

# GUIDE TO QATAR'S RESIDENTIAL PROPERTY MARKET

2024





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# GETTING YOUR BEARINGS

## WHERE'S WHERE IN DOHA

### GENERAL

#### 01 LUSAIL

New master planned city, being developed to accommodate up to 200,000 residents

#### 02 PEARL-QATAR

Prime waterfront residential neighbourhood, built on reclaimed land

#### 03 WEST BAY

Doha's new CBD, featuring high-rise offices, hotels and residential towers

#### 04 HAMAD INTERNATIONAL AIRPORT

International airline hub

#### 05 DOHA CITY CENTRE

Msheireb Downtown, Central Metro Station, Souq Waqif, Emiri Diwan

#### 06 HAMAD MEDICAL CITY

Main concentration of healthcare and hospital campuses in Doha





## SHOPPING

### 07 VILLAGGIO MALL

Qatar's most established shopping centre

### 08 DOHA FESTIVAL CITY

One of Qatar's largest retail destinations

### 09 MALL OF QATAR

One of Qatar's largest retail destinations

### 10 PLACE VENDOME

Landmark retail development in Lusail

## UNIVERSITIES

### 11 QATAR UNIVERSITY

Qatar's largest university

### 12 EDUCATION CITY

Major educational campus, featuring a host of international colleges

## LEISURE AND ENTERTAINMENT

### 13 KATARA CULTURAL VILLAGE

Popular cultural and leisure destination, attracting busy weekend footfall

### 14 MIA PARK & DOHA PORT

Museum of Islamic Art, Corniche, MIA Park and Doha Port

### 15 ASPIRE ZONE

Sports and recreation hub, with Aspire Park, Khalifa Stadium & Aspire Academy

### 16 NATIONAL MUSEUM

Qatar's iconic Museum

### 17 LUSAIL BOULEVARD

Lusail's principal boulevard, featuring entertainment, retail, and F&B

### 18 B12 BEACH CLUB

Seafront leisure destination in West Bay

# TYPICAL MARKET PRACTICES

## WHAT TO KNOW BEFORE MOVING



### TYPES OF ACCOMMODATION AVAILABLE

Generally the types of residential accommodation currently available to expats in Doha comprise of:

- Apartments in a tower/block, which at the mid to upper end of the market benefit from swimming pools, gyms, etc.
- Villa compounds, with the same or higher amenity provision as the towers, providing family living environment.
- Standalone villas, usually larger and would benefit from their own swimming pool.
- Rental accommodation is available either unfurnished, fully furnished, or semi-furnished (white goods only)



### FURNISHING

Landlords provide either semi-furnished (inclusive of white goods) or fully furnished accommodation.





## LEASE CONTRACT

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Tenants usually pay an agency fee equivalent to 1-2 weeks rent although this can be waived for some properties.

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Landlords require payment by post-dated cheques from a Qatar based account; therefore, this has to be organised, together with a valid residency permit (Qatar ID) before signing a lease.

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Residential tenancies are based on a 12 month term, although it is possible to rent a serviced apartment for a shorter period. A discount can sometimes be negotiated for a longer term lease; however, many landlords currently offer between one and two months' free in addition to a twelve month term.

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A notice period of 1-2 months is usually stipulated, with a one month penalty in case of early termination applicable in many cases.

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It is not possible to sign a lease for a room only; however, landlords increasingly accept flat shares under a single lease.

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A month's deposit is a standard clause within a lease agreement, and rental payments are monthly in advance.

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Utilities are normally paid on top of rent and a certain deposit should be paid to Kahramaa (the local utility company). Rents are sometimes inclusive of utilities as a form of incentive.

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***Alhumar Real Estate, is a global leader in real estate consultancy services providing occupiers, tenants and investors around the world with a full spectrum of property solutions.***

***Our experience in Qatar has allowed us to develop unparalleled market insight. We have had a full-time office in Qatar since 2015, allowing us to develop market leading knowledge of the real estate market across the region.***

# RESIDENTIAL VILLAS FEATURES

## DESCRIPTIONS

### PREMIUM VILLA COMPOUNDS



The best compounds benefit from a prime location, convenient to the Pearl Qatar, West Bay and The Corniche, international schools, beaches, shopping malls, hotels, etc.

