided with an additional clearance cost of approx. AED100 – AED 1000 depending on provider

ADDITIONAL SERVICES

- Power of Attorney
- International foreign exchange
- Property blocking
- Mortgage services
- Conveyancing services
- Interior design services

*** Prices subject to change



OUR OFFICES

HEAD OFFICE

Tel. + 971 4 399 4937
Fax. + 971 4 399 4936
Email: enquiry@exclusive-links.com

Office 1203
Control Tower,
Motor City
Dubai, United Arab Emirates

Office Timing

Monday - Thursday 9AM - 6PM

Friday 9AM - 2PM
Saturday & Sunday - OFFICE CLOSED

DUBAI MARINA OFFICE

Tel. + 971 4 399 4937
Fax. + 971 4 399 4936
Email: enquiry@exclusive-links.com

Marina Gate 1
The Residences at Marina Gate,
Dubai Marina,
Dubai, United Arab Emirates

Office Timing

Monday - Thursday 9AM - 8PM
Friday 9AM - 2PM

Saturday 9AM - 6PM
Sunday - SHOP CLOSED



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OUR QUESTIONS & ANSWERS

BUYERS

Are foreigners restricted on purchasing in Dubai?

No, anyone can purchase property in Dubai across all designated freehold and leasehold developments either primary sales directly from the developers or in the secondary resale market.

How do mortgages work?

Exclusive Links Real Estate partner with preferred mortgage brokers who will guide you through the complete process and advise you on which lender or terms will suit your individual requirements and investment. Competitive rates and terms are available and linked to other more mature markets. Contact us today for free assessment and qualifying information.

Do I need to be in Dubai to complete my purchase?

If you are not able to be in Dubai to complete a property purchase, then you can appoint a Power of Attorney (POA) to represent you. There are different POA options including a remote option which is completed online for investors not physically present in Dubai. Exclusive Links will assist you with this process when purchasing through our company.

Does ownership entitle you to residency?

The Dubai Government will issue renewable residency visas to property owners subject to conditions. For completed properties over and above a value of AED 750K you can apply for a 2 year investors visa and properties over and above a value of AED 2M you can apply for a 5 year investors visa. The property Owner can sponsor additional family members including maid/driver. This residence visa does not permit you to work in Dubai.



SELLERS

What documents do I require to sell my property?

To sell your property you will require a title deed on the property obtained through registration at the Dubai Land Department. You will also need a NOC (No Objection Certificate) from the developer to confirm that the property is free from any liabilities such as outstanding mortgage or unpaid installments or service fees. Your original passport would be required and any other documents and receipts pertaining to the original sale and current state of the property.

Do I need to involve a lawyer when selling my property?

The services of a lawyer are more usually engaged in other parts of the world when selling a property, however, this is not necessarily the case in Dubai and it is more optional. The Government provides the standard Contract of Sale, known as the Form F or otherwise known as an MOU (Memorandum of Understanding). The agency, conveyancer or a lawyer can provide additional Addendum terms to the Contract of Sale if required. Sellers may prefer to have a legal entity representing them as a Power of Attorney to conclude the sale of the property, should they not be in Dubai.

My property is mortgaged and I don't have the original Title Deed. Can I still sell my property?

Your lending bank can provide you with a certified copy of your Title Deed but will retain the original until the loan amount is fully cleared. The mortgage will have to be paid in full in order to release the original Title Deed for the sale formalities. The Dubai Land Department apply a small charge for mortgage discharge which is a further requirement before finalizing a sale.

What is the notice period I have to give to my Tenant if I want them to vacate so I can sell as vacant?

Law 33 of 2008 Article 25 states a Landlord may demand eviction upon expiry of tenancy contract if owner of the property wishes to sell the leased unit but must notify the Tenant of the reason at least 12 months prior to determined eviction date and notification must be delivered by Notary Public or registered mail.

