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# How to sell in Dubai

# If you've decided that it's time to sell, then we recommend you get your to-do list in order before you begin.

Our handy guide to selling covers all the bases, from getting a realistic valuation and dressing your property for viewings, through to hiring the right professionals to get your sale completed.

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## ① CALL IN THE EXPERTS

We're sure you're itching to know what the current value of your property is, so the first step is to speak to a local market expert. This should always be a face-to-face meeting at the property so they can easily identify any unique features, look at recent and comparable sales in the same community or area, and take current market conditions into consideration.

## ② CHOOSE THE RIGHT BROKERAGE

Do your market research, talk to friends, check online reviews and 'interview' different brokers to find the one that's right for you. You want a brokerage with a strong local presence and wider market appeal, which will ensure your property is marketed to a broad base of potential buyers.

## ③ GO EXCLUSIVE

Listing your property with a sole agent comes with certain benefits. It incentivises the broker, and they'll be more motivated to invest extra time and marketing know-how to attract a buyer. From your point of view, dealing with one trusted broker is far easier than having multiple agents. Over-exposure through different brokers can also potentially put prospective buyers off and attract lowball offers.

#### ④ BE CAMERA-READY

You never get a second chance to make a first impression. Your broker should advise you on steps to make your property stand out from other homes when it comes to a photoshoot and viewings. A fresh coat of paint, some decluttering and 'window dressing' will help make a positive impression. This extends to the exterior and garden, the first thing a prospective buyer will see.

#### ⑤ GET THE NOC

While the majority of fees is paid by the buyer, sellers should expect to pay for a No Objection Certificate (NOC), which is obtained from the developer that built the property. You also need to factor in commission of up to 2%, payable to your broker.

#### ⑥ BLOCK THE PROPERTY

Sellers who have a mortgage on their property will need to go through a 'blocking' process whereby a liability letter is requested from the bank. This will be subject to certain costs and fees that either the buyer or seller needs to settle in full to proceed.

#### ⑦ HIRE A CONVEYANCER

Once you have finalised the agreement, the next step is to hire professional conveyancing services to assist with the finer details of the sales process. A good conveyancer will hold your hand every step of the way.



## Need help selling?

Schedule a call with our property consultants

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