*Additional facilities such as clubhouse, games rooms, squash and tennis courts, swimming pool etc. are also available.*

- Gated communities
- They benefit from attractive soft landscaping in the common areas
- Compounds usually comprise smaller number of units (sometimes less than 20)
- Small private gardens
- Private pools for larger villas
- Villas are detached or semi-detached
- 3-6 bedrooms
- GFA of 275-750 sq m
- Car ports for 2+ cars



## STANDARD VILLA COMPOUNDS



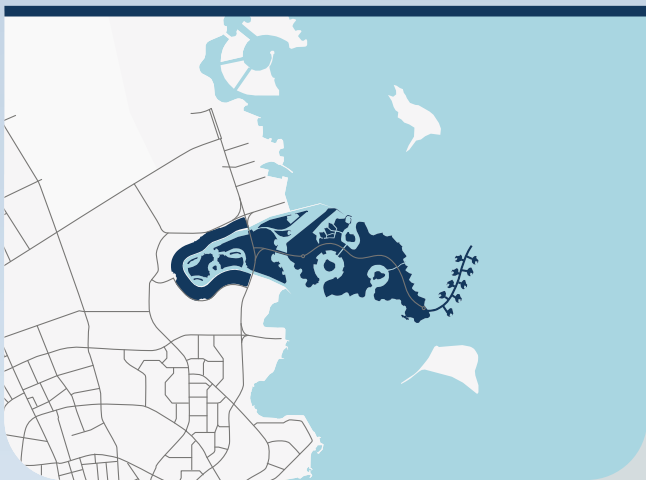
The best compounds are often located within the international schools' catchment areas, with convenient access to shopping malls. Standard compounds are often of similar standard to prime developments but are located further from the city centre and West Bay, and often have less landscaping and green areas.

***Additional facilities such as clubhouse, games rooms, squash and tennis courts, swimming pool etc. are also available.***

- Gated communities
- Compounds usually comprise 30-200 units
- Villas are detached or semi-detached
- 3-6 bedrooms
- GFA of 275-750 sq m
- Car ports for 2+ cars

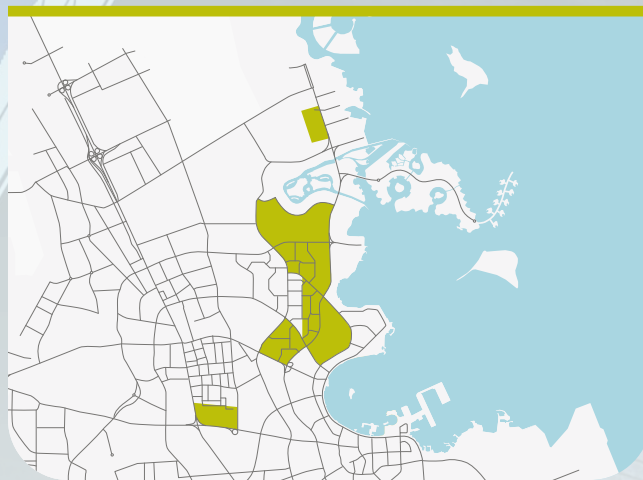
# RESIDENTIAL VILLAS RENTAL LEVELS

## OVERVIEW & RENTAL RANGES



### HIGH-END/LUXURY VILLAS

Doha's most exclusive residential neighbourhoods are located to the north of the city in West Bay Lagoon and on The Pearl-Qatar. Villas at The Pearl-Qatar, are stand-alone properties and are either owner-occupied by Qatari nationals, or leased to high-earning senior managers/CEOs etc. West Bay Lagoon comprises a mix of stand-alone waterfront villas and mini-compounds. Residents have private or shared beach access.



### PRIME VILLA COMPOUNDS

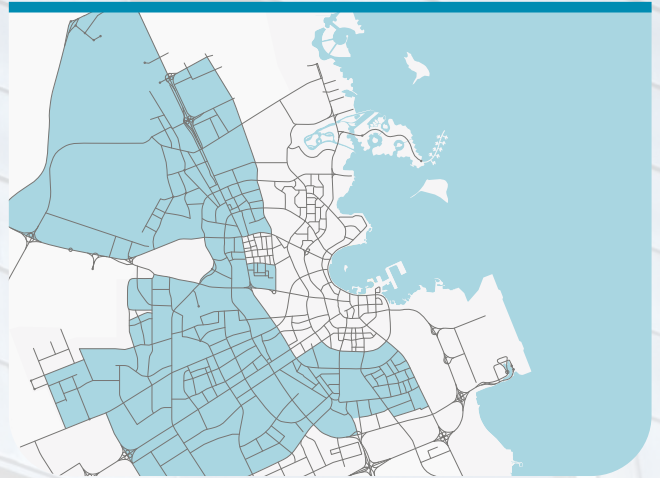
Some of the most sought after locations for compound villas are in the Onaiza and Legtafiya areas, which are close to West Bay, The Pearl-Qatar and The Corniche. Some of the premium compounds place an emphasis on high spec internal fit-outs, and soft landscaping of the common areas, as well as providing large club-houses, swimming pools, sports courts/facilities etc.