OUR MARKETING

Exclusive Links Real Estate is one of Dubai's leading independent property brokerage companies and has been at the forefront of all initiatives in the property sector across various developments and locations. Our extensive marketing includes:

- Website & online property portals
- Direct marketing to customer databases
- E News mail shots
- Joint promotional events
- Direct canvassing

Our Portfolio includes a number of the top residential projects in Dubai including exclusive agency appointments on several towers and developments in Dubai Marina.

Exclusive Links Real Estate property listings are up to date at all times as part of our continuing efforts to remain an industry leader. We are constantly working on new and innovative additions to maximise exposure.



OUR ACCOLADES



GOVERNMENT OF DUBAI



للسياحة Tourism



BEST QUALITY BROKERAGE
DUBAI BOUTIQUE CATEGORY
WINNER 2021



MOST LEADS GENERATED
DUBAI BOUTIQUE CATEGORY
WINNER 2021



THE MIDDLE EAST
PRESTIGE AWARDS 2021/22

Congratulations



Exclusive Links Real Estate Brokers

Real Estate Brokers of the Year | Dubai, UAE



www.prestigeawards.co.uk | info@prestigeawards.co.uk | +44 (0) 121 270 9468
101 The Big Peg, 120 Vyse Street Birmingham, West Midlands, B18 6NF, United Kingdom





OUR LEASING

Our Complete Leasing Experience includes

- RERA compliant Managers designated to assist promptly
- Daily updated property listings of all sizes and budgets
- Extensive local and international marketing
- Friendly website to promote properties and search availability
- Advice to Tenants and Landlords of their responsibilities
- Qualifying both Landlords and Tenants documentation
- Negotiation and full disclosure of costs and conditions
- Collection and disbursements of rental funds when required
- Execution & registration of tenancy agreements
- Assistance with utility account connections and transfers

We believe excellent customer service is the key to satisfied clients. We offer a premium, professional and flexible service to Landlords and Tenants, ensuring all clients property needs are met. Our knowledgeable, friendly and efficient team keep our listings updated and advertised. We offer as many options possible when conducting a home search.

We also offer a wide selection of managed properties with maintenance contracts as part of our extensive database of apartments and villas throughout Dubai. Our team values the importance of looking after Landlords and Tenants.



OUR PROPERTY MANAGEMENT

Our Complete Property Management Experience includes

- A designated Manager for immediate contact and care
- Immediate action to resolve maintenance issues
- Preventative maintenance and home care services
- Maximizing revenue potential through tenancy renewal
- Sourcing and screening of Tenant
- Property inspections and feedback throughout the term
- Updates and advice on the rental laws and procedures
- Prompt rent collection and disbursements
- Property preparation and smooth Tenant handover and handback
- Introduction and organization of value-added service providers
- Provision of handover and snagging services in new builds
- Assistance with legal requirements and notices

Our property management service is a convenient and cost-saving solution for property Owners. We act in a Landlord's best interest and take care of a property as if it is our own. A bond guarantee has been paid to the Government to provide customer security and Exclusive Links has a full property management trade license to allow acceptance of funds on Owners behalf.





OUR SHORT TERM PORTFOLIO



EXCLUSIVELINKS
Short Term Rentals
**VACATION
HOMES**

discover the difference

- 
- Full compliance, registration and payment of tourism Dirhams with the Department of Tourism and Commerce Marketing (DTCM)
 - Professional furnishing, styling and photography
 - Manage listings on various platforms such as Airbnb, Booking.com, HomeAway, Exclusive Links, Property Finder and more
 - Full 24/7 service Guest experience and operations team handling reservations, Guest communication, operations and Guest support
 - Hotel standard linen and amenities
 - Regular cleaning and maintenance of the property per Guest turnover
 - Revenue management and optimisation
 - Flexibility to use your own property

At Exclusive Links Vacation Homes, we manage Owner's properties by renting them out on a short-term basis. This is a very lucrative and exciting market in Dubai which has endless opportunities for maximizing revenue. We provide Owners with a bespoke service to build the best solution for their properties. Due to our already well-established property management division, we have multiple trusted resources and excellent knowledge of the market to assist Owners and Guests with all their needs. Our professional and well-experienced staff rely on award-winning CRM and revenue management systems to ensure that our clients are always taken care of. We are passionate about setting the new standard and doing things right.