#### MONTHLY RENTAL RANGE, LUXURY VILLAS

<b>Four Bedroom</b>	QAR 22,000+
<b>Five Bedroom</b>	QAR 25,000+
<b>Six Bedroom</b>	QAR 33,000+

#### MONTHLY RENTAL RANGE, PRIME COMPOUND VILLAS

<b>Three Bedroom</b>	QAR 16,500-21,000
<b>Four Bedroom</b>	QAR 17,500-23,000
<b>Five Bedroom</b>	QAR 19,000-25,000



## STANDARD VILLA COMPOUNDS

The majority of compound villas are located in Doha's western outskirts and can range in quality based on the development/owner. The better quality residential developments are similar in standard to prime compounds, whereas some of the cheaper offerings may not have the same degree of internal specification or on-site amenities/facilities. The majority of expatriate families are located in these compounds to the west of Doha, where there is also a high concentration of schools and retail malls. The demand for villa accommodation within these areas can often be dictated by their proximity to certain international schools.

### MONTHLY RENTAL RANGE, MID MARKET COMPOUND VILLAS

<b>Three Bedroom</b>	QAR 10,000-14,000
<b>Four Bedroom</b>	QAR 13,000-16,000
<b>Five Bedroom</b>	QAR 17,000-23,000

# APARTMENTS FEATURES

## DESCRIPTIONS

### PRIME APARTMENT FEATURES



The most expensive apartment buildings are located either in the waterfront neighbourhoods of The Pearl-Qatar or within the downtown areas of Msheireb and West Bay. The Pearl's Porto Arabia, Viva Bahriya and Qanat Quartier neighbourhoods benefit from sea views, attractive outdoor promenades and landscaping, and plentiful F&B provisions. Apartments in West Bay and Msheireb benefit from their convenience to the principal office and hotel districts.

Buildings usually range in size from 150–300 apartments and are between 18 and 40 floors in height.

Buildings comprise a mix of studios, one, two and three bedroom apartments.

Apartments range from c. 65 sq m for studios to 250 sq m for three bedroom units.

At least one covered parking place allocated per for one and two bedroom units, with two spaces available for three bedroom units.

The majority of buildings enjoy concierge services, gyms and swimming pools.

## STANDARD APARTMENT FEATURES



The highest concentration of apartment buildings are located in the established urban neighbourhoods that surround the city centre. Some of the areas most popular with expatriates include Al Sadd, Bin Mahmoud and Al Mirqab. These areas are usually well serviced by amenities such as retail, restaurants, healthcare etc. Fox Hills, in Lusail, is also emerging as a popular destination for 'mid-market' apartment living.

Individual blocks are often built over medium rise height (G+4 to G+12) and comprise of between 40 and 120 units

Apartments generally range in size from approx. 60 sq m to a studio up to 200 sq m for a three-bedroom unit.

Parking allocation might be lower than in 'prime' locations.

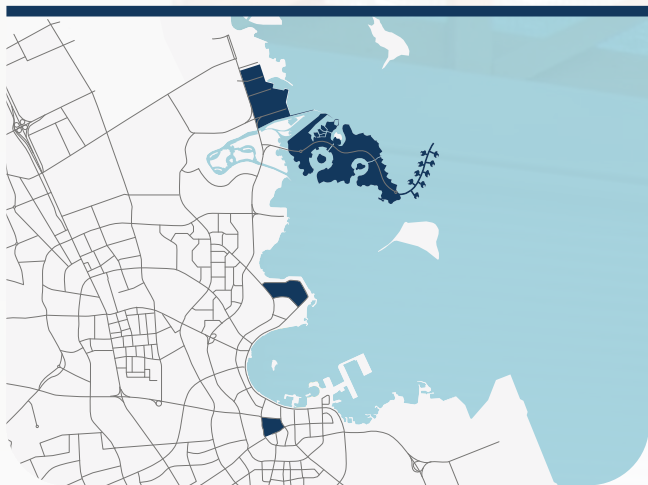
Building specification can often be of lower quality than prime developments.

These areas are more cost effective than prime locations.

Amenities can vary depending on the property. Many developments will not have on-site gymnasiums, swimming pools or concierge services.

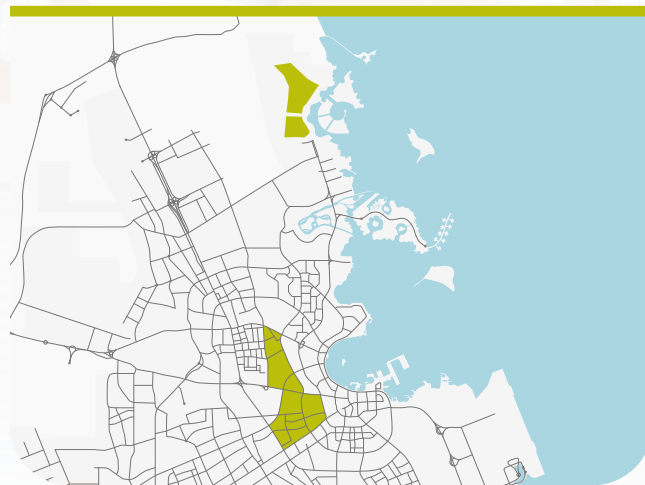
# APARTMENTS RENTAL LEVELS

## OVERVIEW & RENTAL RANGES



### PRIME APARTMENTS

Doha's most exclusive apartment developments are located in The Pearl-Qatar, West Bay, Lusail and Msheireb. Residents of The Pearl-Qatar have beach access. The masterplanned development benefits from attractive landscaping and pedestrianized areas throughout. The more recently built towers place an increasing emphasis on high-specification internal fit-outs. While many apartments have been sold to private investors, UDC, the Pearl master developer, still undertakes lease registration and maintains some control over property management, ensuring its consistency.



### STANDARD APARTMENTS

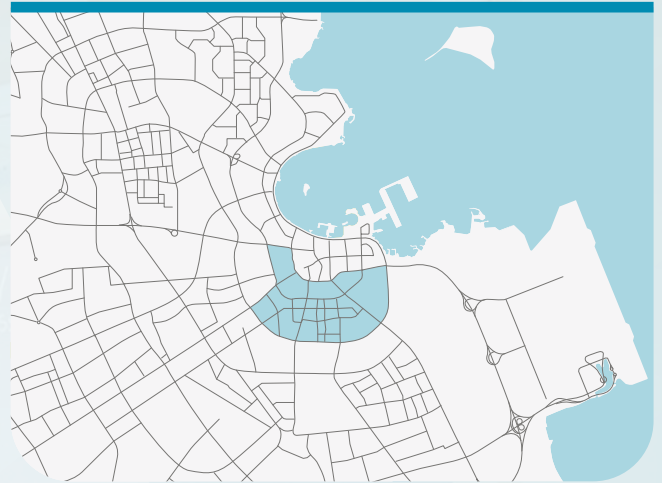
The mid-market includes neighbourhoods such as Fereej Bin Mahmoud, Al Sadd and Al Mirqab, which are characterised by high density mid-rise apartment buildings in central locations. As Lusail city develops, a new generation of master-planned supply is coming to the market in areas such as Fox Hills. While apartment developments in these areas may lack the on-site provisions of premium apartments, they will benefit from their proximity to hotels, restaurants, shops, work places etc.

#### MONTHLY RENTAL RANGE, PRIME APARTMENTS

<b>One Bedroom</b>	QAR 8,000-12,000
<b>Two Bedroom</b>	QAR 10,000-14,500
<b>Three Bedroom</b>	QAR 13,000-20,000

#### MONTHLY RENTAL RANGE, MID-MARKET APARTMENTS

<b>One Bedroom</b>	QAR 4,000-7,000
<b>Two Bedroom</b>	QAR 4,500-8,000
<b>Three Bedroom</b>	QAR 6,500-10,000



## BUDGET APARTMENTS

Residential stock in Doha's older inner city districts is predominantly made up of lower cost and lower quality apartments, which are often utilised as staff accommodation. The residential apartment blocks are generally built over medium rise height (G+6 to G+12) and comprise of between 40 and 120 units, with limited car parking available.



### MONTHLY RENTAL RANGE, BUDGET APARTMENTS

<b>One Bedroom</b>	QAR 3,000-5,000
<b>Two Bedroom</b>	QAR 4,000-6,000
<b>Three Bedroom</b>	QAR 5,000-7,000

# CHECKLIST

## WHAT TO LOOK OUT FOR

*When viewing potential properties, tenants should seek assurances on the following:*



### CAR PARKING

Check whether there are any spaces designated with the apartment/villa (minimum one per 1-2 bed apartment etc.)



### ELECTRICS

Check that sockets are in full working order.



### PLUMBING

Check that taps, showers, baths and toilets are all in working order.



### COMMON AREAS

If leasing an apartment in a block or a villa on a compound, check that common areas such as; landscaping, lifts and facilities are maintained, cleaned and kept in good working order.



### AIR CONDITIONING

Check the type of AC, if it works, and if it cools the rooms sufficiently.





## FURNISHING

Check what furnishing is included with the property (i.e. are kitchens appliances included and fully equipped) and that items are in good repair, any defects should be recorded.



## HEALTH & SAFETY

Does the property have smoke alarms, sprinklers installed and fire extinguishers.



## ENTERTAINMENT SYSTEMS

Which satellite TV packages are accessible or can be installed, is Wi-Fi internet access already available or are their additional costs to have these installed.



## RULES AND REGULATIONS

Landlords of multiple unit developments such as compounds and apartment blocks should provide a tenant handbook outlining rules and regulations for the development along with details of Health & Safety procedures in an emergency. We recommend reviewing this document if available.



## FINISHES

Semi-furnished properties are often exclusive of finishing details such as curtains, check whether these are included.





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