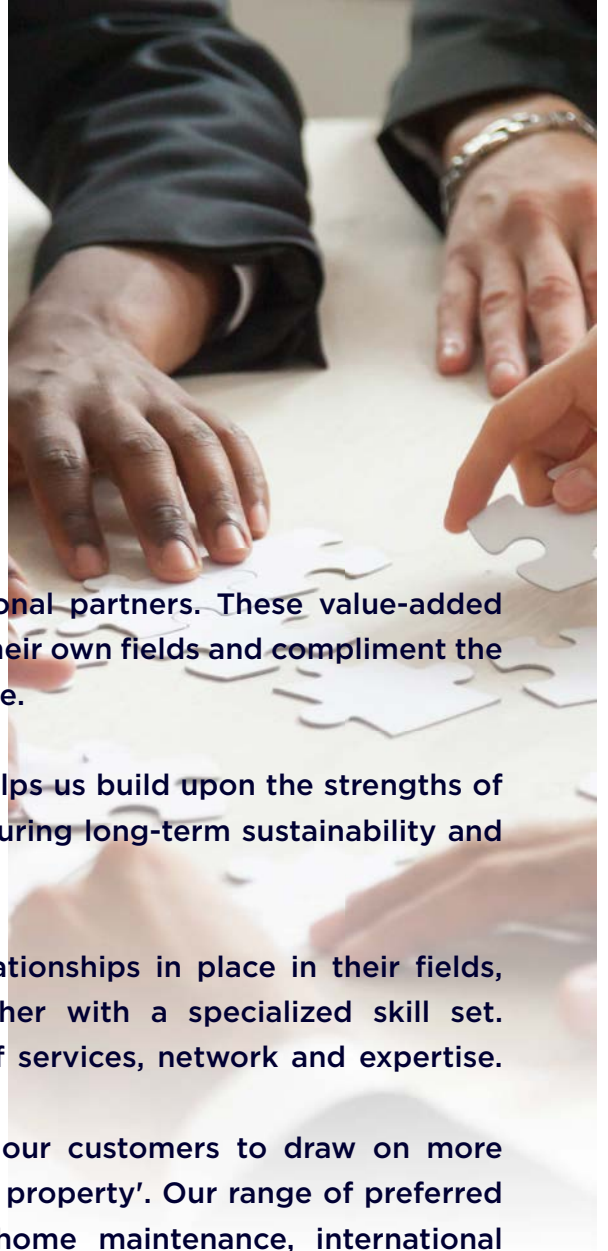
OUR PARTNERS

Exclusive Links is supported by preferred professional partners. These value-added service providers are regulated and licensed within their own fields and compliment the professionalism offered by Exclusive Links Real Estate.

Working in collaboration with other professionals helps us build upon the strengths of our existing brand and profile of services whilst ensuring long-term sustainability and extensive complimentary expertise in the industry.

Our external partners already have established relationships in place in their fields, which offers advantages to our customers together with a specialized skill set. It enables Exclusive Links to widen their breadth of services, network and expertise.

The advantage of this blended approach enables our customers to draw on more knowledge of services to assist them with 'anything property'. Our range of preferred partners offering interior design or decorating, home maintenance, international currency exchange, mortgage and legal services are all available to customers of Exclusive Links Real Estate as a complete property experience.



Legal and Business Services
UAE, GCC, Europe, USA, Canada and India





EXCLUSIVELINKS

Real Estate Brokers

The Complete Property Experience

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PROPERTY TALK
FROM Louise & Lounge